

Tackling Rising Costs - New Cost Management Supports



Welcome & Agenda

Fiona Knox

Enterprise Development & Inclusion

Fáilte Ireland



Agenda

10:00 – 10.05

Welcome & Agenda
Fiona Knox

10:05 – 10.10

Fáilte Ireland Cost Management Supports
Caroline Bocquel

10.10 – 10.20

Energy Cost Management Supports
Jonathan Sandham

10:20 – 10.30

F&B Cost Management Supports
Niamh O'Shea

10:30 – 10.45

Q&A | Next Steps
Fiona Knox



Fáilte Ireland Cost Management Supports

Caroline Bocquel

Chief Executive Officer

Fáilte Ireland



Energy Cost Management

Jonathan Sandham

DCSix Technologies



Key topics

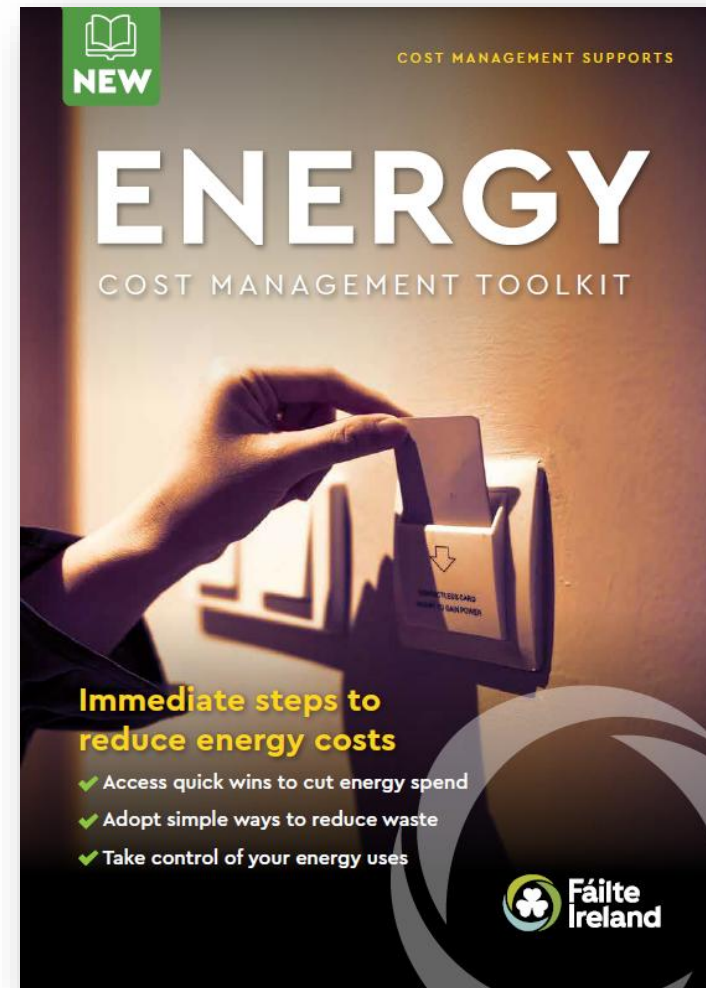
- Why acting now matters
- What the Toolkit is and how to use it
- Three priority quick wins
- Next steps: clinics and supports

Why act now?

- Rising energy costs are squeezing margins — waiting for prices to fall isn't a strategy
- Small operational and behaviour changes can deliver fast savings
- Inaction leads to gradual margin erosion over time
- This Toolkit is designed to help you take control of what you can manage day-to-day.

Energy Cost Management Toolkit

- A practical, tick-box action plan for tourism and hospitality businesses
- Covers 10 focus areas — from tariffs and contracts to team routines
- Built for no or low-cost actions you can start right away
- Use it as a living tool: involve your team, tick actions off, revisit regularly
- Think of it as a to-do list for cutting energy costs - print it, work through it, and tick it off.



Quick Win 1

Energy Tariffs & Supplier Contracts



Pay the right price for energy

- Check your current electricity, gas and fuel tariffs
- Confirm contract end dates — avoid rollover/default rates
- Compare suppliers or use a broker; negotiate or be ready to switch
- Look for penalty signals on bills (e.g., MIC breaches, excess wattless)
- Typical impact: 10–20% savings; rates can jump up to ~25% after contracts end

1
ENERGY TARIFFS & SUPPLIER CONTRACTS
📝

Pay the right price for energy

📄 ACTION	📄 CHECK
Review current electricity, gas and fuel tariffs	
Check contract end dates (avoid rollover rates)	
Compare supplier rates or use an energy broker	
Check bills for penalties (Maximum Import Capacity (MIC) breaches, excess wattless)	
Negotiate or switch supplier where possible	

Priority action

Check that you are on the best energy rates. When contracts end, compare your current deal to other suppliers' offers – either contact providers directly or through an energy broker. Do not allow contracts to roll over at default rates.

TIME TO COMPLETE: 5–15 minutes per supplier to gather recent bills and use a comparison website; additional time if you decide to call suppliers or brokers to negotiate.

KEY INFO NEEDED: Your latest energy bills (showing usage and unit rates), current contract end dates, check for any penalties on your bill (MIC breaches and Excess Wattless can often lead to waste).

POTENTIAL SAVING: Switching suppliers or negotiating via a broker can reduce your energy costs by roughly 10–20% (energy tariffs can jump by up to 25% after an initial contract period).

RESOURCES: Use price comparison tools to check current market rates and consult the regulator's site (CRU.ie) for a full list of licensed energy suppliers.

Quick Win 2

Energy Audits & Supports



Energy Audits & Supports

1. Understand your energy use
2. Save money
3. Reduce risk
4. Unbiased advice

2
ENERGY AUDITS & SUPPORTS
✍️

Know where your energy is going

📄 ACTION	📄 CHECK
Check eligibility for SEAI Energy Audit Voucher	
Apply for the €2,000 SSEA energy audit	
Agree audit scope (include no- & low-cost actions)	
Confirm timeline for audit and report delivery	
Review recommended actions and priorities	

Priority action

Schedule a high-quality energy audit of your premises to identify tailored cost-saving measures. SMEs can avail of the Sustainable Energy Authority of Ireland's €2,000 Energy Audit Voucher which often covers all the audit cost. Before choosing an auditor, have a clear discussion about what is included. The scope should include no cost and low-cost actions. Agree a timeline for the audit and report before appointing the auditor.

TIME TO COMPLETE: 5 minutes to check eligibility and apply for the SEAI voucher online. A few hours on-site for the auditor to conduct the audit.

KEY INFO NEEDED: CRO number, energy spend > €10k/year to qualify.

POTENTIAL BENEFIT: A professional audit will pinpoint no cost, low cost and bigger upgrades, typically

finding immediate savings opportunities. It also provides an action plan with estimated costs and payback for upgrades.

RESOURCES: Check the SEAI website's "Energy Audits for SMEs" page [here](#).

Quick Win 3

Measurement & Performance Tracking



Measurement & Performance Tracking



1. Internal KPI's per business process/unit
2. Weekly/monthly reporting and apportioning of costs/bills
3. In some large businesses look at an energy monitoring system

Final quick tip

Connect with similar or local businesses, share these tasks and set a time to update each other within a week

3 MEASUREMENT & PERFORMANCE TRACKING

Measure to manage

ACTION	CHECK
Gather recent energy bills and meter data	
Establish an energy baseline	
Track simple KPIs (e.g. kWh per guest night / m ²)	
Set realistic reduction targets	
Review performance monthly	

Priority action

Establishing a clear approach to measurement is essential for ongoing cost management. Record your baseline by collecting utility bills and note usage patterns over recent months. Define specific targets for energy reduction that are ambitious yet realistic. Identify relevant KPIs, such as kWh use per guest night, per square foot, or per meal served, normalise and compare performance over time and across the business.

TIME TO COMPLETE: 30 minutes. Gather recent utility data and set up a basic spreadsheet tracking KPIs. Ongoing: 5-10 minutes per month to update figures and review progress.

KEY INFO NEEDED: Access to utility bills, meter readings, and operational data (such as occupancy rates or production volumes). Decide which KPIs are most meaningful for your business, these should align with your main energy drivers.

POTENTIAL BENEFIT: Regular measurement and tracking make it easy to spot anomalies, verify savings from changes and show progress. When KPIs are visible, everyone can see the impact of energy-saving actions driving momentum and supporting continuous improvement.

RESOURCES: Use spreadsheets to track usage and KPIs. For more guidance, refer to SEAI's "Monitoring & Targeting" resources.



F&B Cost Management

Niamh O'Shea

The Innovate Room

The reality

1

Costs are rising

- Fuel
- Suppliers
- Logistics

2

Margin being eroded

- Quietly away
- Across entire F&B operation

3

Lack of control

- Businesses are busy
- New people in industry

The opportunity – protect your margin



Pricing



Purchasing



Waste



Daily habits



Portions

A practical Toolkit – 10 focus areas

1. Menu engineering
2. Waste management
3. Inventory & storage
4. Smarter purchasing
5. Menu design & layout
6. Energy use
7. Cost control
8. The team
9. Beverage
10. Operational awareness



F&B Action Checklist

1 MENU ENGINEERING Sell what makes you money	
ACTION	CHECK
Plan your next menu update now (with a seasonal focus)	
Review sales data and check margins on your key dishes	
Prioritise high margin, easy to produce dishes	
Remove or address low profit items	
Reduce total ingredients across the menu	
Use seasonal and local ingredients where possible	
Cross-use ingredients across multiple dishes	
Update recipe costs with latest supplier pricing	
Ensure standard recipes are followed consistently by the team	
Promote high margin dishes through front of house staff	
Use specials to move surplus or slow-moving stock	

See Priority Actions on [page 9](#) for more on saving costs through Menu Engineering.

2 WASTE MANAGEMENT Waste is the silent profit killer – treat waste like cash	
ACTION	CHECK
Prepare based on actual demand (not habit)	
Avoid over-prepping which can lead to waste	
Use trim and surplus in other dishes (e.g. vegetable stocks, sauces, soups)	
Review preparation waste daily	
Check plate waste regularly	
Adjust portions where needed	
Track spoilage and expiry	
Calculate and review food waste regularly	
Review bin contents weekly (spot patterns early)	

See Priority Actions on [page 10](#) for more on saving costs through Waste management.

Quick Win 1

Menu Engineering



Menu review time

Summer Menu

Build your summer menu with margin in mind

Margin Dishes

Check that your dishes are still delivering the margins you expect

Suppliers

Work with your suppliers

New Dishes

Trial new dishes as specials

Profitable Dishes

Promote high profit items

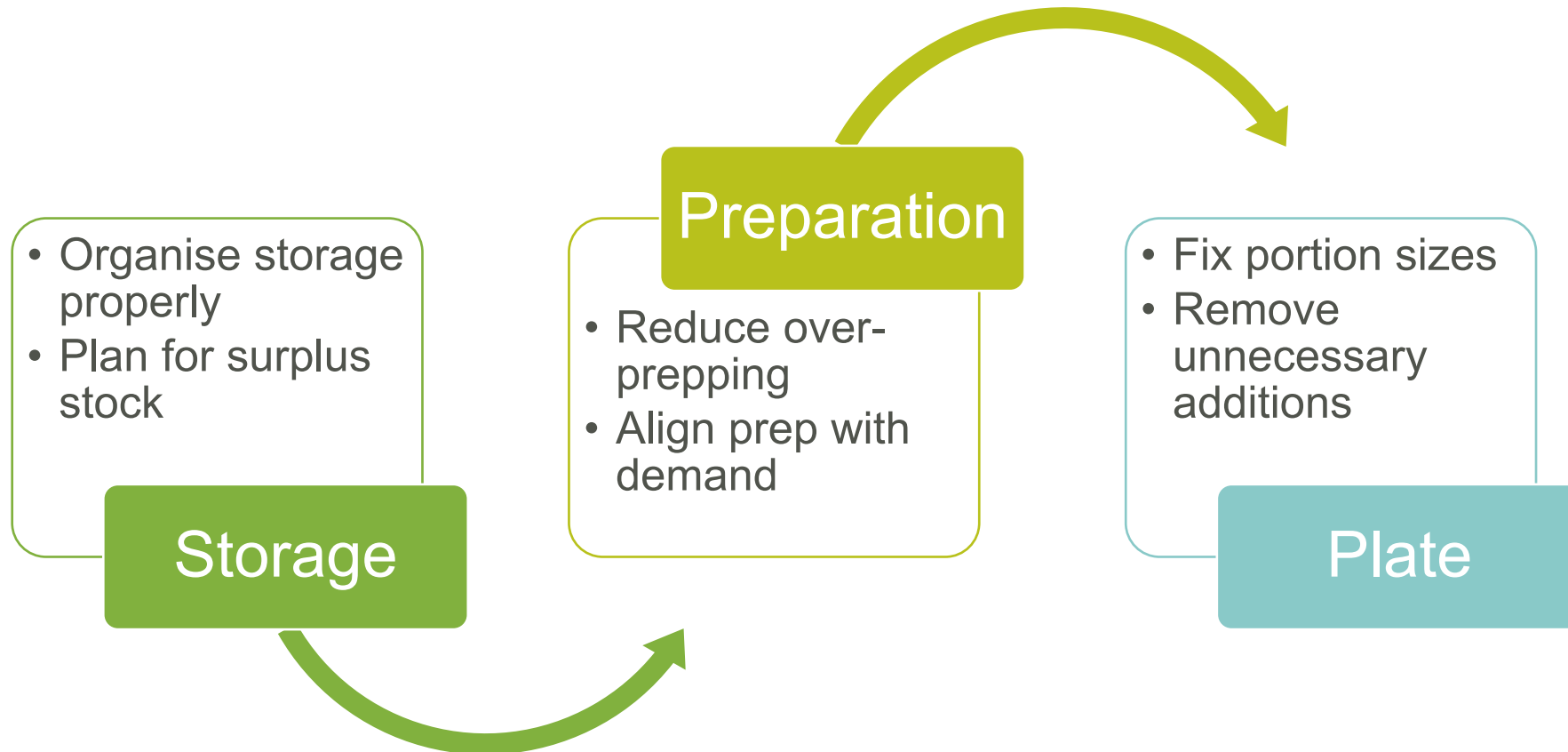
Quick Win 2

Waste Management



Waste equals lost profit

Control Waste (Cycle)



Quick Win 3

Smarter Purchasing



Buy better, not more



Step 1

Focus on top 10 spend items

Step 2

Review supplier pricing more regularly

Step 3

Reduce delivery frequency

Step 4

Avoid over-ordering

Final few words....

You don't control fuel prices
You don't control supplier prices

But you do control:

What you buy

What you
waste

What you
serve

How your
team operates

Q&A and Next Steps

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Enterprise Development & Inclusion

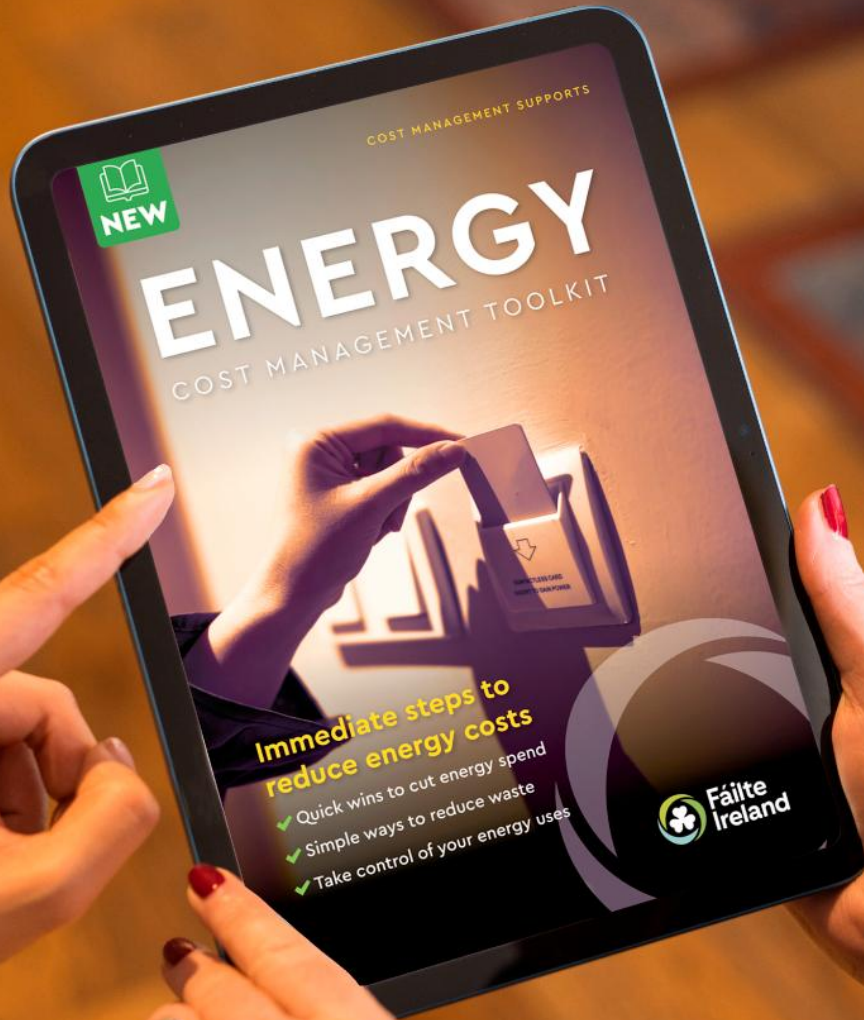
Fáilte Ireland



Q&A

Next Step 1

Download the Toolkits
from failteireland.ie



Start to implement
the basics



Next Step 2

Book A Clinic
on failteireland.ie

CLINICS AVAILABLE ON

- Energy Cost Management
- F&B Cost Management
- Business Overheads
- Labour & Payroll

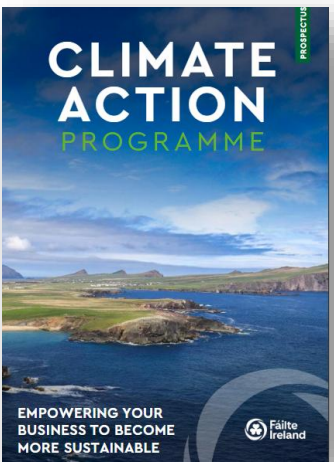
**Confidential, expert advice
tailored to your business**



Next Step 3

Register your interest

In the **Climate Action Programme** & **F&B360** on failteireland.ie



Structured support for long-term cost reduction



National
Enterprise Hub

ALL THE BUSINESS SUPPORTS YOU NEED, IN ONE PLACE

Support starts here
Visit www.neh.gov.ie

An initiative of the Government of Ireland



Thank You

