

Yes Hotels: Bench-marking Results. Your Costs.

Yes Hotels are lucky to have lots of useful contacts in a wide range of local businesses ranging from accountants and book keepers to web designers and cost reduction experts.

We believe that the analysis we have been able to put together from their input is unique and will give you a useful insight into your own costs and income potential and help you make informed decisions about how to sustain and even develop your business.

	2007	2008	2009	
Sales (turnover)	£37,400	£36,400	£38,600	
Year on year		07 v 08	08 v 09	07 v 09
% Variance		-2.67%	+6.04%	+3.21%

After a small drop between 07 and 08 2009 showed a welcome, if slight, increase in sales.

	2007	2008	2009	
Gas/Electricity	£3,100	£3,500	£3,800	
Year on year		07 v 08	08 v 09	07 v 09
% Variance		-12.90%	+8.57%	+22.58%

Up almost 23% in only 2 years and more price hikes to come! Ask for professional advice.

	2007	2008	2009	
Food & Drink	£6,400	£6,800	£7,100	
Year on year		07 v 08	08 v 09	07 v 09
% Variance		+6.25%	+4.41%	+10.94%

Again costs keep on rising. Shop around!

	2007	2008	2009	
Cleaning	£1,750	£1,780	£1,940	
Year on year		07 v 08	08 v 09	07 v 09
% Variance		+1.71%	+8.99%	+10.86%

Costs will keep going up if power costs do but still worth looking for a better deal.

	2007	2008	2009	
Overall Costs*	£18,500	£19,300	£20,300	
Year on year		07 v 08	08 v 09	07 v 09
% Variance		+4.32%	+5.18%	+9.73%

Says it all! Sales up by 3% but overall costs up by nearly 10% depending on your own circumstances

Please note....

The information is based on results from 70 sources for 2009, 81 for 2008 and 98 for 2007. It is expected that each year we will increase the number of individual readings and so add to the veracity of the data. Only data from actively trading hotel and guest houses is included. Hotels trading above the VAT threshold (£70,000 turnover in 2010) are excluded. Spending on repairs and renewals had been analysed to only include everyday costs and not those for major refurbishment. THESE ARE ONLY AVERAGES AND SHOULD BE VIEWED WITH THAT IN MIND. The numbers may be wide of the mark for your business for all sorts of perfectly valid reasons.

* Excludes finance costs, motor costs and provision for depreciation

Areas of no significant change 2007 to 2009	
Telephone	Pay about £700 pa (but depends on mobile etc. use)
Insurance	Pay about £800 pa (but depends on lots of variables.)
Accounts	Pay about £370 pa (Including Tax Returns)
Promotion	Pay about £1,500 pa (but depends on your current needs)
If you are paying more than the above averages for these services it is well worth considering looking into getting proposals and ideas from alternative suppliers.	

The comprehensive analysis also provided the following data for 2009

£39k Average Hotel/Guest House turnover (Sales)

£45k Average turnover with Yes Hotels local accreditation

£45k Average turnover with national accreditation

£47k Average turnover with both local and national accreditation

£30k Average turnover with no accreditation

Hotels with accreditation spend about £5,000 a year on every day improvements while those without spend about £3,500.



Are you paying too much for your Gas & Electricity, Get a free check.
Call Lisa for an informal chat on 01253 357302

Buchanan Moore Associates 

We are hotel and small business **accountants** with a clear, no hidden extras, pricing promise.

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