

BREAKEVEN AND PRICING FOR B2C
AND B2B

How to Use the Pricing Calculator for Accommodation



Cost Calculations

Cost categories broken down

Payroll Costs

- Base or Fixed Cost per department e.g.
 - Housekeeping supervisor
 - Receptionist
- Variable Cost per department e.g.
 - Housekeeping attendants

Variable Costs

- Cost of goods sold
- Food and Beverage COS
- Room cleaning
- Add-on Cost of Sales
- Other

Fixed Costs

- Rent
- Rates
- Insurance
- Other:
 - Admin and General
 - Utilities
 - Sales and Marketing
 - Maintenance and Repairs