



### **New Business Strategy**

This new operating strategy is for implementation from July 2020:

- Initially bar open for a minimum of 25 hours per week but closed on Monday's, specific hours to be decided by the Committee who will continue to review
- Specific Sports Clubs to man the bar themselves on their match day (football, cricket, darts, crib & dominos etc.)
- Minimise stock lines, ideally focus on items with higher profit levels and turnover
- Prices to be properly calculated per-line item based on target profit margins per item
- Develop the outsourcing of the management of the bar
- Cash & bank to be maintained by Club Committee member
- Introduce new mobile cash machine for card sales – extend use of card machine for subscriptions, ticket sales etc.
- Get better use out of ADT for site security – reports, individual code nos etc.
- All service providers to be proactively managed and use on-line accounts if possible, search for the most cost-effective solutions
- Expand cleaning services and proactively manage the service
- New web site to be developed – develop site so certain tasks (e.g. membership renewals, ticket sales) can be done via the website
- Search for grant opportunities for infrastructure improvements including for a new toilet suite with a disabled toilet facility.

Approved by the Committee  
30<sup>th</sup> June 2020