

Hi Rachel and Duncan,

We were very grateful for the price comparison with Augustine, thank you for that Rachel, it's been very helpful. With the RLW increasing to approximately 6.7-6.9% we need to increase all prices by at least this much to keep up and knowing that Augustine has increased theirs within a range of 7-9% is useful.

We've collated some data from our Hallmaster reports from bookings over the last year and have used this to draw information to guide our recommended changes.

We currently have two rates, with most rooms having separate hourly prices, full day prices, and half day prices, plus an additional discount when making 10 or more bookings at once - which is what we inherited when we took on the role last year. The principles that structure this is something that is worth looking into and discussing but would be a lengthy process and impractical for the here and now, with a growing pile of booking requests for 2026. So for now, we think it's best to continue working with the two rates and not introduce anything new.

General thoughts on our rates

Standard:

This rate is essentially for groups who have bigger budgets, and can afford it. These groups have different expectations to the larger percentage of our users (see concessions!) and want to be looked after. They tend to require more staff input both on the day and during the booking process, have more requirements, multiple servings of refreshments and catered lunches.

Concession:

The rate is for smaller organisations & charities (with an annual income less than £250k averaged over 3 years), as well as local community and grassroots groups. These groups tend to have simpler needs, they often just want an affordable space that's central to everyone and has good transport links. They tend to require less staff input, often book more than one session and become regular features.

The groups that qualify for our concession rate are by far the larger percentage of our users. But we would like to be very cautious about how much of a price increase we implement with these rates. Henry pointed out that this seems counterintuitive - if this is where we draw a lot of our income from, however we are very aware that many of these users and groups are struggling financially and some of our regular groups will have to stop booking if we become much more expensive.

With these kinds of bookings being such an important staple for us, we are keen to shield these groups as much as we can afford to, and seek to increase in other places. We think this also reflects the morality of the Meeting House and its purpose as a place for community.

Each room serves quite a unique function compared to each other, in terms of the kinds of groups you will see in them and we think having the price changes reflect that is going to best serve us. We're going to lay out our thinking room by room.

Meeting Room

This is our premier room really, in terms of its condition and facilities, as well as size and views. It's where most of our more corporate bookings end up.

Standard

This is one of the rates we would like to increase the most, across the hourly, half day and full day rate. As you can see from the charts it's where a good chunk of our standard rate users are and we think these groups can afford the price jump (being larger businesses, universities, etc)

Keeping in mind the 7%-9% range we would have the following:

Hourly (currently £55):

- 7% - £58.85
- 8% - £59.40
- 9% - £59.95

*Our recommendation - 9.09% **£60***

A simple £5 increase.

Half Day (currently £184):

- 7% - £196.88
- 8% - £198.72
- 9% - £200.56

*Our recommendation - 7.61% **£198.00***

We need the price to enter into the £190.00's regardless, so £198.00 in our opinion is a good balance between increasing a price point whilst retaining the optics of being under £200.

Full Day (currently £341):

- 7% - £364.87
- 8% - £368.28
- 9% - £371.69

*Our recommendation - 7.92% **£368.00***

Essentially 8% rounded to a neater number. Though we feel it is also worth discussing £370.00, if a £30 increase doesn't feel too steep.

Concession

These groups/users are primarily smaller charities and organisations, often local to Scotland, eg: ECCAN. This is especially true for the hourly rate, which is often groups with smaller budgets. we would like to be cautious with these prices.

Hourly (currently £35):

- 7% - £37.45
- 8% - £37.80
- 9% - £38.15

Our recommendation - 7.14% **£37.50**

Keeping this as low as we can whilst rounding it to a smoother number. Considering the minimum hourly booking is 2 hours, each user is facing a £5 minimum increase per booking.

Half Day (currently £134):

- 7% - £143.38
- 8% - £144.72
- 9% - £146.06

Our recommendation - 8.21% **£144**

A £10 increase feels reasonable?

Full Day (currently £255):

- 7% - £272.85
- 8% - £275.40
- 9% - £277.95

Our recommendation - 7.06% **£273.00**

We can't avoid a large jump in price here, sadly. £273.00 feels like a good balance between covering our needs and being slightly shy of a more intimidating £20 jump.

The Hall

This room is our most used and is very much the space that local groups tend to gravitate to, as it's so multifunctional.

Standard

We have a balance to walk here, as the Hall's condition and facilities don't keep up with the Meeting Room when thinking about larger corporate bookings, however it does have them (often training courses). We think redecorating the Hall in the short term would help.

Keeping in mind the 7%-9% range we would have the following:

Hourly (currently £48):

- 7% - £51.36
- 8% - £51.84
- 9% - £52.32

*Our recommendation - 7.29% **£51.50** OR **8.33%** £52*

We'd like to keep this cautious, as again the hourly rate is a popular rate. It would be £7/£8 per booking, with the minimum booking slot.

Half Day (currently £159):

- 7% - £170.13
- 8% - £172.72
- 9% - £173.31

*Our recommendation - 6.9% **£170** OR **7.23%** £170.50*

We feel fairly flexible about this, it's the condition of the room that makes us pause around going for a higher percentage.

Full Day (currently £292):

- 7% - £312.44
- 8% - £315.36
- 9% - £318.28

*Our recommendation - 7.19% **£313***

Concession

It's important to keep this affordable.

Hourly (currently £30):

- 7% - £32.10
- 8% - £32.40
- 9% - £32.70

*Our recommendation - 8.33% **£32.50***

One of our most popular rates needs to be kept affordable. We're aware that the % increase is quite sizable but £5 per two hour booking seems fair?

Half Day (currently £116):

- 7% - £124.12
- 8% - £125.28
- 9% - £126.44

*Our recommendation - 7.76% **£125***

Round number that sits in the middle and isn't a full £10 increase.

Full Day (currently £213):

- 7% - £227.91
- 8% - £230.04
- 9% - £232.17

*Our recommendation - 7.04% **£228***

This feels like quite a jump despite being a lower percentage. We're not sure how to feel about this one at the moment.

The Library

This room is currently underused in our opinion, which will hopefully change in the near future. The issues with this room is that it sometimes needs to be used as a catering space for larger bookings and the kitchen access required.

It doesn't currently operate with a full day rate. We have charged a half day (calculating it to be between the Hall's and the Bow Room's half day rates) for a couple of bookings.

We recommend offering two AM and PM half day slots. We currently only tend to rent it out in the evenings or during the day if we think we can guarantee that we won't need to use the kitchen.

This space being flexible to smaller groups requirements is key.

Library Standard

Sometimes larger organisations like Friends of the Earth or the Green Party need smaller meeting spaces. This is what we're hoping to grow once we have rearranged the way the refreshments are handled.

Keeping in mind the 7%-9% range we would have the following:

Hourly (currently £37):

- 7% - £39.59
- 8% - £39.96
- 9% - £40.33

Our recommendation - 8.11% £40

Half Day (currently £128):

- 7% - £136.96
- 8% - £138.24
- 9% - £139.52

Our recommendation - 8.98% £139.50

Library Concession

Hourly (currently £21):

- 7% - £22.47
- 8% - £22.68
- 9% - £22.89

Our recommendation - 7.14% £22.50

Half Day:

We don't currently have a Concession half day rate. Considering the discounts we give between standard/concession in our other rooms, somewhere between £85 and £88 seems about right.

£88 would be a 2% (£4) discount compared to the hourly rate - so the smallest relative saving compared to other rooms. But compared to the Standard Half Day Rate it's a 37% saving - so comparable to the Bow Room, and way bigger than the other two.

£85 would be a 6% (£7) discount compared to the hourly rate - which would be the second biggest relative saving compared to other rooms. Compared to the Standard Half Day Rate it's a 39% saving - so still comparable to the Bow Room, and bigger than the other two.

The Bow Room

This is a tricky space to calibrate. It's in desperate need of refurbishment and honestly ourselves and Ellie have wondered about keeping the prices the same until it's improved. However we're already losing money on it if it's the only evening booking, so it's probably necessary to go with a minimal increase, and revisit this once it's refurbished.

Bow Room Standard

Hourly (currently £30):

- 7% - £32.10
- 8% - £32.40
- 9% - £32.70

Our recommendation - 6.67% £32

Half Day (currently £98):

- 7% - £104.86
- 8% - £105.84
- 9% - £106.82

*Our recommendation - 7.14% **£105***

Full Day (currently £190):

- 7% - £203.30
- 8% - £205.20
- 9% - £207.10

*Our recommendation - 6.84% **£203***

Bow Room Concession**Hourly (currently £17):**

- 7% - £18.19
- 8% - £18.36
- 9% - £18.53

*Our recommendation - 8.82% **£18.50***

Larger percentage increase than the others, but only an additional £3 for a 2 hour slot and leaves a round number. £18 is a much lower percentage.

Half Day (currently £61):

- 7% - £65.27
- 8% - £65.88
- 9% - £66.49

*Our recommendation - 7.38% **£65.50***

These are ironically higher percentage raises than the standard rate, but it's because we're trying to stick to increments of 50p.

Full Day (currently £116):

- 7% - £124.12
- 8% - £125.28
- 9% - £126.44

*Our recommendation - 7.33% **£124.50***

Whole Building

The whole building isn't often hired but it does happen. We think we can afford to raise this a little more compared to individual rooms, this will only be hired by organisations who can afford it. (We didn't have any concession whole building bookings in 2025)

Whole Building Standard

Hourly (currently £130):

- 7% - £139.10
- 8% - £140.40
- 9% - £141.70

*Our recommendation - 9.23% **£142***

This creeps over the 9% mark but as it's only going to affect the biggest ticket customers, and we don't think they'll mind, or even notice!

Half Day (currently £440):

- 7% - £470.80
- 8% - £475.20
- 9% - £479.60

*Our recommendation - 9.09% **£480***

Same as before, plus it's a nice round number

Full Day (currently £825):

- 7% - £882.75
- 8% - £891.00
- 9% - £899.25

*Our recommendation - 9.09% **£900***

Same as before, plus it's a nice round number

Whole Building Concession

Hourly (currently £80):

- 7% - £85.60
- 8% - £86.50
- 9% - £87.20

*Our recommendation - 8.75% **£87.00***

More important to keep this within the 7-9% for the concession customers

Half Day (currently £297):

- 7% - £317.79
- 8% - £320.76
- 9% - £323.73

Our recommendation - 8.75% **£323.00**

Same logic as above

Full Day (currently £576):

- 7% - £616.32
- 8% - £622.08
- 9% - £627.84

Our recommendation - 8.51% **£625.00**

Same logic as above - and a pleasingly round number!