

# Application Process

## Application Process

### Personal Licence

If you're planning to run a pub you'll need a Personal Licence. If you don't already have one, you should start making enquiries to take the one day course and exam to get the Award for Personal Licence Holders (APLH).

For information on getting a Personal Licence and training courses available, please look at [www.wellsandco.com](http://www.wellsandco.com) or phone us for the relevant details.

### PEAT

You will also need to complete the online BII Pre-Entry Awareness Training (PEAT) course, which has been introduced to help prepare new licensees for taking on their own pub. Applicants will be asked to provide evidence that they have completed the course before they can be offered a pub. Details can be found online on the BII website at [www.bii.org/peat](http://www.bii.org/peat).

### Application Form

To make an application for this business opportunity, please complete an application form and return it to us as quickly as possible. You can apply online, by post or by calling Philippa Stanbridge on 01234 244453 or via email at [retailrecruitment@wellsandco.com](mailto:retailrecruitment@wellsandco.com). Please fill in as fully as possible and give us a call if you've any queries.

### Initial Interview

When we've had a chance to consider your application, you may be invited to attend an initial interview. This will give you and Wells & Co. the chance to learn more about each other. You will also have the opportunity to ask any questions you have.

## Business, Finance & Marketing Plan & Second Review

If your initial interview is successful, we'll ask you to prepare a business plan for the pub for presentation at a 2nd interview. You'll need to include your ideas for developing the pub's potential and must also include the source of funding for purchasing the business and any developments that may be needed.

### Appointment

If your application is successful, an offer will be made and confirmed in writing. This will include the legal position or 'Heads of Terms' of the appropriate agreement. You'll be expected to attend our five day retailer induction course, Wells & Co. Induction Programme. This will help prepare you for your new business venture and you'll meet a number of key Wells & Co. staff. If this is your first tenanted or leased pub, we also offer the chance to spend time with one of our experienced retailers in their pub.

### Business Support

Wells & Co. provides a high level of business support, some of which will be provided through the Monthly Service Charge.

- AWP Consultancy
- Short term loans for business purposes
- Technical Services
- Accountancy support / stocktaking
- Payroll support
- Training courses
- Wine List Planning
- Licensing
- Facilities and Compliance review
- Central point of contact through customer helpdesk

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Wells & Co. Ltd gives notice that the contents of these particulars are believed to be correct but are given without responsibility and intending purchasers or lessees should satisfy themselves by inspection or otherwise to their correctness. These particulars do not form any part of any offer or contract and no person in the employment of the company has any authority to make or give representation of warranty to this property.

# Business Opportunity



### Key Highlights

- Prominent high street location with great kerbside presence
- Established, profitable business with loyal customer base
- Attractive and well cared for bar area offering a flexible trading space
- Enclosed rear courtyard patio area
- Payment plan available for fixtures and fittings

### Could this be the pub for you?

Please ring 01234 244453 to speak with our recruitment team

### Estimated Costs

|                               |         |
|-------------------------------|---------|
| Total estimated ingoing costs | £23,950 |
| Annual rent                   | £21,000 |



## The Spread Eagle, Northampton - Under Offer To Let

147 Wellingborough Road  
Northampton, Northamptonshire, NN1 4DX  
[View Pub Details](#)

### Be Part of a Winning Team



### Pub Overview

The Spread Eagle presents an enticing opportunity to take on a popular community-focused local pub. Located on the Wellingborough Rd, within easy reach of Northampton town centre, the pub forms a key part of the area's local social scene, with numerous other local bars, pubs and restaurants helping to attract customers from across the region.

With an established level of trade already in place thanks to the previous long-term operator, a catering kitchen and an enclosed rear patio area, the pub attracts a varied clientele; loyal locals drawn by the range of food and Charles Wells ales on offer are joined by weekend visitors attracted by the pub's strong local reputation for live entertainment.

With the benefit of 3 good sized bedrooms and an office.



# The Spread Eagle, Northampton - Under Offer



## Location

The Spread Eagle is located on The Wellingborough Road, just a mile or so from Northampton town centre. The Wellingborough Road is well known as a great location for a night out with numerous pubs, bars and restaurants attracting customers from all over the area.

## Property

With an established level of trade already in place thanks to the previous long-term operator, a catering kitchen and an enclosed rear patio area, the pub attracts a varied clientele; loyal locals drawn by the range of food and Charles Wells ales on offer are joined by weekend visitors attracted by the pub's strong local reputation for live entertainment. The property has 3 bedrooms and an office.

## Business Potential

The Spread Eagle is a very successful business that has proved economical to run and is therefore very profitable. The current trade is mostly wet and is around £220,000 net per annum. There is room to develop this further by the introduction of different lagers and ales plus there is an opportunity to introduce a basic food offer to complement the current trade. The Fair Maintainable Trade for The Spread Eagle is £233,914.

## Suitable Applicants

The Spread Eagle would suit operators committed to providing great hospitality, with a desire to engage with their local community, enhance the pub's food offer and build upon its already strong reputation for live music and entertainment. Marketing know-how to promote this events programme is a must, as is a desire to uphold the high service standards for which the pub has long been renowned.

# The Spread Eagle, Northampton - Under Offer

| Month and Year of MAT figures 12/2018 | Total volume (Brewers barrels = 36 gallons)                            | Barrels (Beer and Stout) | Composite Barrels (Cider, wines, spirits, FAB's and minerals) |
|---------------------------------------|--|--------------------------|---|
| <b>Moving Annual Turnover</b>         | 410  | 70                       | 34  |
| <b>Last Year</b>                      | 349  | 285                      | 64  |
| <b>Previous year</b>                  | 226  | 158                      | 68  |
| <b>Volume Notes</b>                   | The current operator has a partial tie, Free for Minerals and packaged |                          |   |

## Agreement Offered

A 3 year tenancy agreement is offered with a tie to buy beer and wine from Wells & Co. Ltd.

## Premises Licence

There is a current premises license in place for alcohol and regulated entertainment, with licensing hours being 11am to 12am Monday to Saturday and 12 noon to 11pm on Sunday. A copy of the license will be made available for applicants to view.

## Business Rates

Information about current business rates can be found at [www.voa.gov.uk](http://www.voa.gov.uk). We always encourage our licensees to challenge rates by using Gerald Eve, our nominated specialist.

Floor plans, demographic information and an Energy Performance Certificate can be found on the pub's vacancy page on our website.

DISCLAIMER This financial data is provided by Wells & Co. as general information and for illustrative purposes only. It should not be relied upon as a source of financial or legal advice either by you or by any third party. We cannot accept any responsibility to you or to anyone else for any losses arising from reliance on information or data contained within this document.

## Ongoing Costs

|  |                  |
|--|------------------|
| <b>Rent</b> in the region of (payable monthly in advance)  | <b>£21,000</b>   |
| <b>Service Charge</b> in the region of Payable monthly, to include: Cellar cooling service, Buildings insurance, Fire Compliance, Boiler maintenance (tenancies only). NICEIC Electrical Test (tenancies only) | <b>£2,045 pa</b> |
| <b>Accountancy Services</b> in the region of fees for a nominated accountant   | <b>£2,600 pa</b> |
| <b>Stocktaking Services</b> in the region of We recommend all licensees should have six professional stocktakes per annum  | <b>£1,560 pa</b> |

Please note that these are estimated figures, given as a guide only. Goods and services may be subject to VAT.

## Anticipated Investment Required

**ANTICIPATED INVESTMENT REQUIRED**  
We estimate the Investment required for this pub would be as follows:

|   |                |
|---|----------------|
| <b>Security Deposit</b> in the region of (paid in advance to Wells & Co. Ltd) held to cover credit and rental charges. Returnable at the end of the agreement, or £10,000 if Ltd company  | <b>£6,000</b>  |
| <b>Fixtures and Fittings</b> estimated valuation (paid to the outgoing licensee via the valuer at least 7 days in advance) to purchase e.g. carpets, curtains, tables and chairs, kitchen equipment. The successful applicant must reply upon the valuation provided by their appointed licensed trade valuer in relation to the actual sum to be paid. | <b>TBC</b>     |
| <b>Stock and Glassware</b> in the region of (paid to the outgoing licensee on the day of changeover) to cover the value of opening stock.   | <b>£4,500</b>  |
| <b>Valuers Fees</b> in the region of (paid to valuer) for valuing fixtures and fittings.  | <b>£800</b>    |
| <b>Training Course Fees</b> per person (payable to Wells & Co. Ltd) 5 day CRISP induction course mandatory for all licensees - NB £800 for two people.  | <b>£500</b>    |
| <b>Administration Fee</b> in the region of (payable to Wells & Co. Ltd in advance) to cover e.g. premises license changes, solicitors fees, and agreement.  | <b>£450</b>    |
| <b>Advance Rent</b> in the region of (usually 1 month)  | <b>£TBC</b>    |
| <b>Minimum Working Capital Required</b>   | <b>£10000</b>  |
| <b>APPROXIMATE TOTAL</b><br>Please note that these are estimated figures, given as a guide only, and do not include fixtures and fittings.  | <b>£22,000</b> |