

**THE GARDENERS ARMS
WEST STREET
SOMPTING
LANCING
WEST SUSSEX
BN15 0AR**



VIABILITY ASSESSMENT

BY

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1.0 INTRODUCTION

- 1.1** I have been asked by the applicants to examine the future viability of The Gardeners Arms in connection with a proposed re-application for a change of use of the pub from *sui generis* public house to C3 residential. A previous application under reference AWDM/1285/25 had previously been refused. The pub is not currently trading and there are no historic trading accounts or other trading information available. I have made my own enquiries as appropriate and have been provided with a marketing report and sale details from Messrs Sidney Phillips, which had been instructed to market the pub.
- 1.2** This Viability Assessment is prepared in the context of paragraphs 88 and 98 of the *National Planning Policy Framework (the "NPPF")* (Revised December 2024) and Policy 33 of *Adur and Worthing Local Plan* (adopted 2017).

Turning to each of these policies in turn:-

Paragraph 88(d) of the NPPF states that planning policies and decisions should enable *inter alia* "the retention and development of accessible local services and community facilities, such as local shops, meeting places, sports venues, open space, cultural buildings, public houses and places of worship" and Paragraph 98(c) requires local authorities to "guard against the unnecessary loss of valued facilities and services, particularly where this would reduce the community's ability to meet its day-to-day needs".

Policy 33 relates to the loss or partial loss of community facilities or local services, including public houses, and states:

"Development which would result in the loss of existing social or community facilities will only be permitted where:

- 1) It can be demonstrated there is no demand for the facility within the area and the premises have been marketed for a reasonable period of time; or*
- 2) There is alternative provision available locally that is accessible, and at least equivalent in terms of quality; or*
- 3) The proposed development would provide an alternative social and community facility."*

- 1.3** The above policies do not prevent the development of existing community facilities but they make it clear that planning decisions must be based on clear and demonstrable evidence.
- 1.4** I made an accompanied inspection of the pub on 9th January 2026. I was able to access all parts of the site and building and the weather was fine. Finally, any references to orientation are from the front facing the pub.

2.0 PERSONAL

- 2.1** My name is John Joseph Keane and I am a partner in the firm of Thomas E

Teague. I have been in practice since 1986 and became a partner in 1999. I have been a Fellow of The Association of Valuers of Licensed Property since 1994, a Committee member since 2012 and a Vice President since 2016.

- 2.2** My firm was established in 1919 and has specialised since that date in the valuation of licensed property. We deal in all aspects of this field including sales and lettings, valuations, rent reviews, lease renewals, rating and tenancy/chattels valuations. I am actively and exclusively involved in all those areas and have been since I started in practice.
- 2.3** I deal with a wide range of instructions on both professional and other matters and have provided expert evidence in arbitrations, referrals to independent expert, cases under Civil Procedure Rules Part 35 and in Planning Inspectorate Public Inquiries and Hearings in relation to viability issues. I have been a member of the panel of independent expert valuers under The Pubs Independent Rent Review Scheme, which was set up in 2009 to help settle pub rent disputes in a timely and cost-effective way. I have acted as Arbitrator in contested rent reviews of licensed premises and represented tenants in arbitrations and referrals to an Independent Assessor under The Pubs Code.
- 2.4** My firm acts for several national, regional and local pub companies and breweries in various licensed property matters. These companies include Punch, Arkells, Wadworth, Heavitree, Butcombe/Liberation, Palmers, Rhymney Brewery, Wye Valley and Donnington. In addition, I act for a number of landed estates, small property companies, local authorities and individuals.

3.0 LOCATION

- 3.1** Sompting is a village situated between Worthing to the west and Lancing to the east. It is difficult to be precise as to the population of the core village, but it would appear to have a resident population of about 340. There is a wider population of approximately 1,800 within an 800m radius of the pub and the parish as a whole, which includes a significant part of Lancing has a population of just under 9,000¹. The stretch of coast from Littlehampton in the west to Brighton in the east is effectively one extended built-up area with a total population of about 632,000 and covers several local authorities. The parish is bisected by the A27 with most of the population to the south.
- 3.2** Being situated between Worthing and Lancing, the village relies on the neighbouring towns for most of its local facilities. The village has no shop of its own but there are several local shops in North Lancing and north-east Worthing including convenience stores, post offices, hairdressers and pharmacies. There are also several doctors surgeries and dentists. North Lancing is the location of Sompting village hall and the Harriet Johnson community centre, but the Anglican church, which is well-known for its Anglo-Saxon origins, lies to the north of the A27 and is not conveniently located for the village.
- 3.3** Sompting lies in the west of Adur 006D LSOA, on the border with Worthing 005E. Adur 006D ranked 23,950 out of 33,755 in the 2025 Index of Multiple Deprivation

¹ <https://www.datadaptive.com/pop/>

and Worthing 005E ranked 18,861 putting the areas in the eighth and sixth deciles respectively. Both areas are in the seventh decile insofar as income is concerned suggesting that Sompting and its adjacent areas are comfortable but not wealthy.

- 3.4** The village lies to the south of the A27, which runs between Eastbourne and Portsmouth, and is readily accessible from it. Bus numbers 7 (Lancing – High Salvington) and 16 (Lancing Broadway to West Tarring) pass through the village but what would be the more practical and useful number 70 (Brighton to Worthing) passes to the south along the coast road. The number 7 does not run an evening service and the 17 only runs from mid-morning to early afternoon, which makes it unlikely that many people would use public transport to visit The Gardeners Arms. The same is true of the railway, with east Worthing station being about a mile south as the crow flies.

4.0 DESCRIPTION

- 4.1** The Gardener's Arms is a detached pub that is believed to date from the 19th century. It is a detached, 2-storey, solid brick-built building, rendered and painted to the first floor, with a single-storey extension to the left-hand side. It has three shallow bay windows to the ground floor and traditional softwood framed sash windows to the first and stands under a pitched slate covered roof. The pub is set back slightly from the road allowing for the siting of up to 4 picnic benches directly in front of the pub. In the early 2000's a previous occupier incorporated a 1960's railway carriage into the building. It was originally used as an additional dining area but in more recent times housed extra toilet accommodation and general storage. Much of the carriage is now in an extremely dilapidated condition and in my opinion is beyond repair (see photographs at Appendix One).
- 4.2** To the rear of the pub is a raised decking area and to the rear and side there is parking for about 15 cars. The rear parking is compromised by a mature tree, but in my opinion that would not affect the viability of the pub. The rear of the site is enclosed by a flint faced wall.
- 4.3** I did not carry out a measured survey of the site but it extends to approximately 0.13 ha and has a built coverage of approximately 50%.
- 4.4** Photographs are included in the sale particulars at Appendix Two.

5.0 ACCOMMODATION

- 5.1** The main entrance to the pub is at the front and leads to:

5.2 Main Bar

The main bar is in 2 sections the front measuring 3.95m x 3.95m and the rear 5.65m x 5.75 m. This area has a boarded floor, oak panelling, part timbered effect décor, 2 open fireplaces (one being centrally located) and a shallow bay window to the front. It is serviced by

a central bar servery that has an oak panelled fascia and top and a matching oak back bar. This bar was not furnished when I inspected the pub but could accommodate about 28 customers.

5.3 Middle Bar

To the left of the main bar area and accessed via an open arch is the middle bar area that measures 5.71m x 4.0m (including a small bar servery. I understand this was formerly used as a dining area and also has oak panelled walls and a shallow bay window. Again not furnished, this bar could accommodate about 15 covers.

5.4 Left-Hand Bar

Adjacent to the middle bar, and accessed via a set of folding doors, is the third bar area, which measures 7.30m x 5.50m. It is located in the extension and has another bay window, painted décor and wall lighting. Like the other 2 bar areas, there is no furniture but I estimate it could accommodate about 35 covers.

5.5 Toilet Accommodation

There are 2 sets of toilet accommodation. One set is located off the main bar and comprises a gents with 2 urinals but no W/C and a ladies with 1 W/C toilet, and the other set is located to the rear of the left-hand bar area in a converted railway carriage. The second set is accessed via a set of steps leading down from the bar to the carriage and comprises 3 separate unisex W/Cs. Beyond the toilet accommodation, this carriage used to be used for general storage but is now in an extremely dilapidated condition.

5.6 Catering Kitchen

The catering kitchen measures 5.50m x 4.30m and is located to the rear of the pub. It has been stripped out and would need to be reinstated if it were to be used again.

5.7 Draught Beer Cellar

The draught beer cellar is accessed from the bar servery and is in the basement beneath the servery. It measures 5.6m x 3.6m and although it still contains a cellar cooling unit and the pipework to the servery, I assume it would need to be re-fitted prior to re-opening.

5.8 Private Accommodation

The private flat is located on the first floor and is accessed via a rear internal staircase. It is currently arranged to provide 3 double bedrooms, 1 with a walk-in dressing room, a private lounge and a family bathroom.

- 5.9** The main **External Trade Accommodation** is located to the rear of the pub and consists of a raised decking area measuring approximately 8.0m x 5.0m and there is also a shallow tarmac area to the front of the pub that could hold about 4 picnic benches. Beyond the decking area is a car park measuring approximately 15.0m x 23.0m (plus the space taken up by the railway carriage) and further parking down the right-hand side of the pub, that in total provides space for about 15 cars.
- 5.10** The Gardeners Arms has a rather awkward layout for a village pub. The main servery is to the right-hand side and services all 3 bar areas, which is not ideal. Although there is a small counter to the middle bar, the left-hand bar is quite some distance from the main servery and consequently could suffer from a lack of atmosphere. Re-positioning the servery to a more central position is not really a viable option because of the cost and the impact it would have on the main bar. I also think the layout is imbalanced with a disproportionate amount of space being devoted to more formal dining – 58 covers compared with 28 in the main bar – which strikes me as excessive for a village pub with limited parking. The left-hand bar is also the part of the pub into which the railway carriage has been incorporated and as the carriage is now in extremely poor condition that will inevitably involve significant expense. The total removal of the carriage could also lead to issues with adequate toilet provision.
- 5.11** The external trade accommodation is not ideal. There is a decking area to the rear of the pub and whilst any outdoor space is better than none, a garden would have been better. The parking is generally adequate, bearing in mind that most trade will be pedestrian and even allowing for the proprietor's and staff vehicles there would still be about 12 spaces available for customer use.
- 5.22** Photographs are included in the sale particulars at Appendix One.

6.0 TENURE

- 6.1** The pub is freehold and unencumbered.

7.0 TIE

- 7.1** The Gardeners Arms is free of tie, which gives the operator freedom of choice over product stocking, enabling him or her to achieve a significantly greater level of profitability than would be the case if it were tied. The differentials between free of tie and tied houses have narrowed significantly and discounts of £200-plus per barrel (1 barrel = 36 gallons) are now available with the larger pub companies, although lesser discounts of £100 - £150 per barrel are more usual. Whilst free houses still have the edge in terms of gross profit the advantage they enjoy over tied houses is perhaps not as defining as it once was but the differentials remain significant and in my view most operators would still prefer to be free of tie than tied.

8.0 LICENCE

- 8.1** I understand that the Premises Licence was surrendered by the previous owners of the pub, Wellington Pub Company on 17th January 2025. Prior to that it had been fully licensed, and I assume there were no unusual or onerous conditions attached. I do not know what the permitted opening hours were, but I assume they would have been standard, i.e. 11:00 – 23:00, possibly a little longer at the weekend. I assume for the purpose of this report that were the pub to reopen a new licence would be granted on at least similar terms.
- 8.2** The surrender of the licence in January 2025 raises an interesting issue with regards to Sidney Phillips' marketing report at Appendix Two. The marketing report advises that Neil Higgins operated the pub on a temporary management agreement from 24th August 2023 until 24th February 2025 and Nick Pigott ran it on a similar arrangement from 24th February 2025 until 14th July 2025. Both of these periods post-date the surrender, which suggests that either the licensing officer's records are incorrect or the pub was trading illegally.

9.0 BUSINESS RATES

- 9.1** The rateable value is an assessment of what the open market rent would be for a given property on a fully repairing and insuring basis assuming it was held on a year-to-year tenancy. For the current rateable value the date of valuation is 1st April 2021 and for the proposed rateable value it is 1st April 2024. In the case of a public house the rateable value is derived from an estimate of Fair Maintainable Trade (FMT), as assessed by the Valuation Officer, and those receipts are used as the basis of a valuation in accordance with the Valuation Office's Approved Guide to the Valuation of Public Houses.
- 9.2** The Gardeners Arms has a current rateable value of £15,000 and a proposed rateable value for 2026 of £22,000. The proposed rateable value is based on FMT wet sales of £320,000 and FMT food sales of £70,000. In my opinion these figures, particularly the wet sales, are excessive and would recommend the assessment be appealed once it becomes live.
- 9.3** Insofar as the actual rates payable are concerned, unless the pub is trading at 31st March 2026 it will not be eligible for Hospitality Relief and the 2026 transitional relief scheme put in place in the last budget will have no impact. There is no likelihood of the pub trading by the end of this month because of the lack of a premises licence. The pub will still be eligible to receive the 15% pubs and live music venues relief and I estimate the actual rates bill for 2026/27 will be approximately £7,150.

10.0 NOTICES

- 10.1** I am not aware of any outstanding notices and assume that if there are any that require remedial work to be carried out those works would be addressed without undue delay or excessive cost.

11.0 THE EQUALITY ACT 2010 (THE EA)

- 11.1** The Equality Act came into force on 1st October 2010, replacing existing anti-discrimination laws including the Disability Discrimination Act 1995 (DDA). As with the DDA the EA places a duty on businesses to make “reasonable adjustments” to help disabled people access their goods, facilities and services. Most adjustments since the inception of the Act have involved operational issues rather than physical changes to the premises themselves and in my opinion it has not had a detrimental impact on the licensed trade.
- 11.2** Insofar as The Gardeners Arms is concerned the pub is not well-adapted to the needs of people with mobility issues. Although there are 2 sets of toilets, neither are accessible: those adjacent to the main bar do not have a male W/C either and those in the railway carriage can only be reached by walking down a flight of steps. The bar areas are level throughout, but the front entrance is raised and some people may require a ramp or assistance to navigate it.
- 11.3** It would be desirable for an accessible W/C to be installed, but I doubt that is likely or that the local authority would require it. The lack of an accessible W/C is also unlikely to have a material effect on viability.

12.0 CONDITION

- 12.1** It is evident that The Gardeners Arms has not been well-maintained. The windows and doors require wholesale repair or replacement, there appear to be several areas of damp, a first-floor ceiling has fallen in due to water ingress, the drains block and the cellar is wet. As far as I am aware a building survey has not been commissioned to identify and cost essential repairs but I would be surprised if the outstanding repairs could be undertaken for less than £100,000.
- 12.2** The pub had been held on a fully repairing lease for many years and it is often the case that in cases of poor upkeep it is because the business has not been sufficiently profitable for the operator to stay on top of repairs. The last 3 occupiers have held the pub on temporary agreements that would not have been fully repairing and from a commercial perspective the landlord would have waited to find a substantive tenant before committing to repairs.

13.0 INVENTORY

- 13.1** Most of the trade inventory of furniture, fixtures, fittings, equipment and effects has been removed and what is left is no longer serviceable. This means that for the pub to re-open a new inventory will have to be acquired. I have produced at 13.2 below a schedule of the items that I consider necessary to re-open the pub. I have assumed low- to mid-range furniture, soft furnishings and equipment and have not included some more expensive items such as CCTV or a Rational oven. It might be possible to save money by sourcing some items second hand – particularly equipment that would not be seen by the public – so for the purpose of this assessment I have assumed a required inventory investment of at approximately £65,000. The kitchen has been stripped out and would require a complete refurbishment. I have allowed for that in paragraph 12.2 above and

have only allowed for equipment, flooring and the extraction system in this section.

13.2 Replacement inventory cost:

Flooring (bar and ancillary areas)	20,000
Bar Furniture approx. 70 chairs	12,000
10 low stools	
6 tall stools	
20 tables	
Soft furnishings and curtains	5,000
Signage/lighting - interior	3,000
Signage/lighting - exterior	3,000
Decorative Items, Prints etc	1,550
Glasswasher	1,250
Bottle Coolers (x2)	900
Toilet Fittings etc	750
Ice Maker (20kg output)	850
Cash Register System	3,000
Bar Sundries	1,000
Audio Equipment	2,000
Kitchen Equipment	
Cooker (four burner)	1,500
Grill	300
Griddle	300
Microwaves (x2)	700
Fryer (twin basket table top)	350
Cabinet dishwasher	1,500
Refrigeration	1,800
Small items of equipment	1,000
Loose catering effects	2,000
Preparation tables	1,200
Extraction Canopy	4,000
Gas interlock	2,000
Garden Furniture	2,500
	£73,450
Say ...	£65,000

14.0 PLANNING

14.1 The Gardeners Arms is not a listed building but it is located in a Conservation Area. It is not listed as an Asset of Community Value and I understand that 2 applications to have it listed were withdrawn in April 2024 and February 2026 due to lack of evidence.

14.2 Insofar as new developments are concerned, there is a 520-house strategic allocation on part of the Church Farm estate to the west of the old village and the adjacent Malthouse Meadows scheme, which has received permission for 187 homes, part of which has already been released. These schemes, along with other small “windfall” sites are concentrated to the west of the Lancing part of the parish and whilst they will increase the overall parish population they will

do little to increase the population of the old core village. Research by Lichfields into the time taken from validation to completion of the first dwelling in a scheme demonstrated that the mean time from validation to first completion for sites of 99 – 499 dwellings is 6.0 years, 2.8 years for the planning approval stage and 3.2 years for the planning to delivery stage. Larger sites of 500 – 999 dwellings take slightly less at 5.9 years (3.4 years for planning and 2.5 years to first completion). Insofar as build-out rates are concerned the mean build out rate for sites of 99 - 499 dwellings is 49 dwellings per annum, the median is 44 dwellings per annum and the lower to upper quartile spread is 34 – 60 dwellings per annum. There are variations within this depending on the specifics of the site including brownfield v greenfield, proportion of affordable/key-worker housing, local absorption rates etc, but I think it is reasonable to expect that when completed the West Sompting and Malthouse Meadows schemes will increase the catchment for The Gardeners Arms.

15.0 CURRENT VIABILITY

- 15.1** Over recent years the CAMRA Public House Viability Test has established itself as a format that is widely understood by the planning profession and the wider community. It has no legal status but is a useful yardstick for assessing the viability of pubs. It has been through several iterations but essentially focuses on three elements :

- (i) The Business At Present
- (ii) Assessing Trade potential
- (iii) The Sale

For ease of reference this Report will concentrate on the same areas and I will expand upon them where necessary.

16.0 THE BUSINESS

- 16.1** The Gardeners Arms appears to have had an unsettled history since before Covid. The last substantive operator was Maggie Treacy who took over the pub on a lease in December 2009 and looked to sell it on just before Covid. Ms Treacy was unable to find a buyer and was declared bankrupt on 10th August 2022. The pub was repossessed in October 2022 and was then let on a series of temporary agreements from 12th December 2012 to 7th May 2023, from 4th August 2023 to 24th February 2025 and from 24th February 2025 to 14th July 2025. It was sold to the applicants on 12th August 2025 and has not traded since.
- 16.2** Because the pub was run on a substantive lease and then a series of temporary agreements there are no accounts available. That is not unusual because the operators would have been self-employed and under no obligation to disclose their accounts. If accounts had been disclosed as part of trading support or during a rent review it would have been subject to a non-disclosure agreement and, again, they would have remained confidential. I have checked with Companies House and there are no filed accounts that might assist either.
- 16.3** The pub traded as a traditional village pub, offering quiz, cribbage and darts

alongside occasional live music and a mid-market food offer. I am naturally cautious when considering review sites because contributors are self-selecting, but under the last 4 operators the pub has attracted generally good reviews. In 2013 the pub was the local CAMRA branch pub of the year, which suggests that the then operator was skilled and popular. Under the last operator the pub traded mainly in the afternoon and evening, which reflected a pattern common in smaller village and rural pubs: Monday 14:00 – 20:00, Tuesday – Thursday 14:00 – 23:00, Friday – Saturday 12:00 – 23:00 and Sunday 12:00 - 19:30.

17.0 ASSESSING TRADE POTENTIAL

- 17.1** The CAMRA template suggests several areas to consider when assessing trade potential and I will take each area in turn. The template adopts something of a “check-box” approach but I prefer a narrative approach and will use that here.

18.0 POPULATION

- 18.1** I have touched upon this in Section 3 and Paragraph 14.2 above and would refer back.

19.0 CUSTOMER POTENTIAL

- 19.1** The population of the original village is in the mid-300's, which by itself would be unable to sustain the pub. The wider parish includes a significant proportion of Lancing to the east and the outskirts of Worthing to the west. These built-up areas are 0.29m/0.46km and 0.31m/0.50km respectively from The Gardeners Arms, so within a reasonable walking distance. The reviews to which I refer in paragraph 16.3 above indicate that historically most trade has been local and, in my opinion, the immediate vicinity would continue to be the main source of trade. The pub has an urban feel to it and the outdoor space is functional rather than attractive and I doubt the pub would be considered a “destination”. Wet sales are likely to be the main driver of business, attracted by bar games, quiz and other themed nights, televised sport (terrestrial, not satellite/cable because of cost considerations) and occasional live music. I do not totally discount a potential future operator taking the food offer more upmarket, but I think it unlikely and the most likely niche for the pub would be at a lower-mid price point.
- 19.3** The wider area is served by the usual network of footpaths, and the Monarch's Way and the South Downs Way both run about 3 miles to the north, but Sompting doesn't really benefit from them. The Gardeners Arms might pick up some trade from leisure walkers, but it is unlikely to be significant and online walks on sites such as Komoot and Visorando are all north of the A27. There are proposals to improve cycling and walking connections between Lancing and Worthing, one of which involves improvements along West Street (the East-West Corridor), but I understand these proposals are not yet funded and it would be premature to factor them in.
- 19.4** Sompting church is well-known for its Anglo-Saxon origins but it is not a top-flight tourist attraction and even if it did attract large numbers of visitors, it is

located a significant distance from the village to the north of the A27, is only open for services up to twice a month and is only open on a Tuesday from March to December for general visitors. The stretch of coastline to the south is well-developed and attracts large numbers of visitors, but it is unrealistic to expect many of them to venture inland to The Gardeners Arms, or, indeed, any of the other local pubs in the vicinity.

20.0 ALTERNATIVE PROVISION

- 20.1** The CAMRA template suggests that alternative provision be considered within a 5m/8km radius in a rural area and 1m/1.6km in an urban area. Sompting falls between the 2 metrics and there is no other pub in the historic village. For completeness I will examine the nearest pubs and clubs to The Gardeners, but would add the caveat that none of them are within easy walking distance, which for the purposes of this report I have taken as 800m. The social clubs also cannot be considered truly alternative provision as they do not offer unrestricted access to the general public. (Distances are expressed as the crow flies)

- 20.2 Downlands Toby Carvery (0.6 miles/0.965 km)** This is part of the Toby Carvery chain and is situated on the A27 on the eastern outskirts of Worthing. It forms part of a small cluster of businesses including a Sainsbury supermarket, a gym and Worthing United Football Club. It is a food-led pub and although casual drinkers are not discouraged there is an expectation that customers go there for a meal. Open 08:00 – 23:00 7 days a week.



- 20.3 TMG Social Club (0.6 miles/0.965 km)** This is a large members club located in the east of Worthing. It holds regular community events and live music and has darts and pool. It is cheaper than a comparable pub and has a large trade patio and garden to the rear.



- 20.4 Broadwater WMC (0.8 miles/1.28 km)** This is another members club. It has two bars, one of which has a stage, effect lighting and a dance floor, and offers a range of facilities and activities including a snooker table, 2 pool tables, a dart board and televised sport (Sky, BT and the Racing Channel). The rear bar was refurbished just before Covid and to the rear there is a trade patio. As with the TMG club, cheap drinks is a key part of the business model.



20.5 Ye Old House at Home (0.8 miles/1.28 km) Ye Old House at Home is a Star



Pubs & Bars managed house. It is a large, well-appointed community local offering pool, darts and Sky Sports and it has quite an extensive menu with small plates at about £6.50, burgers from £10.00 and pub classics for £11.00 - £12.00. Special offers are an integral part of the business model. There is a large trade patio to the rear. Opens 12:00 – 23:00.

20.6 The Cricketers (1.0 mile/1.6 km) The Cricketers is just around the corner from



Ye Old House at Home. It is a Victorian public house with a separate bar and restaurant seating about 60 customers and it has a good-sized external trade space including a pizza oven and barbecue area. The lease was sold in late 2022 to a local multiple-operator and the pub re-opened in March 2023 following a refurbishment. It trades as a community local with regular events and has a menu with a higher price point than Ye Old House at Home. There is a large trade garden to the rear with a children's play area. Opens 12:00 – 23:00 (00:00 at weekends)

20.7 The Broadwater (1.0 mile/1.6 km) The Broadwater is a Greene King managed



house situated in the middle of the Broadwater neighbourhood shopping precinct. It is a community local and televised sport (Sky and TNT) and bar games are the main drivers of the business. It offers a large menu at a similar price point to Ye Old House at Home and there is a large trade patio to the front. Opens 12:00 – 23:00 (00:00 at weekends).

20.8 The above pubs and clubs are all to the west of Sompting village. The nearest pub to the east is The Crabtree, which is approximately 1.1 miles/1.75 km away as the crow flies, and therefore not within easy walking distance. The other pubs in Lancing are mainly on and around South Street and North Road and are a little further still.

21.0 MULTIPLE USE AND DIVERSIFICATION

21.1 In asking for multiple use to be considered the CAMRA Test is exploring whether the pub could be used for other community purposes – e.g. a shop or post office - and whether there are any perceived gaps that could be filled. It takes its lead from organisations such as “Pub Is The Hub” and the Plunkett Foundation and tends to be focused on rural and village pubs rather than urban pubs in sustainable locations. The concept is predicated on there being sufficient unused or surplus accommodation in the pub in question to house the secondary use and a sufficient identified demand for the additional use.

- 21.2** Sompting village has no shop or post office and with a resident population in the mid-300's and suitable facilities being available elsewhere in the parish and in Worthing it is unrealistic to think that someone would wish to open such facilities at The Gardeners Arms. The same is true of other community facilities such as community cafes, digital hubs or libraries, all of which have sited in pubs.

22.0 FLEXIBILITY OF THE SITE

- 22.1** The site has some flexibility, but in my opinion it would involve the removal of the dilapidated railway carriage. Quite what would be put in its place is less clear, bearing in mind that the pub already has 3 trading areas and part of the carriage is used as toilet accommodation. The left-hand bar area is probably the least successful part of the pub as it is currently configured, being distant from the server, and whilst I assume it has been used in the past as private hire space, it would be difficult to separate it from the middle bar.

23.0 PARKING

- 23.1** The pub has off-road parking for approximately 15 cars. This is less than West Sussex's required standard for new developments of 1 space per 5sqm of public area and 2 spaces per bar for staff parking but in my opinion is still adequate.

24.0 PUBLIC TRANSPORT

- 24.1** I have considered public transport at paragraph 3.4 above and would refer back.

25.0 MARKETING

- 25.1** The pub has been marketed on both a leasehold basis and a freehold basis by Sidney Phillips. Sidney Phillips is a firm of specialist licensed property agents and valuers with nationwide coverage, including an office covering London and the South-East. The pub was originally offered to the market on 19th October 2022 on a new, 20-year, free off tie lease with nil premium. A guide rent was not suggested and the pub was offered on a simple "offers invited" basis. After more than 18 months, in June 2024 the marketing was expanded to include an unencumbered freehold sale at a guide price of £395,000. A copy of the letting details dated 9th September 2022 and a marketing report are attached at Appendix Two.
- 25.2** Insofar as the leasehold marketing is concerned, there was only one viewing, which was in January 2023. It was from an experienced operator who made a nil premium offer, but it later transpired that the applicant had no funds. The freehold marketing generated more interest and resulted in 4 interested parties:

Applicant 1	£350,000 – Rejected.
June 2024	£365,000 – Rejected.
	£375,000 – Accepted (deal later fell through as the applicant could not raise enough money).

Existing use.

Applicant 2 May 2025	£395,000 – Proof of funds never produced. Existing use.
Applicant 3 May 2025	£395,000 – Rejected.
Applicant 4 May 2025	£395,000 – Rejected. £410,000 – Accepted. Sale completed 12 th August 2026. Alternative Use.

As part of the purchase the applicant completed form VAT1614D to disapply the option to tax the pub for conversion into a dwelling. This confirms that the pub was not successfully marketed as a pub.

- 25.3** The pub was advertised on Sidney Phillips' web-site, on Rightmove.com, Businessesforsale.com, Rightbiz.co.uk, Zoopla.co.uk and Daltons.com and a sale board was erected.
- 25.4** Whilst the pub was being marketed, efforts were made to keep it open and trading. This was done by entering into 3 separate temporary management agreements – the first from 12th December 2022 until 7th May 2023, the second from 24th August 2023 until 24th February 2024 and the third from 32nd February 2024 until 14th July 2025. Where efforts are made to keep a pub trading it is because it can make it easier to effect a letting or a sale and the eventual rent or purchase price can be higher, too. A temporary management agreement is not the same as a substantive lease because the terms are much softer – there is a limited repair obligation, the rent is typically lower and if things do not go as planned there is an easy exit.
- 25.5** During the nearly 34-month period of marketing, the response from the market was not strong and the only proceedable offer was from the applicant for alternative use. Policy 33 (1) of the Local Plan would appear to have been satisfied. Sidney Phillips marketing report is attached at Appendix Two.

26.0 OVERVIEW OF THE LICENSED TRADE

- 26.1** In my opinion the market and the wider economy remain fragile. It is generally accepted that the Autumn 2024 budget, and in particular changes to the minimum wage and Employers NIC, was detrimental to the hospitality sector. Figures released by the Office for National Statistics suggest that between October 2024 and May 2025 the sector lost 69,000 jobs compared with a net increase in jobs of 18,000 in the same period the previous year². The November 2025 Budget further increased the minimum wage and made changes to the business rates system for hospitality that many feared would lead to increased costs for many pub businesses. Changes were subsequently made to the rating system to ease the burden on pubs, but the lack of Hospitality Relief in this year's

² <https://www.thecaterer.com/news/uk-hospitality-calls-on-government-to-reverse-hospitality-job-losses#:~:text=UKHospitality%20has%20warned%20that%20hospitality,created%20an%20additional%2018%2C000%20jobs>.

rates bill will mean that the rates bill for 2026/27 will be higher than it might otherwise have been.

- 26.2** The economy in general has been stagnant now for several years and whilst the rate of inflation is significantly less than at its height in October 2022 many of those increased prices are baked-in to overheads. Wages have risen partly to meet the increased cost of living but there is still a significant gap to bridge. The Bank of England cut the base rate to 4.25% in May 2025 and to 4.0% in August 2025 but those cuts had been anticipated by the markets and interest rates remain relatively high. A 2-year fixed term mortgage with a 75% deposit, for instance, is currently costing an average of 4.11% and for first time buyers a 2-year fixed term at 90% is an average of 4.54%³, both of which are higher than was the case pre-Covid⁴. The latest ASDA Income Tracker (dated September 2025 suggests that increases in average disposable household income have slowed down and the bottom 3 income quintiles are experiencing a fall in spending power as inflation has been concentrated in essential spending categories⁵.
- 26.3** In the hospitality sector, labour recruitment and retention remain causes for concern and the changes announced in the budget appear to be exacerbating Those problems. Many hospitality businesses now close on a Monday or a Tuesday and the October 2025 CGA by NIQ Business Confidence Report found that 26% of leaders feel optimistic about prospects for their business over the next 12 months—a drop of 15% from the second quarter of 2025 and 15% from October2024. The number of leaders feeling optimistic about the future of hospitality in general slipped by 5 percentage points to 13%. These findings have been echoed by the CBI in its just published Service Sector Survey, which found a deterioration in confidence for the third successive quarter, declining volumes, rising costs and falling profitability. Optimism is now at its lowest point since late 2022 and its second lowest since the COVID lockdowns of 2020. Confidence is even more fragile among independent operators at just 9%⁶. Wage rates are being influenced by the likes of Aldi, Lidl and Sainsbury whose hourly rate has been exceeding the NLW for some time and there is an increasing expectation that employers will pay the Real Living Wage (RLW), which from May 2026 will be £14.80 an hour in London and £13.45 an hour outside rather than the NLW. Not all of these statistics showing the extent of the deterioration in the hospitality sector had been published as at the valuation date, and neither had the Budget, but the direction of travel was clear.
- 26.4** The downward trend in beer consumption remains a concern, particularly for urban and town centre sites, and maintaining volumes in a declining market that is more and more influenced by the value-led propositions of the larger managed chains and operator led models is a challenge. Nationally, beer volumes in the on-trade are continuing to fall and whilst the decline has slowed volumes to the

³ <https://www.rightmove.co.uk/news/articles/property-news/current-uk-mortgage-rates/>

⁴ <https://moneyfactscompare.co.uk/mortgages/fixed-rate-mortgages/?id=null&buyer-type=4&amount-to-borrow=300000&property-value=400000&repayment-type=1&term=25&mortgage-types=1&initial-rate-periods=2®ion=16&payable-over-period=2&refinements=null>

⁵ <https://corporate.asda.com/newsroom/2025/23/09/family-budgets-under-pressure-as-living-costs-soar>

⁶ <https://nielseniq.com/global/en/insights/report/2025/business-confidence-survey-february-2025/>

third quarter of 2024 are still more than 25% down on 20 years ago. This is an issue for The Gardener's Arms, whose business model would be reliant on maintaining wet sales.

- 26.5** Energy prices have become something of a bellwether for overheads in the licensed trade over the last two or three years and were specifically referenced in the 2022, 2023 and 2024 editions of the BBPA Cost Guide for Licensees. The 2024 edition cautioned:

"Utilities and inflation: As the costs in this report relate primarily to 2023, they may not reflect the full extent of the 2022/2023 energy crisis as there was a lot of variation depending on when contracts were up for renewal and the prices available at that time, nor will they reflect the prevailing market conditions looking forwards in the event of any cost deflation. Such large fluctuations, on what is usually the second biggest cost line, will have a significant impact on a pub's overall cost and operating margins. Continued fluctuation in inflation across 2023 will also impact other elements of the model and, therefore, particular caution is required again when reviewing the data this year as well as comparing prevailing market conditions projecting forwards."

- 26.6** A similar note of caution is included in the 2025 Guide in relation to wage costs, about which it advises:

"As the costs in this report relate primarily to 2024, they will not reflect the impact of the significant increases to the National Minimum Wage and National Living Wage that were effective from April 2025, nor will they reflect the changes to Employers' National Insurance, which will have increased employment costs for all but the smallest of pub models. With wages & salaries being the largest cost line, these will have a significant impact on a pub's overall cost and operating margins."

27.0 FAIR MAINTAINABLE TRADE AND FAIR MAINTAINABLE OPERATING PROFIT

- 27.1** The CAMRA test is a useful checklist for what one ought to consider when looking at viability but at the heart of the process is the concept of Fair Maintainable Trade (FMT) which has already been mentioned in connection with the rateable value at Section 9 above. FMT is an assessment of the trade that could be generated by a Reasonably Efficient Operator (REO) from which is derived a Fair Maintainable Operating Profit (FMOP). The FMOP is the amount left after paying for the cost of goods and operating expenses and out of which the operator covers rent or mortgage payments and receives his own remuneration. FMT is derived from all sources of income including wet sales, food sales, gaming machines, pool, letting rooms and other sundry income streams.
- 27.2** As explained in paragraph 16.2 above, and in common with most tenanted pubs, trading accounts are not available and it is necessary, therefore, to reconstitute FMT from first principles, starting with throughput and moving on to food sales, machine income and sundry other income. This is based largely on experience but is supported by trading figures of other pubs that may or may not be in the

public domain. My assessment of FMOP is attached at Appendix Three and it may assist the LPA if I were to explain certain aspects of it. Many rural and smaller village pubs now close early in the week or operate more restricted opening hours than was the case before Covid and in my opinion The Gardeners Arms is the sort of pub that would adopt such hours. I have assumed the pub would be closed on a Monday and would operate traditional split sessions Tuesday to Thursday. I have adopted all-day opening on a Friday, Saturday and Sunday. Please note that where quoted all figures are expressed net of VAT.

- 27.2.1** Wet Sales My estimated wet sales of £207,000 is commensurate with throughput of approximately 119 barrels of draught products (beers, lagers and ciders) which in turn would represent 70% of total wet sales. The remaining 30% is accounted for by wines, spirits and minerals.
- 27.2.2** Pricing Structure The pricing structure will be determined by a consideration of the local competition and the business model. Most free houses look to achieve circa 70% gross profit on wet sales and The Gardeners Arms should be able to achieve that.
- 27.2.3** Wastage I have allowed a 5% wastage allowance to cover, spillage, drip trays, cleaning, pulling through and ullage.
- 27.2.4** Food Sales In my opinion The Gardeners Arms is best suited to a low mid-market food. The immediate population and the car park are both too small to sustain a value-led approach, which is only sustainable if volumes are high enough. It is unlikely to be a destination pub and consequently I have adopted an approximate average weekly take of £1,750 including VAT.
- 27.2.5** Sundry Income This includes nuts, crisps etc. machine income is included separately

27.3 In the absence of trading accounts it is necessary to estimate working expenses. In doing so the market would also have access to various benchmarking data including that compiled by the BBPA and UKHospitality. The BBPA data does not reflect free-of-tie margins, but the cost information will apply equally to tied as to free-of-tie pubs. My assessment of overheads is also included in the Appendix but it may assist the LPA if I were to comment on particular elements of it.

- 27.3.1** Staff. This is almost always a business' biggest overhead and the circa £79,000 that I have adopted straddles the 2 most appropriate business models in the BBPA data – Community Wet-Led (circa 90:10 drink:food, circa £5,000 pw) and Rural Character (circa 50:50 drink:food, circa £5,000 pw).
- 27.3.2** Light, heat and power. Energy prices are substantially higher now than they were pre-Covid and, whilst they are less than at the height of market volatility, for most operators with which I am currently

involved they seem to have settled down to about double what they were a few years ago. I have adopted an overall energy cost of £25,000 to reflect the dispersed layout of the trading accommodation, the age of the building and the lack of key energy saving elements.

27.3.3 Business Rates. Please see my comments at paragraph 9.3 below.

27.3.4 Insurance. Reflects the size and location of the building and includes reinstatement costs, public liability and contents cover.

27.3.5 Professional fees. These relate to accountancy, occasional legal fees and a bi-monthly wet stocktake.

27.3.6 Repairs and Renewals. I have assumed that if permitted the scheme would enable the upgrade of the en-suites and take care of any other outstanding repair issues. The £15,000 I have adopted ought to be sufficient to cover general day-to-day maintenance and a regular 3 – 5 year cycle of redecoration.

27.3.7 Bank charges. Bank charges have risen significantly over the last few years as contactless and card payments are becoming more popular.

27.3.8 Entertainment. As a community local I anticipate entertainment being an important part of the business model. Entertainment will include live music, televised sport, satellite or terrestrial television etc.

27.4 My overall estimate of working expenses represents 53.74% of anticipated FMT, is higher than the BBPA figures, but I am rarely coming across any pub whose expenses fit neatly within those parameters. Simplifying my assessment would produce the following assessment of Fair Maintainable Operating Profit (FMOP):

FMT Wet Sales	207,000	GP @ 70.00%	144,900
FMT Food Sales	75,000	GP @ 62.50%	46,875
FMT Sundries	55,000	GP @ 60.00%	3,000
FMT Machine Income	179,000	GP @ 100.00%	6,000
	629,000	GP @ 76.39%	200,775
W/Exps @ 53.74%			157,460
FMOP before tax			£43,315

27.5 The way the FMOP is apportioned is dependent on how the pub is run, which leads to a consideration of the ownership and operating structure of the pub. There are four basic ownership models – managed, tenanted, owner-occupied and community owned. The Gardeners Arms is clearly too small and in too peripheral a location to be suitable as a managed house (see The Broadwater at 20.7 above as a local example) and whilst a few pubs have been acquired by tenanted pub companies – I am thinking in particular of Punch Pubs and Red Oak Taverns – such deals tend to be of packages of pubs rather than standalone sites. In the case of both types of ownership, the pub had also been extensively marketed with no positive feedback. Turning to community ownership, the pub has not been listed as an ACV. This is not meant as a negative comment but it does suggest that there is little likelihood of the pub being acquired by the community, and I note from the marketing report that the community had not

entered into negotiations over its acquisition.

- 27.6** That leaves owner-occupation, which I think is the ownership structure with which the market would most closely identify the pub. The question the market would ask itself is whether an FMOP of something over £43,000 would be adequate to provide the operator with reasonable remuneration to reflect the hours worked, risk taken and service some secured borrowing. The FMOP needs to reflect not only the initial acquisition of the pub but also the cost of re-opening it – essential repairs, new fixtures and fittings, stock-in-trade and working capital, which I would estimate at a minimum of £200,000. It is not possible to predict what level of borrowing a potential owner may have but by way of example, notional borrowings of even a relatively modest £200,000 would cost £1,912.00 per month or £22,944 per annum to service at 8% over 15 years, which would be a typical finance rate for a pub. That would leave a little over £20,300 per annum as owner's remuneration, which, I think the market would think inadequate, and at that level of borrowing, the majority of the investment would be self-funded. As a crude comparison, from April 2026 a single person will earn £26,436.80 for a 40-hour week and it is likely that The Gardeners Arms would be run by a couple rather than a sole operator. There is a live-in benefit associated with running a pub, but in practice the market does not tend to factor that in and the valuation methodology for public houses does not make any specific allowance for the proprietor's accommodation.

28.0 CONCLUSION

- 28.1** The Gardeners Arms is an unopposed, poorly invested public house in a small village. The bar areas are poorly laid out, with the left-hand bar some distance from the servery. The toilet facilities are poor and whilst the external trading space is useful it is not as versatile as a garden. The parking facilities are adequate.
- 28.2** The immediate local population is approximately 340 but the catchment within an approximately 800m radius is approximately 1,800. This is likely to grow over in the medium term with the West Sompting development on the western edge of Lancing.
- 28.3** The pub is in need of significant investment. There are a number of outstanding repairs and the railway carriage to the rear of the site is in an extremely dilapidated condition. Removing it would be a necessity, but in doing so the customer toilet accommodation would be adversely affected. The bulk of the trade inventory has been removed and would need to be replaced before the pub could re-open.
- 28.4** The core village has few local facilities, but there is a good range of local, intermediate and regional level facilities in the Brighton/Worthing/Littlehampton built-up area.
- 28.5** There is no other pub within easy walking distance.
- 28.6** The pub has been extensively marketed by a firm of specialist licensed property agents for nearly 34 months and a new operator could not be found. The

marketing was on a leasehold and a freehold basis and was unfettered. Whilst the pub was being marketed it was let to 3 temporary tenants, none of whom were persuaded to make the arrangement permanent.

- 28.7** The pub is best-suited to continue as a community local with a food offer.
- 28.8** In common with other ex-leasehold pubs trading accounts are not available. Based upon my experience and other pubs that are on the market I have assessed FMT at £293,000 per annum exc. VAT which would produce an FMOP of £43,315. In my opinion and bearing in mind the estimated £200,000 post-acquisition investment that would be required, that would be insufficient to attract an operator.
- 28.9** From a financial perspective, I think the pub is no longer viable, but I appreciate its loss would mean that the village would no longer have a pub within easy walking distance.

29.0 PROFESSIONAL DECLARATION AND STATEMENT OF TRUTH

- 29.1** I confirm that my report includes all facts that I regard as being relevant to the opinions that I have expressed and that attention has been drawn to any matter that would affect the validity of those opinions.
- 29.2** I confirm that my duty as an expert witness overrides any duty to those instructing or paying me, that I have understood this duty and complied with it in giving my evidence impartially and objectively, and that I will continue to comply with that duty as required.
- 29.3** I confirm that I am not instructed under any conditional fee arrangement.
- 29.4** I confirm that I have no undeclared conflicts of interest.
- 29.5** Although not a Chartered Surveyor I nevertheless confirm that my report complies with the requirements of the Royal Institution Of Chartered Surveyors (RICS), as set down in Surveyors Acting as Expert Witnesses: RICS Practice Statement.
- 29.6** I understand that my overriding duty in this matter is to assist the Local Planning Authority in matters within my expertise, and that this duty overrides any obligation to those instructing me or their clients. I can confirm that I have complied with that duty and will continue to do so and that I am aware of the requirements set out in Part 35 of the Civil Procedure Rules and the accompanying Practice Direction, the Protocol for the Instructions of Experts to give Evidence in Claims, and the Practice Direction for Pre-action conduct.
- 29.7** I confirm that I have made clear which facts and matters referred to in this report are within my own knowledge and those which are not. Those that are within my own knowledge I confirm to be true.
- 29.8** The opinions I have expressed represent my true and complete professional opinions on the matters to which they refer.

Signed :



Date: 26th March 2026

APPENDIX ONE
PHOTOGRAPHS OF RAILWAY CARRIAGE



APPENDIX TWO

MARKETING INFORMATION



Shepherds Meadow
Eaton Bishop
Hereford
HR2 9UA

01981 250333
rcockayne@sidneyphillips.co.uk
www.sidneyphillips.co.uk

Leisure & Hospitality Specialists

Ref: 93361

16 October 2025

PRIVATE & CONFIDENTIAL

Mrs S Marshall
Gardeners Arms
West Street
Sompting
Lancing
West Sussex
BN15 0AR

Dear Mrs Marshall

Re: **GARDENERS ARMS, WEST STREET, SOMPTING, LANCING, WEST SUSSEX, BN15 0AR**

Further to our recent telephone conversation, we set out below a summary of the marketing campaign during our period of agency.

Sidney Phillips were instructed on 19 October 2022 to market the leasehold interest of the property to the open market on a nil premium basis, with rental offers invited for a new free-of-tie lease.

Following a prolonged period of marketing and no offers received, Sidney Phillips were on 5 June 2024 instructed to offer to the market the freehold interest of the property at an asking price of £395,000. This was a price recommended by us to the seller as specialists in leisure and hospitality property sales. Please note that there was no cessation of marketing during the transfer from offering the leasehold opportunity to the freehold.

At the time of instruction, the property was opening and trading on short-term Tenancy At Will agreements, until closure of the business in August 2025. During this time there were two separate Tenants, both of whom were running at a loss.

Commencing on the date of instruction, Sidney Phillips undertook a full marketing campaign with local, regional and national exposure, in order to fully expose the opportunity to the market, which included:

- Entrance onto Sidney Phillips website.
- Regular E-marketing campaigns sent out to registered buyers on our database.
- Sales details sent by post and email following direct enquiries.



www.sidneyphillips.co.uk

01981 250333

Sidney Phillips Limited, Shepherds Meadow, Eaton Bishop, Hereford, Herefordshire, HR2 9UA

(Company Registration 02362635)

- Entrance onto Daltons website.
- Entrance onto Businessforsale.com website.
- Entrance onto RightBiz.co.uk website.
- Entrance onto Zoopla website.
- Entrance onto Rightmove website.
- Regular social media advertising via Twitter, Facebook and LinkedIn.
- Erection of a "To Let" board, and later, a "For Sale" board.

The property was sold to yourselves on 12 August 2025, when marketing ceased. The property was therefore marketed by Sidney Phillips for a period of 2 years, 9 months and 24 days without cessation. Please note that the property was not available to let or for sale through another agent during or before this time.

I trust the contents of this letter are sufficient for your purposes but please do not hesitate to contact me if you require any additional information.

Yours sincerely
SIDNEY PHILLIPS



Robert Cockayne LLB AssocRICS FAVLP
Regional Valuations Manager
London & South East
01892 725900 (office) 07966 556261 (mobile)





Gardeners Arms

West Street, Sompting, Worthing, West Sussex, BN15 0AR

Leasehold Nil Premium

- Located in the village of Sompting near Worthing
- Detached pub in heart of the village
- Bar (18) and dining areas (50)
- Trade decking and car park (18)
- 3-4 bedroom accommodation
- Available on new free-of-tie lease

Ref: 93361

01892 725900

southeast@sidneyphillips.co.uk

SP Sidney
Phillips



LOCATION

The Gardeners Arms is located in the village and civil parish of Sompting, in the coastal Adur District of West Sussex, between Lancing and Worthing. Sompting lies approximately 1 mile north east of Worthing, 10 miles west of Brighton and 19 miles south of Horsham. Nestled at the foot of the South Downs National Park, Sompting is close to a number of attractive countryside walks, as well as a short drive from the sea.

Sompting is conveniently positioned on the southern side of the A27 arterial road running between Portsmouth and Eastbourne via Lewes, Brighton and Chichester. Also located nearby is the A24 which provides 'A' road access to the M25 at Leatherhead via Dorking and Horsham. Nearby railway services are available from East Worthing and Lancing providing services to Southampton, Portsmouth, Brighton and London Victoria.

The Gardeners Arms occupies a notable two-storey detached public house of brick construction under a pitched tiled roof. The property lies in the heart of Sompting village surrounded by a good number of residential properties. The property has been well maintained and is presented to a high standard throughout.

TRADE AREAS

Entrance from front of property via lobby directly into BAR AREA. Presented in a traditional manner with carpeted flooring, wood panelled walls, bay window and brick fireplace. This bar area is serviced by a wood built bar servery and is capable of providing seating for approximately 16 with a further four sat the bar.

Leading from the rear of the front bar is access to a SECOND BAR AREA with seating for eight. This area can be accessed via a disabled ramp to the side of the property and also houses a GENTLEMEN'S TOILETS and a DISABLED TOILET.

The DINING AREA is presented in a traditional manner with carpeted flooring and is capable of providing seating for approximately 15 covers. This area is serviced a small wood built bar servery and has the added benefit of double doors allowing it to be divided from the main bar to provide private dining if required.

SECOND DINING AREA presented in an in keeping manner with carpeted flooring, bay windows and wood dining furniture. This area is capable of providing seating for 35 and again has bi-fold doors so that it may be separated from the other trade spaces to provide for functions. Also housed in this area is a unique feature, the entrance to an original train carriage. The train carriage is attached to the property and currently houses TWO LADIES TOILETS, GENTLEMEN'S TOILET and STORAGE AREA,

which is understood to have formally comprised a restaurant capable of providing seating for 15 to 20 patrons.

Located to the rear of the property there is a TRADE KITCHEN with non-slip flooring and extractor.

BASEMENT CELLAR with drop to side of property.

OWNERS ACCOMMODATION

Located at first floor level comprising:

- LANDING
- LIVING ROOM
- BATHROOM
- 2 x DOUBLE BEDROOM
- MASTER BEDROOM with walk-in wardrobe (which is understood to have originally been two double bedrooms, which could well be reinstated)

EXTERNAL

To the rear of the property there is an attractive DECKED AREA providing seating for approximately 14 patrons. This area is part covered providing a smoking solution.

To the side and rear of the property there is a tarmacked CAR PARK with space for approximately 18 vehicles.

Furthermore to the rear of the property there is a BIN STORE with storage shed.

THE BUSINESS

No trade is sold or warranted. Historic trade accounts are unavailable.

Prospective purchasers should make their own assumptions as to likely future trade levels taking into account the size, location and demographics of the area.

LICENCE

A full Premises Licence is held.

SERVICES

All mains services connected.

Rateable value is £28,300

Local Authority: Adur District Council



LEASEHOLD	NIL PREMIUM. Current fixtures & fittings are the property of the outgoing Tenant and are not included. A new lease agreement is available from Wellington pub Company on the following terms:
TERM	For a term of 20 years
LANDLORD & TENANT ACT 1954	Inside Part II Landlord & Tenant Act 1954
ASSIGNABILITY	Fully assignable after the second anniversary of the Lease, subject to Landlord's consent
DEPOSIT	A deposit equivalent to 3 month's rent in advance plus personal guarantors.
RENT	Offers Invited. Rent to be paid quarterly in advance.
RENT REVIEW	Subject to 5 yearly rent reviews in conjunction with annual RPI (capped at 5% and collared at 2.5%)
REPAIR LIABILITY	Full repairing and insuring lease agreement.
TIE	Free of all trade ties.
INSURANCE	The Landlord will insure the building, the cost of which will be charged to the Tenant annually by way of an Insurance Rent. Suitable Tenant insurances to be in place prior to exchange of contracts
VAT	Please note that VAT will be payable on rental payments



Applicants will be required to complete an Application Pack and Business Plan for the Landlord's consideration in a standardised format. Templates are available upon request.

An incoming party will be required to demonstrate sufficient funds to sustain their business model, and will need to demonstrate ingoing capital to cover the premium, rental deposits, stock, working capital and solicitors fees as a minimum, and consent to Credit Checks being undertaken.



BUSINESS MORTGAGES **01834 849795**

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EPC Reference: 0907-0814-3217-3555-8531

CONSUMER PROTECTION FOR UNFAIR TRADING REGULATIONS 2008 & BUSINESS PROTECTION FROM MISLEADING MARKETING REGULATIONS 2008 – These particulars are provided only as a general outline of the property and buyers should make their own enquiries to satisfy themselves as to the accuracy of the information given. Neither we nor any person in our employment has authority to make, give or imply any representation or warranty regarding this property. Room sizes and other measurements and capacities quoted are estimates for rough guidance only. Accurate measurements have not been taken.

Sidney Phillips Limited, Shepherds Meadow, Eaton Bishop. Hereford, HR2 9UA Registered in England and Wales: No. 2362635

www.sidneyphillips.co.uk



APPENDIX THREE
FAIR MAINTAINABLE TRADE



ASSESSMENT OF FMOP

THE GARDENERS ARMS, SOMPTING

PURPOSE OF ASSESSMENT

PLANNING APPLICATION

ASSESSMENT DATE

MARCH 2026

		FMT £	GP %	GP £
TOTAL WET *		207,000	70.00%	144,900
FOOD**	% turnover	71.88%		
		75,000	62.50%	46,875
	% turnover	26.04%		
MACHINE INCOME		6,000	100.00%	6,000
	% turnover	2.08%		
TOTAL		288,000	68.67%	197,775
EXPENSES				
Staff			26.00%	74,880
Rates			1.12%	3,230 **
Water Rates			0.49%	1,400
Cellar Gas			0.26%	750
Insurances			0.87%	2,500
Heat/Light/Power			8.68%	25,000
Motor Expenses			0.87%	2,500
Printing/Postage/etc			0.17%	500
Telephone, IT etc			0.43%	1,250
Advertising			0.10%	300
Accountancy Fees			1.22%	3,500
Stocktaking			0.42%	1,200
Licences & Subs etc.			0.10%	300
Repairs and Renewals			5.21%	15,000
Cleaning and Laundry Costs			1.04%	3,000
Waste Management			0.69%	2,000
Bank and Card Charges etc			0.69%	2,000
Entertainment			1.74%	5,000
Sundry Expenses			1.74%	5,000
TOTAL			51.84%	149,310
FAIR MAINTAINABLE OPERATING PROFIT				48,465

* Based on 119 barrels of draught and bottled products and a BCF/WSM of 70:30

** Based on 2026 RV of £22,000 and ongoing business rates relief.