



DATA LED POLICY

NOVEMBER 2025

WHO ARE PASC UK?

- Largest sector association in UK
- Covers England and Wales. MoU's with ASSC and ASAP
- Representing small self-catering businesses and holiday cottage and short-term letting agents
- Team of ten



England  Lloegr  Wales  Cymru

WHAT'S OUR DNA?

- To support the owners and operators in our sector to be profitable and sustainable
- To have their 'backs' on tax and regulatory changes so they can focus on the guests and their business
- To provide the data to Governments to show how critical our sector is to local visitor economies
- To always take a data led position
- To collaborate with stakeholders that share challenges and values



WHAT'S THE PROBLEM?

POLICY BEFORE DATA EXAMPLES:

- Wales Levy EIA based on 16k-55k business
- Reduction in Biz Rates support, minimum wage increase and NI on one day, where was the EIA? 170K Jobs lost, most in hospitality
- Removal of FHL Allowances, Impact assessment? 125,000 Businesses deemed too small number to have any impact by HMT
- Proposing EPCs for our sector



POLICIES UNDER CONSIDERATION LACKING DATA

- **EPCs...** based on fear of long term lets flipping to Short Term lets. Not remotely similar and myth busted by VOA Data that shows a 14% drop during 2023/24
- **Statutory Registration...** looking OK on future data collection, poor on compliance

RENTAL PROPERTY FEATURES	SHORT-TERM	LONG-TERM
Average stay or tenancy length	4.9 days	4.3 years
Owners organise and pay cleaning / laundry from 2-3 changeovers per week	✓	✗
Owners pay utility bills	✓	✗
Owners pay business rates (or council tax)	✓	✗
Owners pay VAT on turnover	✓	✗
Owners pay commercial waste disposal	✓	✗
Licenses needed for TV, music and film	✓	✗
Provides regular income stream	✗	✓
Management activity	Active	Passive
Fire regulations	Stringent	Standard residential
Insurance costs	High	Medium

PROVIDING THE DATA, SOURCE OF TRUTH

- PASC UK Form and Value Report 2025
- Flipping is a myth, use VOA Data and facts
- Role of Associations to 'myth bust'
- Statutory Registration will provide all England Data



CPRE
661% INCREASE IN SHORT
TERM LETS IN CORNWALL

WHAT IS THE OUTCOME OF POLICY LEADING AHEAD OF THE DATA?

KEY

- Serious Financial Impact
- Minor Financial Impact
- Unknown Financial Impact
- Positive Financial Impact



DAMAGE TO ANY SECTOR DAMAGES ALL

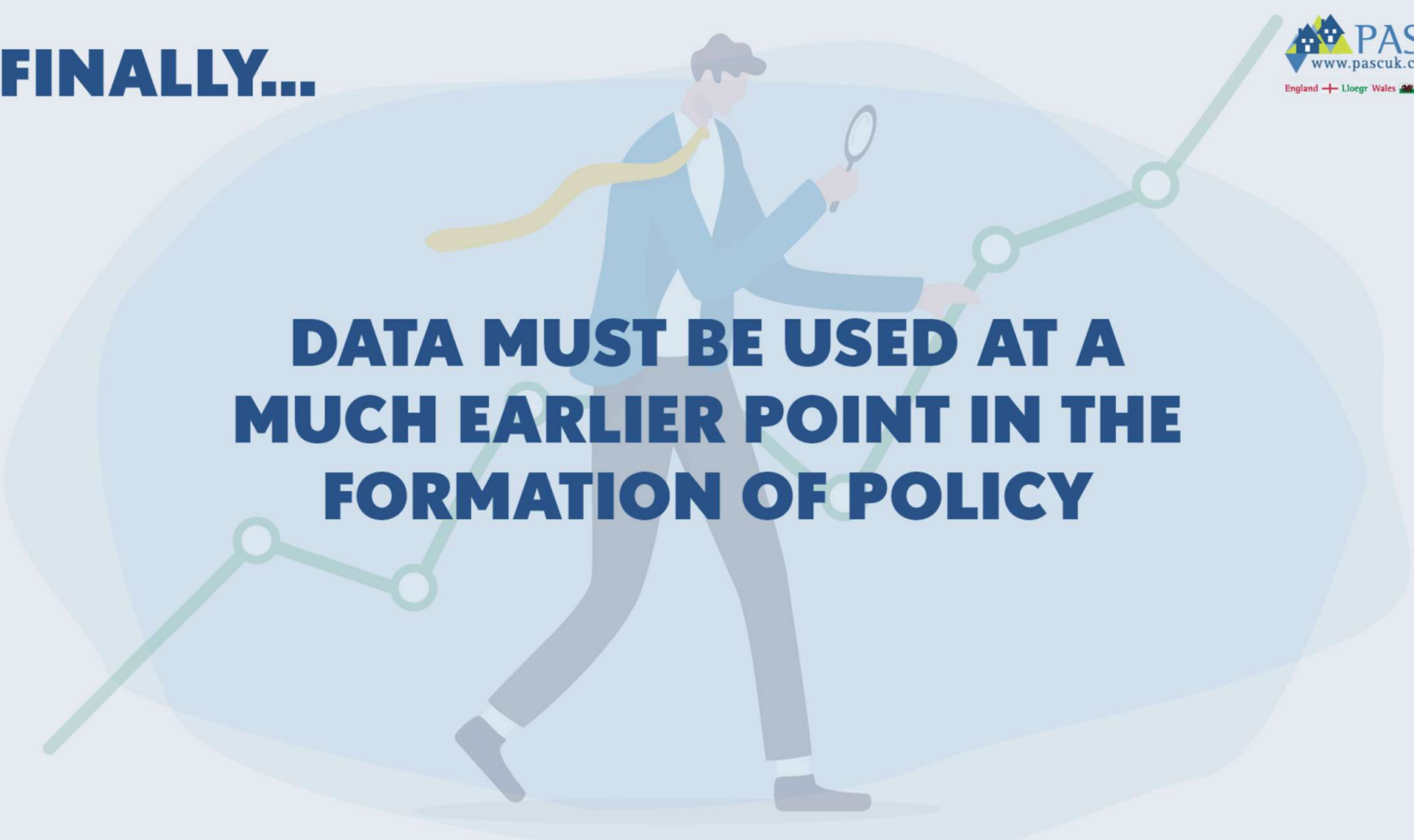


RECOGNITION OF VALUE OF DOMESTIC TOURISM

- HMT Does not recognise true value of domestic tourism
- Sees it as displacement of spending
- Domestic Tourism is a driver, growth, jobs, tax revenues
- Domestic holidays have less Carbon impact than overseas holidays
- Investment and support from HMG must be expanded
- Cumulative Impacts of all policies affecting visitor economy considered properly



FINALLY...



**DATA MUST BE USED AT A
MUCH EARLIER POINT IN THE
FORMATION OF POLICY**



**THANK YOU
QUESTIONS?**

WWW.PASCUK.CO.UK CHAIR@PASCUK.CO.UK