



Good morning everyone

Please let me introduce myself, my name is Vince Hayward and I am at present the Club House Manager at Salisbury Rugby Club. I have been in place here for almost 5 years. My background has always been within the catering service industry from being a chef at Gleneagles Hotel in Scotland to Operations Manager at Stirrups Country House Hotel and including being a Director of Reflex Health and Fitness and a player and committee member of Reading Golf Club.

The reason for me contacting all the Rugby Clubs within the Dorset & Wilts catchment area is that even in the short period of time I have been here, there have been many challenges we have needed to overcome. We all have great teams that we are very proud of and wish this to carry on for many years. They are given every possible help and support from all the committees and club members BUT do we pay enough attention to areas within the club that help FINANCIALLY to allow all this to happen?

I do believe every club has either Bar Managers, Committee Members or even Club House Managers such as myself that put 110% heart and soul into the job they do but are we given enough information to create those few extra pounds the clubs are always looking for?

Now down to the nitty gritty of why I am contacting you all. I would like to suggest an initial meeting to see who would be interested in pooling our great knowledge and allowing all our clubs to benefit from that.

Some ideas we have looked at for SRFC to save money are:

- PPL & PRS credit for 2020
- VAT refund on charity fund raisers from 2016
- Value of upfront discount on brewery over reduced prices
- Bookers 2% retro kick back
- Sky and BT TV suspended payments
- Membership card till systems and income

These are just a few things that we review on a regular basis at SRFC. My suggestion would be that we have a group huddle within which we are willing to share some of both the positive and negative things we have tried within our own clubs. I am just sending this out to see if there is much interest in the thought pattern and I would be very happy to discuss these matters now or we could look at holding a meeting central to all those interested.

Please feel welcome to email me and we can take things further.

Vince Hayward
Club House Manager