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Rt. Hon. Rishi Sunak MP  
Chancellor of the Exchequer  
HM Treasury  
1 Horse Guards Road  
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28<sup>th</sup> April 2020

## Essential Business Support for Pubs – Membership Survey

Dear Chancellor,

We are writing to you as the leading professional membership organisation representing over **9000 individuals** in the licensed trade, the majority of whom are licensees of pubs. We are appreciative of the steps taken so far by Government to support our members and your commitment to do whatever it takes. We have just completed a survey of our membership to assess the level of support that pubs have actually been able to access and what may be required moving forward. Our comprehensive survey (35 key questions) has had over **300 completed responses**. I wanted to share the headline results with you and gain your commitment to further action that they require.

### Access to Government Grants

Our members, with over 80% operating a single pub, continue to struggle to access grants. At this time **65% have now received their eligible grant**. Importantly **20% of our members are not currently eligible for a grant** as their rateable value is above £51k. We urge Government to tackle these issues urgently; **re-clarify with the local authorities the need for urgent payment and provide essential grants for pubs with rateable values over £51k**.

### Access to loans

As I write only **3% of our members have received a loan via the CBILS scheme**. They remain very concerned on taking further debt into low margin businesses and **45% have chosen not to apply at this time**. For those that have applied, Banks in the CBILS scheme have been very reluctant to lend to pubs. We hope that your Bounce-Back Loans announcement may help rectify this situation. We will assess its impact in the coming weeks.

**30% of our members are waiting for the self-employment support payable in June, however, 50% of our members are not eligible for any additional Government support.**

### Job Retention Scheme (JRS)

In line with your call to businesses to look after their teams when your introduced JRS, **90% of our members have furloughed team members with only 11% having made redundancies. 88% have applied for their furlough payments with 7% having been paid.**

## Continuation of Government Support

There is further work required to ensure that the first phase of Government support is delivered and we would welcome your help in ensuring this happens. Government briefings have led us to believe that pubs will be uniquely subject to a further significant period of disruption and last to re-open; continued full closure and some partial opening where possible. Our members have raised key concerns around potential requirements with reopening;

- Ability to implement any social distancing protocols and maintain them in pubs
- Bear the costs of reopening; replenishing stock & higher staff costs to manage protocols
- Being able to operate profitably at significantly reduced turnover

If this is the case then there will be a requirement to further support pubs beyond the end of June with both grants, JRS and loans. For those pubs that are able to partially re-open there is a need for tapered relief and for those that cannot, then the full current support will need to continue. I would welcome your thoughts on providing this necessary further Government support to ensure we safeguard the future of our great British pubs.

## Pubs in the Community

Our pubs have shown over the last few weeks their core role in their communities providing much needed groceries, takeaway meals and specific support for the most vulnerable in our society. All of this activity has been driven by doing the right thing and not commercial gain. In fact most of the **16% offering takeaway and delivery services** has resulted in **less than 10% of their normal turnover**.

Our members want to once again be at the heart of their communities being the place for people to reconnect when we are through this. Your support is critical in protecting our pubs and their contribution to society, employment and the wider economy. We would welcome further discussion with you and your team on how we can make this happen.

Yours sincerely,



Steven Alton  
Chief Executive,  
British Institute of Innkeeping (BII)