

2022 CONVENTION — HOTEL COSTINGS/MARK-UPS

(1) Single room @ £295.00 per person for two nights

	[1]	[2]
B&B Room charge – night #1	£55.00	£65.00
B&B Room charge – night #2	£55.00	£65.00
Friday dinner	£28.00	£28.00
Saturday tea & coffee (1115h)	£2.50	£2.50
Saturday buffet lunch	£16.50	£16.50
Saturday tea & coffee (1515h)	£2.50	£2.50
Saturday dinner	£24.00	£24.00
Sunday tea & coffee (1050h)	£2.50	£2.50
Sunday lunch	£21.00	£21.00
TOTAL:	£207.00	£227.00
Mark-up:	£88.00	£68.00
Mark-up (as a percentage):	42.5	30.0

[1] Single rooms charged at £55.00 per night

[2] Single rooms charged at £65.00 per night

(2) Double room @ £275.00 per person for two nights

	[3]	[4]
B&B Room charge – night #1	£32.50	£37.50
B&B Room charge – night #2	£32.50	£37.50
Friday dinner	£28.00	£28.00
Saturday tea & coffee (1115h)	£2.50	£2.50
Saturday buffet lunch	£16.50	£16.50
Saturday tea & coffee (1515h)	£2.50	£2.50
Saturday dinner	£24.00	£24.00
Sunday tea & coffee (1050h)	£2.50	£2.50
Sunday lunch	£21.00	£21.00
TOTAL:	£162.00	£172.00
Mark-up:	£113.00	£103.00
Mark-up (as a percentage):	69.8	59.9

[3] Double rooms charged at £65.00 per night

[4] Double rooms charged at £75.00 per night

(3) Non-resident @ £195.00 per person

Friday dinner	£28.00
Saturday tea & coffee (1115h)	£2.50
Saturday buffet lunch	£16.50
Saturday tea & coffee (1515h)	£2.50
Saturday dinner	£24.00
Sunday tea & coffee (1050h)	£2.50
Sunday lunch	£21.00
TOTAL:	£97.00

Mark-up: £98.00

Mark-up (as a percentage): 101.0

2022 CONVENTION — “OTHER” COSTINGS

Artistes/Speakers fees	£2,732.00
Clavinova	£445.00
Printing	£120.00
TOTAL:	£3,297.00

No. of attendees: 52

Average “Other” Costings: £3,297.00 / 52 = **£63.40**

£63.40 — divided by 5 sessions (Fri. eve, Sat. morn., Sat. aft., Sat. eve, Sun.)

= **£12.68 per session**

2022 CONVENTION — COSTINGS/CHARGES per SESSION

1: Friday evening only

Friday dinner	£28.00	
“Other” costings	£12.68	
<i>Mark up of 130%</i>	£52.88	£53.00

2: Saturday morning only

Saturday tea & coffee (1115h)	£2.50	
Saturday buffet lunch	£16.50	
“Other” costings	£12.68	
<i>Mark up of 130%</i>	£41.18	£41.00

3: Saturday afternoon only

Saturday tea & coffee (1515h)	£2.50	
“Other” costings	£12.68	
<i>Mark up of 130%</i>	£19.73	£20.00

4: Saturday evening only

Saturday dinner	£24.00	
“Other” costings	£12.68	
<i>Mark up of 130%</i>	£47.68	£48.00

5: All-day Saturday only

Saturday tea & coffee (1115h)	£2.50	
Saturday buffet lunch	£16.50	
Saturday tea & coffee (1515h)	£2.50	
Saturday dinner	£24.00	
“Other” costings	£38.04	
<i>Mark up of 130%</i>	£108.60	£109.00

6: Sunday only

Sunday tea & coffee (1050h)	£2.50	
Sunday lunch	£21.00	
“Other” costings	£12.68	
<i>Mark up of 130%</i>	£47.03	£47.00

TOTAL of (1), (5) & (6) £208.52 £209.00