Sectoral Survey into the Impact of the Proposed Licensing Scheme for Short-Term Lets Across Scotland

October 2020

Association of Scotland's Self-Caterers

Supporting self-catering in Scotland

ASSC Sectoral Survey into the Impact of the Proposed Licensing Scheme for Short-Term Lets Across Scotland

Introduction

Founded in 1978, the Association of Scotland's Self-Caterers (ASSC) is the leading source of knowledge on short-term letting and holiday homes in Scotland. The ASSC is the only trade body representing the interests of the traditional self-catering sector. It has more than 1000 Members, operating in excess of 10,000 self-catering properties throughout Scotland, from city centre apartments, to rural cottages, to lodges and chalets, to castles. The ASSC commits its members to maintaining the principles of "quality, integrity, cleanliness, comfort, courtesy and efficiency" and to offering visitors to Scotland consistently high standards within their self-catering properties.

Background

- The Scottish Government is consulting on the introduction of a licensing scheme and planning control areas for short-term lets in Scotland. The consultation will close on 16th October 2020.
- The Scottish Government's consultation, which was only open for one-month rather than the standard three-month process, is taking place at a time when the self-catering industry is experiencing severe difficulties due to the impact of Covid-19 and its associated restrictions.
- The ASSC believes the proposed licensing system is a blunt tool to fix a perceived and localised problem of amateur operators in Edinburgh, rather than being a solution that is appropriate for the whole of the Scotland, particularly when so many established professional operators are based in rural areas.
- The ASSC also remains concerned that little differentiation is made between different types of operator in what is a diverse short-term letting landscape, with potentially dire unintended consequences to the professional self-catering sector that contributes £723m to Scotland.
- In response to the consultation and the proposed licensing scheme, the ASSC launched a survey to ascertain views on what the impact of the proposals will mean for those involved in a key part of Scotland's tourism offering.

Survey Overview

- The ASSC conducted an online survey over the course of five days, ending on 9th October 2020. This was publicised via ASSC newsletters, as well as on the ASSC's social media pages on Twitter, LinkedIn and Facebook.
- The online survey elicited an impressive **1,184 responses from self-caterers in Scotland**, from both ASSC members (47%) and non-ASSC members alike (53%), in nearly all local authorities.
- This survey provides valuable insights from the ground level from those who will be most affected by the impact of the proposed licensing scheme.

Key Findings – The Impact of the Proposed Licensing Scheme

- **95% believe that the regulations should be delayed** whilst the sector recovers from Covid-19 and the same number believe the regulations **require greater parliamentary scrutiny**.
- **83% oppose the proposed licensing scheme for short-term lets, while 68% are not supportive of short-term let control zones**.
- **Around a third (31%) of businesses would be rendered unviable** if the current proposals for a licensing were introduced, while **two-thirds (64%) felt it would have a negative impact**.
- **Nearly half (49%) would leave the self-catering sector** if the proposed licensing scheme was introduced and of those **33%** would leave the property empty or use it for family & friends.
- **Respondents maintained that the impact of the regulations would not be limited to self-catering**. Respondents were of the view that the impact of the proposed licensing scheme would also entail negative knock-on effects for supply chains, such as hospitality (**89%)**, local activity providers (**83%)** and local attractions (**85%)**. **66%** feel that it would have a detrimental impact on guests.
- **89%** would be supportive of the ASSC's policy recommendations for short-term lets.
- **The short-term let consultation takes place at a precarious time for self-caterers in Scotland.** **94%** of respondents have stated an estimated negative financial impact of Covid-19 to their business, while **63%** are feeling pessimistic about their business right now.

Survey Questions & Commentary

The full list of questions and responses are outlined below in the following pages.

Alongside the main findings on the impact of licensing, the survey also highlighted useful background into the nature and makeup of self-catering in Scotland:

- **Self-catering is mainly rural, not urban:** 63% of properties are rural or semi-rural, with a further 19% situated on an island (only 18% urban or suburban)
- **Self-catering mainly provides managed, independent properties: 91%** are operating conventional, independent properties with no shared facilities
- **Self-catering is reliant on tourists and holidaymakers:** 99% of operators' primary business is from holiday makers and 77% are reliant on tourism for guests
- **Self-catering is not a new phenomenon and operators are a longstanding presence in local communities**: 41% have been operating for over 6 years (65% over 3 years, 8% for over 15 years, with some over 50 years)
- **Self-caterers are professional operators, not 'hosts' as per the Scottish Government's consultation definition:** 82% consider they are a 'professional operator', with 75% achieving over 140 nights occupancy
- **Self-caterers already comply with safety awareness**: that includes smoke detectors, electrical & carbon monoxide safety, legionella risk assessments, insurance, paying taxes, maximum occupancy & planning permission & conditions.
- **Self-catering properties are not driving anti-social behaviour**: over **91%** have no experience of any anti-social behaviour from guests, with 94% having received no complaints from neighbours.

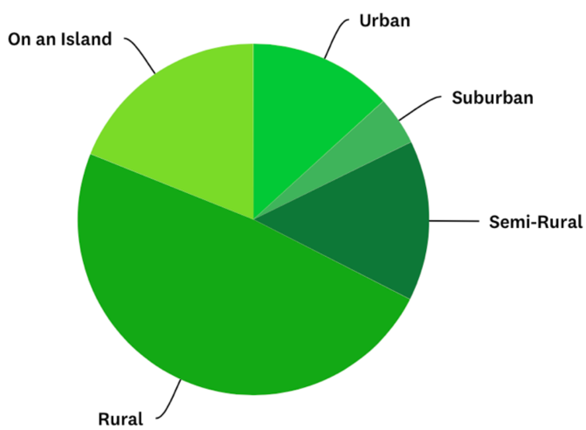
Q1. Where is your business based?

The survey elicited responses from 31 of the 32 local authorities. We separated Highlands into two segments, so that some of the key issues raised in Skye can be addressed It is worth noting that the areas that are under strictest restrictions have the least self-catering provision.

Local Authority	Number of Respondents
Aberdeen City	5
Aberdeenshire	43
Angus	13
Argyll & Bute	139
Clackmannanshire	4
Dumfries & Galloway	84
Dundee City	2
East Ayrshire	2
East Dunbartonshire	1
East Lothian	10
East Renfrewshire	0
Edinburgh City	89
Eilean Siar	36
Falkirk	3
Fife	58
Glasgow City	9
Highland - Skye / Lochalsh	154

Local Authority	Number of Respondents
Highland - other	268
Inverclyde	1
Midlothian	2
Moray	33
North Ayrshire	44
North Lanarkshire	4
Orkney	33
Perth & Kinross	88
Renfrewshire	1
Scottish Borders	43
Shetland	7
South Ayrshire	10
South Lanarkshire	12
Stirling	30
West Dunbartonshire	1
West Lothian	8

Q2. How would you describe the location of your property/properties



	% of respondents	Number of respondents
Urban	13.26	157
Suburban	4.48	53
Semi-Rural	14.78	175
Rural	**48.56**	**575**
On an Island	18.92	224

<u>Q3. How are you involved in the short-term rental / self-catering sector?</u>

	% of respondents	Number of respondents
Owner occupier / operator of one property	13.26	157
Owner occupier / operator of multiple properties	4.48	53
Property Manager / Agency for multiple properties	14.78	175

<u>Q4. According to the consultation, what category would you identify yourself to be part of:</u>

* The first three options are defined in the Scottish Government's consultation.

	% of respondents	Number of respondents
'Home Sharing': a type of STL involving the letting of a room or rooms where the host normally lives (their primary residence) with the host in residence	5.74	68
'Home Letting': a type of STL involving the letting of a room or rooms or the entire property where the host normally lives (their primary residence) when the host is absent (on holiday ow away on business)	3.38	40
'Secondary Letting': a type of STL involving the letting of a room or rooms or the entire property where the host does not normally live	**63.34**	**750**
Other: commercial business premises, where the host never lives (not defined in the consultation)	27.53	326

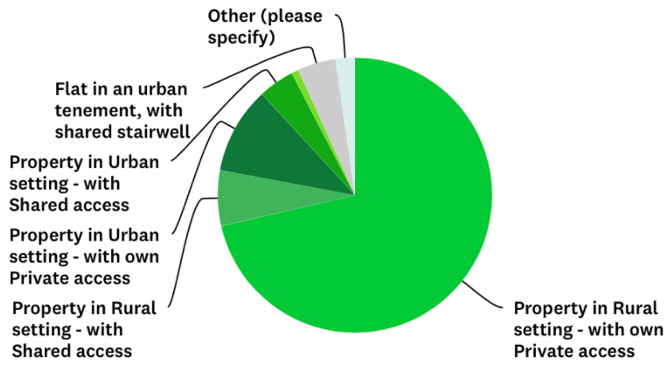
<u>Q5. How would you identify yourself:</u>

	% of respondents	Number of respondents
Owner occupier / operator	**69.26**	**818**
Host (Airbnb Partner)	12.53	148
Homeowner (Expedia Partner)	3.56	42
Property Manager	6.18	73
Letting Agent	0.93	11
Other	7.54	89

<u>Q6. Does your STL operation include</u>*: *These definitions are specifically referred to in the consultation.

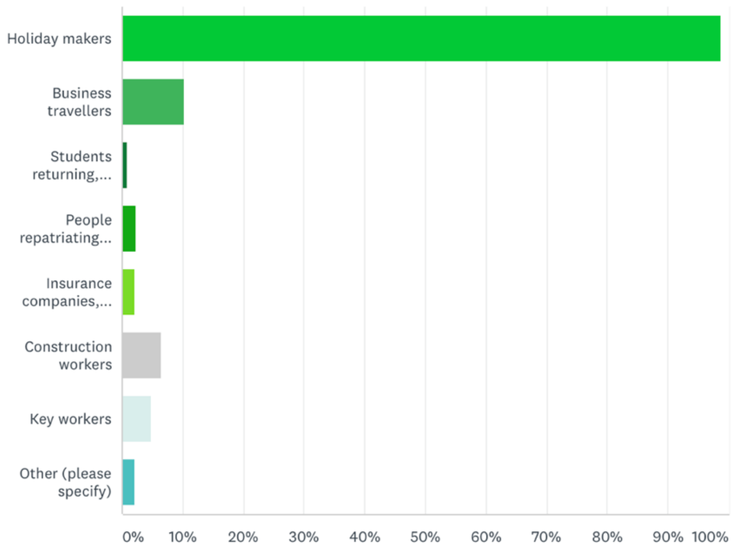
	% of respondents	Number of respondents
Conventional, independent (no shared facilities or concierge) and static homes, such as houses, flats and cottages (typically principal homes, second homes and holiday cottages)	**90.68**	**1070**
Less conventional static accommodation (which may be independent or rely on shared facilities, such as park homes, static caravans, chalets, huts and pods)	4.75	56
Quasi-hotel accommodation (also static) comprising multiple properties in a tailored building, such as apart hotels and serviced apartments	1.10	13
Mobile accommodation, primarily boats, such as canal boats and yachts.	0	0
Other	3.47	41

Q7. What best describes your business?



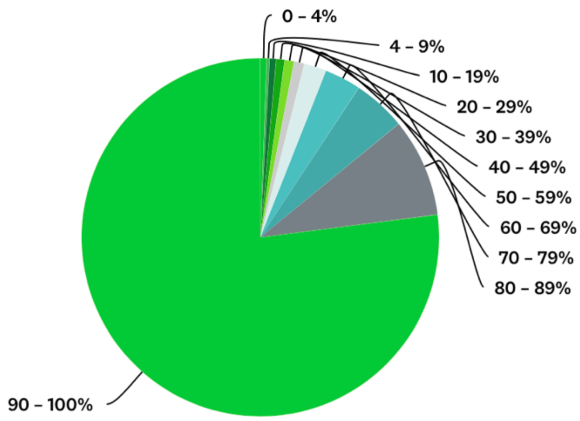
	% of respondents	Number of respondents
Property in Rural setting - with own Private access	**71.4**	**844**
Property in Rural setting - with Shared access	6.51	77
Property in Urban setting - with own Private access	10.24	121
Property in Urban setting - with Shared access	4.23	50
Flat in an urban tenement, with own entrance	0.85	10
Flat in an urban tenement, with shared stairwell	4.48	53
Other (please specify)	2.28	27

Q8. What makes up your primary clientele?



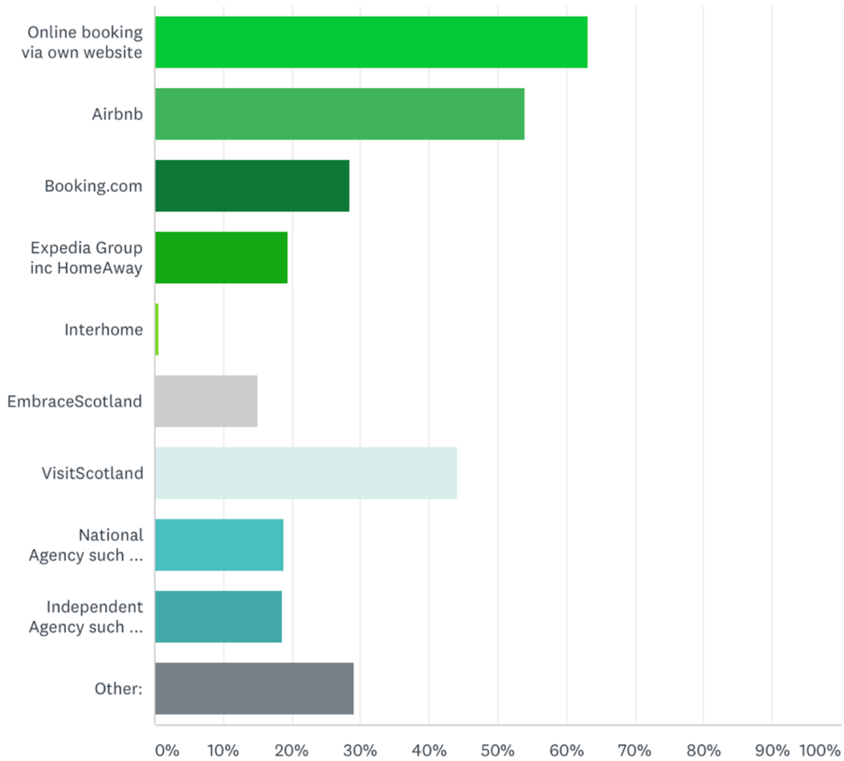
	% of respondents	Number of respondents
Holiday makers	**98.63**	**1168**
Business travellers	10.22	121
Students returning, looking for longer-term accommodation	0.76	9
People repatriating, looking for longer-term accommodation	2.36	28
Insurance companies, accommodating clients between premises	2.03	24
Construction workers	6.59	78
Key workers	4.33	56
Other	2.03	24

Q9. What percentage of your business is reliant on tourism?



	% of respondents	Number of respondents
0-4%	0.59	7
4-9%	0.25	3
10-19%	0.59	7
20-29%	0.76	9
30-39%	0.84	10
40-49%	0.93	11
50-59%	2.03	24
60-69%	3.29	39
70-79%	4.81	57
80-89%	8.87	105
90-100%	**77.03**	**912**

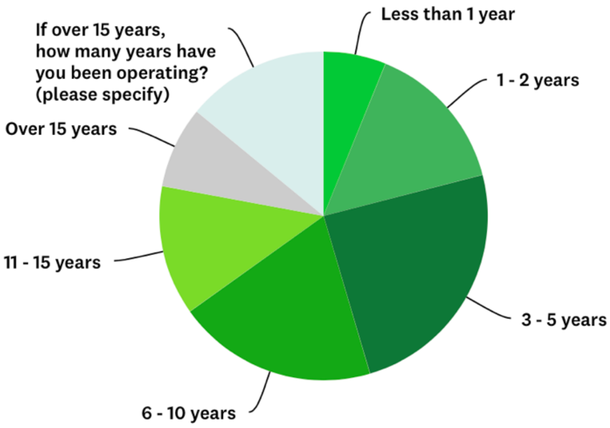
Q10. How do you market your properties?



	% of respondents	Number of respondents
Online booking via own website	**63.09**	**747**
Airbnb	54.05	640
Booking.com	28.46	337
Expedia Group inc. HomeAway	19.43	230
Interhome	0.68	8
EmbraceScotland	15.12	179
VisitScotland	44.17	523
National Agency such as Scottish Cottages/Sykes/Cottages.com/Cottages & Castles	18.92	224
Independent Agency such as Discover Scotland	18.58	220
Other:	29.14	345

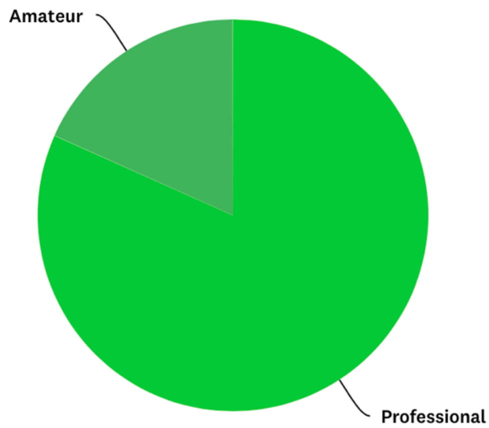
Q11. How long have you been operating?

- 35% of respondents have operated for over 11 years
- **14% have operated for over 15 years (representing 4,427 years of trading)**
- Of those, the average number of years operating is 27 years
- The oldest business has been operating for 72 years
- **46 businesses have operated for over 30 years**
- **21 businesses have operated for over 40 years**



	% of respondents	Number of respondents
Less than 1 year	6.18	73
1 - 2 years	14.81	175
3 - 5 years	**24.45**	**289**
6 - 10 years	**19.71**	**233**
11 - 15 years	12.77	151
Over 15 years	8.04	95
If over 15 years, how many years have you been operating?	14.04	166

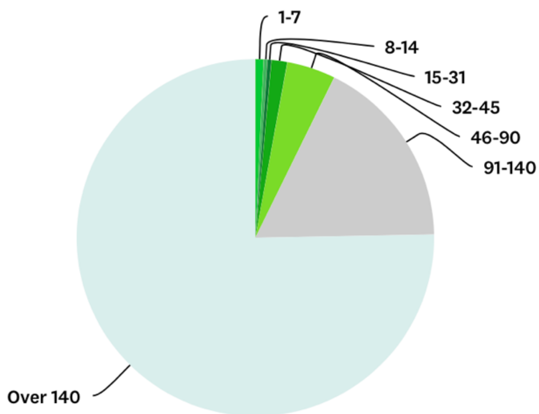
Q12. Do you consider your activity to be professional or amateur?



	% of respondents	Number of respondents
Professional	**81.67**	**967**
Amateur	18.33	217

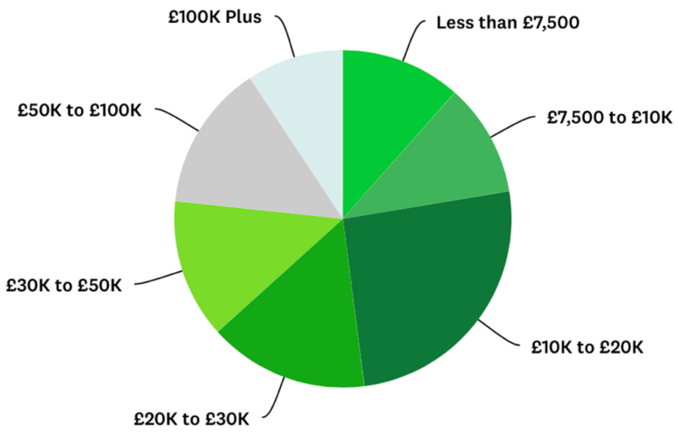
Q13. How many nights (on average) are you occupied annually?*

*If your property is available for let for under 140 days it means the property is in the Council Tax system; if it is available for let for over 140 days, it places the property in the Non-Domestic Rates / Business Rates system.



	% of respondents	Number of respondents
1-7	0.76	9
8-14	0.34	4
15-31	0.34	4
32-45	1.44	17
46-90	4.40	52
91-140	17.44	206
Over 140	**75.28**	**889**

Q14. What was your approximate annual turnover for the last financial year?



	% of respondents	Number of respondents
Less than £7,500	11.57	137
£7,500 to £10K	10.81	128
£10K to £20K	**25.59**	**303**
£20K to £30K	15.37	182
£30K to £50K	13.34	158
£50K to £100K	14.02	166
£100K Plus	9.29	110

Q15. If the cost of a licence were £1000 per property, what would the total cost of fees be to your business?*

*this is an indicative cost, based on alcohol licensing fees which range from £800-£2000, since the consultation document does not propose any fee structure.

Based on an indicative cost of £1,000 to apply for a licence per property (not including any associated professional fees that may be incurred in order to apply), the **cost to the sector across the 1184 respondents would be £1,798,000**.

	Number of respondents
£1,000	309
£2,000	112
£3,000	66
£4,000	31
£5,000	23
£6,000	16
£7,000	9
£8,000	8
£9,000	5
£10,000	7

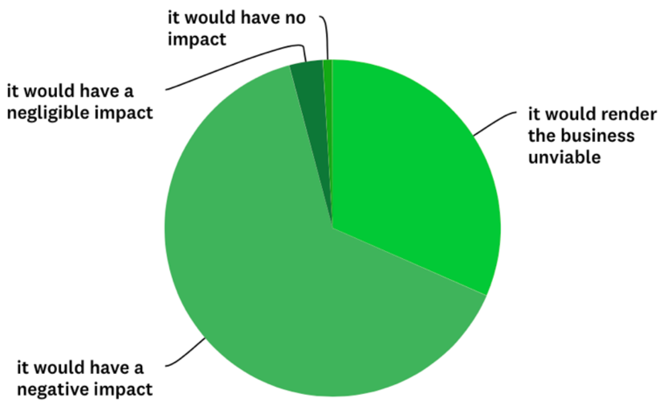
	Number of respondents
£11,000	2
£13,000	3
£14,000	1
£15,000	5
£16,000	2
£20,000	5
£24,000	1
£25,000	2
£27,000	2
£40,000	2

Q16. If an 'oversight' or monitoring fee (akin to Council Tax) was £1000 per property what would the total oversight fee be for your business?*

*this is an indicative cost, based on alcohol licensing fees which range from £800-£2000, since the consultation document does not propose any fee structure.

- It should be noted that no other licensing scheme includes a 'monitoring fee', and there appears to be no explanation in the consultation document as to why this ongoing fee would be imposed on the sector.
- There is an additional potential cost for visits to properties, which is not detailed, and is not imposed on other licenced premises.
- Based on an indicative annual cost of £1,000 per licence per property, the **cost to the sector across the 1184 respondents would be £1,798,000**.

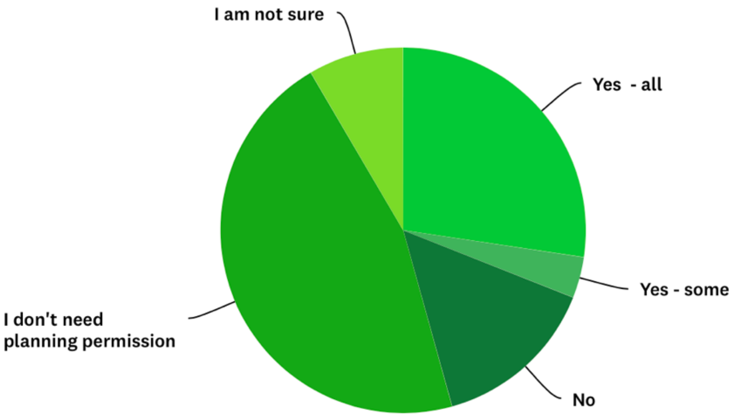
Q17. How would these licensing fees impact on your future margins and business viability?



	% of respondents	Number of respondents
It would render the business unviable	**31.58**	**372**
It would have a negative impact	64.26	757
It would have a negligible impact	3.23	38
It would have no impact	0.93	11

Q18. Do you have planning permission for your property/ies?*

*'Secondary letting' is not a Use Class Order. It does not therefore require planning permission for change of use unless a local authority has specifically stated that it does.



	% of respondents	Number of respondents
Yes - all	27.36	324
Yes - some	3.63	43
No	14.70	174
I don't need planning permission	45.80	543
I am not sure	8.45	100

Q19. If your local authority introduced a Planning Control Zone and you had to apply for a change of use planning permission, what would the cost to your business be?*

*A standard planning application, with no complications, costs £401

- **Of 815 respondents, the impact was estimated to be £823,708, with an average burden of £1010 per property**.
- 205 felt that planning permission would not be required, with the majority already having planning permission, or having been built specifically as self-catering accommodation.

Comments:

- *There is no such thing as a standard planning application with PKC. My last one cost over £10,000 because of ridiculous conditions - phase 1 desk studies etc, contribution to infrastructure (even though the building had previously been given permission for a house and work was started). On a good wind it would cost £2005 (same probability of a Covid vaccine this month!) but honestly I have never submitted for planning without drawings. Assuming drawings required think I would be unlikely to be under £10,000.*

- *It's all extra cost to make the business profitable, it's creeping costs and totally unnecessary*

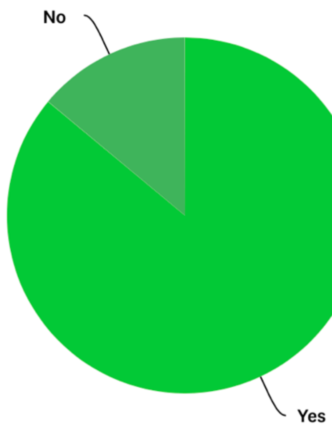
- *Heavy impact. Upkeep costs mean any extra costs tip the business into questionable viability.*

- *zero - the planning permission specifies STL as the primary purpose of the buildings.*

- *Our properties were purpose built as Holiday Accommodation and plans approved as such for this purpose only - business rate code as Chalets. They have been in situ since early 1980's The irony is that we bought our business in 2014 - the business was for 5 Lodges. The original business is in fact 10 lodges, which are all still* *there, but 5 were sold off to other owners in years past. Last October we bought one of these Lodges which had been in private hands for over 10 hands and we had to pay the extra tax for second home!!!! Despite the fact that the business bought the Lodge, and it can never be in the private letting market as purpose built for holiday home purpose only and cannot be lived in 12 months of a year.*

- *It would be ridiculous that after all the years in business that now it would be expected that it would now have to apply for planning permission.*
- *Cost would need to be passed on to guests.*
- *I have applied for planning permission but Glasgow City Council refuse all applications.*
- *My cottage was purpose built for Self-Catering so has planning permission*
- *It's been a Holiday Cottage for at least 10 years, possibly 15-20. So applying for a 'change of use' would be nonsense. Anything extra I had to pay would just affect my turnover by that amount.*

Q20. Are your properties registered on the Non-Domestic Rates Roll (Business Rates)?

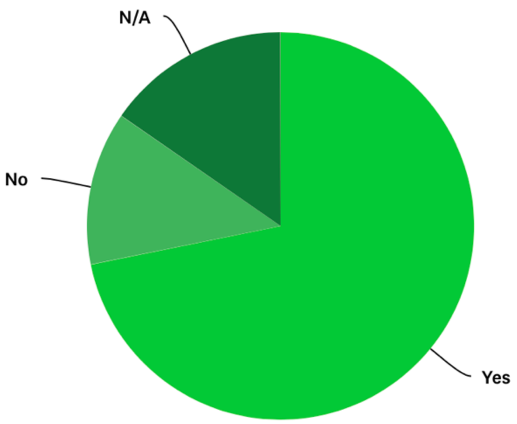


	% of respondents	Number of respondents
Yes	**86.05**	**1018**
No	13.95	165

Q21. If the answer is no, why not?

The vast majority of respondents stated that they let their property for less than 140 days. Others were not aware that they ought to be registered on Non-Domestic Rates, whilst a minority had "not got round to it".

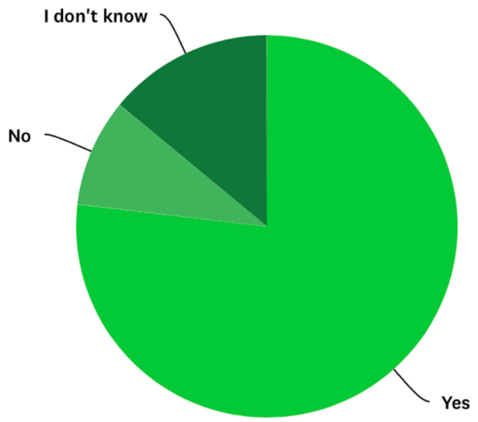
Q22. If you are on Business Rates, do you benefit from the Small Business Bonus Scheme?



	% of respondents	Number of respondents
Yes	**71.82**	**841**
No	12.81	150
Not Applicable	15.37	180

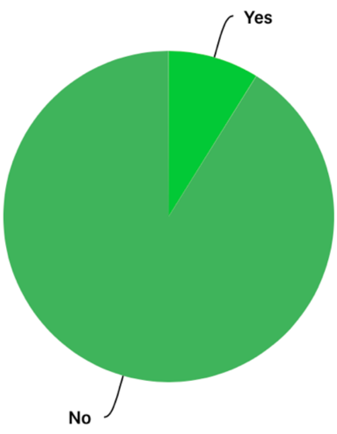
Q23. Is your property considered to be a 'Furnished Holiday Let' by HMRC?*

*To qualify as trading businesses under the Furnished Holiday Let (FHL) tax rules, a property must be available for let for 210 days and actually let for 105 days.



	% of respondents	Number of respondents
Yes	**76.86**	**910**
No	9.12	108
Don't Know	14.02	166

Q. 24 Have you encountered anti-social behaviour from guests?

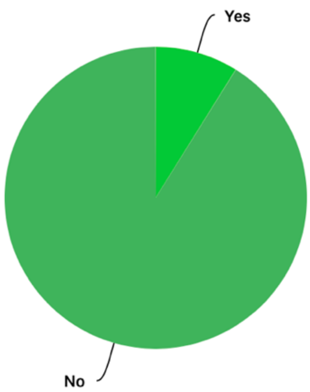


	% of respondents	Number of respondents
Yes	8.89	105
No	**91.11**	**1076**

Comments:

- *Never in 30 years*
- *Just once and nothing too serious*

Q25. Have you encountered anti-social behaviour from neighbours?

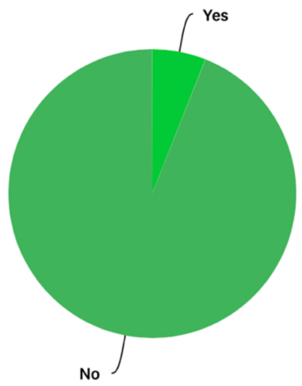


	% of respondents	Number of respondents
Yes	6.68	79
No	**93.32**	**1104**

Comments:

- *From a full time tenant from the flat above*
- *We have no close neighbours*
- *Some properties are adjacent to properties occupied by students*
- *Photographing visitors and telling them not to park where they are permitted*
- *3 times in 19 years*

Q26. Have you ever received complaints from neighbours?

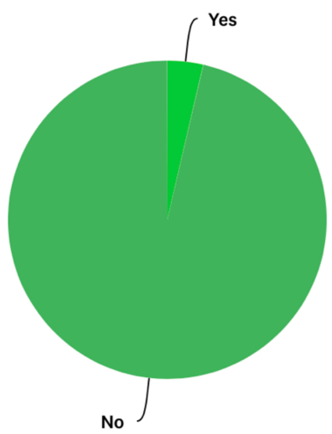


	% of respondents	Number of respondents
Yes	6.03	71
No	**93.97**	**1107**

Comments:

- *No close neighbours and no problems*
- *Unwarranted complaints because they do not accept the restrictions within their own deeds and therefore just seek to make trouble when our guests are wishing to quietly enjoy their stay within our small holding where we have one neighbour with a ground floor flat who share an access road and parking for one car on land they do not own.*
- *Apart from once when our guests dogs were barking but that was once in approx. 200 guests over 5yrs*

Q27. Have you transferred from STL to long-term letting in light of the Covid-19 pandemic?



	% of respondents	Number of Respondents
Yes	3.64	43
No	96.36	1137

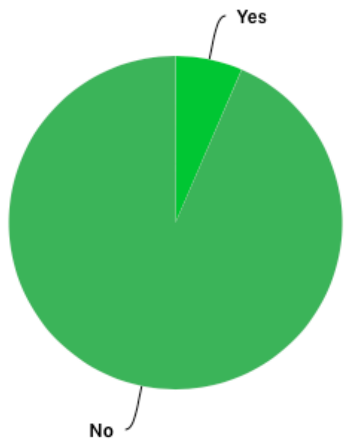
Q28. If the answer is yes, what percentage of your portfolio has reverted to long-term let?

Comments:

- *Approximately 5% have decided to Long Let or sell to become a home. About 20% are still waiting to see what will happen in the long term with Coronavirus and are not currently open.*
- *Even if we wanted to we cannot do long term lets as planning permission for the cottagers was for STL only*
- *Long term let is impossible due to tenant laws to stay in the property.*
- *I transferred from long term let due to the inadequacies of the private residential tenancy & the difficulty in getting control of your own property from a bad tenant - this is more secure for landlords/hosts.*
- *We are considering putting it on 100% long term. It's not possible under new laws to only rent for 6months, so we would be forced to switch permanently*
- *100%*
- *60%*

Q29 Has your business been impacted by the Private Housing (Tenancies) (Scotland) Act 2016?*

*Considering the Private Residential Tenancy agreements, an owner looking to accept holiday lets and a portion of lets of over 31 days (generally in low season) now has to be a registered landlord and the guest has to sign a tenancy agreement for stays over 31 days.



	% of respondents	Number of respondents
Yes	6.5	77
No	93.5	1107

Q30 Are you, or have you ever been, concerned about putting your head above the parapet in case you are served with an enforcement notice by City of Edinburgh Council / Glasgow City Council?

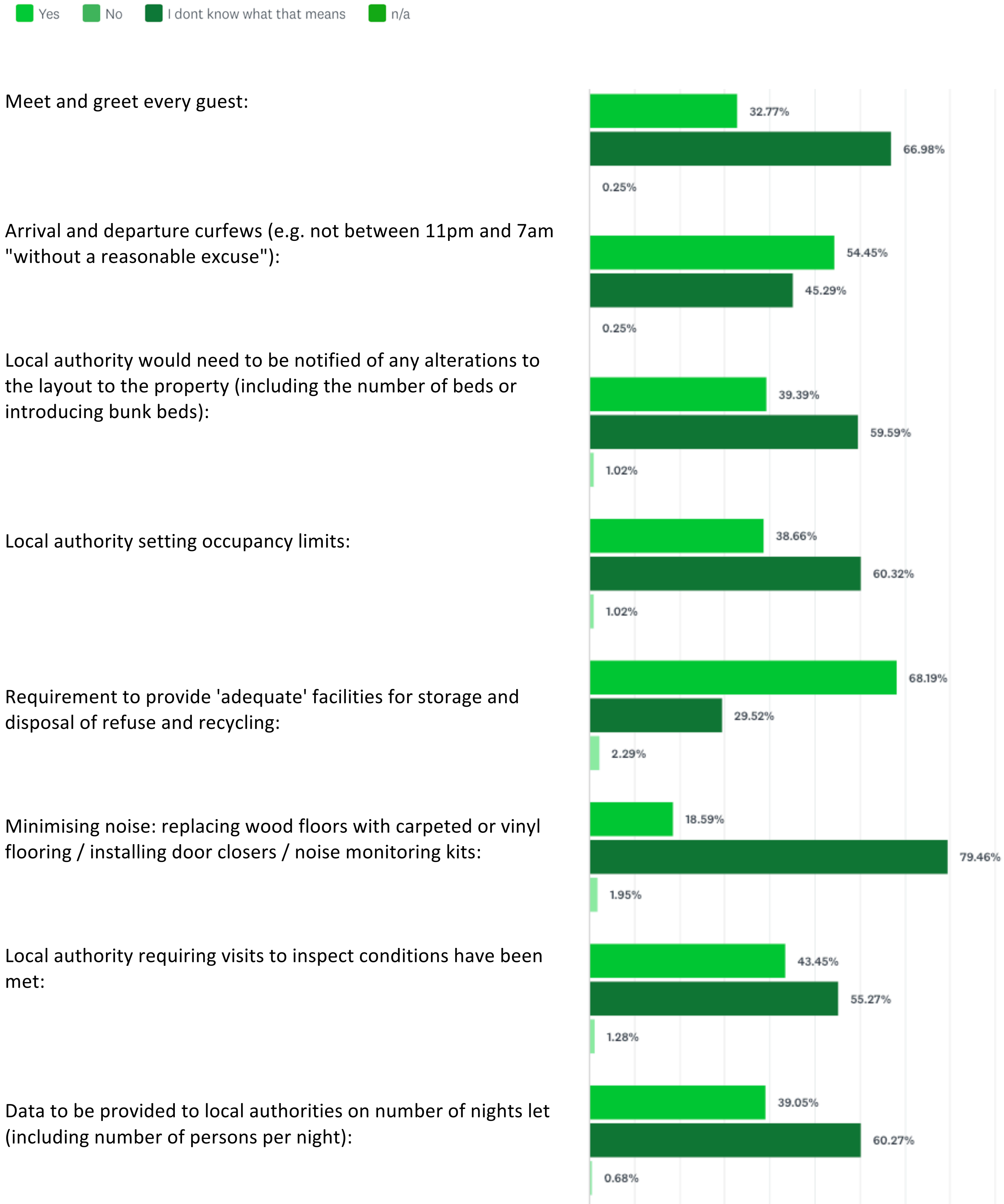
	% of respondents	Number of respondents
Yes	6	66
No	28	331
n/a	66	780

Q31 Which of the following proposed mandatory licence conditions do you currently comply with?

* As per Annex C of the consultation document

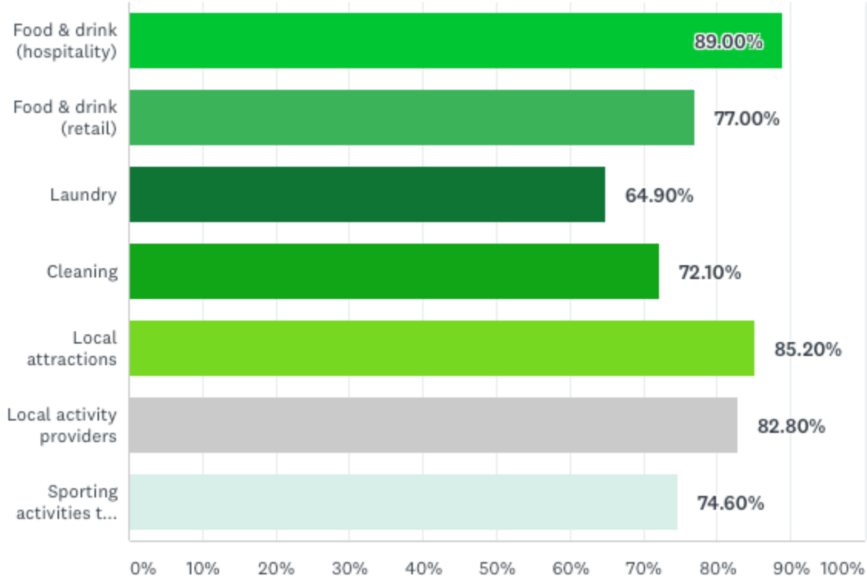
<u>Q32 Local authorities will have discretionary powers to add licence conditions to address local needs and concerns. Would you be comfortable with the following conditions being applied to your business?*</u>

*The conditions listed are proposed as part of the licensing scheme



Q33 What activities do you believe the licensing proposals may negatively impact in the wider supply chain?

The majority of respondents feel that there is going to be a significant negative impact to businesses in the wider supply chain. This emphasises the value that STL provides to the wider economy from the operators themselves.



Q34 Any other comments about how STL impacts the local community?

Comments:

- *"STL helps shops in the locality, taxi drivers and so much more. It also encourages more than normal upkeep of old buildings which might otherwise be less well maintained and attractive."*
- *"The impact of Covid has been devastating. We don't need more regulation to put us out of business."*
- *"It will impact all retailers and suppliers and destroy the rural economy that is fragile as best."*
- *"I built a house from scratch. I put over 100k into the local economy and employ at least 2 local people full time. I can't see any negatives for most people. They say there is a housing shortage and houses are overpriced. This is a country wide problem and is not down to self-catering properties in my opinion. I think putting these restrictions in place right now is madness for the highland economy after Covid."*
- *"Yes, it's totally unnecessary in this day an ages people are perfectly aware of standards and will soon give a place bad reviews which would reflect on there bookings. It's micro management gone mad. Already the trade waste and payment system is so overly complicated and time consuming. If the new STL are anything like the way North Ayrshire council runs there waste dept it would possible drive me to stop letting the cottage out and invest somewhere else, in England where there are less draconian rules. A higher rate will have to be charged to cover the extra costs which will deter holiday makers to come to Orkney which is already more costly than other areas."*
- *"Our island depends on tourism. All of it. STL restrictions are a blanket approach to an issue that requires precision. Not just a blatant tax levy because the government want more of a piece of the action and a cover up for the shocking way the housing has been run in the past so now we, hard working people, as usual will foot the bill."*
- *"We will see a huge rise in the already burgeoning numbers of pods and mobile accommodation - some of which is lovely (e.g. - we also have one non-standard construction holiday cabin which fully meets all safety requirements) but people will without doubt want to do more of this solely to avoid prohibitive licencing costs."*

- *"STL impacts positively on most communities. If there is a local problem, a local solution should be found. in Stirling we need more tourists and regulations like these will mean less."*

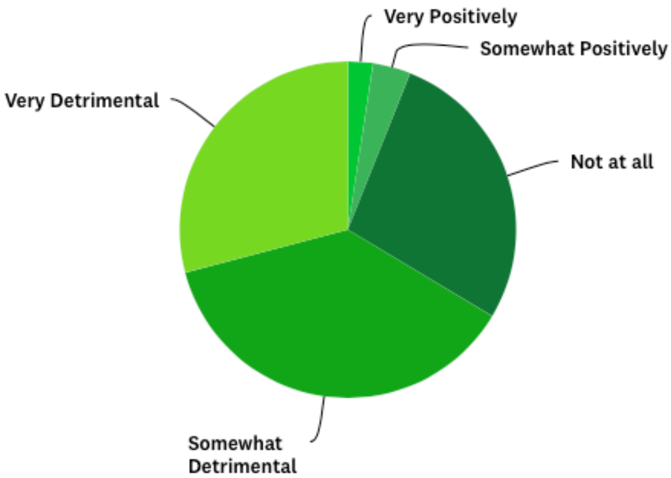
- *"Example- our rural privately run local village shop is very seldom used by villagers as they commute to local town so use supermarkets. The little shop has been on the brink of closure but my guests buy local produce (meat packs, veg bags) as well as alcohol and other perishables and this is how they keep going as they make more of a profit on these. The locals just buy the odd pint of milk or newspaper and make no money on these. They said that they were only weeks away from closure during lockdown before guests started coming back. Further to this, our local Rural hotel with restaurant had closed its doors shortly after I started the self-catering. Major loss to us! The next hotel with restaurant is 3.5 miles away and I know for a fact that most of my guests visit there for a meal at least once during there stay. This restaurant would also suffer greatly."*

- *"Skye depends on tourism from its shops, cafes, activities and all the new facilities that are being built, new houses, architects, artists all benefit from visitors. I remember coming as a child to Skye and my parents wanted to move up (as a dentist and a nurse they would have found jobs quickly) but you couldn't get fresh fruit and veg easily, you had to come by ferry, very expensive petrol, and lack of so much, made it unfeasible. Now Skye thrives because of the money brought in by visitors. Do we want to return to the dark ages with all the young families and people leaving? And there is no way the Highland Council can be trusted to handle this. They'll make it one big paperwork nightmare with unfair decisions made if you are not local and living on the island. Nationalism will rise and the racist comments (that peaked in Covid lockdown) will drive out so many. I think the government is wrong and turning into a draconian medieval period of council management. Shame on them."*

- *"Tourism already at vulnerable stage of development in this area, and further destabilised by Covid. Can't believe they want to hit us when we are down. It's the extra admin that isn't mentioned...huge."*

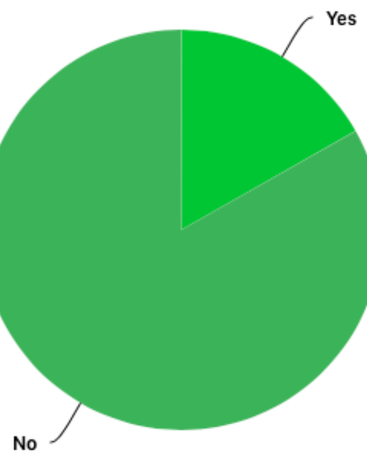
<u>Q35 If licensing were introduced, how would it potentially impact on your clients / guests?</u>

Over 66% (769) respondents feel that the introduction of licensing would have a detrimental impact on their guests.



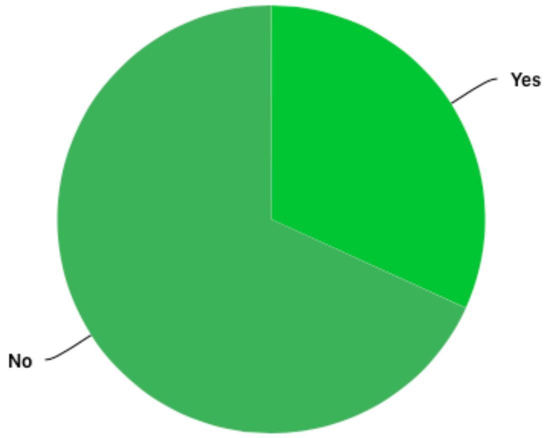
	% of respondents	Number of respondents
Very positively	2.42	28
Somewhat positively	3.63	42
Not at all	27.55	319
Somewhat detrimental	**37.31**	**432**
Very detrimental	29.10	337

Q36 Are you supportive of the proposed licensing scheme for short-term let operators?



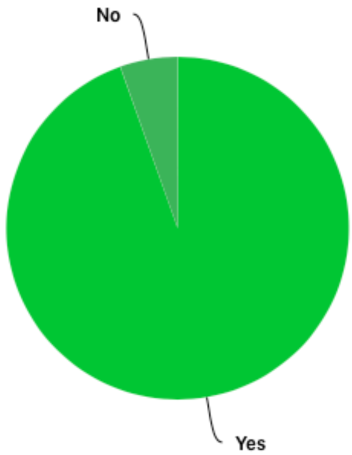
	% of respondents	Number of respondents
Yes	17	193
No	**83**	**957**

Q37 Are you supportive of STL Control Zones?



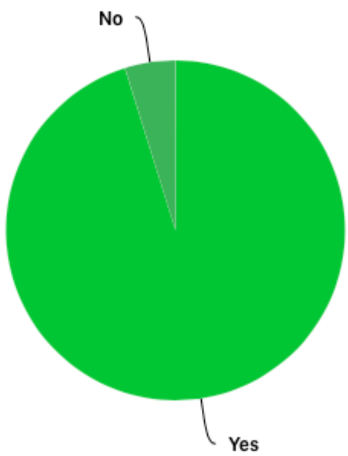
	% of respondents	Number of respondents
Yes	32	349
No	**68**	**748**

Q38 Do you believe that this legislation should be delayed while the sector recovers from the Covid-19 pandemic, in line with other legislation?



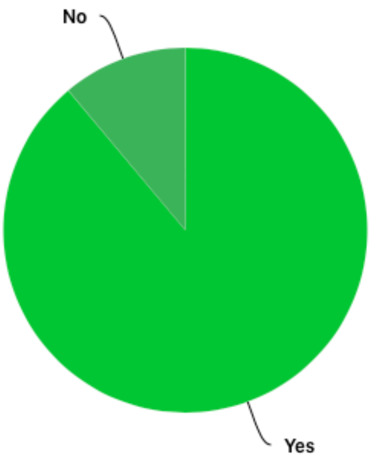
	% of respondents	Number of respondents
Yes	**95**	**1114**
No	5	64

Q39 Do you believe that this legislation requires greater parliamentary scrutiny?



	% of respondents	Number of respondents
Yes	**95**	**1107**
No	5	56

Q40 Would you be supportive of a simple online registration scheme, with mandatory health and safety, (akin to Private Landlord Registration) as proposed but the ASSC?* *https://bit.ly/2Ggndxf



	% of respondents	Number of respondents
Yes	**89**	**1023**
No	11	128

Q41 According to Annex A of the consultation do you believe the proposed regulatory framework will be:

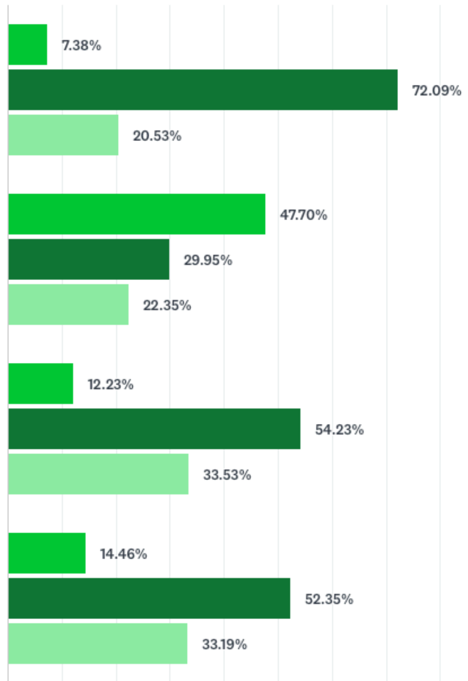
Yes   No   I dont know what that means   n/a

Proportionate: minimising bureaucracy and barriers to innovation or tourism and encouraging high-tech entrepreneurship, to benefit the Scottish economy

Promoting Safe Practice: for hosts, guests and local residents - includes health, fire safety and prevention of nuisance or crime

Robust: with no loopholes in regulation and taxation

Responsive: councils are empowered to implement the regime that responds to local needs, of both residents and businesses (e.g. new festivals starting up)



Built on existing powers and solutions as much as possible, e.g. existing noise and nuisance powers

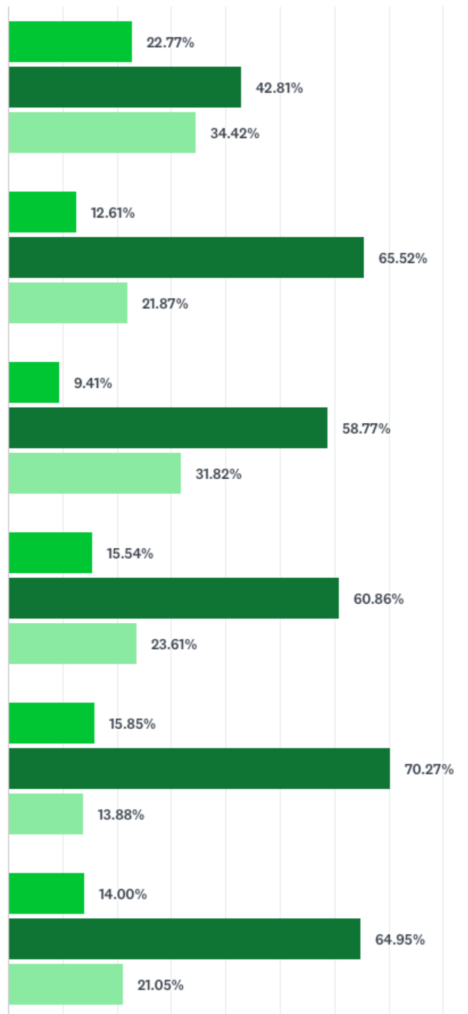
Fair across the hospitality sector, maintaining a level playing field both between new entrants and established operators and between STL and other parts of the hospitality sector

Flexible and future-proofed: not assuming that today's approaches or platforms will be the approach taken in the future

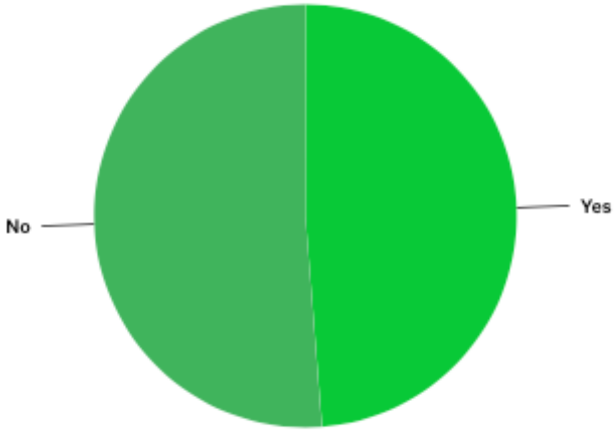
Easy to understand by all: visitors, hosts and platforms, this will aid enforcement as different participants will be able to identify compliance failures

Cost effective: the approach should seek to minimise administrative costs to all participants

Straightforward and effective to enforce: making good use of existing enforcement mechanisms and data that is easy to obtain



<u>Q42 Would you leave the self-catering sector if this licensing scheme was introduced?</u>



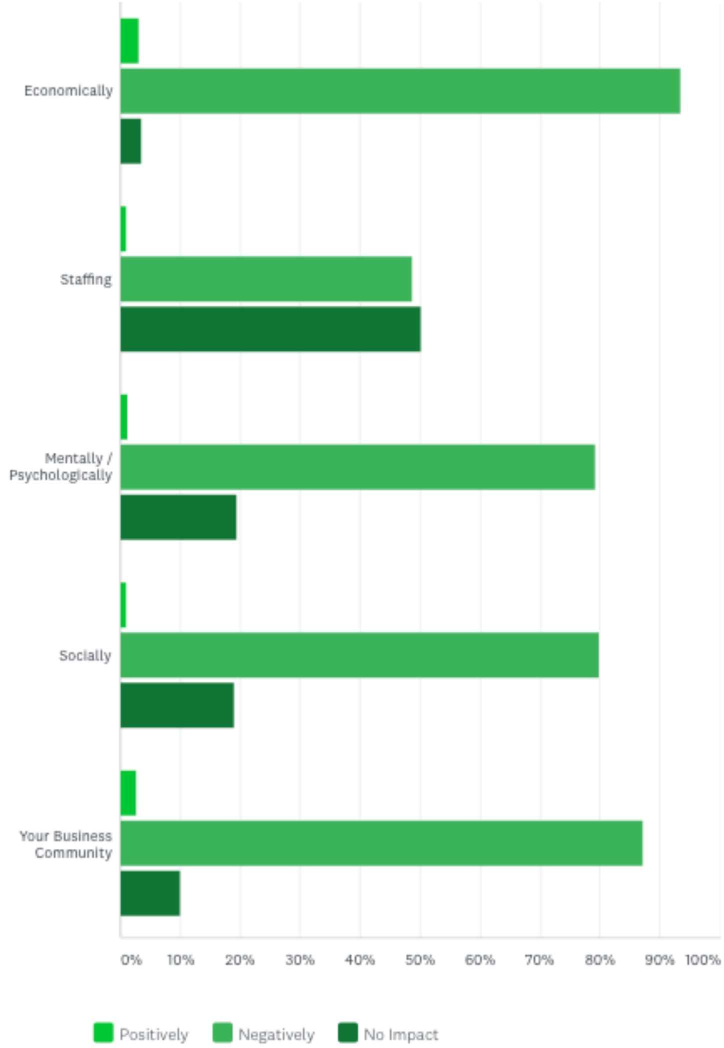
	% of respondents	Number of respondents
Yes	**49**	**531**
No	51	558

<u>Q43 If the answer is yes, what would you do with the property?</u>

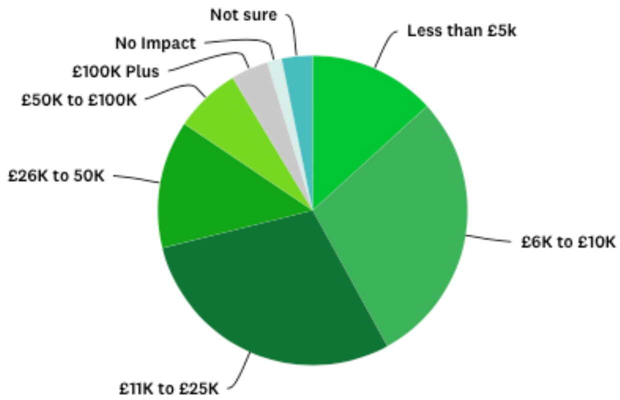
	% of respondents	Number of respondents
Sell it	27	253
Leave it empty / use for family & friends	**33**	**306**

Q44 How has your business been impacted by the Covid-19 pandemic?

The majority of respondents confirmed a negative impact on them economically, mentally, socially and within their business community due to Covid.

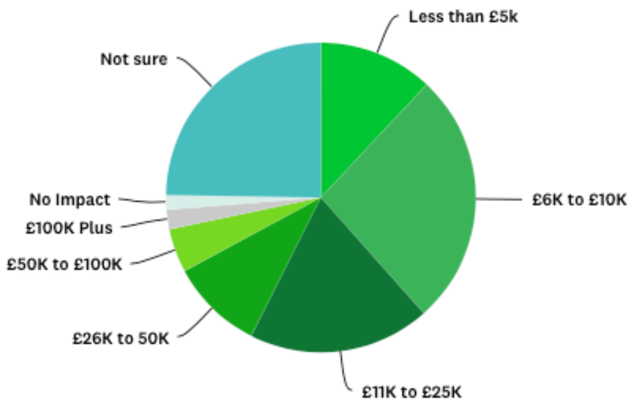


Q45. What would you estimate the impact of Covid-19 will be to your Business for this financial year (2020/21)?



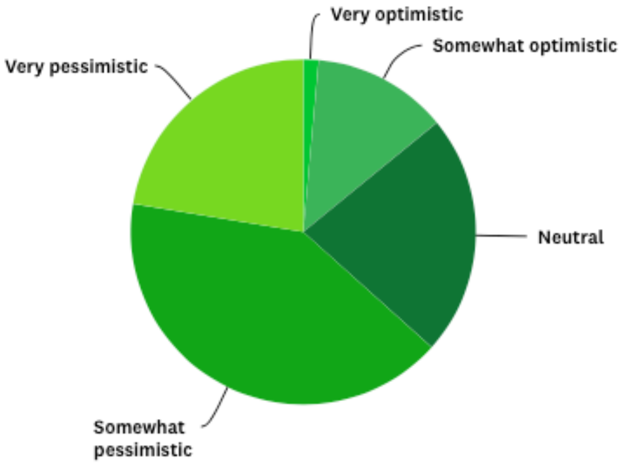
	% of respondents	Number of respondents
Less than £5k	13.26	157
£6K to £10K	28.72	340
£11K to £25K	**29.14**	**345**
£26K to 50K	13.34	158
£50K to £100K	6.93	82
£100K Plus	3.89	46
No Impact	1.52	18
Not sure	3.21	38

Q46. What would you estimate the impact of Covid-19 will be to your Business for the next financial year (2021/22)?



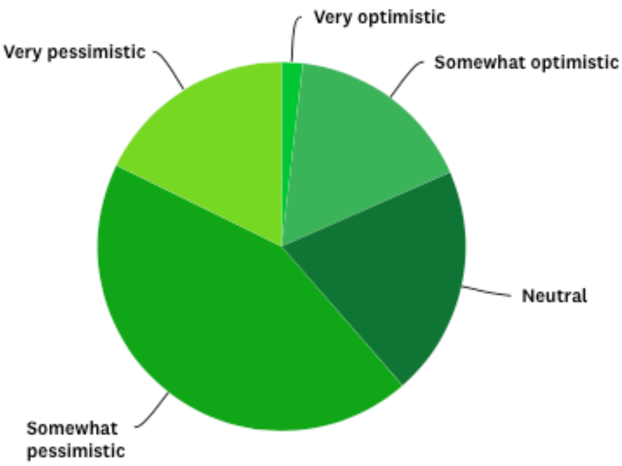
	% of respondents	Number of respondents
Less than £5k	11.99	142
£6K to £10K	**26.44**	**313**
£11K to £25K	19	225
£26K to 50K	9.71	115
£50K to £100K	4.56	54
£100K Plus	2.03	24
No Impact	1.52	18
Not sure	24.75	293

Q47. How are you feeling about your business right now?



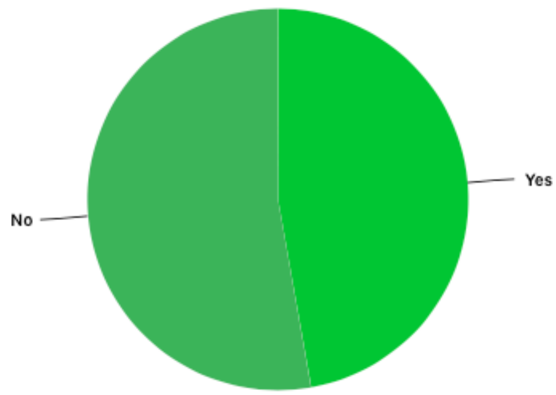
	% of respondents	Number of respondents
Very optimistic	1.44	17
Somewhat optimistic	12.67	150
Neutral	22.55	267
Somewhat pessimistic	**40.96**	**485**
Very pessimistic	22.38	265

Q48. How are you feeling about your business for the next 12 to 24 months?



	% of respondents	Number of respondents
Very optimistic	1.86	22
Somewhat optimistic	16.55	196
Neutral	20.19	239
Somewhat pessimistic	**43.67**	**517**
Very pessimistic	17.74	210

Q49. Are you a Member of ASSC?



47% of responses were from ASSC Members