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Review Club

VOLUME 35 - Issue 2, 2022

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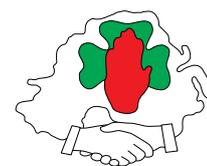
THIS IS ATLANTIC *refreshment*

THIS IS ROCKSHORE



ROCKSHORETM
IRISH LAGER

'At Last' it feels like everyday life is beginning to return to normal



John Davidson, Chairman,
N.I. Federation of Clubs



Harry Beckinsale, Secretary,
N.I. Federation of Clubs

We are delighted to see our member clubs enjoying a much brighter time now that restrictions have been greatly reduced. It has been a difficult two years, and without the various government schemes, we doubt if the majority of clubs would still be in existence.

Nevertheless, we have to remain alert to ongoing Covid infections, particularly in view of the increasing infection rate throughout our own part of the world. We should not become complacent, as the danger still exists for people of all ages, but especially for our more senior members.

A number of calls have been received in respect to the recent hospitality grant, applications

for which closed on 4th March 2022. We feel unnecessary confusion has been caused due to a number of clubs expecting the grant to be paid in the same way as previous grants, whereas it was required to apply for this one.

As Secretary, I have made contact with the appropriate department, asking if an extension to the application closure date could be extended to allow for those who have lost out. I will not hold my breath, but it does no harm to ask the question!

The Helplines continue to be a great source of contact via which members can resolve day-to-day issues. Indeed, the Chairman and myself

are pleased that we can assist members in this way.

As for social media, it is working in an equally beneficial way with members being updated as soon as information relevant to the registered club sector becomes available.

Our Facebook page is also utilised to place public notices issued by the PSNI and other

Government offices. We are naturally delighted to assist in highlighting public information in this way.

We are equally committed to promoting Northern Ireland charities via this medium, and of course through Club Review, which is in line with long established support of charities and good causes by the registered club sector.

John Davidson
Chairman

Harry Beckinsale
Secretary

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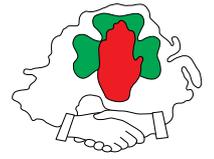
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Minutes of the Executive Meeting



Hosted by the H&W Welders FSC, Belfast,
on Wednesday 16th March 2022

Apologies were received on behalf of Jim Hanna, Jim McCaul and Jim Wilson.

Details of the previous meeting were eluded to, which included the introduction of the Licensing and Accounts Amended Legislation, both of which are planned for introduction as follows:- Accounts Regulations on 1st April 2022 with Phase 2 of the Licensing Legislation pertaining to Registered Clubs on the 6th April 2022.

The new Accounts Regulations will allow a

club to adopt a level of accountancy in line with the club turnover, which will undoubtedly help costs for a number of our smaller clubs.

With Covid infections continuing to show an alarming increase we are concerned about hosting an AGM in the immediate future. However, we have planned to provide an overview via direct mail to management committees of our members clubs.

Thankfully, the Helplines have continued to provide support for our members, as

has the increasing use of the Federation Facebook page.

We are pleased to see that our members appear to be enjoying more positive times, despite the current news of increasing infection rates.

Catering facilities provided by our member clubs also seem to be enjoying better times. Of course it's understandable that club members may feel somewhat safer in their club, being aware of fellow members and their guests eating in what may be perceived as a safer environment.

The Federation Treasurer, David Larmour, presented a financial report which was passed as a true record by Philip Mallon and Joe Patterson.

This concluded affairs of the meeting with thanks being extended to the management committee of Harland & Wolff Welders FSC for hosting the meeting and for providing the hospitality which followed.

Harry Beckinsale
Secretary

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Registration of Clubs - Phase 2

Members will be aware that Phase 1 of the licensing amendments introduced:-

- A) Removal of restrictions at Easter
- B) Removal of restrictions on late opening on Sunday
- C) Extension of drinking-up time
- D) Increase in number of authorisations for special occasions

Phase 2 being introduced on 6th April 2022 will add significantly to Phase 1.

Phase 2 of the Licensing and Registration of Clubs (Amendment) Act 2021 is scheduled to commence on 6th April. The changes coming into effect relating to registered clubs are:

Section 28 - Extension of sporting club premises

Section 34 - Major events

Section 35 - Removal of requirement for children's certificates

Section 36 - Underage functions

Section 37 - Private functions

Section 38 - Young people prohibited from bars

Section 40 - Restrictions relating to advertisements

Section 28: Sporting Clubs

This section deals with extending an area of a sporting club authorised to supply intoxicating liquor.

New Article 15A in the Clubs Order (Extension authorisations for sporting clubs) allows police to authorise, in writing, a sporting club to extend the area of its premises which is registered to supply intoxicating liquor for the purpose of holding a function.

The function must be likely to attract more people than could be accommodated in the registered club premises, and the application to the police

must include a plan showing the area of the proposed extension.

The extended area will be treated as part of the registered club premises for the duration of the authorisation and therefore the function will be subject to the conditions set out in Article 30 (Functions in registered clubs) of the Licensing Order.

No more than 6 authorisations may be granted in any year. An authorisation may exceed 1 day only in exceptional circumstances, determined by the police, and must not exceed 5 days.

Section 34: Major Events

This section adds a new Article 26A to the Clubs Order which gives the Department the power to make a "major event order" which will:

- designate an event, held in NI, as a major event; and
- specify the permitted hours for the sale supply of intoxicating liquor, outside of what is currently available under the Clubs Order.

The period specified in a major event order may not include Christmas Day.

The Department must consult with appropriate persons. These persons may vary depending on the event however examples would be the police and council local to where the event is taking place.

The Department may also impose conditions for the supply of intoxicating liquor in any major event order. Failure to comply may result in a fine of up to £1,000 on summary conviction.

The Department is currently developing a framework for the processing of major event orders which will be made available at the earliest opportunity.

Section 35: Removal of requirement for children's certificate, etc.

This section repeals Article 33 of and Schedule 5 to the Clubs Order (children's certificates) which required a registered club to hold a children's certificate if they wished young people under 18 years of age to be allowed in areas of club premises which contained a bar or are used mainly or exclusively for the consumption of intoxicating liquor.

The section makes further amendments to ensure all safeguards remain in place before young people under 18 years of age are allowed in areas of the premises which contain a bar or are used mainly or exclusively for the consumption of intoxicating liquor.

These safeguards include:

- meals, and beverages suitable for young people under 18 years of age, must be available,
- a young person must be accompanied by an adult and sit away from the bar,
- a young person must leave

the premises by 9.00pm (9.30pm if consuming a meal purchased before 9.00pm).

Section 36: Underage functions

This section relates to the suitability of a registered club to hold a function which is designed to appeal to under 18s in particular (underage functions).

A district commander, for the police district in which the club is situated, will need to be satisfied of the following conditions before authorising a function:

- that suitable arrangements are in place for securing under 18s attending the function do not have access to any other part of the premises which is used for the supply, consumption or storage of intoxicating liquor;
- each dispenser of intoxicating liquor at a bar in the part of the club premises where the function is being held are incapable of operation;
- access to any other container of intoxicating liquor is prevented.

The authorisation will specify the area in the registered club to hold the function and the duration of the function, up to 1.00am. *continued on pg 6*

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A registered club must not supply or permit consumption of intoxicating liquor to anyone aged 18 or over in the area of the club authorised to hold the function.

Failure to comply with these conditions means:

- the club,
- every official in the club at the time the conditions were contravened and
- the person supplying or permitting the consumption of the intoxicating liquor, are each guilty of an offence and each liable to a fine of up to £1,000.

This section also makes changes to Article 108 of the Betting, Gaming, Lotteries and Amusements (Northern Ireland) Order 1985. It is now an offence for gaming machines to be made available in any part of licensed premises in which an underage function is being held.

Section 37: Private functions

This section amends Article 32 of the Clubs Order (young persons prohibited from bars) which relates to under 18s in part of club premises which contain a bar or is used exclusively or mainly for the supply, consumption or storage of intoxicating liquor. Under 18s will be able to remain on club premises after 9pm (or 10pm if in sporting club premises), to attend a private function, provided certain conditions are met.

The conditions are:

- the private function is held in a part of the club premises where other members, or guests of other members, do not have access to that part of the club for the duration of the function;
- the person under 18 is in the company either of a parent or of a parent of another person who is under 18 and attending the function;

- at least a main meal is being served at the function; and
- the person under 18 does not consume any part of that meal at a counter or structure that is being used wholly or mainly as a bar.

NB: "parent" includes any individual who has parental responsibility for that person or has care of that person.

Section 38: Young people prohibited from bars

This section amends Article 32 of the Clubs Order (young persons prohibited from bars). It extends the last time that young people under 18 years of age may be in the bar area of sporting club premises from 10.00pm to 11.00pm during the summer months (1 May to 30 September).

New Article 32(13A) further allows a young person to remain in the bar area of a sporting club premises until 11.00pm at any time of the year, up to

3 times per calendar year, to attend a prize-giving ceremony.

Section 40: Restrictions relating to advertisements

This section amends Article 38 of the Clubs Order (restrictions on advertisements relating to functions in clubs) which restricts advertising to solely within club premises unless the function was for sport, game or other physical recreation.

Clubs are now permitted to advertise any function outside of club premises provided, where appropriate, the advertisement clearly states that only members of the club and their guests may attend the function. It is important to note that the statement must be clearly visible on the advertisement.

Advertisements relating to functions where the proceeds are devoted to charitable or benevolent purposes will not be required to include such a statement.



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Payroll changes coming into effect in April

From April this year, we'll see some changes to National Living Wage (NLW) and National Minimum Wage (NMW), as well as some updates to the process for certain right to work checks.

Here's what you need to know

NLW/NMW increases

The Chancellor confirmed in the Autumn Budget last October that the government had accepted the recommendations of the Low Pay Commission to increase the National Living Wage (payable from age 23) by 6.6% from £8.91 to £9.50 per hour.

This increase will apply to the first complete pay period from 1st April 2022 along with a range of other increases:

- increased rate for 21-22 year-olds by 9.8%, from £8.36 to £9.18ph
- increased rate for 18-20-year-olds by 4.1%, from £6.56 to £6.83ph
- increased rate for 16-17-year-olds by 4.1%, from £4.62 to £4.81ph
- increased rate for apprentices (under 19 or in first year) by 11.9%, from £4.30 to £4.81ph
- increased accommodation offset rate by 4.1%, from £8.36 to £8.70ph

Increase to Lower Earnings Limits (LEL)

In the tax year of 2022/23, there's also going to be an increase to the Lower Earnings Limits (LEL). This impacts on eligibility for

things like Statutory Maternity Pay (SMP). An employee will now need to earn at least £123 per week - up from £120 - in the eight weeks leading up to the qualifying week.

Right to work checks

Since 2018, it's been possible for employers to check details online of some people's right to work in the UK, including the type of work they're allowed to do and how long they can work in the UK. This is an alternative to manually checking their original documents, but this online service only supports some immigration statuses, like where someone has status under the EU settlement scheme.

From 6th April 2022, an Identification Document Validation Technology service will also be available, which can be used for those who can't be checked through the Home Office online service - including British and Irish citizens. These checks must be done through service providers who are independently certified as accredited assessors.

As well as this, from 6th April employers won't be allowed to carry out manual checks on certain documents anymore - including a biometric residence permit, a biometric residence card, and a Frontier Workers Permit. Instead, you'll have to check these using the Home Office's online service.

The Registration of Clubs (Accounts) Regulations (Northern Ireland) 2022

Section 12 of the Licensing and Registration of Clubs (Amendment) Act (Northern Ireland) 2011 amends Article 40 of the Registration of Clubs (Northern Ireland) Order 1996 and came into operation on 1st April 2022. The associated clubs accounts regulations were made on 10th March 2022 and they also came into operation on 1st April 2022.

The Registration of Clubs (Accounts) Regulations (Northern Ireland) 2022 revokes the Registration of Clubs (Accounts) Regulations (Northern Ireland) 1997.

You can read the regulations in full by visiting - www.legislation.gov.uk/nisr/2022/99/introduction/made

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Q. Our committee have recently had to invite a member to a disciplinary meeting after some poor behaviour. We are a small club and don't often have to officially deal with such problems, could you let us know how we should conduct a disciplinary procedure?

A. You cannot expel or suspend a member from the club without first inviting them to a committee meeting. A suspension or permanent

expulsion can only take place once a disciplinary meeting has been held. You can also only suspend a member for a maximum of twelve months.

If the committee are of the opinion that this individual's behaviour has either broken specific club rules/bye-laws or could be judged to be prejudicial to the club's interests then they can summon this member to appear before the committee. The committee should inform them of the allegations that have been made against them when asking them to attend the disciplinary meeting.

The committee can also instruct this member to withdraw from the facilities of membership until he appears before the disciplinary meeting. It is normal that once the withdrawal takes place, a disciplinary meeting is held within two months and that at least seven days' notice of the meeting must be given to

the member in accordance with the club's rules. If this is how the committee wishes to proceed you should write to the member and inform them that due to their conduct he has been requested to appear in front of the committee. You should also include the precise details of the complaint and alleged conduct which has forced the committee to summon the member to them. You should then hold the disciplinary meeting and, after reviewing any points this member has to make in their defence, the committee should decide if their conduct requires a suspension of membership up to one year in length, permanent expulsion from the club or no action taken against them.

If you decide to withdraw the facilities of membership from the member until the committee has heard the disciplinary meeting then this means that they will be unable to enter the club until the disciplinary meeting has been heard.

Q. We are slightly confused about the differences between an Annual General Meeting and a Special General Meeting. If we need both meetings, can they be held on the same night? Do we need to write to every member to notify them of a General Meeting?

A. Annual General Meetings (AGM) are held each year and tend to revolve around approving the club's accounts and electing committee members and officers. The main type of motions which cannot be approved at the AGM are rule changes. Items

such as bye-laws, the setting of the club's annual subscription, honoraria payments can all also be dealt with at the club's AGM. Indeed, most items can be voted on at an AGM if they do not constitute a change of the club's existing rules. Rule changes can only be dealt with at a Special General Meeting (SGM) and this also applies to motions seeking to remove the committee from office.

The Club is not compelled to write individually to every member every time a meeting is called - a notice on the notice board is sufficient for alerting members when a General Meeting is scheduled. You can certainly hold an AGM and an SGM on the same evening and this makes practical sense on a number of levels if the club has both AGM and SGM business to deal with.

Q. Due to the pandemic, we last had our Annual General Meeting in August 2021 although our rules state that it should be held in March each year. For 2022, should we hold the meeting in August allowing a full year between meetings or March as per the Rule book?

A. The club should return to its March date for holding the AGM. Whilst this will cause a one-off shorter gap than usual between AGMs, this will ensure you comply with the rules and will mean that in future years the AGM can be held as normal in March.

If you have any questions you need answered for your club, then please send them to us at: info@nifederationofclubs.com

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We are delighted to learn that the Disabled Irish Golf Association (DIGA) plans to relaunch in 2022. DIGA was launched in 2019 by Trevor Hillen, a passionate believer in the power of golf in bringing disabled people together in an encouraging and supportive environment.

The pandemic, and Trevor's untimely passing in 2021, prevented the organisation from building on early momentum created by Trevor at his club, Donaghadee Golf Club. With the blessing of his wife Vivienne, a group of Trevor's friends have taken on the task of bringing disabled golfers in Ireland together via the DIGA. Planning is underway to host a number of 'get-togethers' at various venues throughout Ireland.

Vivienne has already been in contact with Donaghadee Golf Club with an outing, focusing on participation, socialising and enjoyment being penciled in for 22nd of May 2022. Let us all play a part in spreading the word to build this community for the future.

If you are a disabled golfer and want to be kept up to date with DIGA plans and events please get in touch via Facebook or email: disabledirishgolf@outlook.com

West Belfast HPS raise £2,000 for the NI Hospice

It is tremendous to see the support being afforded to local charities by our member clubs.

Pictured opposite is Hugh Stockman (centre), with colleague John Robinson, presenting a cheque for £2,000 to the Northern Ireland Hospice.



Despite the financial impact of the pandemic, the long established West Belfast HPS Club in Bootle Street presented this major contribution at an event hosted by the club, with entertainment provided by the sensational 'This Way Up'.

The Federation congratulate Hugh for hosting this successful event and wish him continued success in 2022 and beyond.

Morton McKnight an IFA legend 'innovative and forward thinking'

It is with sadness that we were to learn of the recent passing of Distillery legend Morton McKnight, the man who was a driving force behind the introduction of floodlights in senior Northern Ireland football.



Morton, a former Vice President of the Irish FA and Irish League, was equally important and influential as chairman of Distillery and as a director of Newry.

During the 1990's other important roles were played as a member of the IFA's International Committee and as Vice President of the Irish Football Association from 2005 to 2010, representing the Association at the Fifa Congress and the International Football Association Board.

Morton was also instrumental in the transition of Distillery to the New Grosvenor Stadium, where, appropriately, a stand bears his name.

H&W Welders host Cheques for Charity Night

Congratulations are extended to the H&W Welders FSC for the generosity shown by them at their annual Cheques for Charity Night, held in February, for the benefit of local charities and good causes.

In the ever more difficult times that we all find ourselves in, this kind of support is all the more important, indeed essential, in helping to maintain the charity sector which has had to endure devastating drops in revenue in the last few years.



Tony Jones pictured with Sylvia Pavis.



H&W Welders Chairman, Thomas Flynn, pictured with Maureen McAuley and Ann Wilson of the Dee Street Over 60s.



Thomas Flynn presents a cheque to Andrea Gourley, Victoria Primary School.



Jim Steed of Dundela FC presents a cheque to Sylvia Pavis.



Jim Steed (right) pictured with his son Andrew, who received a cheque on behalf of Combat Stress.



Harberton Special School Principal, James Curran, receives a cheque from Harry Beckinsale.



A representative from the Island Day Centre receives a cheque from Thomas Flynn.



Fleming Fulton Principal Karen Hancock receives a cheque from Harry Beckinsale.

Energy update & cost saving exercises

Following on from last month, unfortunately, there is still no good news to report regarding electricity and gas prices and it seems that this will be the case for the foreseeable future. The 'forward curve' (ie. forecasted wholesale costs) would indicate that we won't see any significant dip in prices until springtime 2023.

Questions being asked at the moment include: "My contract is up soon, should I agree a new contract?" "Should I agree a short-term or long-term contract?" "What is the best type of contract to be on, fixed or variable?"

Agreeing a new contract is as much about timing than anything else. Quite often

towards the end of a contract, your energy supplier may contact you with a renewal offer. In a 'normal' year the advice would be to agree a new contract to avoid coming out of contract and rolling onto higher standard rates. However, with the way things currently stand, this may not be such a good idea. Over recent months, we have often found that standard rates have been significantly cheaper than new contract rates being offered. This, of course, depends on who your current supplier is, your meter type and what type of contract is in place.

In addition to concerns being expressed regarding rising energy costs, we have been inundated with telephone calls

and emails from clients asking if we were able to help with other types of expenditure, with renewables and telecoms at the forefront of these conversations. It's not something we had really considered previously, however, due to the interest being expressed, we have acted and can now offer some additional services, which have already proven to be extremely beneficial, cost-saving exercises to many clients.

- Telecoms (we have had close to 100% success rate with an average saving of 20-25%)
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- Cloud Based Telephony
- Merchant Services
- LED Lighting / Renewables

Regardless of your current contract status, or if you believe you already have a good deal in place, it still makes sense to get in touch for a review.

If you have noticed an increase in your energy bills lately or you'd like us to review anything mentioned in this editorial, please get in touch.

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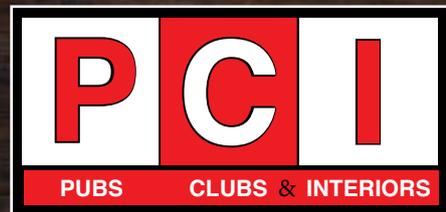
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CHELSEA**

Premier League
Sun 17 Apr, 12pm



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MAN UTD**

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ARSENAL**

Premier League
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Molson Coors launches Madrí Excepcional in off-trade channels

- Molson Coors to roll-out Madrí Excepcional in the off-trade in March 2022
- Madrí Excepcional is already in the top ten draught world lager brands in NI on-trade
- The European-style lager is a collaboration between Molson Coors and La Sagra Brewery in Madrid

Molson Coors Beverage Company is launching Madrí Excepcional in the off-trade to help retailers capitalise on the fast-growing world lager category¹.

Building on the brand's success since launching on-trade in October 2020, Madrí Excepcional will be available in

grocery stores and off licences across Northern Ireland from early March 2022.

Commenting on the launch Jordana Busby, Customer Director, NI at Molson Coors said, "The World Lager category continues to go from strength to strength and Madrí Excepcional's crisp, refreshing double award-winning liquid and distinctive branding give it a real point of difference.

"Madrí Excepcional has already broken into the top-ten best-selling draught world lagers in NI² so we are confident it will help retailers drive sales in the off-trade too.



Consumers are interested and excited about brands in this segment and are wanting to celebrate and treat themselves as we move out of COVID restrictions."

The roll-out will be supported by a multi-million-pound investment to drive momentum behind the brand, including TV, video-on-demand, out-of-home and digital activity, as well as a number of high-profile partnerships and activations.

Madrí Excepcional is a collaboration between Molson Coors and Madrid's La Sagra Brewery. It aims to capture "El alma de Madrid" or "The Soul of Madrid" and has all the taste characteristics of a modern European-style lager. The crisp, clean and refreshing beverage is full of flavour and aroma at 4.6% ABV, serving a refreshing, balanced taste born from the streets of modern Madrid.

Its branding is inspired by the term "Chulapo" - originally

a group of people in Spanish society in the 19th century, famous for their vibrant and elaborate style of dress. Today, they represent the people of modern Madrid, full of life and energy. It's this progressive spirit of modern Madrid that inspired Madrí Excepcional.

Carlos Garcia, Founder of La Sagra Brewery and Master Brewer, said, "La Sagra is founded on taking the best of the diverse cultures that surround us and applying innovative brewing techniques to create great tasting beers that stand out from the crowd.

"These principles are shared by Molson Coors and by working together we've created something really special in Madrí Excepcional, a unique fusion of the Chulapo way of life and British brewing heritage."

¹ IRI Total Grocery Outlets NI | Lager Category, Value Sales | 52 wks 26.02.2022

² CGA Data for Total NI On Trade, Value and Volume, Jan-Nov 2021 vs 2019."

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Sky Sports – make your club the centre of the action, as members come together to enjoy unmissable live sport

Give your members the best seat in the house, for some top-tier action on Sky Sports this month.

There's nothing quite like sport when it comes to connecting people - in fact, 83% of people who have returned to pubs and clubs to watch sport, said it's made them realise just how much they missed it during lockdown.*

From the drama and excitement of watching top-tier football with friends, to the rivalries of this year's thrilling F1[®] season, live sports can provide conversation starters to help bring members together all week long. And this April, there's a thrilling line-up on Sky Sports across a range of sports.

There's all to play for as teams from the Premier League, EFL, Scottish Premiership and WSL all battle it out to be crowned top of their league - Rangers play host to Celtic on Sunday 3rd April, and it's a nail biter on Sunday 10th April when Manchester City and Liverpool go head-to-head. Is this the chance for Manchester City to extend their lead? The following week Liverpool play Man United on Tuesday 19th April. Chelsea take on two London teams in one week with Arsenal on Wednesday 20th April and West Ham on Sunday 24th April. Plus, there's even more action on Sunday 24th April with a derby between Liverpool and Everton in their race for the top spot - give your members the



©Getty Images

best seat in the house as all the drama unfolds on Sky Sports.

And it's not just football. April sees the first golf Major with The Masters kicking off on Thursday 7th April. Plus, there's unmissable insight and analysis from the most anticipated Formula 1 season in recent history. The season, which will host its largest-ever calendar with 22 races, got off to a thrilling start in March, and the races continue in April with the Australia and Imola race weekends exclusively live on Sky Sports. Whether its action from golf's PGA Tour, the Premier League Darts or F1, you can show your members content from some of the most exciting leagues and competitions in the world.

With a host of sporting events taking place across April, venues should make sure they've registered with www.

myskysports.com to receive their regular emails to help promote and plan ahead; order free poster packs, and share

upcoming fixtures on their social media channels, all with one click.

**From Aug 21 research (Ipsos)*



APRIL

Saturday 2nd April.....	Man Utd v Leicester - kick off 5.30pm
Sunday 3rd April.....	Celtic v Rangers - kick off 12pm
Thursday 7th - Sunday 10th April.....	The Masters
Friday 8th - Sunday 10th April.....	Formula 1 [®] - Australian Grand Prix
Sunday 10th April.....	Man City v Liverpool - kick off 4.30pm
Tuesday 19th April.....	Liverpool v Man Utd - kick off 8pm
Wednesday 20th April.....	Chelsea v Arsenal - kick off 7.45pm
Friday 22nd - Sunday 24th April.....	Formula 1 [®] - Imola Grand Prix
Sunday 24th April.....	Chelsea v West Ham - kick off 2pm
Sunday 24th April.....	Liverpool v Everton - kick off 4.30pm
Saturday 30th April.....	Leeds Utd v Man City - kick off 5.30pm

Out is the new in

It may not be immediately apparent, between early morning alarms and endless late-night finishes, but chances are your day-to-day routine is actually pretty varied.

Be this the different staff that you work alongside on each shift, to the new faces you serve throughout the day, or even the latest menu choices you are considering trying out.

As a pub owner or a club manager, business can often be all about variety, and giving your customers something new to enjoy. But, it can also be about keeping things simple and ensuring you offer customers all those things they know and love.

This could be anything from ensuring you are well stocked up on favourite drinks for the regulars ahead of the weekend for example, continuing to serve up favourite menu classics, to opening up your beer garden again for the busy summer ahead.

According to research by the Metro, a trip to a sunny beer garden was within the top 3 activities that people would no longer take for granted after lockdown, something that ranked higher than waiting for a plane at an airport or queuing for their favourite lunch takeaway.¹

For some, the lure of a beer garden or outdoor seating space may be all about the community

element it can bring, or about relaxing and enjoying some down time with the family.

For others, it could just be about using any excuse possible to don their favourite pair of shorts and savour ever single moment of the Great British summer!

Whatever the reason, opening up your outdoor space could be just what your customers are looking for this summer, particularly if it is utilised to its best ability to create an environment that is both attractive and engaging.

Think about the appeal of serving up an array of ice-cold drinks on a hot summer day, as visitors enjoy the sights and sounds of major sports tournaments on the outdoor screen, for example, or creating an outdoor bar area to give a more intimate and relaxed feel at private events.

Maybe you want to play music or host events to help enhance the atmosphere and create a more engaging space.

According to research conducted by Perspectus Global, 1 in 5 people admit to leaving a pub after realising no songs were playing, with many also agreeing that the experience isn't as much fun without background music.²

Playing music can help to boost the mood, create a more welcoming atmosphere and make any event or special occasion even more memorable. It can give businesses a sense of familiarity, make people feel more relaxed and help to create

an environment that people enjoy.

When thinking about how to attract customers to your business this summer, especially to your outdoor space, using live music or DJ sets can help to give your business a unique feel and help to draw customers in. It can make the space feel more engaging, give people a reason to go out, and may be why they choose your business over others.

When it comes to your staff, listening to music at work could provide an added burst of energy throughout the day, and help to improve concentration and focus, especially during long hours and repetitive tasks. For employees who are getting used to it getting busier again after a quieter period, playing music could help to ease the stress and help to create a comfortable and relaxed atmosphere.

So, as you prepare for the summer ahead, use music to help you ensure your beer garden or outdoor space stays in with your customers.

¹ <https://metro.co.uk/2021/03/22/these-are-the-little-things-we-miss-the-most-after-a-year-of-lockdown-14282453/>

² A survey of 2,101 UK respondents by Perspectus Global in September 2021.

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1

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Music could help set the tone, boost the mood and create a more upbeat atmosphere.

2

CUSTOMER ENGAGEMENT

3

STAND OUT FROM THE COMPETITION

4

EMPLOYEE ENGAGEMENT

Music could help to engage your staff with your business, promote engagement and collaboration and improve morale.

5

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6

CUSTOMER LOYALTY AND RETENTION

10 Benefits playing music could have on your business!

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Nigel chats with Dusty Haggan and Merv Crawford



Nigel Blair, Belfast 89FM.

It gives me the greatest pleasure to share the interview I recently held with Dusty Haggan & Merv Crawford, for decades two of my musical heroes.

Having interviewed Dusty Haggan at Belfast 89FM regarding his experiences as a vocalist with famed Belfast band, Penny Feather, he agreed to return to give me further insight on his career within the music business. I was delighted when making the return arrangements to hear that he would be accompanied by legendary saxophonist Merv Crawford, who formed the band Apartment in which Dusty also spent some memorable years.

I have to point out that both men are extremely funny, bouncing off each other's comments and generally lighting up a room with their presence.

Dusty first took to the stage at the age of sixteen being asked to sing a song with the resident band at a social club in east Belfast. He recalled, "I sang a song, All or Nothing, receiving a good response. I was

approached by a few lads in the audience who asked if I would like to join their band called Reaction. I agreed, and spent many a happy hour singing in the local club scene.

"As I gained confidence, I appeared on the cabaret circuit. At eighteen I was asked to appear in cabaret on tour in Scotland, which was successful and a good experience. On my return I would continue in cabaret. I read an advertisement in the Belfast Telegraph seeking a vocalist for a band called Penny Feather. I auditioned, singing three songs - You Lost That Loving Feeling, Get Real, and Homeward Bound. I got the job and joined the band three weeks later. We performed in the Pound Club three times a week and also featured on television and radio North and South. They were very memorable happy times.

"I also appeared in other bands along the way, such as Spring Showband, Duno, to name a few. Around 1983 I was asked to join Apartment, a band formed by Merv Crawford. Merv saw me playing in the Pound, when he called in occasionally after his own gigs."

Merv said, "I was walking up a street one night and this old boy was lying in the gutter. Realising it was Dusty, I thought I better look after this old chap." Dusty replied, not wanting to spoil the joke, "I may have been in the gutter, but gazing at the stars old boy." The studio erupted in laughter."

Merv Crawford remembers clearly taking part in a school



Apartment on tour, centre left, Merv Crawford, centre right, Dusty Haggan.

production with some friends. He said, "Our woodwork teacher told us to make imitation microphones and mime; we actually sang a Beatles number. Afterwards, the boys wanted to start a band. I said you can't play anything but they knew I played guitar and were hoping I would teach them. That was the formation of Just Five. As we progressed, I went into town with the boys one Saturday to the music store where I arranged the purchase of an amp we could all plug in to. I told the boys it would cost us 16 shillings a month. Five suddenly became three, and two new members were recruited. We would play the Maritime Ballroom, and similar venues.

"In 69 I stopped the music. I got married and wanted to spend more time with my wife. I started a business and was very successful. In 81 my old friend, Joe Hanratty, said I should form a new band. I formed Apartment, which was very successful, with Dusty joining us in 83. We did the Linenhall, and resident in the Errigle. We did many spots live on the BBC, some played on your show today. There were many other

bands I played in along the way, The Bank Robbers; a nine piece band called Soul Foundation. I toured in support to Ian Dury and the Blockheads, with Dino and the Dolphins. Dury's sax player would watch me on stage, and later asked me to teach him various pieces in my style. There are others too numerous to mention. I've played with the best, and loved every minute of it."

After Apartment, Dusty formed the Dusty Haggan Band, and to this day sings like a bird, one of the best male vocalist I have witnessed in my fifty years in the business. He says his style is Jazz Funk, west coast style. It will do me any day. Merv, saxophonist second to none and great stage performer, can be found plying his trade in various formats, Apartment B, and very much in demand as a session player who describes his music as Soul.

These guys are two of the very best in their field.

Thank you Dusty and Merv! Long may you continue.

Nigel.



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Coaching session a 'Dream Come True' for kids 16 children from across NI get expert coaching from Conor McKenna and Conor Glass

Sixteen children from across Northern Ireland were treated to an expert coaching session, hosted by two of GAA's biggest stars, Conor McKenna and Conor Glass, after winning a Shield Accident Management (SAM) competition.

The children were invited to Eglishe GAC to enjoy the money-can't-buy experience. Shield Director, Monica Hughes said, "The children were so excited to meet the players - it's a dream come true for some of them who just love the sport. From the looks of determination on every child's face during the session it was clear how seriously they take the game, and we'd like to congratulate them all on their efforts."

Monica continued, "We'd also like to give a massive thank you to Eglishe GAC for allowing us to use their grounds and to MFC Sport for supplying the bespoke kits for the kids."

SAM ambassador, Conor McKenna, who helped his Tyrone team win the all-Ireland final last year, and Conor Glass, whose team Glen won the Derry senior football championship for the first time in November 2021, were impressed with the talented youngsters.

Conor McKenna said, "We didn't go easy on the kids during the coaching session, we drove them hard, and they did a fantastic job. Their energy and enthusiasm for the game was infectious and



Sixteen children from across Northern Ireland were treated to an expert coaching session, hosted by two of GAA's biggest stars, Conor McKenna and Conor Glass, after winning a Shield Accident Management (SAM) competition. Pictured with both players is Stephen McCann from Shield Accident Management (centre, back) and all of the winners from across Northern Ireland.

me and Conor couldn't have been prouder of each and every player."

Conor Glass said, "The effort shown by the boys and girls

was immense. They really did make the most of their time with us and we enjoyed some excellent performances during the training. A few stars of the future to watch out for."

Young Armagh Gaels achieve prestigious awards

Ulster GAA has been involved in offering opportunities for young GAA club volunteers to complete the Gaisce - President's Award, or the Duke of Edinburgh Award through the 'Joint Award Initiative'.

Clan na Gael, Ard Mhacha, became the first GAA club in Ulster to successfully get a cohort of young people through this award, following a range of co-ordinated activities over the last nine months.

At a recent awards ceremony, Joint Award Bronze Certificates were presented to 36 young

people in recognition for achieving the award. Each individual completed sections in Physical Activity (six months), Volunteering (three months), and Personal Skill Development (three months). Then in July 2021, the young volunteers completed a two-day canoeing expedition.

Congratulating the young Gaels and their club Clan na Gael, Ulster GAA President Ciaran McLaughlin said, "Clan na Gael should be extremely proud to be the first Ulster Club to take a cohort of young Gaels through the Joint Award

Initiative. The 36 young people have contributed greatly to their club over the last nine months through volunteering, playing and training in Gaelic Games, developing their skills and working together as part of a two-day expedition. This programme has helped the young people develop essential skills and knowledge that will help them in their futures and also benefit the club building capacity among young volunteers.

"I encourage other GAA clubs across Ulster to follow suit and get involved in the Joint Award

Initiative. The young people can select which award they would prefer, either Gaisce - the President's Award or Duke of Edinburgh Award. Both are highly prestigious awards and helps to set apart young people from their peers in applications for university or jobs."

Any young volunteer or club interested in hearing more about the joint award please contact Ashelene Groogan at: ashelene.groogan@ulster@gaa.ie



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NI Football Writers' Awards



Cliftonville's Paddy McLaughlin with his Manager of the Month Award.

Cliftonville Football Club boss Paddy McLaughlin is the Aktivora Ireland Manager of the Month for February.

McLaughlin's men finished the month with a 100% record. The Reds started February with an Irish Cup victory over Carrick Rangers before recording Premiership wins over Carrick, Coleraine, Warrenpoint Town and Crusaders.

It's the third time McLaughlin has won the Football Writers'

monthly prize in his career, and the second time this season.

He said, "I'd like to thank the Football Writers' and their sponsors for this award.

"To finish the month with a 100% record is a fantastic achievement. It's a reflection on the whole team and backroom staff, not just me. I can't praise the boys enough for the work they have put in this season. We will keep that going until the end of the season."



Glentoran's Conor McMenemy collects his Player of the Month award from Football Writers' Association Chairwoman, Ruth Gorman.

February's Danske Bank UK Player of the Month is Glentoran star Conor McMenemy.

McMenemy scored five goals in the month, including an impressive hat-trick against Glenavon. He also bagged a second half winner in Glentoran's 1-0 win over Linfield at The Oval.

McMenemy last won the prestigious NIFWA prize in December 2019, during his spell with Cliftonville.

The delighted Glentoran forward said, "It's nice to be scoring goals and it's nice to be in a team that's playing well. This award is really for the whole team, as everyone has played a part in our good form.

"Obviously, everyone is taking about the title race, but all we can do is focus on ourselves and win our games. With Cliftonville and Linfield still in the mix, it's an exciting thing to be part of. There's still a long way to go."

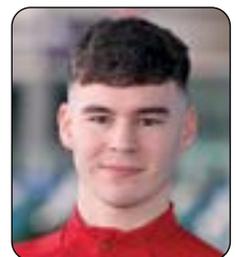
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Linfield loanee, Adam Carroll, is the Championship Player of the Month for February. Carroll has helped propel his temporary club Annagh United F.C up the Championship table with three goals in four games. The 20 year-old found the net against Dungannon Swifts, Harland and Wolff Welders and Newry City.

He said, "I'm pleased to be playing well, getting game time

and scoring goals. I'm really enjoying my time at Annagh and my time in the Championship. Hopefully my experience at Annagh will help me win a place in the Linfield first team next season. That's my aim."



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