

Application Process

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Personal License

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 Louisa Thomas 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.

Business Opportunity



Key Highlights

- Rare to come onto the Market in the heart of the Cambridge community.
- Historic, quirkly, back Street pub with great reputation for a fantastic range of Beers
- Deal includes free of tie for Specialist Belgium beers & Local craft beers in small cans (maximum 15% of turnover)
- Carefully selected to reflect the diversity of Belgium & Local Craft brewing styles and markets
- Fair Maintainable Profit before drawings just under £29,000

Could this be the pub for you?

Please ring 01234-244453 to speak with our recruitment team

Estimated Costs

Total estimated ingoing costs	£24,400
Annual rent	£496 p/w



The Elm Tree - Cambridge To Let

Orchard Street, Cambridge
Cambridgeshire, Cambridgeshire, CB1 1JT
[View Pub Details](#)

Be Part of a Winning Team



Pub Overview

The Elm Tree is a quirky back street pub, that is famous for its Cask Ale, Belgium Beers and range of Craft beers in small cans, all complemented by the fantastic range of award winning Brewpoint Beers, with Foghorn, Lodestar, Supernova and Genesis (our Bedford stout). CAMRA award wining pub, with the Elm Tree Landlady Jess being awarded Real Ale Champion. The pub is a single bar operation with quirky decorations making you feel like your in another world. a place to enjoy a quality drink, chat to people of similar back grounds and on occasions listen to some local bands.



The Elm Tree - Cambridge



Location

The Elm Tree is located on Orchard Street, which is to the North of Parkers Piece and East side of Cambridge City Centre, near to the Grafton Centre, amongst loads of characterful terrace & town houses.

Property

A period two story render building with two tones of colour. The Elm Tree is long and thin and sits on the corners of Orchard, Elm & Eden street. There is no catering kitchen, and a small area for benches down the side on Orchard Street, which is actually a path. The flat consists of 2 double bedrooms, a living room, kitchen and bathroom.

Business Potential

The Elm Tree's USP is the Belgium and local craft beers in small cans currently numbering around 35 in quantity. We consider the Fair Maintainable Turnover for the Elm Tree to be £304,455 p/a net of VAT, sustaining a rent of £25,800 per annum on an income of 100% drink. With a potential GP% of 55.4%, fair maintainable profit is estimated at £28,983 before drawings.

Suitable Applicants

The Elm Tree has much to offer an experienced operator with a true passion for Beer, Cider and something a little different! Experience of operating a cask and specialist local craft beer business is essential, while the skillset to effectively market all the pub has to offer will create new opportunities for The Elm Tree. Strong commercial and financial skills are important, complemented by a passion for providing fantastic community atmosphere.

The Elm Tree - Cambridge

MAT rolling 12 months	Total volume (Brewers barrels = 36 gallons)	Barrels (Beers & Stout)	Composite Barrels (cider, wine, spirits, FABs and minerals)
Feb 2025	142	116	26
2024	146	119	27
2023	149	127	22
Volume Notes	Belgium & local craft beers in cans (maximum of 15% of all drinks turnover) within the agreement and advertised rent corkage deal available for 5 firkins per week through 2 1/2 hand-pulls for a corkage charge (to be discussed with applicants individually)		

Agreement Offered

A 3 or 5 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 with will be able to purchase Belgium & local craft beers in cans (maximum of 15% of all drinks turnover) within the agreement and advertised rent.

For the right Pub Partner and relevant business plan we will offer a Free of Tie for Local cask beer - a maximum of 5 firkins of ale per week through 2 hand pulls. There will be a corkage charge for this release of tie (to be discussed with applicants individually).

Premises Licence

There is a current premises license in place for alcohol and Regulated Entertainment & late night refreshments with licensing. Hours being 11.00am to Midnight Monday to Sunday. A copy of the license will be made available for applicants to view.

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

Service Charge Includes: Cellar cooling service, Extract clean x 3, Buildings insurance, Fire Compliance, Boiler maintenance & Electrical Test (tenancies only)	£75 p/w
Accountancy Services Fees for a nominated accountant (in the region of)	£64 p/w
Stocktaking Services Six professional stocktakes per annum recommended	£25 p/w
Rent In the region of (payable weekly in advance)	£496 p/w

Anticipated Investment Required

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
F&F 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.	£12,000
Administration Fee Payable to Wells & Co. Ltd in advance, to cover e.g. premises license changes, solicitors fees, and agreement.	£520
Minimum Working Capital Required	£6,500
Stock and Glassware Paid to the outgoing licensee on the day of changeover) to cover the value of opening stock	£6,000
Valuers Fees	£910
Advanced Rent One week rent in advance	£496
APPROXIMATE TOTAL Please note that these are estimated figures, given as a guide only, and do not include fixtures and fittings.	£24,400

