

Application Process

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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 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.

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. 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

MISREPRESENTATION ACT 1967
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.

The Cambridgeshire Hunter, St Neots



Key Highlights

- Well established wet-led business
- Great reputation for sports teams and community events
- Prime location within a densely-populated housing estate
- Opportunity to grow food sales
- Improve purchase prices with agreed retail pricing (to be discussed)

Could this be the pub for you?

Please ring 01234 244453 to speak with our recruitment team



To Let

Berkley St, Eynesbury
Saint Neots, PE19 2NF
[View Pub Details](#)

Be Part of a Winning Team



Pub Overview

The Cambridgeshire Hunter is a fantastic business opportunity. The pub already has strong support from the local community and various sporting teams; however, there is a real opportunity to grow the business. Renewed focus on the wider community who could use the pub regularly whilst introducing a small food offer which would help increase footfall during the daytime.



The Cambridgeshire Hunter, St Neots



Location

Situated on the outskirts of St Neots, a large market town in Cambridgeshire. The pub is centrally located in the heart of a substantial amount of new housing, providing a significant amount of local footfall. From the north, travelling south along the A1, take the A428 and leave at the St Neots/Cambridge exit. Follow the road until the Tesco roundabout and turn left. At the next 4 roundabouts, go straight on, and the pub is on the left hand side on Berkeley Street. The pub is located at the heart of a large residential area, with the town centre a short 15 minute walk away. In the immediate vicinity there are a selection of local shops, a church and a large secondary school specialising in the performing arts.

Property

The property is fully detached with a separate garage for storage. The 16 space car park is accessed from the main road with the enclosed garden adjacent. The Cambridgeshire Hunter is a two bar operation with a sports and games room, featuring pool and darts and a separate lounge bar with approx 30 covers. The pub boasts a large garden with a further 64 covers, play equipment and a smoking shelter. The pub can be accessed by either the car park or the roadside.

Business Potential

This business would really benefit from a couple with a strong personality to revitalise this well loved pub. Currently benefiting from strong support from well established residents, there is a great opportunity to target and attract the large numbers of residents who have moved into the new housing bordering Tesco.

In order for the business to reach its potential, new operators will need to create key reasons to visit, offer an attractive yet well priced food menu for daytime & evening consumers and once again become integral to the local community.

With a focused marketing plan, rolling calendar of events and some strong characters behind the bar T/O can reach £325K net per annum based on a 92% split wet to dry. Potential profit before machine income is £32,329.

Machine income from this pub is strong and potential profit for a Pub Partner is in the region of £10,000 per year.

Suitable Applicants

This pub would ideally suit community-minded applicants with a good knowledge of the surrounding area. Ideally you would have both bar and catering experience. The ability to engage with the local community is a must to grow trade beyond sports and develop a calendar of events and a good standard of traditional pub food. Wells & Co will only grant a tenancy to a limited company. All Directors of the limited company will be required to provide a personal guarantee.

The Cambridgeshire Hunter, St Neots

| MAT Volume | Total volume (Brewers barrels = 36 gallons) | Barrels (Beer and Stout) | Composite Barrels (Cider, wines, spirits, FAB's and minerals) |
|---------------|---------------------------------------------|--------------------------|---------------------------------------------------------------|
| 2023 | 190 | 158 | 32 |
| Last Year | 214 | 179 | 36 |
| Previous year | 91 | 74 | 17 |
| Volume Notes | 2020 - 127 & 2019 - 288 | | |

Anticipated Retained Income

| | |
|-------------------------------|-----|
| Drink Sales FMT | 92% |
| Food Sales FMT | 8% |
| Accommodation FMT | 0% |
| FMT = Fair Maintainable Trade | |

Agreement Offered

A 3 year fixed term or renewable tenancy agreement is offered with a full tie to buy all drinks (beer, wines, spirits, minerals, stouts and ciders) from Wells and Co Pub Partners. A long term fully insuring and repairing lease agreement would be considered for a well-funded and experienced applicant. Wells & Co will only grant a tenancy to a limited company. All Directors of the limited company will be required to provide a personal guarantee.

Premises Licence

There is a current premises license in place for alcohol and regulated entertainment, with licensing hours being 11am to 12 Midnight Monday to Saturday and 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. 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.

Ongoing Costs

| | |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|
| Service Charge Payable monthly, to include: Cellar cooling service, Buildings insurance, Fire Compliance, Boiler maintenance (tenancies only). NICEIC Electrical Test (tenancies only) | £3,221 p/a |
| Accountancy Services fees for a nominated accountant | £3,025 p/a |
| Stocktaking Services We recommend all licensees should have six professional stocktakes per annum | £1,200 p/a |
| Rent In the region of (payable monthly in advance) | £29,000 p/a |

Anticipated Investment Required

| | |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|
| APPROXIMATE TOTAL Please note that these are estimated figures, given as a guide only, and do not include fixtures and fittings. | £25,000 |
| Security Deposit Paid in advance to Wells & Co. Ltd held to cover credit and rental charges. Returnable at the end of the agreement. | £10,000 |
| Stock and Glassware In the region of (paid to the outgoing licensee on the day of changeover) to cover the value of opening stock. | £4,500 |
| Valuers Fees In the region of (paid to valuer) for valuing fixtures and fittings. Minimum working capital required | £800 |
| Training Course Fees Per person (payable to Wells & Co. Ltd) 5 day induction course mandatory for all licensees - NB £800 for two people | £500 |
| Administration Fee In the region of (payable to Wells & Co. Ltd in advance) to cover e.g. premises license changes, solicitors fees, and agreement | £400 |
| Advance Rent In the region of (usually 1 month) | £2,400 |
| Working Capital Minimum working capital required | £7,000 |
| Fixtures and Fittings 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. | £16,000 |

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