

# *CONSERVATIVE CLUBS MAGAZINE*



November 2022 75p



**The Association of Conservative Clubs congratulates  
Rishi Sunak MP on being elected the leader of the  
Conservative & Unionist Party and appointed the  
UK's Prime Minister**

# Message From The Chief Executive

CONSERVATIVE  
CLUBS  
MAGAZINE



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Well, that was quite a month! For anyone who thought October was a good time to take a holiday and escape the news cycle, they will be forgiven for requesting the 'Cliff Notes' for what happened during their time away! Despite the events, the big news for our Clubs was the announcement of the energy support package which I know is not only crucial to ACC Clubs and indeed the entire hospitality industry. The ACC regularly speaks to, and shares information with, other Club and Pub organisations and it was clear that this was the one issue which needed urgent attention. However well run a local Club or Pub may be, few businesses can budget for and survive a tenfold increase in their electricity and heating bills over the winter months. On behalf of the ACC it is only right that we extend our thanks for Liz Truss for pushing forward with this crucial support for our industry.

We now move onto the election of Rishi Sunak MP as the new Leader of the Conservative & Unionist Party and UK Prime Minister; I know I speak for all ACC Clubs in wishing him well

and every success in the role. I have every confidence in the new Prime Minister's abilities, having worked closely with him in recent months, and I know that he is under no illusion about the seriousness of the situation ahead. With the UK still recovering from the Covid pandemic, the unprovoked Russian war with Ukraine compounded by the difficulties of increased costs of goods and energy beyond all expectations. The PM knows the important role that ACC Clubs play within the party structure and importantly in their local communities, having a good relationship with the two ACC Clubs in his own constituency, and that the loss of any local club or pub is a major blow for any community. The success of the UK hospitality sector, the third largest private sector employer, is therefore always going to be of importance to the UK Government.

On behalf of all ACC Clubs, I formally congratulate Rishi Sunak on his appointment as Prime Minister and wish him every success during these unprecedented times.

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# CLUB LAW AND MANAGEMENT

## How To Understand Your Club's Finances

### Financial controls

Getting 'the numbers' right is the key to running a successful club. Understanding basic business percentages will enable you to know whether you're spending too much on wages and fixed costs or whether your gross profit margin is enough to cover your costs and give you a profit/surplus.

Financial controls are crucial. The purpose of financial controls is to enable you to:

- Manage cashflow
- Control costs
- Design a pricing structure
- Plan to make a profit

The key instruments of financial control involve accurate bookkeeping and stocktaking and an understanding of key concepts:

- Profit and loss
- Breakeven point
- Gross profit and net profit
- Product costing and pricing

### Accountancy services

The extent to which an accountant or a bookkeeper will provide you with services will depend upon your own skills and preferences.

An accountant will assist you with:

- Choosing a bookkeeping system
- Preparing VAT returns
- Operating your payroll (wages, tax and NI)
- Profit and loss accounting monthly/quarterly/annually
- Business and cashflow forecasting
- Advice on pricing
- Preparation and submission of annual tax returns

### Who requires access to your bookkeeping or accounts?

- Your accountant
- Your stocktaker
- HMRC
- Your bank
- Department of Employment
- Courts of Law/Employment Tribunals

### What do you need to record?

**Income** – bar, food, room hire, machines

**Expenditure** – cash and cheque payments, e.g., wages, suppliers

**Banking** – cash, cheque, credit/debit cards, BACS

### Terminology

To understand and to control your club's finances you need to understand some basic terminology and how to make some simple calculations.

### Definitions:

**Retail price:** what the customer pays including VAT.

**Sales price:** the cost of the product excluding VAT.

**Cost of sales or cost price:** the cost of the product excluding VAT.

**Gross profit:** the sales price – the cost price.

**Net profit:** gross profit – other business expenses.

**VAT:** 'value added tax' collected on behalf of HMRC.

**Fixed costs:** business costs that always remain the same, e.g., rent.

**Variable costs:** costs that vary with the volume of the business, e.g., wages

### Profit & Loss Account (P&L Account)

A profit and loss account is a snapshot of a business' performance.

- Used in conjunction with cashflow forecasts and break-even analysis it is useful for determining the courses of action required to maintain or attain profitability
- It can highlight where costs are too high and how the business is performing against its P&L forecast
- Usually determined as an annual account, it can be done over shorter periods of time and it details what sales have been achieved, at what GP, less overheads to give an overall NP figure (before tax)

Aim to base your income and cost percentages on the following model:

	%age
Sales Income:	100
Less: Cost of Sales:	50
Less rent/mortgage:	10
Less wages:	10
Less other costs:	20
= Net Profit:	10

As in the example below:

#### Try this exercise:

Sales (net of VAT)	12,000 (100%)
- Cost price	6,000 (50%)
= Gross profit	
- Rent	1,200 (10%)
- Wages	1,200 (10%)
- Other costs:	2,400 (20%)
= Net profit	

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## Computer Software

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# CLUB LAW AND MANAGEMENT

◀ From page 3

## Differences between P&L and cashflow

Cash flow is the movement of money in and out of the club. It is useful when planning the funding requirements of the club, either on a short or long-term basis, by forecasting the cash that is expected to come in and go out of the account.

On the other hand, profit & loss is the effect of all the cash movement i.e., the levels of sales less the levels of overheads will equate to the overall profit/surplus of the club.

## Profit & Loss Account

This example of a Profit and Loss Account shows how it can be applied to the sales and expenses of a club over a 12 months' period:

### P&L ACCOUNT

<b>Takings</b>	250,000	(Gross Sales)
<b>Less VAT</b>	<u>41,666</u>	(VAT Output)
=	208,334	Net Sales)
<b>less Cost of Sales</b>	<u>104,167</u>	
=	104,167	(Gross Profit)

### less Overheads/Expenses:

rent	20,833
wages	16,667
rates	2,000
insurance	3,000
electricity/gas	8,000
telephone/broadband	1,000
cleaning materials	3,000
bank charges	2,000
professional fees	5,000
motor exp	2,500
repairs & renewals/equipment	10,000
print/post	2,000
advertising	5,000
sundries	<u>3,167</u>
<b>Total Overheads</b>	84,167

£104,167 (GP) - £84,167 (overheads) = £20,000 (Net Profit before tax)

**Cash flow** - A cash flow statement is similar to the profit and loss account. The difference between the two is that the cash flow statement shows the figures including VAT and shows the sales and expenses 'flow' in and out of the club over time. This allows you to predict when the club may be short of funds and may require an overdraft facility. Or the statement may show when funds are likely to be available for new purchases. It can be easily produced on a computer and updated on a weekly basis. It may be that an accountant could assist in producing cash flow statements and keeping them up to date.

**Break-even point** - The break-even point is vital in understanding whether a club should put on a 'special' or a 'regular' event, as well as in helping you to understand how profitable the club is on a daily basis.

The break-even point is the point at which all running costs have been covered without making either a profit or loss. It is a way of calculating the volume of sales required just to keep the club running. Any amount above this level gives a profit and below puts the business in a loss situation.

## Calculating the sales price and retail price from the cost price

You must know:

- the cost price, and
- target GP%.

Cost + GP = Sales Price (net of VAT).

Assume: cost price of £1.04 and target GP of 50%:  $£1.04 \div .50 = £2.08$  (sales price).

**Retail price - VAT = sales price.**

e.g.,  $£2.50 \text{ (RP)} \div 1.2 \text{ (to remove VAT)} = £2.08 \text{ sales price net of VAT}$

Sales price - cost price = gross profit

e.g.,  $£2.08 - £1.04 = £1.04 \text{ GP}$

GP  $\div$  by sales price  $\times 100 = \text{GP\%}$

$£1.04 \div £2.08 \times 100 = 50\% \text{ GP}$

$£2.08 \times 1.20 \text{ (to add VAT)} = £2.50 \text{ (retail price).}$

## New VAT Penalty System

*The new system requires a change in strategy to reduce penalties*

The vast majority of clubs submit and pay their VAT on time but there may be occasions where a return is not submitted on time or a payment is late in which case the club may receive a penalty surcharge which can be up to 15% of the VAT due. A new penalty system will take effect in January 2023, the new system will still penalise clubs that submit late returns and payments but it is designed to penalise persistent offenders rather than those who make occasional mistakes.

Two completely different penalty systems will be introduced on 1st of January:

1. One deals with late returns, and
2. The other deals with tax not being fully paid by the due date.

### Late Returns

The Regime for late returns will be based on a points-accumulation system: clubs will get one point for each late return they submit and then a £200 penalty will be issued by HMRC when the business reaches its points threshold. The threshold depends on the frequency that returns are submitted, for quarterly returns the threshold is four.

### Escaping the points regime

A club submitting quarterly returns will get a £200 penalty once it has accumulated four points. Each subsequent late return will incur a further penalty of £200. However, it is possible to wipe the slate clean and return to zero points as long as two conditions are fulfilled:

- All returns for the previous 24 months must have been submitted; and
- The club must have submitted all returns on time for 12 months after reaching the relevant points threshold.

### Example 1 – late returns

The club submitted all of the 2023 quarterly returns late, so incurred £200 penalty for the December period when they reached the four points threshold. They must submit the next four returns on time, including the December 2024 return, otherwise each late return will incur a further £200 penalty. If they maintain a clean slate until the December 2024 return, they will return to zero points.

### Late Payments

The new system will not charge a penalty for any tax paid (or payment plan agreed) in the first 15 days after the due date. For tax paid between days 16 and 30, there will be a 2% penalty on the VAT outstanding at day 15. For tax unpaid by day 30, a 2% penalty applies to the amount owed at day 15 and a further 2% is charged on the amount still owed at day 30. Payments made or payment plans agreed after 30 days will be subject to a further penalty based on an annualised rate of 4%. As a special first-year concession until 31st December 2023, a late payment penalty will not be issued by HMRC if all tax owed is fully paid by day 30 after the due payment date.

There is also a separate additional interest charge for any tax paid late; the clock starts ticking from day one and interest is calculated according to the Bank of England base rate plus 2.5%.

*Continued:*

### Example 2 – late payment

A club submitted their VAT return for March 2023 on the 30th of April 2023, before the filing deadline but did not pay the tax bill of £10,000

until the 7th of August 2023 (i.e., some three months late). They will be subject to a 2% penalty on the tax still owing on day 30 after the due payment date and an annualised penalty of 4% for the next two months. Total penalty =  $(£10,000 \times (2\% + 2\%)) + (£10,000 \times 4\% \times \text{two months}/12\text{months}) = £467$ . As well as the penalty of £467 they will incur an extra charge for late payment interest.

## Tips To Reduce Penalties

- Submit returns on time even if they cannot pay the tax owed by the due date; and

- Set up Direct debit – it makes sense to pay all VAT returns by direct debit.
- Make part payments – penalties are charged according to unpaid tax after days 15 and 30.
- If the club continues to have a cash flow problem make a time to pay arrangement with the Debt Management Unit this will help reduce penalties.

Our thanks to Accountants R H Jeffs and Rowe for help with this article. They can be contacted on 01443 402116.

## Question and Answers

**Q** The Club operates a tote each week and all the proceeds from the tote are spent on the prizes. Are we able to deduct a portion of the proceeds from the tote in order to assist the Club generally?

**A** Just for the sake of clarity a tote is, under the terms of the Gambling Act 2005, regarded as a lottery. If the tote is run as either a small lottery or a private lottery then proceeds can be donated to the Club. It is not a requirement for all the proceeds to be used for the provision of prizes. The main prohibition is that the proceeds can never be used for private gain. It would therefore be entirely in order for the Club to retain some of the proceeds of the tote for the purposes of the Club to benefit the Members. The advice I would give however, would be to make it clear to all the participants that in future a percentage of the proceeds would be devoted to some specified Club activity. In the event of any change in the usual way in which a game is being played or in how the proceeds of a game are to be used, it is important that everyone is fully aware of such a change so there can be no accusation of changing the rules in the middle of a game.

**Q** We have two gaming machines which are costing us more in rental payments than they create in revenue. Our Members just do not seem to be interested in using them and the annual Amusement Machine License Duty (AMLD) makes having these machines very expensive. Are there any alternative machines which may prove more popular?

**A** Many Clubs are now using a B3A Gaming Machine which does not attract either VAT

or AMLD and has a maximum jackpot of £500. These have proved popular with Club Members and due to the lack of taxation they are very profitable for the Club.

Dransfields, the ACC's preferred gaming machine supplier, can provide these machines and we suggest that you contact Dransfields to arrange the possibility of an installation of one of these machines into the Club. Dransfields also offer these machines on a revenue sharing basis.

Regarding the Club's existing Gaming Machines, it is always important to establish that the machines on offer appeal to the Club's Members otherwise they will not be profitable for the Club. If you have a machine which is underperforming then consider replacing it with a different machine in the same category or removing it altogether. Be aware that from the 1st February 2013 that AMLD is being scrapped and a new pay as you go tax (Machine Games Duty) is being introduced. This may benefit the Club if you have gaming machines which are not often used but that you do not wish to remove, since there will be no upfront costs. The Committee may also wish to consider converting to a revenue sharing agreement rather than a flat rental payment for the gaming machines.

**Q** We have a gaming room in the Club which is home to the Club's gaming machines and also the Club's quiz machine. There is a notice above the door saying that persons aged under eighteen cannot enter. We have found that children are entering the room to use the quiz machine. Is it lawful for children to use a quiz machine?

**A** The technical reference for a 'quiz machine' is a 'Skill with

Prizes' (SWP) machine.

This is a complicated area in law although the general guidance is that these machines do not come under the Gambling Act as the act of playing on these machines does not count as gambling. This means that persons under eighteen can legally use these 'Skill with Prizes' machines. However, it is worth being aware that on the 1st February 2013 it is likely that these machines will have category C content loaded onto them which will mean that they receive an age limit of eighteen although it is possible that there will be specific exceptions. This change is due to the introduction of Machine Games Duty and the abolishment of AMLD. Therefore the Committee may wish to bear in mind that in less than a year

these machines are likely to only be able to be played by persons over eighteen.

In the interim period, simply because these machines can be played by minors does not mean that the Committee has to revise its existing policy of not allowing minors into the Club's gaming room. The Committee is perfectly entitled to continue to locate the SWP machine alongside the Club's gaming machines and restrict access to the room to persons over the age of eighteen.

Alternatively, the Committee may wish to locate the SWP machine outside of the gaming room so that persons under eighteen can use the machine until such time as the machine has an age limit of eighteen imposed.

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# Western Area Conservative Clubs Council Conference Report 2022

The Western Area Conservative Clubs Council's 25th Annual Conference Weekend was celebrated in style at the Livermead Cliff Hotel in Torquay and good weather was enjoyed over the weekend.

After a very enjoyable evening meal in the hotel restaurant on Friday a fun quiz was held to begin the weekend. After this, a very large luxury hamper, sponsored by Margaret Henderson and Jenny Povey was raffled to raise funds. On Saturday morning a coach trip to Slapton Sands took place which included a comprehensive insight, provided by Jenny Povey, into Operation Tiger which took place in 1944. Exercise Tiger, or Operation Tiger, was one of a series of large-scale rehearsals for the D-Day invasion of Normandy, which took place in April 1944 on Slapton Sands in Devon. Coordination and communication problems resulted in friendly fire injuries during the exercise, and an Allied convoy positioning itself for the landing was attacked

by E-boats of Nazi Germany's Kriegsmarine, resulting in the deaths of at least 749 American servicemen.



On Saturday evening a drinks reception was sponsored by the ACC and was enjoyed by all attendees. Very informative speeches were delivered by Lord Smith, Alison Hernandez, Police and Crime Commissioner, and Kevin Foster MP. Following the dinner entertainment was supplied by a Bournemouth based entertainer. During a break the Grand Raffle took place with many prizes donated by Delegates, Clubs and Suppliers.

On Sunday morning the Area's AGM was held and with it the election of Officers for the year. This was followed by an update on Club matters

by ACC Chief Executive Lord Smith which was followed by an informative question and answer session. Philip congratulated the Western Area on holding their 27th Weekend Conference and said he has attended every single one. A warm welcome was extended to Welly Woodward of K and M Club Refurbishment Ltd which is the successor to former ACC Recommended Suppliers Harris Brothers. Presentations were given by Dransfields and Club Insure. Chairman Brian Tottle thanked everyone for attending, wished them a safe journey home and closed the conference.





# Industry Insights

**Industry Insights aims to provide a whirlwind tour of who's doing what in the club sector, from latest launches and new products to business acquisitions and market research into the hospitality sector at large.**

## UK Deposit Return Scheme – what you need to know

From 16 August 2023, all drinks producers and any business selling single-use drinks containers in Scotland must take part in the Deposit Return Scheme. Biffa expert Carla Brian advises that it's time to prepare for the upcoming schemes across the country.

**S**cotland is to become the first of the UK's devolved nations to implement a Deposit Return Scheme (DRS) after its success abroad.

Other UK nations are expected to announce consultation on their plans in due course, so while the DRS might feel a long way off, it's worthwhile getting acquainted with how the scheme could affect your club and how to plan for the scheme.

### Deposit Return Schemes explained

A Deposit Return Scheme encourages consumers to recycle drinks containers, such as bottles and cans.

The DRS in Scotland aims to ensure that at least 90% of drinks containers are captured and prevented from becoming waste. It is a fundamental part of the country's mission to tackle climate change and create a circular economy, whereby a product is continually recovered and endlessly recycled.

Circularity Scotland – the scheme administrator – secured an £18m investment in May 2022 from the Scottish National Investment Bank and Bank of Scotland to set up the DRS, before announcing waste management company Biffa as the official logistics provider in July, with the company investing £80m in the project.

Businesses must now charge a refundable deposit of 20p on all drinks containers sold in Scotland, to be refunded to consumers upon return. This will apply to all single-use PET plastic, aluminium, steel or glass drinks containers ranging in size from 50ml up to 3l containers. There are expected to be around 30,000 return points in Scotland of which consumers can return their drinks containers back to get their 20 pence deposit return. Return points will consist of any hospitality venue and shop in Scotland which operates as a return point operator.

### How will the DRS affect hospitality?

For businesses selling drinks containers or on-site consumption only, the DRS does operate slightly



differently – also known as closed loop hospitality return points.

Hospitality businesses can choose whether to pass the deposit on to consumers. If deposits are passed onto consumers, then businesses will need to operate as an open return point. However, many are looking to not pass the deposit on and operate as a closed loop hospitality site where drinks containers are consumed on site and stored for collection by Biffa.

**Biffa's DRS Commercial Lead Carla Brian** anticipates (and applauds) the advantages but advises planning now, particularly for venues in Scotland.

"The Deposit Return Scheme offers a unique opportunity to revolutionise the way we recycle in the UK. Businesses will see themselves hitting sustainability goals that were previously unachievable

with a large increase in the amount of their products entering the circular economy," she said.

"We could see a shift in consumers' purchase habits as we become more aware of the number of single-use containers being used every day, encouraging the public to buy larger containers rather than multiple smaller ones, reducing our single-use plastic, glass and metal consumption.

"Now is the perfect time for businesses to begin their preparation; the scheme launches in Scotland in under one year's time. Registering for updates from Circularity Scotland is the most important step businesses can take right now."

- [portal.circularityscotland.com/Signup](https://portal.circularityscotland.com/Signup)
- **Registration**
- [biffa.co.uk](https://biffa.co.uk)





## BBG – transforming draught drinks dispense

**B**udweiser Brewing Group (BBG) has piloted a new dispense system that will enable clubs to significantly expand their draught portfolio, according to the company.

The unique solution allows members to customise their drink without the cost and complexity of adding new lines and cellar tech. The closed and non-permeable system, ensures that there is no unintentional mixing of ingredients between drinks.

Members can choose ingredients to add to their beverage, adding liquid ingredients, including natural flavours and botanicals, to personalise their drink by choosing from the range of options displayed on the tower. The bartender then inputs the selection into the bar side dashboard before the tower dispenses the final pour. These are then added whilst pouring.

BBG includes the consumer and trade benefits as:

- Providing venues with the ability to sell multiple draught drinks through only one tower and one base keg, expanding their range without taking up valuable bar or cellar space.
- Enabling consumers to customise drinks and get the exact serve they want in response to the appeal of creating personalised drinks. The system also allows people to mix ingredients or get a more intense taste by boosting one of the ingredients.
- The system works across categories such as beer, seltzer, sparkling wine and cocktails. Any keg base liquid can be customised at the point of dispense

• **View more at:**

<https://vimeo.com/barfly/pbs>

using the password BBG

• [budweiserbrewinggroup.co.uk](http://budweiserbrewinggroup.co.uk)

## Hospitality sector serves up 10% growth in number of businesses

**T**he number of hospitality businesses in the UK grew by 10.1% last year, according to October ONS data.

The industry sprouted just over 20,000 new companies to reach 220,950 by the start of 2022, the biggest increase of all sectors in percentage terms. In comparison, business numbers in the UK overall fell by 1.5% over the same period.

The number of people employed in the sector also held steady, growing by 1%. It suggests that the furlough scheme and other initiatives were largely successful in keeping businesses going, says the report.

**Mark Tighe, CEO of innovation funding specialist Catax,** said: "The hospitality sector had a gruelling two years during the pandemic and, while turnover fell last year, strong growth in the number of new businesses starting up is a welcome surprise.



The return to workplaces didn't really gather steam until this year, so there should be more good news to come.

"The current economic climate means the hospitality industry still faces a challenging 12 months, but the sector can continue to grow if it keeps innovating and reacting quickly to changing trends.

• [catax.com](http://catax.com)

## Plugging into the student takeaway meal market

**T**he nation's students are takeaway mad, creating excellent opportunities for club kitchens.

A recent study, conducted by food-ordering app Foodhub, investigated student eating habits and revealed that almost half (42%) of UK students order a takeaway three times a week or more, with 1 in 10 students ordering one every single day. And with the majority of students happy to spend up to £20 on a takeaway, this revenue stream can quickly add up.

Further to this, in order to keep costs from spiralling, nearly a quarter of students (23%) identified cost as the most important factor when choosing a takeaway – even above the quality of the food.



**Emma Stockman, spokesperson for Foodhub,** said: "A huge 85% of students said they regularly use food ordering apps, demonstrating just how important platforms like Foodhub are to student lifestyle."

Foodhub doesn't take commission from participating venues, which, says the company, means food ordered via Foodhub is on average 15% cheaper than when ordering through some other delivery apps, making it appealing to students on budgets.

### UK students' top 10 favourite takeaways

1. Italian (43%)
2. Chinese (39%)
3. Indian (33%)
4. Fish & Chips (29%)
5. Burger (27%)
6. Thai (19%)
7. Kebab (17%)
8. Mexican (16%)
9. Sushi (15%)
10. Dessert (6%)

• [Foodhub.co.uk](http://Foodhub.co.uk)

## IBD reinforces Board with new appointments

Members of the Institute of Brewing & Distilling (IBD) have elected Raphael Grisoni and David Cook as Trustees, Megan Sheehy as Deputy President and Will Calvert as the new Honorary Treasurer, reflecting the IBD's desire to create a more diverse and global team with the skills to drive its strategic priorities.

The Board of Trustees encompasses knowledge and specialisation in both technical and commercial facets of the industry.

These changes also come with the re-election of Bhavya Mandanna as President of the IBD for her second year and Megan Sheehy as Deputy President for her first term, after holding the role temporarily.

**Megan Sheehy** – General Manager, Classification at Grains Australia, brings expertise in malting and brewing, and leadership experience in running charitable organisations.

**Raphael Grisoni** – Newly appointed General Manager for Remy Cointreau Canada, has commercial experience in Scotch whisky and Champagne and also led Mount Gay Distillery in Barbados for 14 years as Managing Director.

**David Cook** – As AB InBev Professor of Brewing Science at the University of Nottingham and as a liveryman of the Worshipful Company of Brewers, David brings with him technical and academic knowledge.

**Will Calvert** – Managing Director, and co-founder of Windsor & Eton Brewery, Will is a Fellow of the Chartered Institute of Management Accountants and combines a technical brewing background and network across both the mainstream and craft sectors with broader senior financial and operations management experience.

The other Trustees in the IBD Board are Steve Price, Honorary Associate Professor at University of Nottingham, Sandra Stelma, Process Capacity Agility and Futures Manager at Diageo, and David Smith, Brewing Consultant.

"In an ever-changing world, the IBD Board of Trustees' priority is to deliver our strategic vision of providing the gold standard in technical education to professionals in brewing, distilling and related industries," said IBD **Douglas Murray, Interim Chief Executive Officer**. "Our Trustees are committed to continually elevating our high standards in education and development, while engaging and connecting professionals and organisations to share experiences and respond to global industry challenges collectively, and effectively."

The IBD was first established in 1886 as The Laboratory Club, founded to provide excellence in technical education for professional brewers, distillers and associated suppliers. It now has over 3,000 members across 90 countries, and over 100,000 industry professionals have received technical education with the Institute.

• [ibd.org.uk](http://ibd.org.uk)



## Hoshizaki: enabling customers to pour their own perfect pints

**G**lobal cold solution expert Hoshizaki has taken its rapid Beermatic Dual Tap beer dispensers to the next level, thanks to a collaboration with bespoke manufacturer, Gorilla Carts and Kiosks. The resultant all-in-one concept is being trialled in a number of venues and sees the beer dispensers housed in a readymade unit that includes a contactless card payment system through which the dispensers are activated.

The innovative system allows customers to pay

for their drinks, position their glass, and pour pints with the touch of a button.

Hoshizaki's iBeermatic Dual Tap gently tilts the glass as the chilled beer pours, and slowly brings it to an upright position for the perfect head-to-pint ratio.

The front of house self-serve unit includes space for glasses and a sub counter drain drip tray to ensure minimum mess.

• [www.hoshizaki.co.uk](http://www.hoshizaki.co.uk)

## Vodka launches in eco-friendly packaging

**G**reen Man Wildwood Vodka has been launched by Silent Pool Distillers in a 94% recyclable cardboard bottle, with a carbon footprint put at 83% lower than glass bottles.

In addition, every bottle bought sees customers able to choose a tree and a planting location which Silent Pool will then plant on their behalf as part of its partnership with non-profit organisation Tree-Nation.

The 42%ABV Vodka is produced with botanicals inspired by local woodlands, explains the distiller, 'with sweet and woody notes of birch on the nose, leading into top notes of fresh and clarifying peppermint, with rich base notes of tangy dandelion and subtle bitterness from burdock root'.

The product follows the earlier re-launch of its Green Man Wildwood Gin, also packaged in a recyclable cardboard bottle.

• [silentpooldistillers.com](http://silentpooldistillers.com)



## Brown Forman to buy Rum brand

**T**he Brown Forman Corporation has reached an agreement to purchase the Diplomático Rum brand and related assets from Destillers United Group S.L. (Spain), including a production facility located in Panama.

The Diplomático Rum family of brands ranks at No. 1 in the super-and ultra-premium rum category and No. 2 in the super-premium+ rum worldwide (IWSR, 2021), and as a result of the acquisition, over

100 new employees will now join the company.

**Lawson Whiting, President and CEO, Brown Forman Corporation said:** "Diplomático Rum will join our expanding portfolio, giving Brown Forman a market leading entry into the fast-growing super-premium rum category. This aged rum brand has distinctive packaging, strong brand positioning, and is a delicious tasting spirit."

• [brown-forman.com](http://brown-forman.com)



## Funnybones' new Buffalo Wing Sauce set to fly off the shelves

**C**lubs will no longer have to 'wing it' with unreliable sauces, thanks to the launch of Funnybones Foodservice's New Rio Pacific Buffalo Wing Sauce.

According to the company, the sauce is ideal for dipping, dunking or glazing and can be served cold or hot.

**Funnybones Development Chef, Tom Styman-Heighton, said:** "Buffalo Wing Sauce is an absolute must-have when it comes to serving wings. We've spent a long time coming up with our own unique recipe to get it just right, balancing full bodied heat with a really smooth, moreish finish, and we're delighted with the results."

"With many operators looking to simplify menus due to supply chain issues, we expect to see more of a reliance on sauces to quickly add a pop of flavour to meals. The new sauce lends itself perfectly to operators interested in 'Glocal' products; globally inspired flavours, produced locally. Since we make our authentic sauces here in the UK, we're better positioned to handle supply chain issues, making sure clubs, pubs and restaurants have enough stock to meet demand."

• [funnybones.co.uk](http://funnybones.co.uk)



## Bladnoch Distillery's latest addition

**B**ladnoch Distillery is proud to announce the newest addition to its 'Classic Collection' of Lowland Single Malt Scotch Whiskies, Liora.

The name, Liora, has its origins in Hebrew, meaning 'the gift of light' and is the distillery's first ever expression bottled at 52.2% ABV.

Liora has been created using a pairing of Bourbon and New Oak casks, explains **Master Distiller, Dr. Nick Savage.**

"Liora embodies the delicate balance between the intensity of the New Oak and the sweetness of the Bourbon casks. On the nose you can expect juicy fresh cut apples along with toasted caramel and floral notes," he said. "As you taste Liora, on the palate you'll get caramelised toffee apples along with peppery



spices and fresh cut oak. A truly magnificent dram with a long finish and a slight warming dryness."

Liora is bottled without chill-filtration and with natural colour.

• [uk.bladnoch.com](http://uk.bladnoch.com)

## Tall Tales? It's a pale ale

**B**utcombe Brewery has announced the launch of its new beer, Tall Tales Pale Ale.

Inspired by the mysterious tale of a crocodile being spotted in the River Avon in Bristol, the brewer wanted to keep a connection to its Bristolian heritage while also showing the creative, innovative and exciting side of its brewery.

The result is Tall Tales Pale Ale, described as a 'refreshing, fruity and light Pale Ale that is full of character with notes of grapefruit, pineapple and lemon'. It is also Butcombe Brewery's boldest beer to date, 'vibrant, flavoursome and with quite a bite'.

• [butcombe.com](http://butcombe.com)



## Regional Real Ale finalists announced

**T**he CAMRA Club of the Year competition, run in conjunction with *Club Mirror* magazine, aims to find the best clubs with the greatest commitment to quality real ale.

The competition has been on hold for two years due to COVID-19 restrictions, last won by Cheltenham Motor Club in 2019. (The club also won the award in 2013 and 2017.)

Contenders for the ultimate real ale title National Club of the Year, have now been whittled down to 14 regional finalists. The overall winner will be announced early in 2023.

### The Top 14 Regional Winners

- West Pennines – Roa Island Boating Club
- Greater Manchester – Dobcross Band Social Club
- Scotland/Northern Ireland – Adrossan Academicals Rugby Club
- North East – Mid-Boldon Club
- Merseyside/Cheshire – Barnton Cricket Club
- Yorkshire – Hanging Heaton Cricket Club
- West Midlands – Firs Club
- East Anglia – Bishop's Stortford Sports Trust
- Kent – Marden Village Club
- Greater London – Leyton Orient Supporters Club
- Surrey/Sussex – Egham United Service Club
- Wessex – Corfe Castle Club
- Wales – Barry West End Club
- South West – Cheltenham Motor Club

• [CAMRA.org.uk](http://CAMRA.org.uk)

## Rolling out the barrel for cancer awareness

**I**n April this year, David Holliday, co-founder of Moon Gazer Ales, helped to raise over £22,000 for local testicular cancer awareness charity *It's on the Ball* by pushing a 75kg barrel of beer 149 miles to the oncology unit at London's St Barts Hospital.

"It was such an amazing experience that I have decided to embark on another epic challenge, pushing 75kg of beer while completing seven marathons in seven days around Norfolk," said David.

To support the fundraising visit the website below.

• [moongazerale.co.uk](http://moongazerale.co.uk)





# Beaconsfield Hosts British Motorcycles



The Beaconsfield Conservative Club, Ashton-under-Lyne, played host to the British Motorcycle Preservation Society during October 2022. The British Motorcycle Preservation Society is a non-profit making organisation to promote interest in and preservation of British

motorcycles.

Club members were treated to a dazzling display of classic motorcycles, with a chance to speak to enthusiasts and find out more about these beautiful bikes.

Food was provided by the Pub and Grill and thankfully the rain held off during the event.



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As we approach the end of the year, now is the perfect time to review your club's processes and consider a new easier approach to your accounting in 2023.



Get in touch today for more information. We would love to hear from you.

**Please call 01933 358 080 or email [info@ydp.co.uk](mailto:info@ydp.co.uk)**



# Waterloo and Taunton Conservative Club Member Runs London Marathon For Charity

Roy Harris, Committee Member at Waterloo and Taunton Conservative Club, Ashton-under-Lyne, has raised thousands of pounds for Macmillan Cancer Support.

Close to Roy's heart, the charity supported him for his treatment of non Hodgkins lymphoma, a type of cancer which attacks the body's immune system. Diagnosed in January 2020, Roy's World fell apart, however with Macmillan's help and his friends and family, Roy came through and is now in remission.

Roy set himself a goal to raise funds for the charity to show his gratitude by taking part in this years 2022 London marathon.

Club Chairman, Leon Tamcken said 'Roy has been amazing,



his dedication to fundraising for Macmillan has been amazing, with the entire club supporting him all the way”

Roy completed the London Marathon in just over 5 hours, and has raised an amazing £3,955.00.



# Burgess Hill Constitutional Club Raises Vital Funds For Their Local Hospice

Since re-opening after Covid in May 2021, Burgess Hill Constitutional Club has been raising funds for St Peter & St James Hospice, based in North Chailey, East Sussex.

St Peter & St James Hospice provides expert care to adults

living with a life-limiting illness in their community. Their support extends to friends and families too. The area represented includes Burgess Hill, Haywards Heath, Lewes, Uckfield and everywhere in between.

They support people to live



**Burgess Hill Constitutional Club.**

and die well, according to what matters most to them. Their mission is to provide the best possible care, in the right place, at the right time, to everyone who needs them.

Events have included a weekly Meat Raffle, a weekly Sunday Drinks Raffle, a weekly Bonus

Ball draw, a Christmas Raffle, a bumper Jubilee Raffle and other generous donations from Club Members.

The photo shows Pam Carey, the current Chairman presenting a cheque for £3,500 to a representative of the hospice.



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# 2022 FIFA World Cup Fixtures

The 2022 FIFA World Cup will kick-off a day earlier than originally scheduled, with host nation Qatar now taking on Ecuador at the Al Bayt Stadium on Sunday 20 November. The opening ceremony will be held before the group A match, which starts at 4pm (GMT).

Games at this winter's tournament will be played at 10am, 1pm, 4pm and 7pm (GMT). The final will be held on Sunday 18 December at the 80,000-capacity Lusail Stadium.

In the UK matches will be shown on BBC and ITV. Group fixture TV coverage has been confirmed, but the knockout rounds will be announced at a later date. ITV has the first and second picks in the last 16 and first pick of the quarter-finals. The BBC will have the first pick of the semi-finals. All times below are GMT.



## Group Stages Dates and Times

### Sunday 20 November

- Group A: Qatar v Ecuador (Al Bayt Stadium; 4pm; live on BBC)

### Monday 21 November

- Group B: England vs. Iran (Khalifa International Stadium; 1pm; BBC)
- Group A: Senegal vs. Netherlands (Al Thumama Stadium; 4pm; ITV)
- Group B: USA vs. Wales (Ahmad Bin Ali Stadium; 7pm; ITV)

### Tuesday 22 November

- Group C: Argentina vs. Saudi Arabia (Lusail Stadium; 10am; ITV)
- Group D: Denmark vs. Tunisia (Education City Stadium; 1pm; ITV)
- Group C: Mexico vs. Poland (Stadium 974; 4pm; BBC)
- Group D: France vs. Australia (Al Janoub Stadium; 7pm; BBC)

### Wednesday 23 November

- Group F: Morocco vs. Croatia (Al Bayt Stadium; 10am; ITV)
- Group E: Germany vs. Japan (Khalifa International Stadium; 1pm; ITV)
- Group E: Spain vs. Costa Rica (Al Thumama Stadium; 4pm; ITV)
- Group F: Belgium vs. Canada (Ahmad Bin Ali Stadium; 7pm; BBC)

### Thursday 24 November

- Group G: Switzerland vs. Cameroon (Al Janoub Stadium; 10am; ITV)
- Group H: Uruguay vs. South Korea (Education City Stadium; 1pm; BBC)
- Group H: Portugal vs. Ghana (Stadium 974; 4pm; ITV)
- Group G: Brazil vs. Serbia (Lusail Stadium; 7pm; BBC)

### Friday 25 November

- Group B: Wales vs. Iran (Ahmad Bin Ali Stadium; 10am; BBC)

- Group A: Qatar vs. Senegal (Al Thumama Stadium; 1pm; BBC)
- Group A: Netherlands vs. Ecuador (Khalifa International Stadium; 4pm; ITV)
- Group B: England vs. USA (Al Bayt Stadium; 7pm; ITV)

### Saturday 26 November

- Group D: Tunisia vs. Australia (Al Janoub Stadium; 10am; BBC)
- Group C: Poland vs. Saudi Arabia (Education City Stadium; 1pm; ITV)
- Group D: France vs. Denmark (Stadium 974; 4pm; ITV)
- Group C: Argentina vs. Mexico (Lusail Stadium; 7pm; ITV)

### Sunday 27 November

- Group E: Japan vs. Costa Rica (Ahmad Bin Ali Stadium; 10am; ITV)
- Group F: Belgium vs. Morocco (Al Thumama Stadium; 1pm; BBC)
- Group F: Croatia vs. Canada (Khalifa International Stadium; 4pm; BBC)
- Group E: Spain vs. Germany (Al Bayt Stadium; 7pm; BBC)

### Monday 28 November

- Group G: Cameroon vs. Serbia (Al Janoub Stadium; 10am; ITV)
- Group H: South Korea vs. Ghana (Education City Stadium; 1pm; BBC)
- Group G: Brazil vs. Switzerland (Stadium 974; 4pm; ITV)
- Group H: Portugal vs. Uruguay (Lusail Stadium; 7pm; ITV)

### Tuesday 29 November

- Group A: Netherlands vs. Qatar (Al Bayt Stadium; 3pm; ITV)
- Group A: Ecuador vs. Senegal (Khalifa International Stadium; 3pm; ITV)
- Group B: Wales vs. England (Ahmad Bin Ali Stadium; 7pm; BBC)
- Group B: Iran vs. USA (Al Thumama Stadium; 7pm; BBC)

### Wednesday 30 November

- Group D: Tunisia vs. France (Education City Stadium; 3pm; BBC)
- Group D: Australia vs. Denmark (Al Janoub Stadium; 3pm; BBC)
- Group C: Poland vs. Argentina (Stadium 974; 7pm; BBC)
- Group C: Saudi Arabia vs. Mexico (Lusail Stadium; 7pm; BBC)

### Thursday 1 December

- Group F: Croatia vs. Belgium (Ahmad Bin Ali Stadium; 3pm; BBC)
- Group F: Canada vs. Morocco (Al Thumama Stadium; 3pm; BBC)
- Group E: Japan vs. Spain (Khalifa International Stadium; 7pm; ITV)
- Group E: Costa Rica vs. Germany (Al Bayt Stadium; 7pm; ITV)

### Friday 2 December

- Group H: South Korea vs. Portugal (Education City Stadium; 3pm; BBC)
- Group H: Ghana vs. Uruguay (Al Janoub Stadium; 3pm; BBC)
- Group G: Cameroon vs. Brazil (Lusail Stadium; 7pm; ITV)
- Group G: Serbia vs. Switzerland (Stadium 974; 7pm; ITV)

### The 2022 FIFA World Cup final: Sunday 18 December

The Fifa World Cup Qatar 2022 final, match 64, will take place at the Lusail Stadium on Sunday 18 December. The final will kick off at 3pm UK time.

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