



# Professional Association of Self-Caterers UK

## NEWSLETTER

### 15 October 2021 Issue 80

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## SUPPORT GUIDELINES

We still get 100+ emails a day, plus 30+ phone calls, so we have to reiterate the support rules please.

- **Paid** Members get phone and email support. Please put property name in Subject line
- Non-Member emails will get dealt with after Members emails
- We cannot respond to questions on Facebook and Linked in
- Please read the most recent Newsletter before calling/emailing
- Recent Newsletters are on the website

The email address to use in [chair@pascuk.co.uk](mailto:chair@pascuk.co.uk) Many thanks, your support with this would be much appreciated.

## PASC UK SOCIAL MEDIA

**Please follow PASC on Twitter @PascUK AND on Facebook @pascukltd**  
This is where the latest news between newsletters gets posted.

## WHERE TO FIND PREVIOUS ITEMS COVERED IN PREVIOUS NEWSLETTERS

These are now indexed at the bottom of this newsletter in preparation for forming part of FAQ's on the new website. You can download them from [www.pascuk.co.uk](http://www.pascuk.co.uk)

## COMMENTARY

Much comment about booking levels heading into the winter so we have asked SuperControl to provide us anonymised data across all properties booked through that platform. The results are impressive, we are only a few days into Q4 and already bookings are 39% up on 2019 levels and we still have ten weeks to go. It's worth reading the detailed information below on this to ensure that your business is tracking well.

Cancel Cover, the insurance policy launched last week to cover most guest cancellations has sparked a great deal of interest. Our hope is that this will prove to be a sustainable policy, properly regulated for independent owners and agencies alike. We will keep monitoring the progress of this useful product.

We are still awaiting the on result of the Government Review into the Business Rates threshold in England for self-catering. It is described as imminent every time we chase. What is pretty certain is that it will no longer be an ambition to let for a certain number of days, it will be a requirement (as it is in Wales) and that the number of days let is likely to be increased, possibly in line with FHL Rules. We really need to know this as soon as possible as it will help steer feeding into the English and Welsh Governments on their Consultations into Self-Catering/Holiday/Lets/Second Homes. We are really focussed on trying to avoid any unintended consequences for our sector. Please do continue to send in your feedback on this subject.  
[chair@pascuk.co.uk](mailto:chair@pascuk.co.uk)

We are not being helped by the poor coverage that the subject of 'flipping' from Council Tax to paying zero Business Rates generates. This was a loophole that the Government created, not us. The Sunday Times had a ferocious article last week, quoting that there are 67,578 Business Rates holiday lets in England and 96% claim full Business Rates Relief. It also claims that 7,440 holiday lets in Cornwall received £170m of Grant support during the pandemic, of which £104m

was paid to owners outside the County. The B and B Association is demanding that these Grants are repaid.

Trying to have rational conversations with officials in England and Wales with this level of toxicity about our sector is made much more difficult in the current atmosphere. It seems lost on Ministers and Officials that they wrote the rulebook on Small Business Rates Relief, on how many days you need to trade as an FHL, and qualifying criteria for Grants and that they are the ones that can change things. The danger is that proper businesses will get caught up in the debris of Government over-reaction.

So, until next week, wishing you all the very best, and thanks again for your support.

## BOOKING DATA LAST QUARTER 2021

### Real Time data supplied by SuperControl



Reading the various comments on the hospitality forums about occupancy rates post the summer season, we thought we'd get some real data on the subject. Some are saying that they are full others, many of them new entrants, are saying that their bookings have fallen off a cliff.

The first thing to say is that the recent Summer will be unlikely to be repeated, just about any kind of accommodation at just about any price was selling. It was an artificially inflated market caused by restrictions on international travel. We should not kid ourselves that we are great marketers if we were full this Summer and into the Autumn.

There are three PASC UK rules to successfully optimising your revenue, they are the three P's:

- Photos, this is all your images, video etc, which have to be top quality, internal photos professionally shot.
- Platforms, this is where you advertise and needs to reflect where you position yourself in the market.
- Pricing, pricing is much stronger in our sector post Covid, you can and should be asking for more. Remember that charging £350 for a three-night weekend in a sleeps six cottage is under £20 per person per night. That's cheaper than staying in a Youth hostel.

We are seeing an amazing performance across the sector in this last quarter, so pricing can be more robust than normal Winter pricing. To prove what we thought was the case we turned to **SuperControl** to provide real data on bookings. We will update this occupancy as we go forward through this quarter to help you measure your own properties performance.

This is a long report, as it shows the following: Occupancy across all **SuperControl** properties day by day for the last quarter. The short summary is as follows:

These are all booked dates for all UK properties comparing 2019 with 2021.

The 2019 data is across a set of 15,696 properties with bookings placed on or before 9 October 2021.

2021 data is across a set of 23,312 properties.

On average occupancy is **ALREADY** up by 39% over this period. Given that we are only 9 days into the quarter this is set to increase significantly. October is already 76% booked.

This may also reflect the guest survey data in the PASC UK National reports (details below) which showed 20% of guests chose UK self-catering over going overseas. 93% rated their likelihood to stay in self-catering in the future as 7 or more out of 10, with 65% rating 10.

For those that want to do a detailed comparable, here's the daily data:

Date	Booked properties	Percentage properties booked	
01/10/2021	19,130	82%	
02/10/2021	18,878	81%	
03/10/2021	18,234	78%	
04/10/2021	17,689	76%	
05/10/2021	15,989	69%	
06/10/2021	15,905	68%	
07/10/2021	16,214	70%	
08/10/2021	18,586	80%	
09/10/2021	18,744	80%	
10/10/2021	18,282	78%	
11/10/2021	17,702	76%	
12/10/2021	16,311	70%	
13/10/2021	16,173	69%	
14/10/2021	16,297	70%	
15/10/2021	18,250	78%	
16/10/2021	18,109	78%	
17/10/2021	17,511	75%	
18/10/2021	17,121	73%	
19/10/2021	15,840	68%	

20/10/2021	15,744		68%	
21/10/2021	15,827		68%	
22/10/2021	18,225		78%	
23/10/2021	19,385		83%	
24/10/2021	19,202		82%	
25/10/2021	19,484		84%	
26/10/2021	19,203		82%	
27/10/2021	19,081		82%	
28/10/2021	18,972		81%	
29/10/2021	19,200		82%	
30/10/2021	16,799		72%	
31/10/2021	14,028		60%	76%
01/11/2021	13,192		57%	
02/11/2021	11,274		48%	
03/11/2021	11,226		48%	
04/11/2021	11,512		49%	
05/11/2021	14,384		62%	
06/11/2021	14,158		61%	
07/11/2021	13,581		58%	
08/11/2021	12,634		54%	
09/11/2021	10,421		45%	
10/11/2021	10,294		44%	
11/11/2021	10,602		45%	
12/11/2021	13,647		59%	
13/11/2021	13,338		57%	
14/11/2021	12,853		55%	
15/11/2021	11,860		51%	

16/11/2021	9,475	41%	
17/11/2021	9,397	40%	
18/11/2021	9,774	42%	
19/11/2021	12,751	55%	
20/11/2021	12,300	53%	
21/11/2021	11,898	51%	
22/11/2021	11,000	47%	
23/11/2021	8,691	37%	
24/11/2021	8,603	37%	
25/11/2021	8,970	38%	
26/11/2021	12,008	52%	
27/11/2021	11,686	50%	
28/11/2021	11,280	48%	
29/11/2021	10,040	43%	
30/11/2021	7,675	33%	49%
01/12/2021	7,655	33%	
02/12/2021	7,902	34%	
03/12/2021	10,798	46%	
04/12/2021	10,591	45%	
05/12/2021	10,347	44%	
06/12/2021	9,439	40%	
07/12/2021	7,320	31%	
08/12/2021	7,266	31%	
09/12/2021	7,445	32%	
10/12/2021	9,741	42%	
11/12/2021	9,491	41%	
12/12/2021	9,214	40%	

13/12/2021	8,452		36%	
14/12/2021	6,855		29%	
15/12/2021	6,840		29%	
16/12/2021	6,946		30%	
17/12/2021	8,856		38%	
18/12/2021	8,750		38%	
19/12/2021	8,679		37%	
20/12/2021	9,308		40%	
21/12/2021	8,838		38%	
22/12/2021	10,164		44%	
23/12/2021	11,902		51%	
24/12/2021	12,776		55%	
25/12/2021	12,753		55%	
26/12/2021	12,907		55%	
27/12/2021	13,975		60%	
28/12/2021	13,589		58%	
29/12/2021	13,682		59%	
30/12/2021	13,871		60%	
31/12/2021	13,807		59%	43%
			<b>56%</b>	

## BUYING CLUB REMINDER

We now have over 400 Members of the Buying Club, all enjoying a range of free benefits as paid up Members. Worth noting that if Membership to PASC UK lapses, so does Membership to the Buying Club and discount cards will no longer work.

We received this testimonial from Gurvinder at the Buying Club and have kept it anonymous as it reflects many comments that we receive weekly on the Club.

' Joining Purchasing for Business has already been a great benefit and really helped us save time and money. As well as signing up for the Screwfix, Tradepoint & Booker discounts , we've also ordered beds and they helped secure both a new electric and gas supply contract – all at competitive rates, so

we're really pleased with the savings and the service. This is a great PASC UK member benefit, which I'd recommend to all members looking to make savings for their business and home.'

Details of how to join the Club and Benefits further down the Newsletter below.

## #VATsENOUGH CAMPAIGN UPDATE

**Update. All the Trade Associations have written a Joint Letter to the PM post the Conservative party Conference urging the Government to continue with the 12.5% VAT rate. PASC UK is a signatory.**

Here's the letter:

Dear Prime Minister,

Your Government's clear message from Conservative Party Conference was abundantly clear: you want to a higher-skilled, higher-wage, higher productivity workforce. All of us in the hospitality and tourism sectors share that ambition and our businesses are present in all parts of the country, including, crucially, towns around the country that have been left behind, including coastal areas. We will be critical to your levelling-up agenda and we are eager to play our part.

**To facilitate our role there is one crucial lever that Government can pull – to keep VAT at 12.5%.**

The reduced rate of VAT has been critical in the survival of many jobs and businesses in our sector, but it is even more important to our future role in the economy.

The pressures on business at present are well-documented and are already creating inflationary pressures. Increasing VAT for our sectors back to 20% will push many to breaking point. Retaining it at 12.5% will relieve upwards pressure on prices and will leave people with more money in their pockets, while delivering on our shared goals as set out above.

It would also enable us to invest in our people with higher wages and better training opportunities; support our high streets and communities, where our businesses bring people together; and help deliver a greener future, unlocking capital to speed up our programme of decarbonisation.

Of course, there are other challenges facing our sector, including business rates, where reform will help spur urban regeneration. But we are all agreed that the single biggest action Government could take to ensure we maximise our contribution to our nation's economy and wider community and deliver on our shared goals is to keep VAT at 12.5% on a permanent basis.

Yours sincerely,

PASC UK is fully supportive of the wider #VATsENOUGH campaign that launched publicly yesterday, calling for the 12.5% VAT rate for hospitality to be made permanent.

UKHospitality have provided a useful set of tools including stickers and posters can be found here: <https://bit.ly/3laeSN3>

Thanks to all those who have previously written to their MP on this.

## PASC UK WELCOME HAMPER WEBINAR, STILL SPACES 😊

**We still have some spaces for this, and if there are more applicants than spaces we will just run it again shortly afterwards. Thanks**

The PASC UK Welcome Hampers Paper has gone down really well, with almost 800 downloads in the first two weeks and lots of interesting points raised by Members.

We are therefore going to try something a bit different. We will be hosting a Zoom Meeting for Members on this, so not a webinar, a Zoom meeting where we can give you quick heads up, and then get straight into the questions and discussion amongst the participants, with all being able to see each other and speak, rather than typing questions into the chat.

In order for this to work we will need to limit the numbers to 25 in this first test instance. If this is successful and the feedback is good, we'll run it again so that all those who do want to take part can, over a reasonably short period of time.

The date: Wednesday 3<sup>rd</sup> November 2021

The time: 1130

How to apply for an invitation: Send an email to [chair@pascuk.co.uk](mailto:chair@pascuk.co.uk) We'll need your, name and business name and email address to send the invitation link to. First come first served, if there are more we will hold a second zoom.

The PASC UK Hampers Paper report can be found on the new website here:  
<https://bit.ly/3yiW2GX>

## UPDATE ON SCOTTISH SHORT-TERM LETTING LEGISLATION

This from our colleagues at the ASSC.

This morning, the Cabinet Secretary for Social Justice, Housing and Local Government Shona Robison has written to the Scottish Government's Local Government, Housing and Planning Committee setting out changes to their short-term let licensing legislation and guidance.

See here: <https://www.gov.scot/publications/short-term-lets-licensing-order-update-letter-from-cabinet-secretary-LGHP-committee/>

First of all, we welcome the decision to remove overprovision powers from the licensing regime, as well as the Cabinet Secretary's willingness to engage constructively with us.

The ASSC has expressed numerous concerns with the Scottish Government's proposed regulations **and significant concerns remain** despite today's announcement. This includes but is not limited to: the level of licensing fees, license duration and renewal policy, and the competency of the regulations. Taken together, the licensing scheme proposals at national level and the planning control areas at a local council level are creating a perfect storm of uncertainty for small business.

We still believe licensing is disproportionate for small businesses that are already compliant with existing legislation. If this legislation is indeed about basic H&S and a 'level playing field' is sought, why would hotels, caravans, guest houses and serviced apartments be exempt? That makes no sense whatsoever.

The ASSC has always taken a proactive and responsible approach to regulation and has presented a wealth of evidence and data to the Scottish Government to help inform their plans. Our proposals for an exemption

for registered accommodation would meet the policy objectives of the Scottish Government in a more targeted, cost-effective and proportionate manner.

Small businesses will be unfairly and disproportionately impacted by short-term let licensing at a time when they can least afford it and when the country needs to focus on Covid recovery.

The ASSC would like to thank you for helping us to get this far, but we have more to do yet. In the weeks ahead, we want to work with the Scottish Government to address our outstanding concerns in order to protect livelihoods in Scotland's £867m self-catering sector.

For your information, here is a copy of our press comment in response to the Scottish Government's changes.

**Fiona Campbell, the Chief Executive of the Association of Scotland's Self-Caterers, said:**

*"The ASSC welcomes that the Cabinet Secretary for Housing has constructively engaged with us and is listening to our members concerns. Specifically, we endorse the decision to remove overprovision from the licensing regime, which was a duplication with planning policy. This recognises that the government's objective with the regulations was about ensuring health and safety across all short-term lets, not addressing housing issues."*

*"However, the devil is in the detail and conversations remain ongoing. A number of important industry concerns remain, most notably the disproportionate financial impact of licensing fees on small and micro tourism accommodation businesses who are still in survival mode due to the crippling effects of the pandemic."*

*"We stand ready to work with the government to get the details of the legislation and guidance absolutely right. At this crucial stage of Covid recovery, we must work collaboratively to protect Scotland's £867m self-catering industry and not burden small businesses who do so much to promote and enhance the country's unique tourism offering and boost local economies."*

PASC UK are fully supportive of the ASSC position on this impending legislation.

## GOVERNMENT LAUNCHES CONSULTATION ON EV CHARGING POINTS

### (ENGLAND AND WALES)

This follows on from a consultation earlier in the year, again carried out by The Office of Zero Emission Vehicles (OZEV) which many of you took part in and PASC UK was directly engaged in.

This may lead to some form of grant support for installations of EV Chargers at business premises.

This consultation looks further into the future of EV Charging and how the infrastructure can be provided.

What we need to push for is grant support to install EV infrastructure, particularly in remote rural locations.

The details of the consultation can be found here: <https://bit.ly/3DzI72e>

## BIG WIN FOR TOUCH STAY

We were delighted to hear that Touch Stay, the digital guidebook, has won a major award at the VRMA conference in the USA. (The VRMA is sort of similar to PASC UK and the ASSC Scotland in the US).

The award is for 'Supplier of the Year' and is richly deserved. No other product that PASC UK has come across gets the same universal praise from its users.

No hesitation in saying 'very highly recommended' 👍🙏

Here's a picture of Tyann from Touch Stay with the award. More details available on the product from <https://touchstay.com>

There is a discount for PASC UK Members 😊



## EPC's AND SHORT TERM LETS REPEAT

A few raising this question again this week, do we need an up-to-date EPC for Holiday lets

The answer is no.

You can check in The Pink Book – p.26 📖 Printed copy provided free of charge to all paid Members and also available free of charge as a download at <http://bit.ly/2LcvEbm>

Alternatively, if you need something more definitive, you can reference this on the Gov.uk website: <https://bit.ly/2WJZWMc>

## UPDATED FINANCIAL SUPPORT FINDER

The Government's online business support finder has been updated in line with today's changes. It should be noted that while CJRS and SEISS ended today, there is still a significant range of support still available to businesses ranging from ARG grants, loans, business rates relief and training programmes.

For businesses, support covers:

- Business loans
- Tax relief
- Cash grants

More information here: <https://bit.ly/3gxFq8K>

For employees, support covers:

- what to do if they're feeling unsafe where they live, or they're worried about someone else
- paying bills, rent, or mortgage
- getting food or medicine
- being made redundant or unemployed, or not having any work if they're self-employed
- what to do if they're worried about going into work
- self-isolating
- having somewhere to live
- mental health and wellbeing, including information for children

More information here: <https://bit.ly/2TLVomz>

## **NATIONAL SELF-CATERING REPORTS LAUNCHED & AVAILABLE NOW**

We have sent the reports to our contacts in Government and have numerous calls/zooms set up with MP's and officials to explain the importance of our sector. We have also sent out all the reports that have been ordered by Members to date. Thanks

**Printed copies of these are now available for the UK, English and Welsh reports.**

**If you wish to purchase one, please send an email to [admin@pascuk.co.uk](mailto:admin@pascuk.co.uk) with your name, business name and address and we will send one out with an invoice for £10. No VAT p&p included.**

**Free Downloads are available online:**

**Reports are online now at <https://bit.ly/3yiW2GX>**



We are pleased to announce that the series of Self-Catering reports covering the UK, England, Scotland, Wales and Northern Ireland are now freely available to all.

The reports have been written by the research agency Frontline and were commissioned jointly by PASC UK and the ASSC. The scale and cost of these reports would have been beyond the reach of our two organisations and the substantial proportion of the costs have been borne by SuperControl sponsoring the report. SuperControl also provided rich booking data.

## **ENERGY SUPPLIERS REFUSING SOME SELF-CATERERS SUPPLY REPEAT** **More information on this next week.**

To add to the woes already covered in the in the commentary some Energy suppliers have been refusing to continue to supply members this week. This had been pretty widespread last summer but seems to have gone away. This would incredibly unwelcome at this time when changing suppliers will likely be a complete lottery.

Two questions for you all:

1/ Have you had trouble maintaining supply or changing supply?

2/ Can any of you recommend any commercial switching companies to aid Members switching to get the best deal?

If you have any information on the above two points please do send it then to [chair@pascuk.co.uk](mailto:chair@pascuk.co.uk)

## **WALES STATUTORY REGISTRATION SCHEME UPDATE.**

We are well aware put the Welsh government is consulting widely on the self-catering sector. The Welsh government announce this week that they will be consulting with and interviewing stakeholders as part of this process.

PASC UK have been contacted and will be feeding in both verbal and written reports. This is the announcement from the Welsh government. If you have comments on this, please send to [chair@pascuk.co.uk](mailto:chair@pascuk.co.uk)

### Establishing a statutory registration or licensing scheme for holiday accommodation operators in Wales

Strategic Research & Insight (SRI), an independent Cardiff-based research agency has been commissioned by Welsh Government to interview stakeholders to explore establishing a statutory registration or licensing scheme for holiday accommodation operators in Wales.

SRI will be speaking to stakeholders in Welsh Government, local authorities and trade associations in Wales, as well as researching best practice in other countries, to consider:

- Whether developing a registration scheme or licensing scheme would be appropriate in Wales
- The options for how a scheme would be operated and delivered at national and/or local level
- Resources required for each of the best options
- How a scheme would support wider areas of Welsh Government policy such as housing and taxation
- Whether a scheme should merge or align with the existing Visit Wales grading scheme or follow the Rent Smart Wales model

There are significant potential benefits of the scheme, including a level playing field for professional and amateur accommodation operators, and a much better oversight of the sector to inform decision-making in tourism, housing, environmental health and taxation. We also recognise there are wider views and considerations that need to be explored.

As it will not be possible for SRI to speak to all tourism businesses as part of this work, please feed any comments you have through your representative body; these will help form the decision on whether a scheme is implemented, and if so, how.

If it is not possible for you to contact your representative body, please email [anthony@strategic-research.co.uk](mailto:anthony@strategic-research.co.uk) with your comments.

We would welcome comments from Members who have self-catering businesses in Wales as part of this process, please send to [chair@pascuk.co.uk](mailto:chair@pascuk.co.uk)

### ENGLAND UPDATE NO CHANGE

No further changes in England, please see previous newsletters for English Guidance on operating in Step 4.

Watch <https://www.facebook.com/pascukltd> for ongoing updates between newsletters.

### SCOTLAND UPDATE. NO CHANGE

It was confirmed that Scotland moved beyond Level zero on Monday 9<sup>th</sup> August. This means that restrictions on group sizes in self-catering in Scotland have finally been removed.

Full details in previous newsletters.

Watch <https://www.facebook.com/pascukltd> for ongoing updates between newsletters.

## WALES UPDATE NO CHANGE

The First Minister confirmed in the 26 August Review that there would be no changes to Covid rules in Wales, meaning there continuing to be no restrictions on self-catering in Wales. For details of Level Zero etc, please refer to previous newsletters.

<https://gov.wales/no-changes-covid-rules-wales>

Watch <https://www.facebook.com/pascukltd> for ongoing updates between newsletters.

## FUTURE WEBINARS

No progress on these this week whilst focus has been as described in commentary, expect progress shortly.

We have commenced inviting speakers and planning for the following Webinars, as these were the most popular when the poll closed. Further announcements shortly.

### Hot Tubs

Updated Cancellations Policies

Five Things to increase Return on Investment

Targeting new Markets sectors, Access, Dogs, Babies

## NEW REVISED CLEANING PROTOCOLS V5 UPDATE

The review of the **Self-Catering Covid Cleaning Protocols V5** is complete. All three Country specific versions are available under the Covid-19 Tab on the new website. England, Scotland and Wales are covered.

Between the old website and the new website over 3,000 copies have already been downloaded.

We are extremely grateful to the ASSC (Association of Scotland's Self-Caterers), who spotted an opportunity to get an expert review done and pushed this through.

It is a positive review with sensible changes and written in any easy-to-understand way. We strongly recommend that they are read in their entirety, so that the whole context and the necessity to write an updated risk assessment is fully understood.

We are providing a single document for **Self-Catering Covid Cleaning Protocols V5** in each of England, Scotland and Wales.

This includes

- The Cleaning Protocols

- The Risk Assessment
- Cleaning checklist
- FAQ's

As always with the Cleaning Protocols, these are free to all. Earlier versions have been downloaded from the PASC UK website over 120,000 times and have done much to convince Government of the sectors commitment to Covid security.

Some key changes:

- Owners should follow current Government guidance on issues such as physical distancing and face coverings
- Properties that have been cleaned and disinfected in line with the protocols should be available for immediate occupation, and there is no requirement for leaving properties fallow for 72 hours
- Individual operators should decide on whether guests should strip the beds / laundry themselves. If operators/cleaners remove them (following protocols on good handling of linen, not shaking, PPE if required), then it could be argued that this may actually be more “controllable”
- A common-sense approach should be taken to the washing of crockery/cutlery, based on what cleaners find when assessing property at changeover
- PHS does not recommend Steam/UV-C light/ULV fogging between guests as standard practice
- And much more....

The Protocols can be found on [www.pascuk.co.uk](http://www.pascuk.co.uk)

## NEW PASC UK WEBSITE LIVE

The new PASC UK website has gone live.



[About](#)
[Membership](#)
[Advice & Support](#)
[COVID-19](#)
[Resources](#)
[Webinars](#)
[Partners](#)
[Contact Us](#)

### THE PROFESSIONAL ASSOCIATION OF SELF CATERERS UK



PASC UK's sole purpose is to lobby the Government on behalf of professional self-caterers... These are small businesses where the self-catering business is a primary income stream for the owners. There are currently some serious threats to this sector, including poorly implemented statutory registration schemes and the lack of a level playing field across the sector, in terms of both regulation and taxation. Most of these are caused by Government action – or lack of. PASC UK is well connected and well-placed to try and address such issues.

Please let us know if you have any issues with it, or comments. The next stages are:

- The Members Only section.

- FAQ's

Check it out here [www.pascuk.co.uk](http://www.pascuk.co.uk)

Any thoughts/comments/observations about website please send to [chair@pascuk.co.uk](mailto:chair@pascuk.co.uk)

## MEMBER BENEFITS SUMMARISED

To carry out the lobbying work that we do on behalf of the Sector we need funding. 90% plus of this funding comes from Membership Subscriptions.

Members will get.

- Access to Telephone Support
- Prompt email support
- Access to Members Benefits and Discounts. (Buying Group Membership details below)
- Members only Webinars, (Including ask the Chair sessions)
- Book Surgery Appointments with the Chair
- Specific Discounts on key products
- PASC UK Guides to reducing Business Rates
- Hard Copy of the Visit England Pink Book
- Special Interest Papers (EV Charging, Third Party Services at Holiday Lets, Privacy and Cookie Policies etc)

What will be available to non-members?

- The PASC UK Covid newsletters
- Email support when available. (Members support comes first).
- Free Webinars
- Cleaning protocols
- Some General interest Papers, (Cancellation Policies, what to do if Guests gets Covid etc)

We are currently making major investments in supporting you better and all of this cost's money, these include.

- A new Website
- The largest ever National Report on Self-Catering in the UK, broken down by country
- Sponsorship of the Visit England Pink book, to help promote the safe and legal aspects of our sector
- Membership fees to the Tourism Alliance, UK Hospitality and Wales Tourism Alliance
- Surveys and reports to use data-based arguments to win support for the sector

If you have not yet joined PASC UK, please consider joining NOW. Details below the Buying Club information. Thanks.

## BUYING CLUB MEMBER BENEFIT FOR PAID PASC UK MEMBERS

We are really pleased to announce a partnership with Purchasing for Business.

More details on the new PASC UK website here <https://www.pascuk.co.uk/1112-2/>

This is a Buying Club, it's free to join if you are a paid up PASC UK Member. There will be no additional fee for Members to join the Club.

## SUPPORT LOBBYING BY JOINING PASC UK

There is a huge amount of work and lobbying to do to help support you all in the self-catering sector. We don't ask very often, however, if we are to fight on so many fronts, we simply need more funds. There are thousands of you that have had the benefit of this newsletter and the lobbying done on behalf of the sector.

We are now asking that as many of you as possible join PASC UK. The fight is on so many fronts, and we get much better results when we engage proper legal advice and proper PR firms to assist with campaigns. Memberships to other organisations that provide common lobbying, information feeds and support also cost many thousands of pounds a year.

Membership fees are as follows: All per annum.

- Single cottage £70
- 2 – 4 Units £125
- 5 – 10 Units £200
- 11 + Units £300

For companies like cleaning firms, or industry support companies, Trade Membership is £200, and you will get a listing in the Trade Directory on the new website.

Members get telephone support and priority email support.

You can join here, simple form, takes 2 mins, and you'll get an invoice, payable by BACS or Credit Card.

Just click on this link to go to the joining page: <https://www.pascuk.co.uk/join-us/>

Thank you

## RECORDINGS OF PASC UK WEBINARS

These can now all be found on the new website at: <https://www.pascuk.co.uk/webinars/>

## HOW TO REDUCE YOUR BUSINESS RATES BILL

Many of you have been waiting for me to finish updating the Business Rates paper that enables you to make a self 'check' on your Business Rates Bill.

Please bear in mind:

- The Business Rates Papers are only available to paid up Members.
- The reduced rates negotiated by PASC UK only apply to England and Wales
- The reduced rates negotiated by PASC UK for self-catering are only currently available to Businesses that have 3+ units on one hereditament.
- It will take a while to work through the backlog as each Members needs to have a run through, before applying their "Check".
- We will be in touch directly to arrange these short sessions.

Our apologies that this has taken longer than anticipated.

## PASC UK MEMBERS LOGO



Please only display if you are a fully paid up Member. You can get a copy by sending an email to [admin@pascuk.co.uk](mailto:admin@pascuk.co.uk) Thanks.

## MEMBER RENEWALS

Huge favour to ask of regulars, when you get your renewal through please pay it. The logistics of chasing waste hugely valuable time that could be spent doing far more useful things for all. If you don't want to renew, all you have to do is say so.

## ABOUT PASC UK

Full details of all the activities that PASC UK undertakes can be found on the new website, under the About Tab on the homepage. [www.pascuk.co.uk](http://www.pascuk.co.uk)

## INDEX OF PREVIOUS NEWSLETTER CONTENT

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These can be found on [www.pascuk.co.uk](http://www.pascuk.co.uk)

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- New Insurance Policy goes live **8 October Newsletter**
- HSE Spot Checks **8 October Newsletter**
- Fire Checks at Changeover **Repeat 8 October Newsletter**
- End of Furlough and SEISS **8 October Newsletter**
- PASC UK Ghosting paper **Repeat 8 October Newsletter**
- Results of the VAT Survey that many of you took part in **8 October Newsletter**
- Natasha's Law is now Law **8 October Newsletter**
- Guest Cancellations and the role of Travel Insurance **24 Sept Newsletter**
- PRS/PPL **Update 24 Sept Newsletter**
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- TouchStay Webinar Recording **24 Sept Newsletter**
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- Natasha's Law, home cooked food in Hampers update **10 Sept Newsletter**

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- Insurance Pay-outs and Tax **10 Sept Newsletter**
- Welsh Government Three-Pronged Approach on Second Homes **UPDATE 10 Sept Newsletter**
- Welsh Government Consultation on Taxation of Second Homes and Self-Catering **10 Sept Newsletter**
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- Claiming Back Statutory Sick Pay
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- Update on Business Rates vs Council Tax for Holiday Lets in England
- National Self-Catering Reports Launched and available now **UPDATE**
- Business Interruption Insurance, Deduction of Grants, Furlough and Business Rates **REPEAT**
- Ghosting Update **UPDATE**
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- Private Water Supplies **3 Sept Newsletter**
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- Welsh Government Three-Pronged Approach on Second Homes **3 Sept Newsletter**
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- Water Abstraction licences review **27 August Newsletter**
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- VAT registered businesses, how you can help lobby for retention of reduced VAT **27 August Newsletter**
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- Guests who won't leave, and the Fictitious Winter Let **13 Aug Newsletter**
- Crowdfunding,...thanks **13 Aug Newsletter**
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- Update on Commercial TV Licences for Self-Catering properties **13 Aug Newsletter**
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- Welsh Statement on International Visitors **6 Aug Newsletter**
- Welsh Government Three-Pronged Approach on Second Homes **30 July Newsletter**
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- Update on Review in England on Second Homes and Business Rates 23 July Newsletter
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- Electric Vehicle Paper is Published plus discount on Installations 16 July Newsletter
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- Scottish Government to push ahead with Short-term Licensing Legislation 9 July Newsletter
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- Grant Distribution by Councils in England 25 June Newsletter
- Deferred VAT Guidance updated 25 June Newsletter
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- Wales, Possible Grants for Larger Properties 18 June Newsletter
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- Which PASC UK Webinars are your priority 18 June Newsletter
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- More news on Superfast Broadband developments for “hard to reach” areas **4 June Newsletter**
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- Travel Behaviour Indicator from Department of Transport **28 MAY NEWSLETTER**
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- ICO, Do Holiday cottage owners need to pay? UPDATE AND NEW FAQ's **28 MAY NEWSLETTER**
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- CCTV Do you need a licence? Legal Note Published **14 May Newsletter**
- Business Rates in England and Wales, Form VO6048 **14 May Newsletter**
- Visit England Recovery Webinars **14 May Newsletter**
- English Tourism Week **14 May Newsletter**
- Self-Testing **14 May Newsletter**
- Interesting feedback on Mumsnet regarding Holiday Cottages **14 May Newsletter**
- Business Rates in Wales Update **7 May Newsletter**
- Confirmation of Relaxation of Restrictions in Wales **7 May Newsletter**
- Update on English Guests holidaying in Wales before 17 May **7 May Newsletter**
- Test and Trace in England **7 May Newsletter**
- MHCLG Review of Second Homes and Business Rates **7 May Newsletter**
- ARG update for England (grants for businesses on Council Tax) **7 May Newsletter**
- Trip Advisor reverses decision to take your Intellectual Property **7 May Newsletter**
- Waste Transfer Rules, and yes it applies to each and every one of you **7 May Newsletter**
- Health and Safety Executive Checks and Visits **30 April Newsletter**
- Which? Magazine review Covid Secure Schemes **30 April Newsletter**
- Covid Secure Business Poster see **23 April Newsletter**
- SEISS Repayment Guidance updated **23 April Newsletter**
- Companies House Guidance Updated **23 April Newsletter**
- Deferred VAT Guidance, further update **23 April Newsletter**
- **UPDATE** Questions about Self-Contained Accommodation and shared entrances England **See 9 April**
- **UPDATE** QR Codes and Recording guests contact details in England **See 16 April**
- Cookies and Privacy Policies will become out of date this summer **See 16 April**
- Revised Cleaning Protocols **See 16 April**
- England Restart Grants **Update See 16 April**
- New Member Benefit Buying Club **See 16 April**
- Fines for Non-Covid Compliance **See 16 April**
- Second Homes and the correct mortgage **See 16 April**
- How best to communicate all the changes to guests? **See 9 April**
- Wedding Show Rounds **See 9 April**
- CJRS Furlough Guidance updated **See 9 April**

- WIFI Support UK Gigabit Voucher launched **See 9 April**
- Ethical Low Commission OTA to launch in the UK **See 9 April**
- The PASC UK/ASSC Grants Survey is published **See 9 April**
- Checklist for opening properties **see 26 March**
- Updated Opening guidance in England **see 2 April**
- Update on Guest Numbers in Scotland **see 2 April**
- Wales Road Map **see 2 April**
- Wales Tourism FAQ's **see 2 April**
- General Wales Update **see 2 April**
- New Recovery Loans **see 26 March**
- England Restart Grants details **see 19 March**
- England Council tax-based Grants (ARG) (non Business Rates) **see 19 March**
- Definition of 'self-contained' accommodation in Wales. **see 26 March**
- COVID risk Assessments to enable you to open in Wales **see 26 March**
- Scotland Business Rates Grants **see 19 March**
- Additional Grant in Scotland for eligible Council Tax paying businesses **see 26 March**
- Scotland Road Map **see 19 March**
- Opportunists reletting your property without your knowledge **see 26 March**
- HMRC to launch consultation into holiday lets and Business Rates **see 26 March**
- VAT Deferral scheme updated **see 26 March**
- Other TAX reviews coming up from HMRC **see 26 March**
- Business Rates Review, Interim Report **see 26 March**
- Business Show Rounds **see 26 March**
- Key Lobbying Objectives **see 26 March**
- FCA Business interruption Policy Checker and FAQ **see 26 March**
- Cancellations Policy Paper **see 26 March**
- PASC UK Awards **see 26 March**

Wishing each and every one of you all the best during these trying times, and please Stay Safe.

Best regards

Alistair Handyside MBE  
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 The Professional Association of Self-Caterers UK  
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DISCLAIMER

We are in completely uncharted territory here, and any suggestions that we make are merely that and you should carefully consider your own business policies, and if necessary, consult with your Professional Advisors. PASC is your lobbying Association, not a legal service. In addition, please be very wary of some of the advice given on internet communities, blogs and social media. There appear to be thousands of experts out there where my understanding is that there are very few.

To that end, any information you get from any source you must double check. I will always try and put the actual link to the information in the newsletters so that you can read and assess yourselves. These are unprecedented times, please take exceptional care.