

THE OFFICIAL VOICE OF THE NORTHERN IRELAND FEDERATION OF CLUBS

# Club Review

VOLUME 29 - Issue 1, 2016



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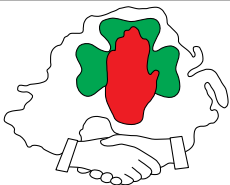
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Fax No: .....

### Club Officers

Chairman: .....

Tel: .....

Secretary: .....

Tel: .....

Treasurer: .....

Tel: .....

The annual membership fee is £50.00 payable to:

### The Northern Ireland Federation of Clubs

c/o Mr Bob McGlone, Secretary  
1 Sultan Square  
Belfast BT12 4SU

For telephone queries call:  
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*(Please include your membership fee or completed standing order form with your application)*

### For administration purposes only

Accepted by: ..... Secretary

Seconded by: ..... Chairman

Date: .....

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Sort Code: .....

Bank: .....

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Sort code: 95-01-45

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Club Name: .....

Address: .....

Authorised by: (1) .....

(2) .....

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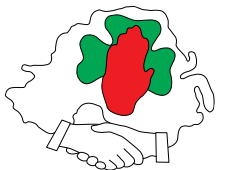
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## Northern Ireland Federation of Clubs



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Office: B7 Portview Trade Centre, 310 Newtownards Road, Belfast BT4 1HE  
Office: 028 9045 9864 • email: info@nifederationofclubs.com

### ATTENTION - 2016 FEDERATION AGM!

Dear Secretary,  
The Annual General Meeting of the N.I. Federation of Clubs will take place from 10am to 12 noon on Saturday 12th March 2016 in the RAOB HQ, 17 CHURCH STREET, BELFAST.

### ALL CLUB DELEGATES ARE WELCOME

There have been important developments in the past year as well as numerous issues that we are currently engaged in, some of which are outlined below.

Your input is important to us, in view of which, it would be appreciated if you would ensure your club is represented in order to allow us to discuss details and obtain your views.

Refreshments will be available prior to, and following, the meeting.

### BELOW ARE SOME OF THE ITEMS OPEN FOR DISCUSSION AT THE AGM

- a) The 1996 Clubs Order and Accounts Regulations
- b) Entertainment licensing
- c) Commercial rating of clubs
- d) Pension auto-enrolment
- e) Employment issues
- f) BskyB tariff related to NAV rating

### PLEASE MAKE A SPECIAL EFFORT TO ATTEND.

John Davidson  
Chairman

On behalf of the Officers and  
Executive Committee of the  
Northern Ireland Federation of Clubs

Robert McGlone  
Secretary

On behalf of the Officers and  
Executive Committee of the  
Northern Ireland Federation of Clubs



## Minister Storey's rating bill passed

Federation looks forward to making a meaningful contribution to future consultations

The following is the Hansard report on the Rating Bill presented at the Northern Ireland Legislative Assembly by Mervyn Storey MLA, Minister for Finance and Personnel.



Minister Mervyn Storey MLA.

"I will briefly take the opportunity to thank Members for the support that has been shown for the passage of the Bill through the Assembly and the Finance and Personnel Committee for all the work that has been undertaken to date. I look forward to continuing that working relationship.

"Yet again, we have an example of a piece of legislation that has come through the House with good practice in the relationship between the Committee, which has a statutory responsibility to scrutinise

legislation, and the Members of the House, who have a duty to ensure that they are content with the legislation brought forward.

As I said in earlier debates on the Bill, I, along with many other Members, would have preferred that it had been progressed by normal means. However, factors outside my Department's control contributed to the need for accelerated passage. I thank Members for the efficiency with which they have conducted affairs at this busy time for the House.

"As I have already explained during previous debates, and as Members will be aware from their consideration, the Bill is short, and I trust that that has facilitated Members' consideration. I see the Bill as the conclusion of a series of fundamental changes to the rating system since devolution was re-established.

"The House can be proud of its work on rating matters, including the delivery of an Executive review of rating that implemented a series of critical measures between 2008 and 2010; the implementation of intervention measures during

the economic downturn; a non-domestic revaluation; and adjustments to respond to the reorganisation of local government. The non-domestic review will ensure that the new Executive continues that work with a renewed evidence base, which is vital.

"I turn to the detail of the Bill, which makes some final adjustments in respect of commercial rating. First, there is the sport and recreation provision, which I have already mentioned. By amending the article 31 sports and recreation exemption in the Rates (Northern Ireland) Order 1977, the final version of the Bill provides a power for the Department to provide full rate relief for many sports clubs, subject to conditions. The conditions that I have in mind are that the club in question should be unlicensed and registered as a community amateur sports club. Following the outcome of further consultation, I will set these out in regulations, subject to affirmative resolution, after assurance was sought that they would be brought to the Assembly.

This approach recognises the competition issues that have already been raised with my Department and the Finance Committee by the hospitality sector. I know that this does not satisfy everyone in the House and that many sports clubs with bars feel that they are disadvantaged by the measure.

"We also need to be mindful of business interests when we take forward policy in this area. Aside from this being the right thing to do, I also need to protect the Department from the risk of challenge should we wish to adopt a more lenient policy. That said, I know that there are community amateur

sports clubs that operate a small bar for members and visiting teams after a match, and I am sure that my successor will be happy to review that issue at a later stage. I do not think, therefore, that there is any way we can develop a balanced, sound, effective and workable policy to allow some clubs with bars to get 100% rating relief and for the regulations to be taken through the Assembly by September, as I noted in my comments at Further Consideration Stage. Policy may well develop in this area over the next mandate, informed by the ongoing review of rating policy.

"There is one other point that I would like to make about rating relief for sports clubs, and that concerns the amendment carried yesterday, which at a stroke extends the list of prescribed sports to pigeon racing - the issue almost had us all in flight. There are lessons to be learned on due process in policymaking from the short but eventful journey of this Bill. One is starting to discern that Members do not apply the same standards to private Member's Bills and tabled amendments as they do to Bills from Departments. That leads to poor policy, and Members need to remember that rates revenue pays for vital public services; there is a knock-on effect where that revenue is reduced; and some standards need to be brought to bear on taxation policy.

"My party took the exceptional step of opposing the private Member's Bill with a petition of concern during its passage through the Assembly. That was on the grounds that proper consultation had not taken place and that there was an alternative, and more appropriate, legislative vehicle available for changing policy.

On the face of it, the pigeon racing amendment is probably a worthy measure, but it could and should have been subject to consultation and taken forward through a change in the regulations containing the list of prescribed sporting activities - not as part of this primary legislation.

Everyone outside my party voted for the amendment because, of course, no-one wanted to appear to be against it. That is all too easy, and, forgive me for saying it, but it is not the way that we should be making laws. We need to reflect on what has happened, but, as the saying goes, we are where we are.

The second policy contained within clause 2 came as a result of a suggestion from the business community. Thankfully, this amendment has proved a lot less problematic. This provision will ensure that,

where shop-fronts or shop-window displays are used in empty retail premises, the shop owner will effectively continue to receive 50% empty property relief. This measure is novel and unique to Northern Ireland. For this reason, it is time bound within the primary legislation but can be easily extended if the policy proves successful.

"I thank Members, in particular Ms Hanna, who recognised the innovative nature of this measure, which builds on other positive policies delivered during this mandate, such as the empty shops rates concession.

In summary, this is a short Bill that helps amateur sports clubs and shopping areas by providing further rates concessions. I look forward to Members' support in ensuring that the Bill clears its Final Stage. I commend the Bill to the House.

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## Congratulations to Federation P.R.O.

As Chairman of the Northern Ireland Federation of Clubs, I am delighted to congratulate the Federation Public Relations Officer, Harry Beckinsale, on being awarded a British Empire Medal (BEM) in the 2016 New Years Honours list in recognition of his voluntary service to education in Northern Ireland.

Upon the announcement, Harry paid tribute to the support he has received from his Federation colleagues and the wider club family, for the support the sector continues to provide for charitable and good causes.

Throughout his time with the Federation, his family business, and in the entertainment industry, Harry has and continues to support a number of charitable and worthy causes, including several special needs schools, having a particular



association with Fleming Fulton School in South Belfast, where he is vice-chair of the Board of Governors.

Congratulations has also been received from Lord Smith of Hindhead, Chairman of CORCA, of which Harry is one of our Federation representatives.

John Davidson  
Chairman, N.I.F.C.

### N.I.F.C. HELPLINES

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## Pigeon clubs benefit from lobbying

The Federation Chairman and executive committee are delighted that the lobbying carried out over a prolonged period has eventually resulted in pigeon clubs now benefitting from inclusion in the list of prescribed sporting and leisure activities. This inclusion will provide tremendous, and well deserved assistance to those clubs who fulfil the 20% minimum requirement. It of course also means the non requirement to apply for a children's certificate which is the case under current legislation.

Our work now continues with meetings with local government

in a search to ease the legislative and administrative burden which club committees have had to face for many years.

Acknowledgement of the ethos of sports clubs by Hospitality Ulster would be a major step forward, as the anticipated boost to sport tourism eluded to by the First and Deputy First Ministers will benefit the members of Hospitality Ulster in no small way.

Therefore, the underpinning of sport by the registered club sector should not be overlooked nor taken for granted.

## Turn down the volume, grandad

A Manchester club, where the average age is over 70, has been warned for playing music too loud! The club has been served with a statutory nuisance notice, which comes with a maximum fine of £20,000 because its regular three-piece band's repertoire of 60s hits are too loud for one of its neighbours, a new mother.

The complaint has come despite the club spending £25,000 on soundproofing. The local Council recently fitted a sound limiter, designed to cut music out when it exceeded a certain level but these devices can be ineffective if a window or doors are left open. The club's Committee must comply with the legal notice or face a hefty fine and a court appearance.

### Entertainment Licence Renewals Electrical Inspections Fire Risk assessments

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# MJ Utilities - saving clubs money



MJ Utilities have been working with the NI Federation of Clubs now for a few months and we can boast that we have successfully secured reduced energy tariffs for all of the clubs that have been kind enough to let us review their energy contracts to date.

## Quite often the procedure we encounter is as follows:

- A discussion takes place amongst committee members before making initial contact with us.
- An appointed committee member then contacts us to arrange a visit.
- We meet with the appointed contact and gather the relevant information that we require.
- Once we have obtained pricing we then meet with the appointed person to put forward our proposal and discuss savings.
- Our proposal will then be discussed at the next committee meeting which results in the 'go ahead' being given.
- The appointed person contacts us again to have the contracts signed.

Now, herein lies the problem with the above procedure; energy prices constantly change, dependant on how the wholesale market is performing. When we obtain pricing from suppliers the prices will be valid normally for 5 business days.

By the time we get the 'go ahead' from the club the price which we initially proposed will have to be refreshed, which can take a few days. In the meantime, the club can be haemorrhaging money unnecessarily.

## The following is a suggestion we make to clubs, which has proved to work very well:

At your next committee meeting, make one person responsible to make contact with us. Agree at that meeting that if we come back with a proposal which shows savings for your club, the appointed person can proceed without having to discuss at the next meeting.

Clubs which have worked with us in the above fashion have benefitted from savings sooner, rather than later.

## WIN A TELEVISION FOR YOUR CLUB

All clubs that we secure contracts for over the forthcoming months will be entered into our draw to win a 40 inch television for your club. So that recently signed clubs don't feel left out, they too will also be entered into the draw.

The draw will take place on Thursday 30th June 2016, so good Luck.

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# Membership recruitment

One of the key components to a club's successful and long-term future lies in the ability to recruit new members. In most clubs, whatever facilities are available, only one third of the total membership uses the club regularly and its hard core is less than this. The aim therefore, is to increase the total membership in order to increase the proportion which makes up one third.

Membership recruitment is a matter which should be discussed regularly by committees. Without a continuous programme of membership recruitment, a club will eventually weaken. Club committees often place the onus of responsibility for recruiting new members on themselves, rather than correctly placing it on the membership. It is the members who must propose and second new members, not just the committee.

It does seem that people are often encouraged to become involved in membership recruitment if there is some form of reward involved. One of the most successful recruitment schemes is known as the 'bounty system,' whereby

a member who introduces a new member receives some form of payment, usually by way of a bar voucher. For example, if a Club's membership subscription is £10, the payment of a £10 bar voucher to the introductory member (which will actually only cost the club the value of the stock, rather than the whole £10) has in many cases created a great deal of interest. Additionally, if the club gives the new member another bar voucher for £10 then they will be encouraged to ensure they visit the club at least once to use their bar voucher. For most clubs the actual cost of providing £20 of bar vouchers will be close to the £10 subscription fee which has been paid so the exercise is cost neutral and will hopefully result in a new regular club member.

A further method, which has often proved successful, is the announcement that the club intends to close the membership book. You would be surprised how many people will suddenly wish to become members of a club if they think the club will be difficult to join. I suspect that human nature dictates that most of us wish to belong to something which has an element of exclusivity.

Experience has also shown that many clubs will recruit new members and will lose them at the following year's renewal time. I believe one of the reasons for this is that new members are not always made to feel as welcome as they should be.

All clubs, by their very nature, tend to have established groups and sections and these can seem daunting to a new person using the club for the first time. Three or four new members' evenings should be organised during the course of the year to which all members who have joined during the previous period are invited. These social occasions are a great

way to help 'break the ice' and forge friendships with existing members.



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## Federation meet Minister Durkan MLA

In a recent discussion on the introduction of new entertainment license procedures it was confirmed that the proposed new arrangement would be good for everyone.

In May 2015 Minister Durkan said, "The purpose of this review and its recommendations is to look at putting in place a more modern system which does not put undue burdens on businesses and local community groups and ensures that the public are not put at risk and that entertainment does not cause undue disturbance to people living in the vicinity".

We understand details have been discussed with Belfast City Council, with alarm being

expressed as to the reason for delaying the implementation of what is an improved process.

Our North West representative, Gerry Gallagher, thankfully arranged a meeting with the Minister Mark H. Durkan MLA, at which Gerry was joined by the Federation's Chairman, John Davidson, and Vice Chair, Brian McCartney.

This provided a valuable opportunity to explore the reasons for the delay directly with the Minister.

The current entertainment licensing system has been in place since 1985. In July 2014 the Minister invited representatives from the N.I. Federation of Clubs,

the entertainment industry, councils, the PSNI and Northern Ireland Fire & Rescue Service (NIFRS) to review and make recommendations on changes to the entertainment licensing system.

### Key recommendations in the report include:-

- There should be a single licence covering both indoor and outdoor entertainment at a venue;
- An entertainment licence should remain in place unless surrendered by the licence holder or revoked by the council;
- Local residents, the PSNI and NIFRS would retain the right to object to the grant of a licence;
- To ensure that action can be taken in response to any problems, local residents, the



Minister Mark H. Durkan MLA.

- PSNI and NIFRS would also be able to request that the council review the licence at any time over the duration of the licence;
- The council would be able to vary the conditions of a licence, suspend the licence or revoke it; and
- A new temporary licence should be introduced to allow for one-off events by businesses or community groups.

## How can I address a gossiping employee?

**Question: An employee is a gossip and causes contention with colleagues. I have witnessed a shift in my employees' behaviours, but I don't have first-hand evidence of the employee causing trouble. What can I do to resolve this?**

This is a question we hear regularly as gossiping can affect reputations of both employee and employer.

Gossiping can be defined as talking about someone else's private or personal business, especially when that person is not present. It can be seen as a common everyday occurrence but when gossip occurs in the workplace it can be damaging to the environment and to careers.

Gossiping will have a negative effect in the workplace by affecting the reputation of the gossiper, affecting the quality of work produced due to demoralising or demotivating colleagues, especially the ones that are being gossiped about, and it can create divisions within the organisation.

The main impact gossip has is that it destroys trust. For example, what if the rumour being spread around the office is that a certain person has done a bit of work wrong, would you voluntarily work with this person again? Would you trust them to do their work again? This breakdown of trust due to idle gossip can have consequences such as employees second guessing each other, an increased need to involve seniors in minor disagreements and trivial issues, and will ultimately cause the death of productive and meaningful teamwork.

Employers can take steps to stop the negative impact that gossip and careless talk has on the workplace.

### These could include:

- Communicate regularly and consistently with all employees. This reduces the influence and need for gossip as all employees are kept well informed and 'in the loop' so there is no gap in information that can be filled with gossip.
- Discouraging gossip in official company policy and make people aware of the consequences.
- Taking complaints from employees seriously. It is easy for workplace 'gossip' to stray into realms of bullying, harassment or discrimination and investigation of a complaint will be needed.
- If behaviour warrants disciplinary action, applying this consistently so that a message is sent to staff that their actions have consequences.
- Not getting involved in gossip as an employer. Set by example what you expect of employees and showing gossip will not be tolerated by you personally lays down a clear guideline for your delegates.

Careless talk can have a costly impact for employers as they may now be liable for any abusive or ill-judged remarks that some people consider to be comedy 'banter'.

Employers need to make sure that careless talk does not cross the line between 'friendly banter' and harassment and they need to provide employees with adequate protection and enforcement through reasonable punishments.



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Questions & Answers

Q. We have received the following request for inclusion in the Annual General Meeting: "Teams playing in the club should contribute towards the food provided by the club for sports matches."

Can you let us know if we can accept this motion and, if so, do the proposer and seconder need to be present at the Annual

General Meeting in order to discuss the motion? Currently the committee take the view that the sports teams bring in enough trade over the bar to cover the cost of providing light refreshments.

A. I think the committee could accept this motion as being acceptable for inclusion on the Agenda for the AGM. I think this motion should be accepted on the grounds that it is merely a recommendation to the committee and provides flexibility in the event that the club's members express a view that the sports teams should contribute towards some of the food costs.

It is important for any elected committee to have flexibility when dealing with the day to day business of the club. For

example, there may be some matches where it would be appropriate for participants to make a contribution to refreshment costs but on other occasions, perhaps special events or finals involving other teams from different clubs, it would not be so appropriate since the amount of food may be higher but the level of bar income would offset any costs.

With this in mind, perhaps you could have a word with the proposer of the motion to explain that it will be included but on the basis of a recommendation for the committee to implement as they think appropriate in the event of it being approved.

I confirm that the actual proposer and the seconder of the motion do not have to be present at the meeting but somebody must propose the motion in their absence and it needs to be seconded in order for a discussion and voting to take place.

Q. Whilst considering a membership application I have discussed the applicant with several Members of the Club and have reached a negative view of the applicant. A question has been raised over whether I should abstain from the Committee vote because of my discussions regarding the prospective candidate; it is claimed that I am now 'bias'.

A. I see no reason why you should abstain simply because you have discussed this potential candidate with other Members and employees - this is the whole reason for the Membership application process so that potential candidates can be discussed to assist the Committee when they come to vote on the application. It would be very

difficult for any Committee to reach a considered view on a membership application without discussing the applicant with other Members of the Club and Club employees.

Q. Our Annual General Meeting is due to be held soon and we have not had any nominations for the position of Chairman. The nominations period has now passed and we are not sure what we should do regarding this vacant position.

A. I suggest that at the AGM, nominations are taken from the floor for the position of Chairman. This will give the Members present at the AGM the opportunity to propose candidates for the position. As no one has currently proposed anyone for the position it will be completely in order to take nominations from the floor. If only one person is nominated then they will be elected unopposed, if two or more persons are nominated at the AGM then a ballot will need to be held. Should no nominations be forthcoming at the AGM then it would be in order for the meeting to agree that the Committee co-opt suitable Members to fill the vacant positions as and when such candidates become available.

Q. At our Club's recent Annual General Meeting, some members asked why the item 'Any Other Business' was not on the agenda. Unfortunately, whilst I have never included this item, I was unable to give a reason which they found acceptable. What is your view?

A. The item 'Any Other Business' is totally out of place on the agenda of a General Meeting for the simple reason that it gives no information or notification to members of

matters which may be brought up and dealt with. The sole purpose of an agenda is to inform members of what is to be discussed, thereby giving an opportunity to decide on whether to attend the meeting. 'Any Other Business' would permit any matter to be raised and voted on without proper notification. We often advise Clubs to conduct an 'open forum' after the meeting has closed since this provides an opportunity for members to raise matters with the committee, without the outcome of such discussion being binding upon the Club. Should any member have any particular matter of concern then he or she should raise it with the Secretary for inclusion on the agenda as a specific item in accordance with the procedure set out in the Club's Rules.

Q. Our Rules state that the Club's AGM should be held in

the month of April although our Audit will not be ready until May. Should we delay the AGM?

A. If the Audit is not going to be ready until May then in these circumstances it would be logical to delay the AGM. A notice to this effect should be posted on the Club's Notice Board. In future I suggest that significant time is given to the Audit to allow the AGM to proceed as usual in April.

If you wanted to hold the AGM in April, for instance if you felt that Members may complain if the Meeting was not held in April, then the Meeting could be held in April and all other agenda items dealt with apart from the Accounts. The Meeting could then be adjourned until a specific date in May and then resumed to solely deal with the approval of the Club's Accounts.

Q. The Club has installed a defibrillator in the Club's premises. This machine is

designed so that it can be used by a Member of the Public if a person is not breathing or breathing erratically. Our employees were, however, provided training when the machine was installed. Should we keep this training up to date and do we need to provide an employee with specific first aid training?

A. It is likely that as you have less than 25 employees that you will not need a properly trained First Aider but simply an employee responsible for dealing with any first aid related incidents. I understand that these types of defibrillators are designed to be used by persons

who have no experience of them. Whilst the designs of these machines do vary, most of them include spoken instructions with the machine to assist with use. Having said that, a simple refresher course for the Club's employees on how and when to use the machine is a sound idea. You may wish to contact the organisation which installed the defibrillator and ask if they have any written guidance which can be given to the Club's employees and placed with the machine inside the Club.

If you have a question that your club needs answered then don't hesitate to contact the N.I.F.C. via telephone or email.

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# Theft in the workplace

We've recently heard from a club who have had ongoing issues with dishonest staff - how can you ensure your club is fully protected in this area?

Theft by an employee or club official is thankfully relatively rare but nonetheless we see a number of these claims every year.

These crimes are particularly upsetting as they are often committed by people considered to be close friends, so discovering that money or stock is missing often comes as a massive shock.

We all think we are reasonable judges of character and these situations often leave you questioning your own judgement and wondering how you could be so wrong.

Also these matters can be extremely delicate in that they affect personalities within the club so care needs to be taken.

We, of course, can only give advice from an insurance perspective. What should you do if you suspect internal theft is going on?

You should always contact the police in the first instance. You should then contact your insurance broker to report the claim. You should then call your insurer's legal expenses team to again report the incident and obtain any advice from them regarding disciplinary action to be

taken against the employee/official.

For an insurer to ensure ALL claims are paid promptly and without incident then you will have need to comply with all conditions of your insurance policy.

No matter who provides your club insurance there will be conditions attached and these can change over time so should be reviewed each year. Making the small print BIG print so to speak.

We thought it would be useful to highlight some typical conditions which may appear in policy wording. You should of course refer to your own club's policy wording for a definitive guide.

written reference should be obtained covering their previous employment. This may need to be produced in the event of a claim.



There will be special conditions which make you aware of the checks and systems you should have in place. If you aren't operating in this way then the claim could be repudiated.

For example, one of the most common reasons a claim can fail is that the club has failed to get adequate written references for employees or officers.

**Typical conditions include:**  
The fraud or theft would need to be committed during the Period of Insurance, even if it is discovered later. Your policy may have a maximum timeframe after which claims can't be made.

When you discover any act which may give rise to a claim you should immediately take steps to prevent further loss.

Before engaging any employee or club officers, a satisfactory

# Get set for cup final day with Sky

There's a huge double header of football on the horizon for club members to enjoy, as Manchester United host title-chaser Arsenal on February 28th just hours before Liverpool and Manchester City battle it out for the first silverware of the season in the Capital One Cup Final at Wembley Stadium.

A cup final is always a great opportunity to attract fans through the doors of clubs, appealing to fans of more than just the two participating teams.



And with a mouth-watering tie taking place beforehand between two of the biggest clubs in world football, club members can make an afternoon of it to watch both games back-to-back, meaning better business opportunities for clubs.

With such a big Sunday for live football, clubs can benefit by advertising the game in advance by putting posters up early to advertise that you'll be showing all the action, making sure the date is in your members' minds in the final weeks of February in the build-up to the big day. You can make use of the free posters you receive with Sky Sports' free monthly Preview magazine that clubs with a subscription receive.

This year's Capital One Cup Final is set to be a massive game. New Liverpool manager Jürgen Klopp is eager to win some silverware in his first season, having achieved cup success during his previous tenure at Borussia Dortmund. Meanwhile Manchester City will be looking to add to their League Cup victory in 2014 and send a message to their Barclays Premier League title rivals.

Manager Manuel Pellegrini will make way for Pep Guardiola in the summer, and will be desperate to leave on a high.

February 28th's double-header precedes a fantastic line-up of Barclays Premier League football live on Sky Sports in March.

As the race for the title steps up a gear Sky Sports will show more matches featuring title contenders. Arsenal's match against West Brom as well as Leicester City's games against Watford and Newcastle United will also be shown live as part of a schedule of ten games broadcast during March.

David Rey, Managing Director of Sky Business, said, "Sky Sports continues to show every twist and turn of this incredible season. With 14 different sides being shown in March alone, only clubs with a Sky Sports subscription can appeal to such a wide number of fans from different teams. These huge games from the top and throughout the table can attract people through the doors of our customers' venues to watch the drama unfold at such a critical time in the season for all teams."

## Sky Sports Live Premier League Fixtures

February	West Brom. v Manchester Utd	Swansea City v Aston Villa
Manchester Utd v Arsenal	Sunday 6th March - 4pm	Saturday 19th March - 5.30pm
Sunday 28th February - 2.05pm		
Liverpool v Manchester City	Norwich City v Manchester City	Newcastle Utd v Sunderland
Sunday 28th February - 4.30pm	Saturday 12th March - 12.45pm*	Sunday 20th March - 1.30pm
(Capital One Cup Final)		
March	Arsenal v West Brom.	Manchester City v Man. Utd
Watford v Leicester City	Saturday 12th March - 5.30pm*	Sunday 20th March - 4pm
Saturday 5th March - 5.30pm		
Crystal Palace v Liverpool	Liverpool v Chelsea	
Sunday 6th March - 1.30pm	Sunday 13th March - 4pm*	
	Leicester City v Newcastle Utd	
	Monday 14th March - 8pm	

\*These fixtures are subject to the result of FA Cup 6th Round ties



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# WKD Blush aims to attract new era of RTD consumers

This year WKD is stepping up its new product development (NPD) programme and venturing into new territory with WKD Blush - a refreshing, 4% ABV, blush-style liquid which has been created by WKD brand owner SHS Drinks to attract a new wave of ready-to-drink (RTD) consumers and bring a flourish of flair and excitement to the alcohol RTD category.

WKD Blush taps into the growing popularity of blush-style drinks in other categories such as wine, wine fusions and ciders, and is the first WKD RTD variant to be given a specific flavour descriptor. A roundel with the 'passionfruit'

declaration is prominently displayed on the necks of the 275ml bottles.

In another new move for the WKD brand, the packaging is more feminine and sophisticated giving WKD Blush a particular appeal amongst females, whilst not being rejected by male WKD drinkers during consumer research.

The innovative new line is being rolled out from mid-February and the launch follows extensive, in-depth research into the changing lifestyles of 2,000 18 to 24-year olds - the key consumers of RTDs - which explores attitudes

and aspirations, drinks and drinking occasions, and has highlighted opportunities for growth and expansion of the on-trade RTD category.

Debs Carter, Marketing Director - Alcohol at SHS Drinks, says, "Our new launch embraces innovation and trends, and will invigorate the RTD category by bringing a fresh new approach and attracting new RTD consumers. WKD Blush has been created to resonate with RTDs' key 18 to 24-year-old consumers who have very different lifestyles, approaches, views and aspirations to their equivalent peer group 10 or 20 years ago."



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for the facts about alcohol [drinkaware.co.uk](http://drinkaware.co.uk)



# IFA unveils Tennent's as new Irish Cup sponsor

The Irish Cup, local football's flagship knock-out competition, has a new backer. The iconic annual celebration of football, which was first launched in 1881, and is now the fourth-oldest national cup competition in the world, has won the sponsorship of another iconic name - Tennent's Lager.

The agreement marks a further extension of the partnership between the Irish Football Association and leading Northern Ireland drinks company, Tennent's NI.

Tennent's Lager is already the Northern Ireland team's official beer partner and recently secured a five-year contract to supply draught beers and ciders at the new National Football Stadium for Northern Ireland at Windsor Park.

The new official sponsor was formally introduced at the Round Five draw for what is

now known as the Tennent's Irish Cup. Delighted to have this opportunity to further support local football across Northern Ireland, Brian Beattie, Marketing Director at Tennent's NI, said, "This new five-year partnership reinforces our brand's commitment to football - and its many fans - at both local and international level.

"It's a refreshing and exciting opportunity for Tennent's Lager to engage with the sport right across Northern Ireland and show our long-standing and loyal consumers that we share their passion. Football is, famously, one of the most sociable of team sports so it's a natural link for Tennent's Lager which has always been at the heart of sporting and community sociability in Northern Ireland.

Welcoming the new sponsor of the Irish Cup, Jim Shaw, IFA President, added, "I am



The Irish Cup, local football's flagship knock-out competition, has announced Tennent's Lager as the new backer of the iconic annual celebration of football. The new sponsor was formally introduced at the Round Five draw for what will now be known as the Tennent's Irish Cup. Pictured are (l-r) Jim Shaw, IFA President; Irish Cup legends Michael Halliday and Brian Strain who made the 5th round draw; and Rod McCrory, from new sponsor Tennent's.

delighted that the Irish Cup has a new sponsor, especially a brand as prestigious as Tennent's Lager. The Tennent's Irish Cup is the centrepiece of

our local game and with this new partnership I look forward to seeing the competition go from strength to strength in the coming seasons."

# Northern Ireland Tourism Awards – it's 'Oscars' time

Tourism and hospitality businesses from across Northern Ireland are being urged to enter the Northern Ireland Tourism Awards - the 'Oscars' of the industry - to celebrate their achievements.

Announcing his company's title sponsorship of the initiative, Brian Beattie, Marketing Director for Tennent's NI, said, "We are delighted to support Tourism NI with awards which identify and celebrate outstanding performance and achievement right across our dynamic tourism sector. The

awards provide an important annual showcase for best practice, innovation and success and, in 2016, they will have particular significance as we mark Northern Ireland's Year of Food and Drink. I look forward to presenting the Awards for Outstanding Contribution to Tourism and for Customer Service Excellence at the Gala Final of the Northern Ireland Tourism Awards which this year will move for the first time to Derry, a city which has long been synonymous with great food and drink."

Odhran Dunne General Manager of Visit Derry said, "We are delighted to host the prestigious NI Tourism Awards for the first time this year during Tourism NI's Year of Food and Drink. This presents a fantastic opportunity to showcase our unique historic and cultural tourism product offering to the industry's leading professionals. We look forward to welcoming the finalists in May and rolling out the red carpet for what promises to be a 'LegenDerry' evening".



Tourism NI's Stephen Finlay, left and Brian Beattie, Tennent's NI.

# COORS LIGHT: NORTHERN IRELAND'S NO.1 BOTTLED BEER\*



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\*Nielsen figures up to December 2015.

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## Tackle Two Peaks for Action Cancer

Action Cancer, one of Northern Ireland's leading local cancer charities, is looking for people to take part in their new hiking fundraising adventure, the Donegal 2 Peak Challenge, which takes place 19th - 20th March 2016 and incorporates two of Ireland's most impressive mountains, Errigal and Muckish.

Led by a team of fully qualified and expert mountain guides, participants will begin the two day challenge on Saturday 19th March with the 751m climb of Mount Errigal followed by an overnight stay in the Errigal Hostel. The hard work continues the next day with the 666m climb of Mount Errigal.

Participants will need to be physically fit and will need to train in order to complete the challenge however, all the hard work will pay off when participants reach the top and see the amazing views from the mountain summits. Errigal boasts spectacular views of the Donegal Coast and islands, while Muckish has amazing panoramic views of the surrounding area Donegal countryside including routes of the Glover Highland Walk.

Alongside this incredible experience, trekkers are asked to raise just £300 for Action Cancer's range of local cancer prevention and support services. Last year the charity screened a record 10,079 women for breast cancer detecting 62 cancers and providing peace of mind for thousands of women. This service is available to women aged 40 - 49 and over 70 who fall outside the NHS screening range (50-70). Action Cancer also provide therapeutic support in the form of counselling and

complementary therapy to those living with cancer or supporting a loved one with their diagnosis and this is available to both adults and children from age 5. A peer mentoring service is also available for people dealing with their diagnosis.

In addition, the charity have an excellent Health Promotion programme providing education and awareness on how to minimise the risk of cancer through practical health and lifestyle choices and M.O.T. health checks. All of these services are available from Action Cancer House in Belfast and regionally in selected venues across the country. Breast screening and health checks are available regionally on the Action Cancer Big Bus, supported by Supervalu and its independent retailers.

Action Cancer Events Officer Leigh Chamberlain commented, "This is a new and exciting event for the charity and we expect places to fill up very quickly. We are asking participants to raise just £300 which will allow the charity to provide 7 counselling



Get your trekking boots on for Action Cancer in March.

sessions to someone affected by cancer or 12 Health Checks for individuals who want assess their general wellbeing. All funds raised stay within Northern Ireland meaning participants are funding services within their own local communities."

Each fundraiser will be fully supported by the Action Cancer team, who will offer advice and assistance with fundraising activities. Registration costs £30.

**For an information pack contact call 028 9080 3369 or email: [trek@actioncancer.org](mailto:trek@actioncancer.org)**



## UGAAWA Monthly Merit Award winner

December used to be a quiet month in GAA circles but not any more. The scene is alive nowadays with competitions like the O'Fiaich Cup in men's senior football, various Ulster underage club tournaments and many more events in full swing.

In December, we also had the All-Ireland Ladies' Club Football final when Donaghmoyne defeated Mourneabbey from Cork, by three points, after a pulsating last ten minutes and from that game comes our Quinn Building Products UGAAWA winner for December. Nobody played a bigger part in that victory than Donaghmoyne goalkeeper Linda Martin who saved her team a number of times as the Corkonions searched for a crucial goal.

"The final minutes were certainly nerve wrecking," recalls Linda, a haulage contractor administrator, "but, thankfully we survived to collect the title again."

It's the fourth time that Donaghmoyne ladies have brought the trophy home. It seems they take a breather and celebrate their success for a year, after each victory, as they have won the trophy in 2006, 2009, 2012 and 2015.

"I don't know what it is but it seems every third year has been our successful year. It is strange but that's the way it has happened," muses Linda.

She has been in the Monaghan senior squad for over 10 years, since her teens, and has collected quite a haul of awards during that time.



(L-R): UGAAWA Vice-chairman JP Graham, Linda Martin and Quinn Building Products Area Manager, Marty McGrath, admiring her December Merit Award trophy.  
Pic by Jim Dunne

Among the awards are 13 Monaghan SFC medals, seven Ulster senior medals, three interprovincial winners awards, an Allstar, etc., etc.

Now she adds to the list with the December Merit Award for which she is very grateful. "It is a very prestigious award to get, especially as a goalkeeper. It's not often that goalkeepers are recognised individually, so that makes getting it a bit more special," enthused Linda.

She was awarded the honour ahead of Tyrone's Ronan O'Neill, following his displays in the O'Fiaich Cup, and St Eunan's star Niall O'Donnell who won the Player of the Tournament award in the Ulster Club Minor Football event.

## November award winner

The GAA season seems to get longer with top matches still on the menu right up until Christmas and so it was in 2015 as November was headlined by the men's Ulster Club Football Championship final.

Playing on the '40' Tony Kernan produced a performance that prompted his Crossmaglen colleagues to go that extra yard in pursuit of glory and another Ulster title. It took overtime to shake off the determination and spirit of Scotstown but in those vital extra minutes, Kernan urged his team mates to even greater effort.

"We were pushed to the pin of our collar by Scotstown," admits Kernan (29). "However,



Tony Kernan, November winner of the UGAAWA Merit Award.  
Pic: Peadar McMahon

we always feel that we can get something out of a game and, thankfully, that attitude pulled us through. I'm delighted that I am the one chosen to receive this award but everyone pulled their weight. Still, it is nice to be the chosen one."



December NIFWA Awards



Linfield boss, David Healy, has been named as the Northern Ireland Football Writers' Association's Manager of the Month for December.

The Blues claimed 10 points in the final month of 2015, defeating Coleraine 1-0, Ballymena United 3-1 and Glentoran 2-1, as well as drawing 1-1 with Ballinamallard United at Windsor Park.

Upon collecting his first Belleek award, Healy said, "November was a tough month but thankfully we were able to respond in December. The players were asked a lot of hard questions by myself, and they responded well. I'm pleased for them as they are the ones who put the hard work in."



The NI Football Writers' Association's Manager of the Month for December is Linfield boss David Healy. He is pictured above receiving his award from BBC NI sports presenter, Stephen Watson.

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Glenavon goalkeeper Jonny Tuffey is December's NIFWA Player of the Month.

Incredibly, Tuffey only conceded one goal in December, keeping clean sheets against Carrick Rangers, Coleraine and Portadown, as the Lurgan Blues took 10 points from the month.

The former Northern Ireland international said, "I'm delighted to win this award. I'd like to thank my manager Gary Hamilton as he gave me a



Congratulations to Glenavon's Jonny Tuffey, who is the NIFWA December Player of the Month, pictured receiving his award from Stephen Watson.

chance again after I left Linfield and I've thoroughly enjoyed it. We've a great bunch of lads at Glenavon.

"Oddly enough, I probably made the most saves against Warrenpoint Town, the one game I conceded in."

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Sugar Ray upsets the odds



Sugar Ray Leonard picked Hagler off with ease.

Sugar Ray Leonard was style personified during the 1970s. His immaculate footwork, precise punching and methodical approach to fights proved too much for many opponents. But the five-weight champion was never a hit with the public, as he came across as too cold and calculated. Despite this, no one ever denied his talent.

Hagler's pronouncement of himself 'King of the Ring' in the 1980s proved too much for the much-maligned Leonard, who came out of retirement for this multi-million dollar showdown at Caesar's Palace, Las Vegas, on 6 April 1987. Hagler started as the clear favourite, but Sugar Ray danced liked Fred Astaire around the ring and picked off the champion with flurries of fast, point-scoring punches, even though they lacked the power to seriously hurt his opponent.

In the ninth round, an increasingly frustrated Hagler surged forward and finally managed to land some punishing blows, but Leonard stayed on his feet and used all his experience to ride the powerful shots and earn a controversial points victory.

A bitter Hagler, who was in line for a record-equalling 13 successful defences, never fought again. He fumed, 'Leonard fought like a girl - his punches meant nothing. I fought my heart out. I kept my belt. I can't believe they took it away from me.' Ever the showman, Leonard countered, 'I had fun tonight. This is what I said I would do and I did it. It wasn't for the title. Beating Marvin Hagler was enough.'

Mize chip seals Masters title



Mize celebrates his 'wonder chip' at the second play-off hole to win the 1987 US Masters.

Larry Mize enjoyed a largely successful career playing on the PGA Tour. However, he is mainly remembered for pulling off just one shot. It came in the play-off at the Masters in 1987 and earned him the famous green jacket ahead of Seve Ballesteros and Greg Norman.

Mize secured his place in the play-off after sinking a birdie at the last on the final day, to set himself up in a sudden death showdown with Ballesteros and Norman. The Spanish golfer put himself out of the running when he made bogey on the first extra hole, leaving Norman to go head-to-head with Mize.

Norman played a safe second shot on the second play-off hole - Augusta's par four, eleventh - but Mize's effort landed off the green and into the rough, yards away from the hole. Victory appeared to be all Norman's - on the fringe of the green and faced with a 15m (50ft) putt. But Mize took his sand wedge and sumptuously dug the ball out and on to the green. If that was not enough, the ball gathered pace before dropping into the hole a full 128m (420ft) away from where he was standing. 'It was the biggest golf thrill I've ever had,' said Mize later. 'You could tell by my reaction. I almost went into orbit.'

Also this year...

- Golf - Nick Faldo won The Open at Muirfield by a single stroke from Paul Azinger and Rodger Davis.
- Football - Coventry City upset the odds in defeating Tottenham Hotspur 3-2 in the 1987 FA Cup Final.
- Cycling - Ireland's Stephen Roche won the Tour De France having already won the Giro D'Italia earlier in the season. In winning, he became only the fifth rider to achieve the Giro/Tour de France double in the same season.





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