



Professional Association of Self-Caterers UK

NEWSLETTER

11 June 2024 Issue 215

This week's contents:

- [Commentary](#)
- [Manifesto's, What's Published so far?](#)
- [More Booking Data Analysis from Partner Key Data](#)
- [We **STILL** need your help. Have you requested a change of planning from Holiday to Residential and been refused?](#)
- [NEW PASC UK Webinar Programme for May 2024 **Update 11 June**](#)
- [PASC UK on the Road and Important Meetings ahead **Update 11 June**](#)
- [In Person PASC UK Members Meetings **Update 11 June**](#)
- [Fire Guidance Where to find it? **No changes week of 4 June.**](#)
- [Support Lobbying by Joining PASC UK](#)
- [Disclaimer](#)

COMMENTARY

The first of the Political Parties Manifesto's have been published with the Liberal Democrats coming out with theirs yesterday, the Conservatives expected today, post-delivery of this Newsletter and Labour on Thursday.

What we know and comments below, with a broader report when the Manifestos have been published and some detail gathered in next weeks newsletter.

Each week we will update you on any developments/changes/details that affect our sector as they emerge.

Your Chair was in Wales for two meetings last week on what turned out to be a momentous 48 hours. First the Welsh Government pulled back on a Manifesto Pledge, to 'reform' the school holidays. This could have meant that two weeks were taken out of the summer holiday and adding one to October Half Term and one to Whitsun. This measure was opposed by not only wider hospitality but Teachers and Unions too. This is and the reversal of the wider 20mph speed limits have been significant reversals forced upon the Welsh Government.

There was also a Vote of No Confidence in the First Minister, Vaughan Gething which was lost, and the fallout from this is yet to be fully understood.

What do we hope from this? We hope that this can be an opportunity for the Welsh Government to allow productive and solutions-based discussion with all sectors to improve the visitor economy in Wales. It is a huge contributor to the Wales economy and has had too many interventions in the last 36 months, with zero flexibility on how to mitigate clear damage caused by them.

Whist all this high stakes politics was taking place we had a really good PASC UK Members meeting in North Wales with over 40 Members attending.



The barrage of (great) questions was never ending, and this kind of dialogue not only helps inform policy priorities, but it also details the impacts that the policies have on our Members.

We have added some additional booking data from Key Data with a particular focus on the coming summer weeks.

Once again, to find out how you can use the data much more specifically for your business and to look at local competition join the Key Data Webinar on the 25th June at 1100. You will be shown how to use Key Data to drill down on average daily rates and occupancy and compare to similar business locally. Details below.

Best regards

Alistair

MANIFESTO'S, WHAT PUBLISHED SO FAR?

LIBERAL DEMOCRATS

The LibDem manifesto was published yesterday and had a couple of points that are relevant to our sector.

You can read the document here: <https://bit.ly/LibDemManifesto24>

Key points are in section 14

Give local authorities new powers to control second homes and short-term lets in their areas, as set out in chapter 15.

And in section 15

Give local authorities new powers to control second homes and short-term lets in their areas by:

- Allowing them to increase council tax by up to 500% where homes are being bought as second homes, with a stamp duty surcharge on overseas residents purchasing such properties.
- Creating a new planning class for these properties.

PASC UK Comment

Not much detail, but once again this fatally flawed 'look tough' policy of increasing Council Tax for 'Second Homes'. (This would be an England only policy as we understand it currently). All this is likely to do is drive owners of second homes who have not let the property as a short term let to do so. They will only require 70 days of bookings and 140 days available to avoid this measure.

The impact is therefore owners opting to do short term lets as a tax mitigation measure not because they want to enter the hospitality market and offer great experiences for guests, so think reluctant owners, focus is days let, then stop, not guests or average daily rates, or occupancy across the year. They will target just 70 days, create further over supply and may even impact local pricing if too many come on board.

These are homes, not holiday lets, so once again, having a robust Registration Scheme is critical to limiting the damage here. The vast majority will not remotely be fire/gas/electric compliant, so ensuring that having at least a compliant Fire Risk Assessment to load up at Registration becomes even more important.

Another outcome if lots are seen to do this might be a call to abolish Small Business Rates Relief as covered in last weeks newsletter.

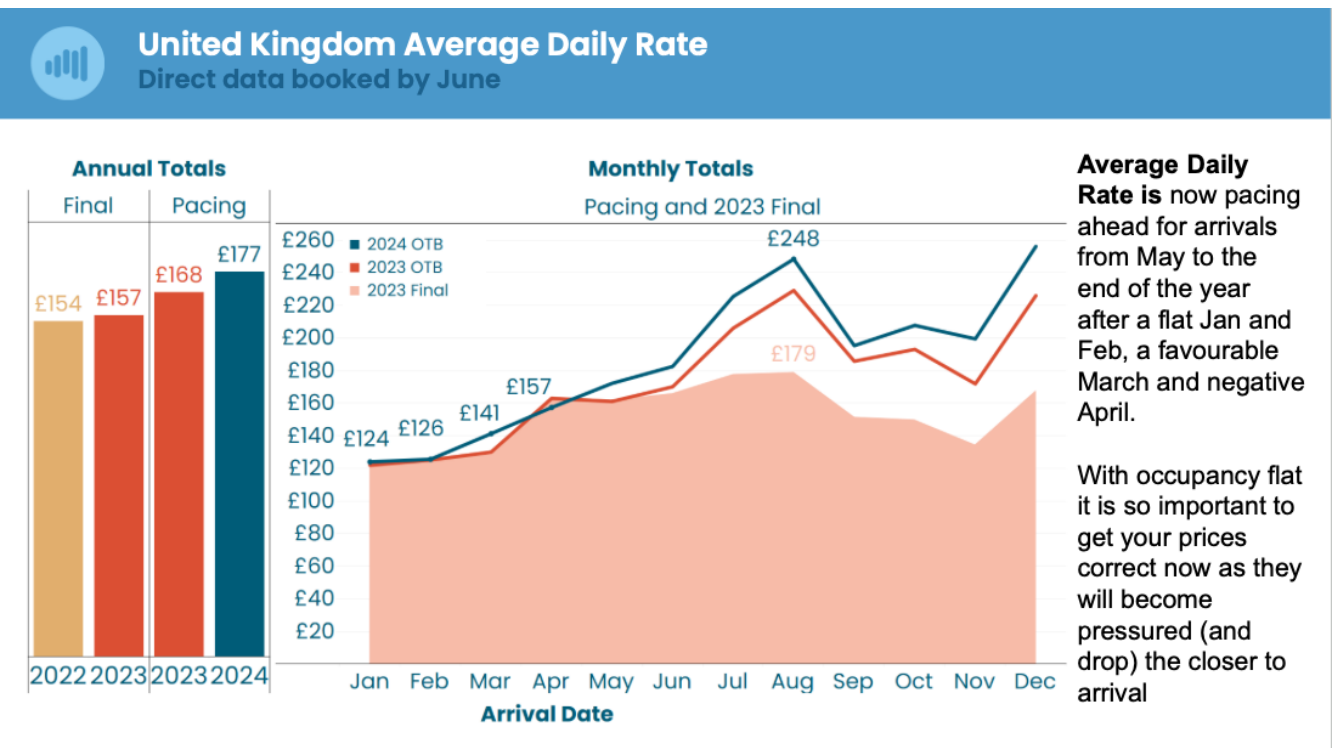
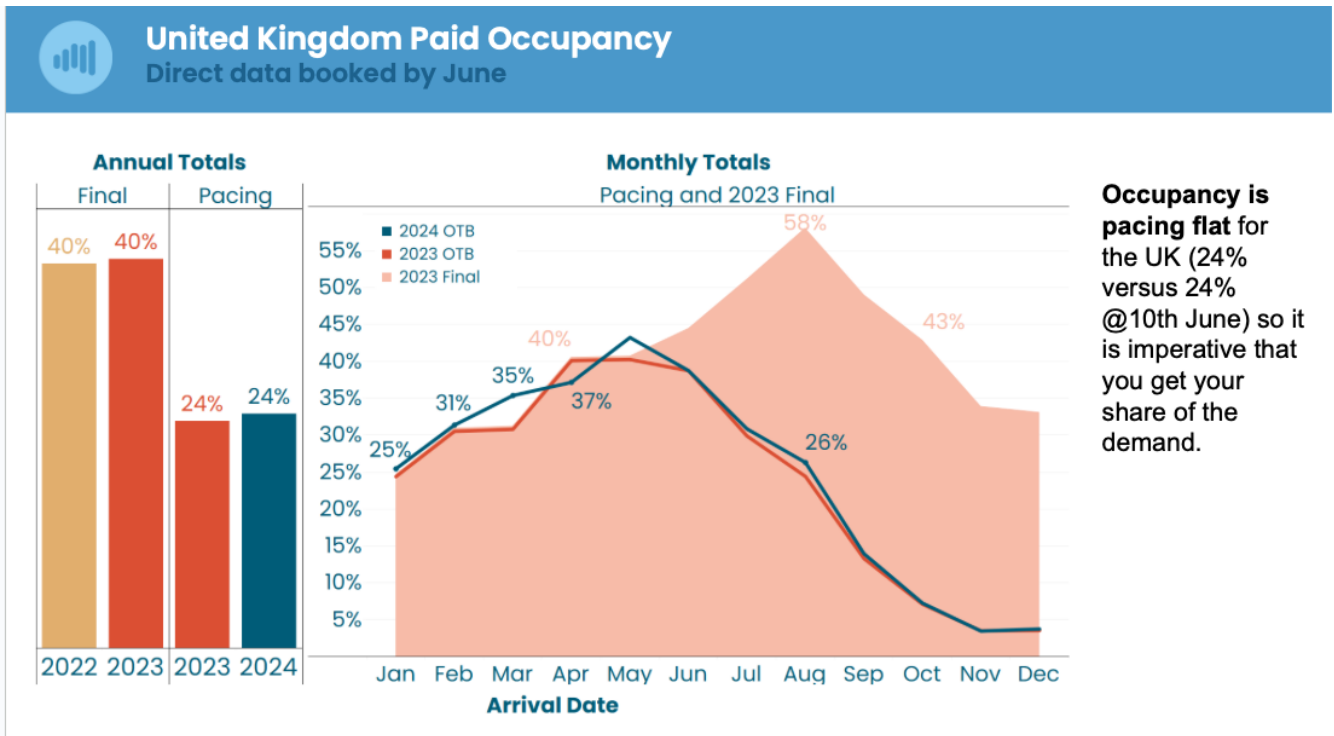
We don't have any more detail about what the New Planning Class or the powers to control both second homes and short term lets at local authority level would entail at this time. It is likely to be either through Article 4 Measures or similar.

MORE BOOKING DATA ANALYSIS FROM KEY DATA PARTNER KEY DATA

This week we have some more data from Key Data, showing that occupancy is at best flat to date and still a huge amount to play for June, July and August.

As we have covered in previous Newsletters, the booking lead time this year has reduced considerably, many of us may have expected to have full summer holiday calendars by now, of not much sooner. Consumer demand has really changed this year, and booking lead times are considerably shorter. It is by no means too late to fill this key higher rate weeks and breaks period

That requires smart pricing. Smart pricing does not necessarily mean discounting. If you haven't already and want to know more about how to track what you are charging against your local competition, join the free to all Key Data Webinar at 1100 on the 25th June. Details below. We are using it to great effect in our own business.



WE STILL NEED YOUR HELP. HAVE YOU REQUESTED A CHANGE FROM HOLIDAY LET TO RESIDENTIAL PLANNING REFUSED?

Have you, in the last 2 years, applied for change of use from a holiday let, to either long term rental, or residential use?

This information would be useful in lobbying all parties in the upcoming election. We are looking for examples to support our findings that 40% of you don't currently have the correct permissions for your properties to be used for long term rental or residential use and that moving from your current permissions to long term or residential use is difficult, and often denied by local authorities. If this is you, and you have applied in the last 2 years for change of use, please could you email support@pascuk.co.uk with the following information:

1. Date of application
2. Outcome of application – Approved or Denied?
3. If denied, please could you let us know what grounds were given?
4. Number of properties you were trying to transfer
5. Name of the County or District Council involved

We are getting some good examples of refusal, even in the alleged 'hot spot hollowed out' areas. If you have come across any of these, please can you let me know as a good number of these would be very 'awkward' for many of the policies against our sector that will be bandied around over the next few weeks.

PASC UK WEBINAR AND MEETINGS PROGRAMME FOR JUNE 2024 UPDATED 11 June

We will shortly be announcing further webinars and meetings for the June programme. These will include the following:

- Election and Manifesto updates
- Fire Update (Open plan Guidance, subject to update from Home Office)
- Sustainability and our sector
- And more.....

We are just getting availability for the speakers and expect to announce these dates next week.

Previous webinars and meetings can be viewed on the PASC UK Website at: <https://www.pascuk.co.uk/webinars/> Members only recordings are in the Members area.

1/ PASC UK and Key Data Webinar

ANY SELF-CATERING/SHORT TERM LET BUSINESS CAN ATTEND

1100 on 25 June 2024

Please join us for a Webinar where will introduce you to our Data Partner, Key Data. We have partnered with Key Data to assist us in getting national data on the sector, to help with our lobbying. We hope to provide a snapshot of the Year to date next as an example.

From an owner's point of view, you will be able to not only see national statistics, but how you can use the data to best effect to help your business perform better.

We will cover the following:

- Who are Key Data?
- Where does the data come from?
- How can an independent operator get the data?
- What the data looks like, and how you can compare rates with other local businesses and occupancy to, to drive better pricing policies.
- Q&A

Please register using this link: https://us06web.zoom.us/webinar/register/WN_5J-Nfp2cSK26vHsdYZ9WTQ

Upon registration you will automatically get a link by email to use to join the Webinar.

2/ PASC UK & AA Visit England New Grading Schemes and Visitor Ready Scheme

ANY SELF-CATERING/SHORT TERM LET BUSINESS CAN ATTEND

1100 on 27 June 2024

Please join us for a Webinar where will introduce you Simon Numphud, Managing Director of the AA and lead on the overhaul of the Visit England and AA Quality Grading Schemes that has taken place over the last year.

PASC UK took part in the self-catering part of this review. Simon will explain the changes, and how the scheme can work for you, plus introducing a new free scheme called Visitor Ready. This webinar is open to all in the sector

We will cover the following:

- What are the Quality Grading Schemes?
- Who runs and manages them?
- What' changed?
- What is Visitor Ready?
- How to get take part?
- Q&A

Please register using this link:

https://us06web.zoom.us/webinar/register/WN_QXkbEnpPR66P1kylfgxiw

Upon registration you will automatically get a link by email to use to join the Webinar.

PASC UK ON THE ROAD AND IMPORTANT MEETINGS AHEAD UPDATE 11 JUNE

Over the coming weeks PASC UK will be present at the following events:

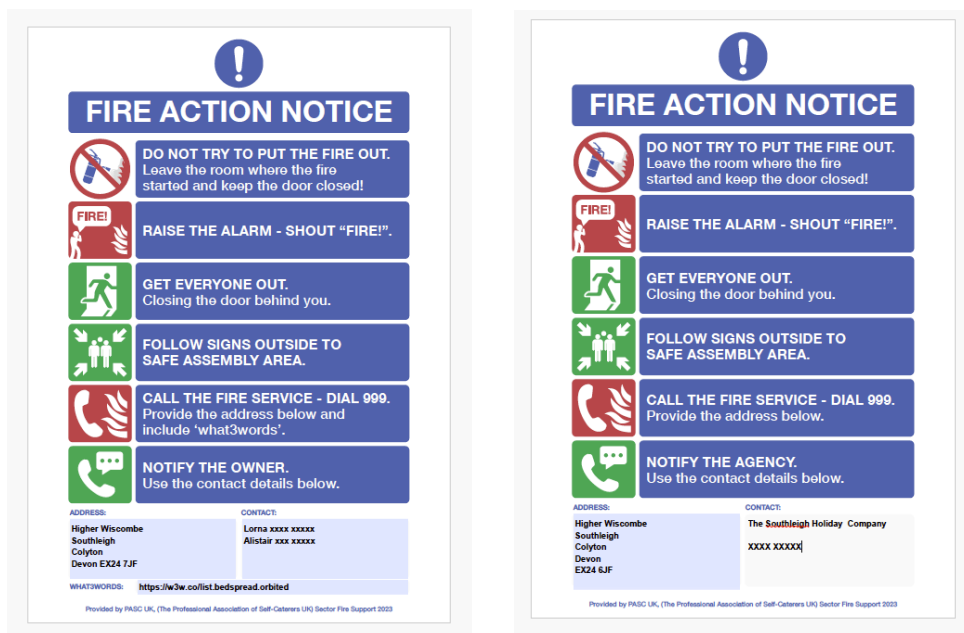
- 18th June, Tourism Alliance AGM

IN PERSON PASC UK MEMBERS MEETINGS UPDATE 11 JUNE

We are preparing to roll out further in person Members meetings across England and Wales after the success of the meetings in Northumberland, Devon, Cornwall, Wales and Worcestershire.

- The next meeting will be in Norfolk, we are just checking final dates
- Followed by the Brighton area

FIRE GUIDANCE WHERE TO FIND IT ALL? NO CHANGES WEEK OF 11 JUNE.



They can be found here: https://www.pascuk.co.uk/fire_checks_and_safety/

There are short docs that summarize the current situation with Fire Regs in self-catering in England and Wales. They signpost you to all the regulations, the Government produces Guidance, the additional PASC UK papers and more.

They can be found here: https://www.pascuk.co.uk/fire_checks_and_safety/

If you are looking for information on why the regs are now law in England, and coming in Wales, or what a Responsible person is, please refer to recent Newsletters.

<https://www.pascuk.co.uk/newsletters/>

Main Home Office Papers

Home Office Guidance on Making your small paying guest accommodation safe from fire 2023

This paper covers small units, without open plan downstairs, not more than four bedrooms, sleeping no more than twelve in two storey buildings.

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/1147723/A_guide_to_making_your_small_paying-guest-accommodation_safe_from_fire.pdf

Fire Safety Risk Assessment Sleeping Accommodation

This paper goes some way to helping with larger properties, but is an old paper, published in 2006 and is currently being updated by the Home Office. Earliest date expected is around the end of the year.

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/422192/9281_Sleeping_Accommodation_v2.pdf

Additional PASC UK Supporting Papers

To help owners navigate through this, and to supplement the Government Papers mentioned above, we have commissioned three initial papers from our Fire expert, Paul Bray, GFireE, Fire Safety Consultant.

The papers are number 1,2 and 3. They can be found here: <https://www.pascuk.co.uk/reports/> and also here: https://www.pascuk.co.uk/fire_checks_and_safety/

Paper One: The Regulatory Reform Fire Safety Order 2005

This is a background paper explaining the legal background of the Fire Regs and the Fire Regs.

Paper 2: Additional Notes to the Home Office Guidance on Making your small paying guest accommodation safe from fire 2023

This paper provides additional notes to use in conjunction with the Home Office Guidance on Making your small paying guest accommodation safe from fire paper.

Paper 3: Applying the Sleeping Risk Guide to existing holiday accommodation

This paper provides the first paper on providing additional information for larger properties.

Fire Checks at Changeover, Routine maintenance and Testing V1

This provides a guide to fire checks at changeover, and a testing regime.

How to find a Competent Fire Risk Assessor?

This provides the websites where you can find authorised fire experts.

Updated Fire Risk Assessment

Suitable for use with the 'Small' guide from the Home Office and Welsh Fire, with the addition of a 'Review Date' box.

Train as a Competent Fire Risk Assessor

Lots of request about how to become a Competent Fire Risk Assessor. This is probably only feasible and of interest to those with multiple properties or agencies.

Additional Fire Safety Notices (without What3Words)

We have produced some further Fire Safety Notices without a space at the bottom for What3Words. We really do recommend that you include creating a What3Words reference for your property as most emergency services all over the country use it.

What3 Words explained

What3Words is and how to use it.

FAQ's

We have published the first sets of FAQ's, the most asked fire questions. This will be regularly updated and when updates are made, they will also appear in the newsletter.

These can all be found at https://www.pascuk.co.uk/fire_checks_and_safety/

Members questions are welcome on any issues that they have with their Fire Risk Assessments, and we will answer as best we can. We are not ourselves fire safety experts and will do our best to try and offer solutions or signposts to solutions. We are afraid that we cannot answer non-Members questions on fire issues.

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 £80
- 2 – 4 Units £140
- 5 – 10 Units £220
- 11 + Units £320.

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-pasc-uk/>

Wishing every one of you all the best.

Best regards

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