

Review Club

Review

VOLUME 30 - Issue 5, 2017



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Sky Sports revamp launched

Member Clubs will be pleased to learn that our association with Sky TV has resulted in a very positive outcome, details of which have been made available via correspondence to Club Secretary's. The detail focuses on the rating NAV of registered sports clubs, which will see the NAV associated with only the social club area, being used as the basis of the Sky tariff.

In addition, an association between Sky and Molson Coors, launched on 1st August 2017, provides a reduction of up to 20% discount on a clubs Sky tariff. In addition, the package includes free Wi-Fi, including the cost of installation,

As from July 18th, Sky Sports expanded its service, launching an all-new programming line-up and two extra channels. Sky Sports Clubs now receives ten channels dedicated to sport.

The changes include:

- Two extra channels, new branding and an all-new Sky Sports line up
- 10 channels showing all the top action that club members expect from Sky Sports
- Main Event and sport-specific channels will make it even easier way to show the sports that matter to customers

David Rey, Managing Director of Sky Business said, "We've revamped the Sky Sports line-up and launched two extra channels, meaning Sky Sports Clubs now enjoy access to all the biggest sporting events across 10 channels. It's about making sure we continue to offer an outstanding live

sport experience for sports fans, helping Clubs to make money through live sport by encouraging even more members through the door.

"With new dedicated sports channels, including Sky Sports Premier League and a Main Event channel, it's never been simpler for licensees to find and show the sports that matter most to club members. It's the perfect way to kick off the new football season and great news for Clubs who can look forward to reaping the benefits of our best offering yet."

Sky Sports' massive line-up of sport includes 126 exclusively live Premier League games, 127 matches from the 2017-18 Sky Bet EFL season, 30 matches from the SPFL Premiership including every Old Firm derby, 360 top-flight rugby union matches, up to 100 exclusively live rugby league games, every practice, qualifying and race live from all 20 F1 Grands Prix, 20 live GAA games and more hours of cricket than ever before, with every England home Test. Plus much more, including golf's Majors, darts, NFL and tennis.

The new line-up of channels and Sky EPG channel numbers are:

401 - Sky Sports Main Event
The new destination for the biggest live events, bringing venues the very best of what's on Sky Sports at that time, all in one place.

Live Premier League football plus international qualifiers and the biggest games from EFL and La Liga, every F18 race, Ryder Cup

and Major golf England Test cricket, international Rugby Union, World Darts Championship and more
402 - Sky Sports Premier League
The new home of the Premier League, bringing venues 126 live Premier League matches per season.

403 - Sky Sports Football
The home of over 900 live games per season.
127 Sky Bet EFL matches per season, EFL Cup including semi-finals and final, SPFL Premiership & William Hill Scottish Cup, 300 La Liga matches a season, MLS, Eredivisie and more.

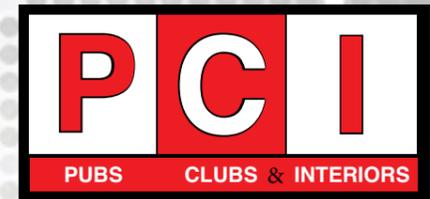
404 - Sky Sports Cricket
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405 - Sky Sports News
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406 - Sky Sports F1
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continued on page 4



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407 - Sky Sports Golf
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408 - Sky Sports Action

409 - Sky Sports Arena
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121 - Sky Sports Mix
A selection of sports and entertainment from across Sky Sports

Premier League fixtures



David Rey, Managing Director of Sky Business said, "These great fixtures are the first of 126 Premier League games we'll bring to Sky Sports Clubs this season. In the first fortnight alone, we're showing matches featuring all of last year's top six teams. These fixtures will help Clubs pull in the crowds and drive trade with the games that matter to their members."

August	September	
Swansea v Man. Utd Sat 19 Aug 12.30pm	Man City v Liverpool Sat 9 Sept 12.30pm	Man. Utd v Everton Sun 17 Sept 4.00pm
Stoke v Arsenal Sat 19 Aug 5.30pm (BT)	Stoke v Man. Utd Sat 9 Sept 5.30pm (BT)	West Ham Utd v Tottenham Sat 23 Sept 12.30pm
Huddersfield v Newcastle Utd Sun 20 Aug 1.30pm	Burnley v Crystal Palace Sun 10 Sept 1.30pm	Leicester City v Liverpool Sat 23 Sept 5.30pm (BT)
Tottenham v Chelsea Sun 20 Aug 4.00pm	Swansea v Newcastle Utd Sun 10 Sept 4.00pm	Brighton v Newcastle Utd Sun 24 Sept 4.00pm
Man. City v Everton Mon 21 Aug 8.00pm	West Ham v Huddersfield T Mon 11 Sept 8.00pm	Arsenal v West Brom. Mon 25 Sept 8.00pm
Bournemouth v Man. City Sat 26 Aug 12.30pm	Bournemouth v Brighton Fri 15 Sept 8.00pm	Huddersfield T v Tottenham Sat 30 Sept 12.30pm
Man Utd v Leicester City Sat 26 Aug 5.30pm (BT)	Crystal Palace v Southampton Sat 16 Sept 12.30pm	Chelsea v Man. City Sat 30 Sept 5.30pm (BT)
West Brom v Stoke Sun 27 Aug 1.30pm	Tottenham v Swansea City Sat 16 Sept 5.30pm (BT)	Everton v Burnley Sun 1 Oct 2.15pm
Liverpool v Arsenal Sun 27 Aug 4.00pm	Chelsea v Arsenal Sun 17 Sept 1.30pm	Newcastle Utd v Liverpool Sun 1 Oct 4.30pm

MJ Utilities alert clubs to possible VAT reduction on fuel bills

Clubs should be aware of the following two important issues, brought to you courtesy of Mark Rooney, MJ Utilities.

1st Important Issue
You may have read the article in the last edition of Club Review relating to the reduction of VAT on your gas and electricity bills.

MJ Utilities has been working with the NI Federation of Clubs for two years, helping clubs of all sizes reduce energy costs. They are always on hand to offer free advice and help to clubs. Mark urges Clubs to not get caught out and pay for this advice or service.

In a nutshell; you may be eligible to pay a reduced rate of VAT on your energy bills if you meet certain requirements - typically relating to your consumption or the sector you work in.

It's likely you'll qualify for the discount if you meet the 'de minimis' requirement - this refers to low energy consumption.

Electricity Bills
On average, your business's



consumption of electricity is below 33kWh per day, or 1,000kWh per month.

Gas Bills
On average, your business's consumption of gas is below 145kWh per day, or 4,397kWh per month.

The majority of the energy you consume is used in a domestic setting.

You are a charitable or non-profit organisation.

2nd Important Issue
On the 1st August, British Gas owner Centrica announced it will be putting up its electricity prices within weeks. The cost of electricity will rise by 12.5% from the 15th September this year.

Generally we find that when one supplier announces a price hike others follow suit, therefore there is no better time to have us carry out a review of your energy tariffs and contracts so please get in touch.

For a free, no obligation energy review of your club, contact Mark at MJ Utilities today on 028 9073 7252 or 077 7699 4807.

This review won't cost your club a penny, but could help you to make ongoing savings over the coming years.

VAT on admissions

We can advise that VAT legislation sets out that income generated from the provision of 'live cultural entertainment' by a 'not for profit' entity is correctly described as being exempt from VAT.

Published HMRC guidance sets out that 'live cultural entertainment' covers anything of a musical, theatrical or choreographed nature, i.e. a singer, duo, band etc., comedian or dancers.

HMRC will generally accept that clubs are 'not for profit' entities, although a number of criteria must be met. Most clubs meet the criteria to be considered 'not for profit', however, in a few notable exceptions this has proved not to be the case.

Where the criteria are not met, those clubs must account for VAT on income from live entertainment.

We don't know of an occasion where HMRC have pointed out the overpayment of VAT on live entertainment income and it seems that they will accept such income as Vatable without challenge if clubs do want to pay VAT on this income.

Clubs are advised to always speak to their accountant or financial advisor in relation to any retrospective claims for overstated VAT.



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Linneweber 1 update

A recent Tribunal has dealt with two issues facing Clubs who have made what are often referred to as Rank/Linneweber 1 claims for what they consider to be VAT overpaid on gaming machine income for VAT periods prior to 6 December 2005.

The first issue was whether Clubs that had not submitted an earlier appeal could now submit a late appeal against the decision to reject their claim. Despite the argument that, as the litigation in Rank FOBTs is still ongoing and the whole issue remains undecided, and therefore HMRC are neither inconvenienced nor financially disadvantaged, the Tribunal Judge indicated that he would issue a formal decision to confirm that it was unreasonable

to allow any such late appeals to be heard.

The second issue was whether the appeals originally submitted by Clubs that had received repayment, which subsequently HMRC have sought to recover, but had not submitted an appeal against the protective assessment when making the initial repayment, no longer had a valid appeal as the first appeal had been settled by payment of the claim. The Tribunal Judge indicated that he thought that HMRCs suggestion that any such appeal not supported by a second appeal should not be struck out and that there was a mechanism that would allow Clubs to keep a live appeal, such that Clubs would maintain their right to receive repayment of the amount claimed

if the Rank FOBTs decision is in favour of Rank. The Judge indicated that he would specify what actions would be required when issuing his written decision.

A further issue that was raised by HMRC in the Tribunal was that in many instances, Clubs had failed to provide HMRC with explanations in respect of the gaming machines they operated in the periods in which recovery of 'overpaid' VAT was sought, and that this information would be essential if HMRC were to lose the Rank FOBTs litigation. The Tribunal Judge indicated that he would issue directions regarding provision of this information in his judgement. During the Tribunal, the point was made that HMRC had sought to recover payments from Clubs based on the decisions

in the Rank SLOTS litigation and as such had overstepped their own suggestion that they would not seek recovery until the outcome of Rank (i.e. Rank FOBTs) was finally known. HMRC and the Tribunal Judge did not make any comment on this issue.

In conclusion:

- If your Club has not submitted any appeal against the decision to reject the Club's claim it is now too late to do so.
- If your Club did not appeal against the protective assessment issued with the initial repayment it will now need to take action to ensure its original appeal is amended to reflect this. The Judge will specify the actions required when he formally issues his decision
- If your Club has failed to provide information in respect of the machines it operated during the periods of claim it will now need to do so.

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(December 2016 Ipsos MORI Out of Home Viewing Panel) (MatchPint: Value of Sport, December 2016) Sky WiFi: £0 a month for Sky Ultimate subscribers on 12 month contracts. Free standard WiFi set-up cost with Molson Coors (UK) Deal, otherwise £350 standard set-up cost applies. WiFi availability is subject to your premises' location. 12 month minimum terms apply. Discounted Sky Sports with Molson Coors (UK): Only available to select independent licensed Northern Ireland premises (up to 20% off Sky Ultimate) who subscribe to a 12 month Sky Pubs UK agreement and comply with Molson Coors (UK) terms, including stocking a range of Molson Coors (NI) products. Stock 3 Molson Coors (NI) draught brands with a minimum of 4 kegs average per week, with a minimum of 1 keg per week per brand to receive 20% discount. Minimum 12 month terms for Sky Ultimate and Molson Coors (NI) products. For more information and full terms and conditions visit www.molsoncoorsky.co.uk. Calls to Sky cost 7p per minute plus your provider's access charge.

Questions & Answers

Q. We have a car park which is intended for Club Members only. We frequently have non-members using the car park. Is there anything we can do to prevent this behaviour?

A. There are a number of ways to deal with cars which are parking without authorisation in the Club's car park.

One of the most effective ways is to simply install a physical barrier, although this is not practical for every Club. Alternatively, pursuing parking invoices through civil action can be very effective. If the correct documentation is affixed to the car park then a Parking Charge Notice can be affixed to cars parked in the car park without authorisation. These notices will inform users of the car park that a fee will be charged if the car does not have the authorisation to park in the car park. If the person, once issued with the notice, does not send payment then the Club can simply pursue this matter through the small claims court.

I suggest obtaining clear photographic evidence of the

car parked and the signs which indicate that the charge notice will be issued and the level of which the charge has been set at. This documentation will assist with any resulting legal claim. You will need to place signs in the car park stating the cost of unauthorised parking and then attach a notice to any cars which use the car park without authorisation stating that they have to now pay this cost to the Club otherwise legal action will be taken to enforce payment. Essentially, by parking in the Club's private car park it will be considered, if proper notices have been displayed in the car park, that they have entered into a contract with the Club and will therefore pay the agreed rate listed on the car park signs.

There are also third party companies which will deal with this type of enforcement on the behalf of the Club although we have no direct experience of these companies.

Q. Is it worth placing a notice in the Club stating that visitors use the Club at their own risk? A Committee Member thinks that this would prevent the Club from being liable in the event of an accident.

A. Whilst you can place such a notice, there is not too much point. The Club cannot contract itself out of UK legislation, so a sign

would not prevent the Club from being liable in the event that an injury occurred which was preventable, had the Committee taken proper precautions and preventative steps.

The best use of the Committee's time is therefore to undertake a risk assessment of any potential hazards on the Club's property. Once the Committee have identified any possible risks steps can then be taken to either resolve these risks or prevent as far as possible an accident occurring (e.g. in the event of a low ceiling a notice can be put up warning guests of this hazard). It is good to perform routine risk assessments as a matter of course and to retain records indication when the last risk assessment was undertaken, what hazards were identified and what steps were taken to resolve these hazards.

If you have a question that you would like answered about any aspect of your club business then send it to us by email to:

info@nifederationofclubs.com or alternatively by post to - Club Review, B7 Portview Trade Centre, 310 Newtownards Road, Belfast BT4 1HE

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Molson Coors Northern Ireland

Changing the game - Ryan McFarland - Director, Northern Ireland



Ryan McFarland
Director, Molson Coors NI

At Molson Coors our ambition as a business is clear and consistent; to be first choice for our consumers and customers.... But what does this actually mean? For me this means that we are relentless in a desire to be best in class, to be the first port of call for customers and to deliver experiences through our brands which always exceed the expectations of our consumers.

Over the past year, the Molson Coors Northern Ireland team have worked hard to understand our customers and consumers better than ever before. We have also had an honest look at ourselves - where do we focus our time, effort and investments and are they best utilised to meet the demands of the market?

Ultimately, this process led us to identify three key pillars that underline our business - Service, Choice and Trust. These pillars capture the essence of our ambition, but importantly also highlight how we help our customers to grow their businesses.

Towards the end of 2016 we conducted our second independent customer survey (Net Promoter Scores) to listen to customer opinions on working with Molson Coors and our competitors with the intent of understanding more about the specific actions we need to take in order to ensure we continue to play to our strengths but also importantly improve where we need to.

Our customers across both on and off premises were pretty clear in their guidance; help drive footfall, margin and experience; continue to focus on brilliant basics of service and work harder to support our portfolio not just Coors Light.

So what have we actually done to heed the advice?

Firstly, we invested in our people; enhancing our skillset specifically around the beer category, in order to help our customers, navigate not only the Molson Coors portfolio but also the ever-growing world and craft categories - focusing on enhancing consumer choice and experience in outlets.

We are focusing more than ever before on our technical support in the on premise to provide customers with the best possible service and ensure the best quality beer reaches consumers. We are also continuing to invest in Coors Light but we are up-weighting efforts across our portfolio, ensuring brands like Franciscan Well, Staropramen and Blue Moon are supported better than ever before.

We have also negotiated and invested in a partnership with Sky. This provides customers who work with Molson Coors draught products the potential to save up to 20% off their Sky bill and also avail of free WIFI. This partnership brings together our great beer with Sky's great content in order to not only deliver value for money to customers but also drive footfall, improve outlet dwell time and ultimately put more money in the till. We have consciously made the decision to ensure choice remains a core element of this deal... outlets need to stock a minimum of 3 Molson Coors brands and buy on average 4 kegs per week, but we have no

issue with working alongside both national and local brewers to ensure consumers get the choice they increasingly want.

Finally, as we look forward into 2018 and beyond we will continue to work on service and choice but importantly we believe that our efforts will further build trust with our consumers and customers, something that we hope will ensure long term, mutually beneficial partnerships in Northern Ireland for many years to come.



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Trustees of a Registered Club

Although we have covered this in the past, one of the questions most commonly asked, is that related to the role of Trustees. The following should hopefully explain everything you need to know in this complex area.

The assets of a Club are owned by the members for the time being jointly, in equal shares, subject to any rule in the constitution to the contrary. A Club may have hundreds of members. It would be administratively inconvenient to have the property of the Club vested in all of the members because each time a member joined or left the title documents would have to be changed. For this reason arrangements are usually made for any property owned by a Club to be vested in Trustees. There are usually between three and seven Trustees. These Trustees are not the beneficial owners of the Club premises. They are what is known as 'Bare Trustees' in that they hold the Club property on behalf of all of the members for the time being and they are required to deal with the property of the Club as directed by the Committee on behalf of the membership.

If Trustees fail to comply with the directions of the Committee there should be provision in the Constitution of a Club to remove the Trustees from their position. Unless removed, Trustees generally hold their position until they die or retire. This ensures continuity and avoids title documents having to be regularly amended.

Trustees are often asked to sign documents on behalf of the Club. In relation to borrowing money by the Club the Trustees will often be required to sign mortgages of the club premises as security to the lender. This does not mean that they owe the money personally. However, when signing any document Trustees must ensure that it is clear from the document that they are signing as Trustees. This will help avoid any suggestion of personal liability for loans to the Club.

Secondly, before assuming the role of Trustee, prospective Trustees must ensure that the rules of the Club provide that the Trustees will be indemnified from the assets of the Club in respect of any claim made against them as Trustees. This will not remove all risk. Difficulties could arise if

there is a claim made against a Trustee and the Club does not have sufficient funds or assets from which to indemnify the Trustee. In those circumstances the Trustee is entitled to require each Club member to indemnify him in relation to any claim. However, it will be the Trustee who is named initially in any legal proceedings and then it will be up to the Trustee to pursue the members of the Club to indemnify him in relation to any claim.

The standard rule book of the Federation of Clubs has a clause relating to the appointment of Trustees and the removal of Trustees. It also incorporates an indemnity for the Trustees.

Trustees should not assume that because their names are on the title deeds that they have any greater ownership rights to the Club property than other members. This is not the case. They hold the property in name only as bare trustees and do so on behalf of the full membership of the Club. They must act at the direction of the Committee of the Club. Consequently they have no beneficial ownership rights over the property.

Finally some Club premises may be owned by organisations such as the Orange Institutions, Ancient Order of Hibernians etc. In those circumstances the premises should be leased to the Club. The lease should be between the Trustees of the Institution and the Trustees of the Club. The Trustees of the Club will then hold the lease on Trust for the members of the Club just like any other asset. The Lease should specify the terms under which the Club occupy the premises. In this situation the Trustees of the Institution are just like any other Landlord and have no entitlement to control the running of the Club. The Committee of the Club is entitled to govern it's own affairs without interference from the Landlord Trustees, unless of course it is in breach of the terms of the Lease, when the normal laws of Landlord and Tenant will apply.

Courtesy of the Federation legal representatives:-
Shean Dickson Merrick Solicitors to the Northern Ireland Federation of Clubs
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Reflections on the past

with Belfast 89FM's Nigel Blair



After becoming quite a name in the music business, Tony joined the Witnesses showband, a group of talented musicians who played to audiences in Ireland, the UK and the USA. As the popularity of the showband era declined however, Tony transcended with ease into the cabaret and concert scene. In later years, Tony could be found on a Saturday afternoon at Belfast's Europa Hotel, entertaining the audience with a group of leading fellow musicians.

August 15th 2017 marked the anniversary of the passing of "Tony Morelli", and it is with respect, and family consent, I dedicate this to his memory.

Tony was born into a musical family in 1937. His father was an accomplished musician, playing with, amongst others, the world famous Glen Millar Band.

As a young choirboy, Tony's vocal talent could not avoid being noticed, highlighting that he was destined to entertain.

As time progressed, his ability on guitar earned him recognition amongst his contemporaries as being one of the best in the business. Tony had it all, the Mediterranean good looks, dark hair and muscular physique, and he was a smart dresser, which would not have looked out of place on a movie set.

A man proud of his Italian heritage, he loved nothing more than being surrounded by his wife Kathleen, who he married on 21st of April 1960, and his four children, Miriam, Katrina, Antoinette and Giovanni.

Included with those he worked with was the accredited pianist and organist, Marie Cunningham, who of course was formerly the accompanist for Ruby Murray.

Antoinette, Tony's daughter, actress, and vocalist, has ensured the name Morelli, and the showband era, will be long remembered, as her group of actors, the 'Karma Theatre Company', are preparing to stage a play entitled 'Floral Nights', written by Brenda Winter, famed for such plays as 'The Medal in the Drawer'.

In completing this article, I feel it is important, and indeed appropriate, to include some tributes to Tony from his fellow entertainers.

George Burrows, his life-long friend, recalled Tony as a fantastic performer, a joy to work with. On one occasion he had a sleepover at his home, due to them having to make an early start for a show in Armagh prison - with a smile, George told me 'Johnny Cash had nothing on us'.



Tony (front row, right) with the fabulous Witnesses showband.

Jackie Flavelle, a seasoned radio presenter and fellow musician said, "I played with Tony whilst in the Witnesses, a great guitarist, who could sing a FINE ballad."

Living legend of the showband era, Trixie Hamilton, in a recent interview with me at Belfast 89FM, said, 'Tony was at ease with any song, whether it be a Gene Pitney song, or one of the big ballads. On occasions, Tony would walk through the audience without a microphone, singing the works of Mario Lanza. Of course, it is important to also acknowledge that Tony was a wonderful guitarist.'

World class guitarist, Speedo Wilson, said, 'I watched Tony entertain on a number of occasions at the Europa Hotel, a great guitarist, with equally good vocals, a legend'.

On a personal note, my last memory of Tony Morelli, was at a specially arranged evening of entertainment at the Ulster Sports Club, A Night of Legends, at which Tony shared the stage with the late Mary Wallace, Frankie Turly, and the wonderful comedian, John Cooke, all superstars in their own right. Needless to say, it was a pleasure to have had the opportunity to accompany them that evening.



Strictly men needed for Come Dancing

Cancer Focus NI, urgently needs 20 light-footed men to step up to the mark. Women are signing up in their droves to take part in the latest charity Strictly Come Dancing - but men are thin on the ground.

Cancer Focus NI has teamed up with Ballroom Blitz NI to host its very own Strictly show to raise vital funds for local children affected by cancer. No previous experience is needed - you'll be taught how to strut your stuff by professional ballroom dance teachers from Ballroom Blitz NI. You can sign up on your own or with a friend to try out the classic ballroom dances you've seen on your screens.

There are two upcoming shows to apply for, each with their own training timetable. You can sign up for Strictly at the Movies,

finishing with an Oscar worthy grand finale on 10th November. Or, if you're feeling festive, you can sign up for the Strictly Christmas Special finishing on 7th December. Tickets for both finales will be available for friends, family and the public.

Suzie Colledge, Community Fundraising Officer, Cancer Focus NI said, "We are so excited to launch the recruitment for our Strictly Come Dancing fundraising event. For anyone who has imagined themselves taking to the ballroom floor like the stars of Strictly Come Dancing, this is an amazing opportunity to make that dream come true! We've been inundated with ladies but men seem to be much shier. We know there are men out there who love to dance and we want to meet them. The lessons are fantastic craic, they

help you keep fit and, you never know, you might even find the woman of your dreams! Why not give it a whirl, it's for such a good cause and we need you."

Sign up is only £30 to secure your place and the charity requests a minimum of £250 to be raised through fundraising by each dancer.

"All the money raised will go towards our family support service, which carries out important work with families when a mum, dad or



Mairead Stewart and Ollie Govett, from Cancer Focus NI, give it a twirl to encourage men to sign up for the charity's Strictly Come Dancing fundraiser.

grandparent has cancer," Suzie added.

To sign up or obtain more information, contact fundraising@cancerfocusni.org If you have concerns about cancer, speak to a specialist nurse on the free Cancer Focus NI Nurseline, 0800 783 3339.

Big Bus brings cancer services to Belfast

Action Cancer is bringing its SuperValu Big Bus mobile unit to Belfast, as part of its ongoing tour of Northern Ireland. The Bus will be located in Kings Square, Belfast on 25th August.

Services provided on the Big Bus, which is fully accessible, include digital breast screening for women aged between 40 and 49 and over 70, health promotion and MOT health checks for men and women. A full body composition analysis using the latest technology provides clients with information on their height, weight, body mass index and more, and also offers health awareness and healthy living guidance.

Anyone interested in making an appointment for the Big Bus when it is in Belfast should telephone Action Cancer in advance on 028 9080 3344. Alternatively, you can book online by going to www.actioncancer.org, and follow the 'online booking' link on the home page.

Appointments will be available from 10.00am to 3.00pm each day. Bookings are taken on a first come first served basis as there are a limited number of appointments for all services.

For further information on Action Cancer visit www.actioncancer.org



Action Cancer's Consultant Radiographer, Joanna Currie, Corporate Fundraising Assistant, Amy Reynolds and Action Cancer Ambassador, Maria McCracken, joins SuperValu Head of Marketing Desi Derby, to announce the Big Bus visit to their Belfast Store at Kings Square.

New Rates for PRS for Music

Tariff 'JMC' (2017.08)

Effective from 1st August 2017 (Also showing previous year's details in brackets)

1. Scope of tariff

This tariff applies to performances of copyright music within PRS for Music's* repertoire* at clubs bona fide established and conducted in good faith as non profit-making members' clubs capable of satisfying:

- the conditions for determining a qualifying club for the purposes of Part 4 of the Licensing Act 2003 for England and Wales, or
- the conditions prescribed for the purposes of section 125 of the Licensing (Scotland) Act 2005 by reg. 2 of the Licensing (Clubs) (Scotland) Regulations 2007 for Scotland, or
- the conditions for registration under the Registration of Clubs (Northern Ireland) Order 1996 for Northern Ireland.

2. General conditions

This tariff is subject to PRS for Music's General Conditions Applicable to Tariffs and Licences, available on request from PRS for Music.

3. Royalty rates

Where the music user has applied for and obtained PRS for Music's licence before musical performances commence, the **standard** royalty rate will be charged and payable for the first year of the licence.

Where the music user has not applied for and obtained PRS for Music's licence before musical performances commence, the **higher** (standard plus 50%) royalty rate will be charged and payable for the first year of the licence.

After the first year of the licence, in either case, the **standard** royalty rate will be charged and payable.

The following rates of charge apply to all royalties falling due from 1st August 2017.

3.1 Featured music*

3.1.1 Live music

3.1.1.1 Where the annual expenditure on the provision of music* by performers* is £9,959 (£9,669) or more the royalty in respect of performances of music by those performers is

Higher royalty	Standard royalty
3.75% of such expenditure (3.75%)	2.5% of such expenditure (2.5%)

3.1.1.2 Where the annual expenditure on the provision of music is less than £9,959 (£9,669) the royalty per function for the first 100 persons capacity* in respect of performances of music by performers in person is at the rate of.....

£7.56 (£7.34)	£5.04 (£4.89)
£1.88 (£1.82)	£1.25 (£1.21)

and per 25 persons capacity (or part thereof) thereafter

£1.88 (£1.82)	£1.25 (£1.21)
---------------	---------------

provided that:

The **maximum** annual royalty for performances in category 3.1.1.2 is

£373.47 (£362.60)	£248.98 (£241.73)
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3.1.2 Featured recorded music*

For all featured performances by record, compact disc or tape player* primarily for entertainment by means of discotheque equipment or otherwise for dancing and for karaoke performances*, the royalty per function for the first 100 persons capacity is

£7.56 (£7.34)	£5.04 (£4.89)
---------------	---------------

and for each 25 persons capacity (or part thereof) thereafter

£1.88 (£1.82)	£1.25 (£1.21)
---------------	---------------

provided that:

Where such featured performances are given at a function, and in the same room, where performances are also given in person and in respect of which royalties are paid under paragraph 3.1.1 above, the royalty in respect of performances by record, compact disc or tape player per function for the first 100 persons capacity is

£3.66 (£3.56)	£2.44 (£2.37)
---------------	---------------

and for each 25 persons capacity (or part thereof) thereafter

£0.93 (£0.90)	£0.62 (£0.60)
---------------	---------------

Printed here are the revised rates (Tariff JMC) for PRS for Music, effective from 1 August 2017.

For further information call the Northern Ireland PRS for Music representative 0800 068 4828 or the Federation Helpline 07889 681714.

Club Secretaries should place these pages into their Red Management Manual. If you do not have a Manual please call Helpline number 07889 681714.

3.1.3 Cinema & featured video

For performances (whether by means of the sound track or otherwise) during film or video shows in a room or place being specially used for the primary purpose of video or cinema exhibition, and with seating arranged accordingly the royalty per function for the first 100 persons capacity is

£3.66 (£3.56)	£2.44 (£2.37)
---------------	---------------

and per 25 persons capacity (or part thereof) thereafter

£0.93 (£0.90)	£0.62 (£0.60)
---------------	---------------

3.1.4 Minimum royalty for featured music

The minimum royalty for an annual licence for featured music under this section of the tariff is

£186.72 (£181.28)	£124.48 (£120.85)
-------------------	-------------------

provided that:

Where there are no more than three functions in a licence year this minimum charge will not apply.

The charges for those functions - whether in terms of permits or an annual licence - will however be subject to a minimum of

£46.68 (£45.32) per function	£31.12 (£30.21) per function
------------------------------	------------------------------

3.2 Background or mechanical music*

The annual royalty for performances by the following is:

3.2.1 Television screen (without video)

with a screen no greater than 26" (66cms)

£155.63 (£151.10) per screen	£103.75 (£100.73) per screen
------------------------------	------------------------------

with a screen greater than 26" (66cms)

£233.37 (£226.58) per screen	£155.58 (£151.05) per screen
------------------------------	------------------------------

3.2.2 Radio

£155.63 (£151.10) per set	£103.75 (£100.73) per set
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3.2.3 Video player (with or without television facilities through the same screen) except performances where there are special seating arrangements for viewing, or when the player is used for discotheque performances:

with a screen no greater than 26" (66cms)

£233.37 (£226.58) per player	£155.58 (£151.05) per player
------------------------------	------------------------------

with a screen greater than 26" (66cms)

£311.22 (£302.16) per player	£207.48 (£201.44) per player
------------------------------	------------------------------

3.2.4 Record and/or compact disc and/or tape player and/or music centre

£342.35 (£332.37) per player	£228.23 (£221.58) per player
------------------------------	------------------------------

provided that:

Where two or more such instruments (or screens in the case of televisions and video players) are used in the same premises, whether those instruments are of the same or of different kinds, the combined charges for those instruments will be reduced by 10%.

3.3 Jukeboxes

The **annual** royalty per machine for performances by the following is:

3.3.1 Audio jukebox*

£386.22 (£374.97)	£257.48 (£249.98)
-------------------	-------------------

3.3.2 Audio jukebox with background music facility*

£543.74 (£527.90)	£362.49 (£351.93)
-------------------	-------------------

3.3.3 Video jukebox

with a screen no greater than 26" (66cms)

£508.25 (£493.44)	£338.83 (£328.96)
-------------------	-------------------

with a screen greater than 26" (66cms)

£609.90 (£592.14)	£406.60 (£394.02)
-------------------	-------------------

	Higher royalty	Standard royalty
3.3.4 Video jukebox with background music facility* with a screen no greater than 26" (66cms)	£630.21 (£611.85)	£420.14 (£407.90)
with a screen greater than 26" (66cms)	£706.46 (£685.88)	£470.97 (£457.25)
3.3.5 Combined audio/video jukebox with background music facility* with a screen no greater than 26" (66cms)	£696.26 (£675.98)	£464.17 (£450.65)
with a screen greater than 26" (66cms)	£759.93 (£737.79)	£506.62 (£491.86)
3.3.6 For each additional coin-entry point for 3.3.1, 3.3.2, 3.3.3, 3.3.4, or 3.3.5 above	£50.84 (£49.35)	£33.89 (£32.90)

4. Value Added Tax

Every Licensee under PRS for Music's tariffs will pay to PRS for Music in addition to the royalty due, a sum in respect of Value Added Tax calculated at the relevant rate on the royalty payable.

5. Inflation adjustment

Every year on 1st August the monetary sums in this tariff will be adjusted for inflation. The adjustment formula will apply to the standard rates, using the mean (to the nearest whole percentage point) of the percentages by which the Retail Prices Index and Average Weekly Earnings index (unadjusted) change in the year to the previous March.

March is the latest month prior to the anniversary date for which figures are likely to be published for both indices.

After application of the inflation adjustment any expenditure threshold figure will be rounded to the nearest pound, with all other royalty rates rounded to the nearest penny.

All royalties will be charged at the royalty rate in force at the beginning of the licence year.

6. Definitions

- **annual expenditure on the provision of music** means the total of: gross salaries, gross wages; plus fees, expenses or other emoluments paid to performers (excluding any disc jockeys); and gross fees (net of any Value Added Tax) paid to third parties for the services of performers.
- **audio jukebox** means a machine (other than a video jukebox) for playing recorded music, capable of being operated by the insertion of a coin, token or card.
- **audio jukebox with background music facility** or **video jukebox with background music facility** or **combined audio/video jukebox with background music facility** or **music centre and/or radio cassette player** means a combination of units of equipment capable of reproducing sound from more than one source through a single sound system.
- **background or mechanical music** means music when performed by a record player, compact disc player, tape player, or video player otherwise than for featured purposes, or music performed by a radio or television set operated on the premises or diffused through a loud-speaker from another part of the premises or a source outside the premises.
- **capacity** shall be calculated as follows:
where the accommodation of a room is limited to the number of seats, the capacity will be calculated by reference to the total number of seats; but where, as in the case of discotheque performances, there is no formal means of calculating the accommodation of a room, that capacity will be assessed by reference to the maximum number of persons which can reasonably be accommodated in the room or which is permitted under any regulation by Fire Authorities or under the Club's Rules. Where the capacity exceeds 100 persons one quarter of the charge will be levied on each 25 persons.
- **featured music** or **featured recorded music** means music performed by: performers in person, or a record, compact disc or tape player primarily for entertainment such as by means of discotheque equipment or otherwise for dancing or in conjunction with cabaret or similar entertainment, or cinematograph equipment or video player.
- **karaoke performances** means those performances given by unpaid singers in conjunction with specially produced recorded music, with or without the provision of video-presented synchronised lyrics.
- **music centre** means instruments combining a radio and a tape player and/or record player.
- **performers** means singers and performers of musical instruments, including orchestra conductors or leaders, whether or not they combine in their performance other activities such as dancing or acting as comperes.
- **PRS for Music** is the trading name of the Performing Right Society Limited
- **PRS for Music's repertoire** means all and any musical works (including any words associated therewith), the right of public performance in which is controlled by PRS for Music or by any of the societies in other countries with which PRS for Music is affiliated.
- **record, compact disc or tape player** means any gramophone, compact disc, tape or cassette player, or other mechanical/electronic contrivance for playing musical works, except: a video player, or a contrivance, such as a jukebox, capable of being operated by the insertion of a coin, token or card.
- **video jukebox** means a machine for playing recorded music synchronised with a video or similar visual display and capable of being operated by the insertion of a coin, token or card.



Legally, you need to be licensed to play music in your club.

You probably haven't thought much about it. You've just got music on for your staff or customers. But did you know you need permission from the music's copyright owners if you play music, TV or radio aloud at work? It's the law. But don't worry, to get that permission you simply need a licence from PRS for Music* (and in most cases, one from PPL** too). PRS for Music is a membership organisation that acts on behalf of songwriters and composers to ensure they're paid for the use of their work. So if you have music playing, ask PRS for Music how you become licensed to listen today.

Contact PRS for Music on 0800 694 7326
or at prsformusic.com/musicatwork

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*PRS for Music licences cover the vast majority of music originating from the UK and all over the world. However, if you play music that is outside of PRS for Music's control, you may need an additional licence from the relevant copyright owner(s). You will require a TV licence as well if you are using a TV in your premises. You do not need a licence from PRS for Music in the unlikely event that all the music you play is out of copyright or is not controlled by PRS for Music. **PPL collects and distributes royalties on behalf of record companies and performers. Further info at ppluk.com. All music licences are required under the Copyright, Designs and Patents Act 1988 which stipulates you must gain the permission of the copyright owner if you play music in public (anywhere outside the home environment).

A double win for Magners at Down Royal!

One of the richest and best loved flat races in Northern Ireland, with a prize of €100,000, the Magners Ulster Derby was won by Clongowes, ridden by Ronan Whelan who claimed the title for the third time in four years.

As well as sponsors of the Magners Ulster Derby, the brand also supported the Magners Best Dressed competition.

Reflecting on a day of style, sociability and sport, Julia Galbraith, Magners Brand Manager at Tennent's NI said, "Always a runaway favourite with the fashionistas, Magners Best Dressed competition annually adds extra sparkle to a fantastic Summer Festival of Racing at Down Royal. It is a fun side bar to the horse racing, and each year we see more and more glamorous ladies stepping up for the style challenge. This year, with such a fantastic prize on offer, it was a racing certainty that we saw record entries!"

Dressing to impress paid off in style for Victoria Corr (centre) from Galbally, Co. Tyrone, who won the ultimate accolade of the Magners Best Dressed on Magners Derby Day.

Victoria's head-turning trackside elegance caused a trackside flurry at the fixture and earned praise from the fashion judges, who praised her red bell sleeved pencil dress and hat by Laura O'Hanlon Millinery. Victoria, who is pictured with Chanelle McCoy (left), who hosted the event, and Julia Galbraith, Magners, will get to live the millionaire lifestyle with an amazing prize of Three Nights in Miami, followed by a Seven Day Caribbean Cruise.



Brian Heffron, Antrim, Terry McCourt, Tennent's NI, Mark Owens, Crumlin and Paul Heffron, Antrim enjoying their Magners Ulster Derby.



Mike Todd, Down Royal General Manager, is pictured with (left) Nuala Meenehan, Magners Best Dressed Judge, and Julia Galbraith, Magners, sponsors of Magners Ulster Derby and the Magners Best Dressed Competition.

Guinness Open Gate Brewery returns to Belfast's Twilight Market

The Guinness Open Gate Brewery made a return visit to Belfast as part of the Twilight Market on Tuesday 1st and Wednesday 2nd August. This time sampling its latest brew, 'Citra IPA', alongside Hop House 13.

Citra IPA (5.5% ABV) is the latest experimental brew from The Open Gate Brewery modelled on the USA West Coast Style of IPA; beers not known for their subtlety but their big flavour.

This beer uses All-American Citrus hops, especially 'citra' to give a powerful, orangey citrus flavour with some floral notes and a sweet biscuit finish.

Diageo also brought their Bulleit Bourbon Bar to the event with Bulleit Ambassador Ronan Massey shaking up a storm with his cocktail making skills.

Perfect for summer evenings, visitors sampled a Bulleit summer punch as well as a delicious Bulleit Boilermaker (a combination of whiskey and beer) made with Bulleit Bourbon and Hop House 13.

(Opposite) Ronan Massey (Bulleit Brand Ambassador) and Marti Nulty @ The Bulleit Bar.

(Inset) Helen McAleer @ The OGB stand.



Danske Bank Premiership launched



The Danske Bank Premiership 2017/18 season was officially launched at an event in the Mervyn Brown Suite at the National Stadium at Windsor Park on 9th August, with players and managers from all 12 clubs in attendance.

NIFL Managing Director, Andrew Johnston, is excited at what promises to be one of the most tightly contested Premiership seasons in recent years, "Last season we witnessed one of the most dramatic title races in recent times with the destination of the Gibson Cup determined on a nail-biting last day of the Season.

Linfield overcame a 9 point deficit to win the Danske Bank Premiership to deny Crusaders a third successive title. Linfield will be keen to retain their title but it won't be easy, as all twelve clubs have set about their business in recent months to strengthen their playing squads for the new season."

Nicola McCleery, Head of Marketing at Danske Bank said, "We're very proud to be entering our sixth season as title sponsors of the Danske Bank Premiership. Our partnership with the Northern Ireland Football League, in both the Men's and Women's

Premierships, is very important to us; it not only allows us to play our part in the community but also provides good visibility for our brand given the strong following behind all the clubs.

"We are delighted to be here at the National Stadium at Windsor Park and alongside



Stephen Bell, Premiership Management Committee Chairman, and Nicola McCleery from Danske Bank, pictured with Ryan Harpur of Dungannon Swifts and Josh Carson of Coleraine, at the recent Premiership launch.

the teams, the fans and the followers that make the Premiership such a success. We look forward to an exciting season ahead."

HARP tees off as official drinks partner of the Northern Ireland Open

Golf fans who attended this year's Northern Ireland Open at Galgorm Castle, Ballymena, from Thursday 10th to Sunday 13th August 2017 had the opportunity to savour a cold pint of Harp while the professionals battled it out on the lush greens and fairways.

The partnership between the iconic lager and the NI Open saw Harp branding appear on the course along with Harp on tap in the Golf Club, the NI Open Village, the Halfway Hut at the 10th Tee, and the Slemish Lounge, the corporate hospitality marquee adjacent to the 18th green.

Harp Brand Manager Jeanette Levis said, "Harp's 'Pure Here' campaign is about championing the people and places of Northern Ireland and celebrating what makes NI so special. I can't think of a better event to be involved with, or one that's more 'Pure Here' than The NI Open.

"This was a brilliant opportunity for Harp to show its support - particularly for the local players - and we're delighted to have been a part

of this great tournament and to have enjoyed some fantastic golf."

The NI Open is part of the European Challenge Tour's international schedule, the second tier of men's professional golf in Europe and the final stepping-stone to the 'big time' of world golf. It attracts a strong contingent of Irish European Tour winners such as Michael Hoey, Simon Thornton and Damien McGrane, rising European Challenge Tour stars Chris Selfridge, Cormac Sharvin and Ruaidhri McGee, plus up and coming professionals Gavin Moynihan, Gary Hurley and Ballymena's very own Dermot McElroy, plus a host of former European Tour winners and Ryder Cup players.

Ross Oliver NI Open Event Manager said, "We were delighted to have Harp as the official drinks partner of this year's NI Open.

"Harp has a long and distinguished history of supporting sporting individuals and events from Northern Ireland and I'm sure players



Pictured at the announcement of Harp, as official drinks partner of this year's Northern Ireland Open are: Jeanette Levis (Harp Brand Manager), Victoria Brown (Marketing Manager at Galgorm Resort & Spa), Ross Oliver (NI Open Event Manager) and Barney McCann (Diageo Key Account Executive).

and fans alike were delighted to savour a great pint as the tournament unfolded across the four days."

This year's NI Open introduced an exciting new format: 156 players began, 60 players survived 2 rounds and only 24 players made it through to Shootout Sunday, which saw

28 6-hole strokeplay matches eventually determine the 2017 NI Open winner, who this year was France's Robin Sciot-Siegrist. The Paris native, whose mother hails from Dublin, was earning his first Challenge Tour triumph as he denied Italy's Alessandro Tadini, 43, a fifth success on Europe's second-tier circuit.

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UGAAWA Monthly Merit Award winner

by Tony McGee



Niall Grimley, Armagh, is presented with the Ulster GAA Writers July Merit Award by Paddy Murray, Quinn Building Products representative in Antrim and Down. Also pictured is John Morrison, Vice-Chairman of the Ulster GAA Writers Association.

Pic: Peadar McMahon

After much deliberation, the July award has gone to Niall Grimley, the 6'2" Armagh midfielder from Madden. He played with the Orchard County in two All-Ireland Championship qualifying games during the month and tossed over nine points during the team's defeats of Westmeath and Tipperary.

Not bad going for a midfield man. The high-fielding Niall is just as adept at rifling the ball over the bar from both play and free-kicks, mostly long range scores. However, it wasn't only for his scoring ability that he gets the July award, as he also displayed pin-point 'advantage' passing and performed support runs up into attack.

When notified of being the July Merit Winner, Niall expressed surprise. "I never expected to receive this honour but, of course, I am delighted with the award," said the Data Input Manager.

Hopefully, the award goes some way to easing the pain of defeat by Tyrone in the championship during August.

Last season, Grimley played a major role in helping his club, Madden, to Intermediate Championship honours in Armagh, only weeks after making his county senior debut in the Dr McKenna Cup.



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Eddie the Eagle soars

Britain's first Olympic ski jumper, "Eddie the Eagle" Edwards, holds his skis aloft in triumph, having just completed his second jump at the Calgary Games.



Into the crisp cold air, Eddie Edwards soared. Olympic crowds cheered as the English plasterer, risking life and limb, flew in the 1988 Winter Olympic Games in Calgary, Canada. Although he came 56th out of 57 competitors (the 57th was disqualified), he won over the Olympic audience over with his true Olympian spirit of competing regardless of the size of the challenge.

Ski jumping in England does not get a lot of support and Eddie was totally self-funded. He was handicapped by his weight - he was almost 1.5 stone (9kg) heavier than the next heaviest competitor. He was also short-sighted and had to wear heavy thick lenses in his glasses, which regularly fogged up as he soared up to 90 metres through the cold air.

When asked if he was afraid of jumping, he replied, "Of course I was. There was always a chance that my next jump would be my last. A big chance." True sports lovers admired his honesty, enthusiasm and courage. His warm and affable personality won him many friends.

For the first time in the long and winding history of the Olympic Games, an individual athlete was mentioned in the closing speech. The president of the Olympic Games highlighted Eddie The Eagle for his sporting contribution, "At this Games some competitors have won gold, some have broken records and one has even flown like an eagle." At that magical moment of sporting appreciation, 100,000 people in the stadium cheered and roared 'Eddie! Eddie!' - a sportsman who took on the highest challenge against all the odds.

Probyn's knee saved by physio

Jeff Probyn was strong as an ox, as a rugby prop forward at representative level you have to be. You also have to have excellent scrummaging technique, stamina and overall ability to play rugby. He had all this and more. In fact he was an up and coming star and was soon to be selected by England to represent his country.



England legend, Jeff Probyn.

A few weeks prior to his selection to play for England, Probyn was representing London, whilst playing against The North (of England) in what was then the Division Championship, in Wasps ground in Sudbury, London. In a horrible moment, he was hit hard as he held the ball and his knee gave way. He knew instantly it was bad. As he collapsed, thoughts went through his mind that perhaps...this game was over for him, and perhaps his chance to play for England was over too. He feared the worst. If the ligament was torn completely it was a serious operation.

He had in fact, slightly torn the medial ligament, which could mean 6-8 weeks out of the game, effectively missing the start of the Six Nations Championship. Realising it was a potentially serious injury, the opposition physio, Kevin 'Smurph' Murphy ran onto the pitch and immediately tended the injured player. Smurph is a top physio (and had been the England Physio for many years). Smurph stabilised the knee and spent the rest of the day 'putting me right'. His expert handling of Probyn's damaged knee accelerated Probyn's recovery to just two weeks.

He had never met Kevin Murphy before, but Murphy's altruistic act on that day is remembered forever by Probyn, as without it, he may never have been selected for England or gone on to become one of England's finest tight head props, winning 37 caps, 2 grand slams and representing the World XV.

It happened in 1988

Football - Liverpool won the 1st Division with a 9 point margin over bitter rivals, Manchester Utd. However, their season ended with a shock 1-0 FA Cup Final defeat against Wimbledon; Sanchez scoring the vital goal.

Golf - Seve Ballesteros won the last of his Majors when he took The Open Championship, held at Royal Lytham & St Annes, by 2 strokes from South Africa's Nick Price, who finished in second place.

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