**Lettings rates proposal 2016-17**

Single bookings per hour

|  |  |  |
| --- | --- | --- |
|  | Current | From November 2016 |
| Swimming Pool | £50 | £50 (no change) |
| Drama Studio | £50 | £50 (no change) |
| Conference Room | £45 | £45 (no change) |
| Common Room | £45 | £45 (no change) |
| Main Hall | £45 | £45 (no change) |
| Classroom | £25 | £25 (no change) |
| Gymnasium | £35 | £35 (no change) |
| * Plus showers if used
 | +£20 | +£20 (no change) |
| Field | £60 | £60 (no change) |
| Sports Hall | £60 | £50 |
|  |  |  |

Up to 20% discount given to bookings of 12 or more

It was noted that the sports hall was not taking as many bookings or making as much money as expected. The site Manager reported that we got lots of enquiries who loved the facilities but said they couldn’t afford the fees. We decided to trial a lower base rate and incentive of 20% discount to attract regular bookings to try to generate new business. We have seen an increase in enquiries developing into bookings, and higher income as a result. Most of the new lettings have now booked ongoing sessions and the sports hall calendar is filling p more.

So far I have looked at the predicted income based on confirmed bookings for the period Sept to Dec 2016 against the same period last year.

Sept 2015 to Dec 2015 Sports Hall lettings £10,675

Sept 2016 to Dec 2016 Confirmed Bookings £12,830

I would like to make the changes to the base and discount rate permanent to encourage new ongoing lettings and continue the upturn in bookings and revenue.

My review of lettings across the rest of the school is ongoing to see if we can increase revenue in other areas too.