

# JOINT TRADE BODY SURVEY

**BII, UKHospitality and BBPA**


**supported by CGA**



**BII**

Many thanks to those of you who took part in the recent joint survey.

We wanted to share a few of the key findings from BII members' perspectives as your voices have been key in taking our call for further support for our sector to Government.



This survey was conducted prior to the announcement of the three tier restrictions, therefore businesses are expected to be impacted further

**October  
2020**

# Of the BII members who took part in this survey

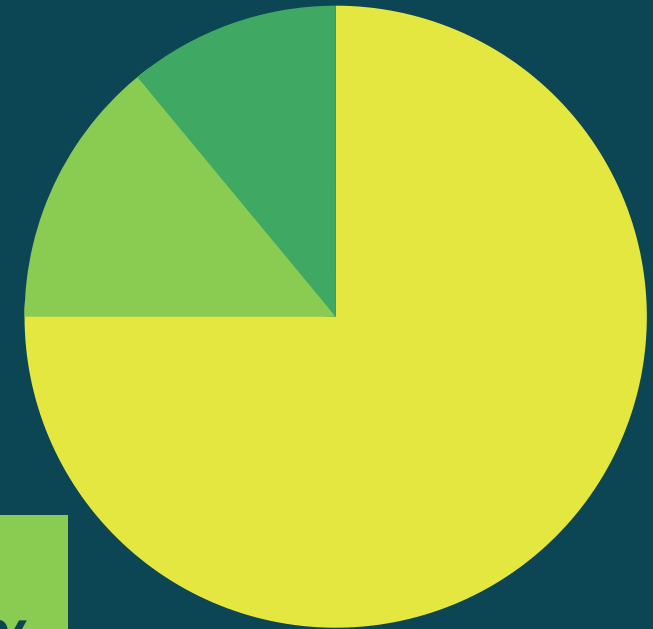


Respondents were from all regions of the UK

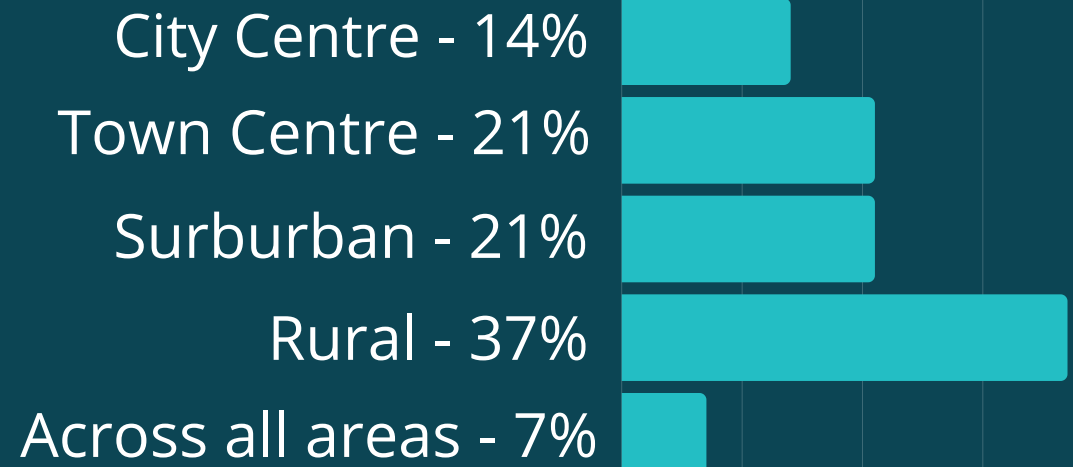
**Single Site Operators - 75%**

**Small Multiples - 14%**

**More than 10 sites - 11%**



## What locations are your pubs in?



## September 2020 turnover trading levels vs 2019

Half of respondents traded at less than 75% year on year



and a further 1/5 were between 10% and 25% down



## Scottish Pubs

With the early closing and limited indoor alcohol sales:

50%

said that their pubs are now not viable to open

50%

Said they will trade at less than 75% year on year



# At what point do you expect to break even?

**30%**

...of BII members do not expect to break even until at least December 2021, with a further

**30%**

...not expecting to break even until **2022 or later**

**45%** believe their Christmas trading will be less than **50%** in comparison to 2019



**82%** will be trading at less than **75%**

- VAT cut and deferral
- Business Rates holidays
- Grants
- Furlough

**All this, DESPITE the packages of Government support already given**

**With the current restrictions  
and support in place...**

**Only 22%**

**... believe their  
business will  
remain viable in  
the long term**



## **Specific impact of Curfew**

**53% plan on making more  
staff redundant as a direct  
result of the 10pm curfew**

**This survey was conducted prior  
to the announcement of the  
three tier restrictions, therefore  
businesses are expected to be  
impacted further.**

## Priorities needed from Government

We asked what were the most important things to BII members:



Removing the curfew restrictions

48%

VAT reductions applied to alcohol

43%

Business rates holiday to 2022

42%

Support on rent

38%

VAT reduction extended

30%

Strategic priorities for your business in the next 12 months

98%  
Survival

27%  
play a wider  
role in the  
community

45%  
increasing  
productivity