



# Professional Association of Self-Caterers UK

## NEWSLETTER

### 22 October 2021 Issue 81

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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

There will have been much relief across the wider hospitality sector that the Government announcements this week ruled out lockdowns and encouraged planning for families being together at Christmas. This though is certainly not the time to take our eyes off the ball with regards to all aspects of the pandemic, from maintaining cleaning protocols and taking sensible steps as advised by the Public Health Authorities. We want to stay open rather than rely on what we fear may be very limited Government support if we ever did have to close again.

By the time you read next weeks newsletter we will know what the Budget, announced on the 27<sup>th</sup> October and the Comprehensive Spending Review (CSR) will hold for Tourism. We do not expect that there will be an announcement on VAT for Hospitality, that will most likely come in March, and we fear that we will get a half-way house on the Business Rates Review rather than the wholesale review that the Chancellor had promised.

We will report on the Tourism impacts of the Budget and CSR next week.

Last week we reported just how well bookings overall were for the sector for Q4, October to December, this story sparked much media interest, and it was featured across a wide range of BBC Radio and TV stations.

It still amazes us that on the various hospitality forums many are still revealing that they have not yet posted up 2022 prices and availability. We would strongly recommend having both 2022 and 2023 up if you can, there is no reason why at this early stage you cannot try and achieve higher prices going forward, inflation looks set to stay and many things that we have to pay for, energy etc are rising well in advance of inflation.

There is still great appetite for domestic holidays, and news that Morocco has banned British holidaymakers just before half term shows just how fragile International travel is currently. It will take some more time to settle and many of the budget airlines are warning of significant fare rises next year. We should all be able to have a strong 2022.

To bring this into real context, our Partners SuperControl reported last week that £1 billion of bookings have been placed on their system in 2021 so far. It's SuperControl that provide us with much of the data that we reproduce and having data on this scale is hugely valuable as it means that the data is robust. Watch in coming weeks for occupancy and value reports as we head towards Christmas.



We are also really pleased to reveal a new product to you all in this newsletter, the app Properly, has the potential to be a game-changer in terms of owner/property manager control and improving the guest experience. More information below, we recommend you have a look at this and join the Tech Webinar where Properly will be covered in detail.

Demand has also meant that we are updating the Cancellations Policy Paper and are holding a webinar to cover Cancellation's post Lockdowns. The pandemic is still with us and Covid cancellations could be with us for years to come. Join us on that Webinar to see how we can best protect ourselves whilst being clear and fair to guests.

Lastly, don't spin past the piece below on Cookie and Privacy Policies, this is a must read to protect yourselves.

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

## **NEW COOKIE AND PRIVACY POLICIES IMMINENT**

PASC UK has commissioned Stephens Scown Solicitors to write Cookie and Privacy Policies for PASC UK Members. Why is something that is so innocuous at the top of the newsletter?

We are getting an increasing number of reports that business owners are being targeted by people who are checking to see if our Cookies and Privacy Policies are legally compliant. If they are not they effectively blackmail you by asking for compensation for the hurts that they have suffered as a result. This is instead of reporting you and seeking redress that way.

There have been some changes expected for these policies as a result of the UK leaving the EU and we were waiting for these changes in order to come into effect before commissioning new Cookie and Privacy Policies. However, with this recent threat emerging we will be publishing current versions imminently, and then when any changes are made, we will get the policies updated and made available to Members.

PASC UK are paying for these policies to be written by solicitors, and are bearing the cost of this. As a result, these policies will only be available to paid up Members. Getting these professionally written would cost more than any level of PASC UK Membership.

As soon as these are ready to go, we will put a note up on Facebook.

## NEW CLEANING APP LAUNCHED BY PROPERLY AND QUALITY IN TOURISM



We are delighted to announce that a new tech products is coming to market. PASC UK has been involved in discussion with the team behind Properly from the outset.

The vision was for an app, that owners, property managers, cleaning companies alike could use to document the cleaning and property preparation process, with both photos and reports.

This app would then be able to present a report of the cleaners work, the property manager can see that the works has been done and a report/welcome email can be sent to the incoming guests saying the property is ready and has been inspected and has been covid cleaned, providing photos of all the rooms.

So what would be the benefits?

1/ Confidence, imagine getting an email report saying that the property had been 'properly' prepared and was ready and waiting whilst en route

2/ It will help improve the standards of cleaning as each room will need to be signed off in the app by the cleaner and photographed.

3/ It will reduce fraudulent claims about the condition of the property

4/ It will help prove damage and theft claims against guests as there will be date stamped photos.

We are really excited about this product which has the potential to be a game-changer for our sector and really professionalise the whole approach to changeovers and guests comms and confidence.

Properly is the name of the app, and you can find out more by joining our Tech Webinar below, where you will be able to ask the founders of this product any questions you may have. Many of you will know Deborah Heather from Quality in Tourism, they have the excellent Safe Clean and Legal Accreditation Scheme, and Richard Vaughton from Rentivo, both will be on the Webinar to answer your questions.

To find out more about and sign up to get more information on Properly click here:

<https://bit.ly/3G7w3Yh>

## WEBINAR SERIES LAUNCHED

We are pulling together a range of Webinars in the run up to Christmas, these are all detailed below, and we have plans for more, covering a wide range of subjects to help you with your business.

If there are any specific subjects that you feel would benefit from being covered by a webinar, or by one of the smaller roundtable type sessions, (like the Hampers one below) then please send your suggestions to [chair@pascuk.co.uk](mailto:chair@pascuk.co.uk)

## PASC UK WELCOME HAMPER WEBINAR, STILL SPACES 😊

**We still have a couple of 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>

## PASC UK TECH WEBINAR

Hosted by SuperControl <https://supercontrol.co.uk>

Date: 2 November 2021

Time: 1100 BST

Free to all.

Register here: <https://bit.ly/3vyxLgn>

The webinar will be recorded and made available on the PASC UK website.

This webinar will showcase how technology can really help your self-catering business differentiate itself and thrive.

We will be featuring the following products.

**Properly.**

This is a new app that enable you as owners to use an app to monitor your cleaning, generate reports on the cleaning and send reports to guests that their property is ready and inspected, with photos. Brought to you by Properly and Quality in Tourism, it integrates the PASC UK Covid Cleaning protocols alongside the high standards established by Quality in Tourism's 'Safe, Clean and Legal' accreditation. The presentation will be from Richard Vaughton of Properly and Deborah Heather of Quality in Tourism.

<http://getproperly.com/>

### **Beyond Pricing.**

This online tool enables property owners and managers to hand over the complex job of pricing properties to Beyond Pricing. You can set your own pricing parameters, and Beyond Pricing does the rest, monitoring supply and demand and adjusting prices accordingly, just as airlines and hotels do. In most cases owners using Beyond Pricing see increase in yields of over 15%.

<https://www.beyondpricing.com>

### **Touch Stay.**

We have presented this award-winning tech before and it always proves popular, one of the great successes of the last eighteen months. The presentation will cover what Touch Stay is, the digital guidebook to replace those worn in cottage guides, through to some great tips on how to get your customers to make best use of it.

<https://touchstay.com>

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We have invited a couple more tech co's to take part and details of these will be made available before the free webinar

### **Panel Questions.**

After the presentations, participants will be able to ask questions of the panel which will include the above speakers plus Robert Kennedy, Director SuperControl and Alistair Handyside, Exec Chair of PASC UK.

## **PASC LEGAL TERMS WEBINAR**

Hosted by SuperControl <https://supercontrol.co.uk>

Date: 1 December 2021

Time: 1100 BST

Free to all.

Register here: <https://bit.ly/3jlOzIK>

The webinar will be recorded and made available on the PASC UK website.

This webinar will focus on Cancellation Policies, Terms and Conditions, Cookie and Privacy Policies. All vital to protecting your business interests.

We will be covering the following areas.

## Intro.

Alistair Handyside Chair: PASC UK. [www.pascuk.co.uk](http://www.pascuk.co.uk)

## What's the current volume of Guest cancellations?

Robert Kennedy, Director SuperControl <https://supercontrol.co.uk>

## Cancellations in a post lockdown era.

Post Covid Lockdowns and restrictions on guest group sizes, whether guests can cancel or not remains one of the most common questions received by PASC UK. An updated cancellations paper is being written to coincide with this webinar, to update you on the “cans and cannots” covering this tricky area. Jointly presented by Thomas Chartres Moore (Tom), Partner Intellectual Property, Information Technology and Data Protection from Stephens Scown Solicitors and Alistair Handyside, Chair of PASC UK will help you understand how to navigate your business through this area.

<https://www.stephens-scown.co.uk>

## Terms and Conditions.

Tom from Stephens and Scown will then give a brief talk on Terms and Conditions with some key tips as well as answering your questions on this subject. PASC UK have negotiated a special deal with Stephens and Scown to prepare Terms and Conditions specific to your holiday let business.

<https://www.stephens-scown.co.uk>

## Cookie and Privacy Policies

PASC UK have commissioned Stephens and Scown to write updated Cookie and Privacy policies for paid up PASC UK Members, this section will cover why this seemingly innocuous subject is so important, with more dark arts internet activity tracking out of date policies and effectively blackmailing owners. This will also be presented by Tom, and the policies will shortly be available from PASC UK for paid up Members

[www.pascuk.co.uk](http://www.pascuk.co.uk)

## Panel Questions.

After the presentations, participants will be able to ask questions of the panel which will include all the above speakers.

## PASC UK PARTNER WEBINARS, SUPERCONTROL AND TOUCH STAY

### SUPERCONTROL, “Debunking the Myths of Dynamic Pricing”



Join SuperControl on **Wednesday the 3rd of November at 7 PM** to debunk the myths of dynamic pricing. All you need to do is ensure you're signed up to the SuperControl Facebook community, and we'll do the rest!

Join here: <https://bit.ly/3jrrTjZ>

You'll have the opportunity to ask live questions to other self-caterers who have benefited from the functionality offered by dynamic pricing. We'll be joined by a spectrum of SuperControl self-catering panelists, including an agency and owner so you can understand what dynamic pricing means for your business.

## TOUCH STAY "How to communicate more effectively with guests"



Ever wanted to grill someone about their tricks for taking the pain out of guest communication? Well, now you can, because AMA = ask me anything!

We've invited Andy Morris of Seattle Vacation Home to answer your questions and share what's worked for him as a host and manager of many guests.

### What else is in it for you?

- ⚡ Ask your questions directly of Andy - *we'll give you the (Zoom) floor*
- ⚡ Hear others ask questions - *you are not alone in the challenge of managing guests!*
- ⚡ Meet other hosts with shared experiences
- ⚡ Leave with a toolkit of ideas to implement and start clawing back more time for you

Join us: **Friday 29 October 10:00 (CST) / 16:00 (BST)**

To find out more click here: <https://bit.ly/3mbeSNz>

To book click here: <https://bit.ly/2Zad6mL>

## 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 or click here: <https://bit.ly/3ptd4RU>

## VISIT WALES QUALITY GRADING ASSESSEMENTS UPDATE

A few weeks ago, we put a note in the newsletter that businesses in Wales could apply for free updated Visit Wales signage. This has been followed up by the following announcement that your grading visits will be free of charge.

## Return to Quality Grading Assessments

After a suspension in grading visits due to the COVID-19 pandemic, the Quality Assurance team will be resuming their duties over the coming weeks.

Much thought has been given to how we can return to assessing properties as safely as possible not only for the Quality Grading team but also for the tourism business.

As you will appreciate, the Quality Advisors will have a considerable backlog of telephone calls to make, and because of this, it is felt that the best way to move forward and re start the grading process is, on an initial 'trial basis', to contact those businesses who have applied for quality grading for the very first time. However, please be reassured, that we will be coming out to visit all properties in due course.

We really do understand that this has been the most unprecedented period of time for all tourism businesses in Wales, but we really would be grateful for your patience and cooperation at this time as we look forward to coming to visit your businesses once again in the future.

In order to support businesses as we continue to recover from the COVID-19 pandemic, there will be no charge for participation in our quality schemes for the foreseeable future (apart from where the costs for overnight grading visits and entry fees, use of food and drink outlets, etc. for tourist attraction assessments will need to be covered by the business).

If you are a new business or if you were previously graded and would like to participate in quality grading once more, please email: [quality.tourism@gov.wales](mailto:quality.tourism@gov.wales).

## WALES COVID-19 SPOT CHECKS

Following on from a recent note that spot checks are taking place in England, now we have had this from Wales. Make sure you have your Covid Risk Assessment up to date and that you are following the Covid cleaning Protocols.

## COVID-19 spot checks could lead to prosecution

The Health and Safety Executive (HSE) is continuing to carry out spot checks and inspections on all types of businesses, in all areas, to ensure they are working safely to reduce the risk of COVID.

During the spot checks, HSE provides advice and guidance to manage risk and protect workers, customers and visitors. However, where some businesses are not managing this, HSE will take immediate action.

Visit the [Business Wales website](#) for more details.

## CJRS – LATE CLAIMS

The deadline for making a furlough claim has now ended. However, HMRC will accept late claims from claim periods from 1 November 2020 if you have:

- taken reasonable care to try and claim on time
- a reasonable excuse
- claimed as soon as your reasonable excuse no longer applies
- You may have a reasonable excuse if for example:
  - your partner or another close relative died shortly before the claim deadline
  - you had an unexpected stay in hospital that prevented you from dealing with your claim
  - you had a serious or life-threatening illness, including coronavirus (COVID-19) related illnesses, which prevented you from making your claim (and no one else could claim for you)
  - a period of self-isolation prevented you from making your claim (and no one else could make the claim for you)
  - your computer or software failed just before or while you were preparing your online claim
  - service issues with HMRC online services prevented you from making your claim
  - a fire, flood or theft prevented you from making your claim
  - postal delays that you could not have predicted prevented you from making your claim
  - delays related to a disability you have prevented you from making your claim
  - an HMRC error prevented you from making your claim

If you've missed the claim deadline and have a reasonable excuse, you can submit a request from the page where you choose your claim month. You should make your claim as soon as your reasonable excuse no longer applies.

You can also still use the CJRS portal to:

- view a previous claim
- delete a claim (you must do this within 72 hours of starting the claim)

<https://www.gov.uk/guidance/claim-for-wages-through-the-coronavirus-job-retention-scheme>

## EPC'S AND SHORT TERM LETS UPDATE

Had a note from Fiona Campbell, Chief Executive of the ASSC (Association of Scotland's Self-Caterers) who tells me that you DO need an EPC for a short-term let property in Scotland.

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

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.

### 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

This is the updated wish list for Webinars.

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

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. <https://bit.ly/3ptd4RU> 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://bit.ly/3ptd4RU>

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)

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

Best regards

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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.