

leisure opportunities

11 JUNE - 24 JUNE 2013 ISSUE 608

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Craftsman and Garran Lockers



A formidable partnership

Craftsman Lockers has a generation's experience in designing, manufacturing and fitting great changing rooms that match provision with customer expectations and patterns of use.

Garran Lockers, the UK's fastest growing locker manufacturer, has over 50 years experience designing and manufacturing top quality steel lockers for the working environment, emergency services, education and leisure markets.

Craftsman's enduring success is built on establishing strong partnerships with its clients by clearly understanding their needs and those of their customers, to create sensitively designed, great places to change.

That powerful working philosophy has come together with another industry-leader – Garran Lockers - to create a formidable partnership capable of delivering finest quality wooden and steel lockers right across the private and public sectors.

Driver for increasing usage

"We first worked with Craftsman Lockers some 10 years ago on an initial refurbishment to replace the old school-style changing rooms. Three years ago we began a further multi-million pound development of the centre, turning the two existing changing rooms into one and creating a new ladies changing room. With the addition of a state-of-the-art spa, where the treatment rooms were also fitted out by Craftsman, the result has been a threefold rise in the number of local residents signing up to our direct debit scheme. Instead of falling behind our local competition, we now set a standard for others to follow."

Paul France, Dual Site Centre Manager & One Leisure IT Systems Manager



St Neots Leisure Centre, female changing room

It's never too early to call Craftsman

"I've spent many years in the private sector and the quality and performance of changing rooms is ingrained in my mind. On moving to the leisure trust in Stockport, now rebranded Life Leisure, I soon realised that although the quality of our fitness facilities mirrored those offered by the private sector, they were often let down by poor changing provision. Craftsman Lockers were my first choice in seeking a partner that could help transform the quality of our centres' changing facilities.

The positive comments we now receive are refreshingly different to those we had in the past."

Malcolm McPhail, Chief Executive Officer at Stockport Sports Trust



Teviotdale Leisure Centre, family lockers

The capability to realise your vision

"Borders Sport and Leisure has invested heavily in improving existing facilities and developing new ones.

It had become clear that the standard of our changing rooms had become an issue. Hearing of the quality and performance of Craftsman Lockers within other Scottish leisure trusts, we called them in to see how they could make a difference for all who use the facilities. The first project, at Teviotdale Leisure Centre, raised the quality to a new level that has now been adopted across all our pools and fitness facilities.

Ewan Jackson, Chief Executive of Borders Sport & Leisure

Trust in Craftsman

Craftsman partner with clients to help create changing facilities that match the pattern of usage, customer flow and, most importantly their users' potential requirements.

John Gibbs and the Craftsman team have extensive experience in meeting the needs of leisure operators throughout the industry by reviewing their project in a face to face

meeting, advising on the design and layout of changing areas to suit their customer demographics and then providing the most appropriate lockers and ancillary furniture.

This tailored approach helps ensure each individual changing room fully meets their user expectations both now and in the future.



Aspire National Training Centre

Leisure centres that have benefited from the Craftsman experience

- Andover Leisure Centre
- Grand Central Pools
- John Wright Sports Centre
- Keswick Leisure Pool
- Lagoon Leisure Centre
- Metrodome Leisure Complex
- ON-X Linwood
- The Rapids
- St Neots Leisure Centre
- The Waterfront Leisure Centre
- Wishaw Sports Centre



Cheadle Leisure Centre, swimming pool lockers

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£35m Mary Rose opens to public

The £35m (US\$53m, €41m) museum project for Henry VIII's flagship, the Mary Rose, has officially opened to the public in Portsmouth.

Located at the same dockyard where the Tudor warship was built more than 500 years ago, the museum functions as a giant 'air lock' and time capsule which is built around King Henry VIII's Mary Rose Ship, reuniting her with its content and crew.

The new museum, led by Wilkinson Eyre Architects (architect) and Pringle Brandon Perkins+Will (architects for the interior) was built around the hull of the ship.

The boat-shaped museum will showcase 19,000 artefacts associated with it. Artefacts on display will include wooden eating bowls, leather shoes, musical instruments, longbows, two tonne guns and nit combs.



The museum has been designed as a 'time capsule' for Tudor times

The building takes the form of a finely crafted wooden 'jewellery box' with the hull at its centre and galleries running the length of the ship, each at a level corresponding to a deck level on the ship. Faces of some of the crew have been recreated by forensic science experts using skulls found with the wreck.



The gallery underwent a redevelopment in 2012

William Morris wins award for Museum of the Year

William Morris Gallery has been awarded the prestigious title of Museum of the Year for its major renovation and creative reinterpretation of the life and work of Morris – the revolutionary Victorian designer and social activist.

The gallery reopened in August 2012 following a major redevelopment with transformed gallery spaces – including new temporary exhibition space – updated education facilities and an orangery-inspired extension overlooking the grounds. Details: <http://lei.sr?a=J9N3D>

ASA calls for more PE funding for swimming

The Amateur Swimming Association (ASA) has called for PE funding to be focused on swimming after a survey revealed that half of the UK's children aged seven to 11 cannot swim the length of a standard pool.

The survey, conducted by the ASA with support from the institute of Youth Sport, collected data from more than 3,500 primary schools across England and gathered opinions from more than 1,000 parents. Only 2 per cent of schools surveyed met the government target of 22 hours of swimming lessons per year.

Latest round of PPF funding announced

Sport England has announced a 50 per cent boost to its Protect Playing Fields (PPF) Olympic and Paralympic legacy fund.

The £5m increase – made possible by strong sales of National Lottery tickets – means that the PPF will focus on protecting and improving playing fields and developing community sport. The PPF scheme is part of the Places People Play (PPP) initiative

After a record number of bids, 75 projects have been successful in the most recent funding round, getting a share of £3.5m.

All 75 projects will receive funding of between £20,000 and £50,000, including Ullenwood Bharat Cricket Club in



A total of £5m has been made available for projects

Gloucestershire, that will use £50,000 to secure the freehold of the cricket ground via an asset transfer. Details: <http://lei.sr?a=b9z1H>

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SPORT

Sport improves academic results

A US study has revealed that team sport is the only extra-curricular activity to make significant difference to the academic results of students. Teenagers who belong to sports clubs compared to others such as drama or debating – are also more likely to complete their education and higher education.



Team sport can make a significant difference to learning outcomes

The study, conducted by the University of South Carolina and Pennsylvania State University, collected data from 9,700 high school students aged between 14 and 18. The study also revealed that teenagers living in the countryside are more likely to take part in extra-curricular activity when compared with those from cities. The results were still true even after the students' race, sex, previous achievements and socio-economic background were taken into consideration.

Matthew Irvin, assistant professor in the Department of Educational Studies at the University of South Carolina, said: "Sport and physical activities allow a person to develop a mentoring relationship with adults and with positive, school-oriented peers."

Details: <http://lei.sr?a=p8P5x>

East Riding College to get £220,000 sports facility

East Riding College in Bridlington, East Yorkshire will soon be benefiting from a £220,000 multi-use games area (MUGA), with plans for the new all-weather sports facility to be ready from September. The playing surface will cover 1,789sq m (19,256sq ft) and will be

built during the summer, with the facility up and running in time for the new year.

The new area will accommodate three tennis courts, two five-a-side football pitches, three basketball courts and can also be used for netball, volleyball, handball and hockey.

Top-flight football revenue hits new high

English Premier League earnings have hit new heights as the teams in football's top flight enjoyed combined revenues of almost £2.4bn in 2011-12. With a new television rights deal on the horizon, figures for the Premier League are expected to soar further to £3bn.



Teams at the top increased their revenues in 2012

Live domestic rights have been sold for more than £1bn per season, an increase of more than 70 per cent on the previous deal, according to business advisory firm Deloitte.

However, clubs in the Championship have seen team debts increase as they bid to get promoted into the top-flight.

Revenues have also increased among England's 92 league clubs, surpassing the £3bn mark, though overstretching in bids to get promoted is meaning teams are struggling financially. During 2012, Championship clubs' net debt reached a record level of £900m - with two-thirds of second tier clubs seeing debt rise.

£1.4bn of interest-free soft loans from owners, of which around 90 per cent relate to just three clubs: Chelsea (£895m), Newcastle United (£267m), and Queen's Park Rangers (£93m).

The Premier League by comparison has a net debt of £2.4bn, although that debt includes

Eight Premier League clubs also saw a reduction in net debt over the 2011-12 season.

London Welsh look for Oxford home

London Welsh are looking at three ground options available to them in the Oxford area. The side played at the 12,500-seater Kassam Stadium last season after leaving its old ground in west London. Following relegation, it elected to stay in Oxford rather than return to the capital.

Welsh chair, Bleddyn Phillips believes staying in Oxford will help to make the club commercially viable.

“The level of attendance for ‘home’ games is likely to be demonstrably higher if we continue to play in the Oxford area and thereby strengthen our following and support base,” said Phillips.

“There are at least two or three opportunities available to us in terms of ground location in the region for next season including the Kassam Stadium where we have the



The club is looking to move within its current home town of Oxford

option to renew. There have been a number of discussions with several grounds and local clubs and we are very close to finalising what we trust will be an optimum solution for the club in both financial terms as well as the level of facilities available next season.

Details: <http://lei.sr?a=m2U3J>

£5.3m Olympic funding windfall for BOA

The British Olympic Association (BOA) has received a £5.3m bonus payment from London 2012 organisers Locog after its final accounts had a £30m surplus in their final accounts.

In addition, £2.6m has been given to the British Paralympic Association, while £20m will be paid back to the Department for Culture, Media & Sport.

Locog said they had achieved revenues of £2.41bn (US\$3.66bn, €2.82bn) through private sector revenue programmes over the company's eight-year life, with costs contained at £2.38bn. The report and accounts actually show a cumulative operating loss of £53m (US\$80.5m, €62m), however deferred revenue which has



BOA is reaping the benefits of the financial success of the 2012 Games

not been accounted for stands at £78m. This combined with other revenue streams such as royalty income, will be sufficient to cover the noted losses. Details: <http://lei.sr?a=C7j7h>

New £3.1m sports centre opens in Keynsham

A new £3.1m sports centre has been opened in Keynsham, Avon by Paralympic medallist Ben Rushgrove.

The facility, commissioned by the Bath & North East Somerset Council and Wellsway School, features a six-court sports hall, fitness

suite, activity studio and additional classroom for the school. Multinational infrastructure group Balfour Beatty, operating under the Cowlin Construction banner, worked closely with both staff and students during the project. Details: <http://lei.sr?a=Q8c55>

Work starts on Huddersfield sports centre

Work has begun on a new £36m leisure centre in Huddersfield, Yorkshire.

The new Huddersfield Leisure Centre is being built on the former site of the Spring Grove car park, in Springwood, Huddersfield. The new facility will feature a 25-metre swimming pool, a teaching pool, two sports halls, climbing, squash and martial arts facilities, a large fitness suite, a café and a children's area. The centre will also include a family leisure water facility, which will have a beach and water flume among several other features.



There is now a strategy in place for 40 sports

Record number taking part in disability sport in Wales

According to new figures more disabled people in Wales are taking part in sport than ever before. In December, Sport England announced a nationwide £493m four-year investment in an effort to get more people involved in sport following the London 2012 Olympic Games.

Disability Sport Wales (DSW) has credited the Paralympic legacy along with grassroots investment as the reason for the surge in numbers.

Since December 2012, 31 sports received their largest ever investment in grass roots sport with cycling, netball, wheelchair basketball and triathlon all receiving increases of over 30 per cent.

“Our biggest challenge in sports per se, not just disability sports, is to be more inclusive so that disabled people can take part in mainstream clubs,” said DSW executive director Jon Morgan.

Morgan also said that mainstream clubs are now being offered the education and support to allow that to happen.

In 2000, a Welsh government-funded programme placed disability sport development officers in all of the Welsh local authorities. Following the Sport England announcement, developed plans were developed for 40 sports in order to make it a practical lifestyle for disabled people.

Details: <http://lei.sr?a=p5loe>

Snap Fitness to open Market Harborough club

US-based health club franchise Snap Fitness is set to open Market Harborough's first 24/7 access club on 5 July.

The new facility will be the third Snap Fitness in the UK and the first in the Midlands. Located at Rockingham Road, opposite Welland Valley Feeds, the new gym will house a range of cardiovascular and strength equipment from manufacturer CYBEX International, private changing rooms and free onsite parking. Details: <http://lei.sr?a=R1J4B>



Willesden Sports Centre in West London

Leisure Connection invests £500,000 in club revamps

Management company Leisure Connection has invested £500,000 in improving two of its managed sites in London.

Downham Health & Leisure Centre in Lewisham, south London and Willesden Sports Centre in West London have benefited from new health and fitness facilities. Each centre has been fitted with a 130-station suite supplied by Life Fitness. The gyms have greater floor space, reflecting an increased focus on programming, and have introduced TRX equipment, a full line of new plate-loaded and cable equipment, as well as specialist motion technology selectorized (MTS) equipment.

Virgin Active launches new member benefit scheme

Virgin Active has launched a new online-based member benefit scheme.

Entitled Hot Stuff, the initiative offers members of Virgin Active clubs discounts to other Virgin-branded products and services - such as Virgin Trains and Virgin Holidays - as well as exclusive access to Virgin-sponsored events, including the Virgin Active London Triathlon and Tour de France. Details: <http://lei.sr?a=l3R1i>

£9m Leisure Centre for Workington

Plans for a new £9m (US\$13.7, €10.5m) leisure centre in Workington, Cumbria are in the works after Allerdale council launched public consultations. The new facility, which could feature a 25m competition standard swimming pool, gym, spinning studio, café, climbing wall, spa, children's party space and both indoor and outdoor courts and pitches, is penned to be completed by the Spring or Summer of 2014.

Potential sites have not yet been identified by the council, who said that it must find out what the local people want before it starts to look at possible designs and locations.

The consultation is being run by both the council and Carlisle Leisure Limited, which runs all its leisure centres until the end of June.



Facilities at the new centre will include a swimming pool and gym

"A new leisure centre will need to be affordable and sustainable as well as realistic in the facilities it will provide and we want to ensure what is provided best suits the needs of the users," said councillor Michael Heaslip, executive member for leisure.

Council to invest in low-cost fitness centre

Sobell Leisure Centre in Islington, London is to undergo a major refurbishment in a bid to provide low-cost healthy activities for all residents. In July 2010 Islington Council agreed a programme of refurbishment to help extend the centres life.

The first stage included improving the main hall, which came in time for the centre to be used as the official venue for Olympic volleyball training in 2012.

Now a further investment of close to £1.4m will see the installation of two new artificial, floodlit football pitches, followed by improvements within the centre itself. The new football pitches, with high-tec surfaces, will be constructed over the course of the summer with work expected to be complete in August.

Once this work is completed, a programme of internal work will begin from August until December. This will see: new gymnastics equipment; increasing the size of the fitness gym by a third; the creation of a new boxing



The centre will house a low-cost fitness element

gym; an upgrade of the training room; and improvements to the Junior Gym.

Other improvements will include the installation of retractable spectator seating and a redesign of the existing changing rooms.

Work starts on Witham Leisure Centre

Construction work has begun on the Witham Leisure Centre in Essex.

The £9.5m project is headed by Barr Construction and the facility - designed by Scott Brownrigg Architects - is due for completion in summer 2014. Once opened, the centre

will be managed by Fusion Lifestyle.

Facilities will include a six lane, 25m pool, leaner pool with moveable floor, a health and fitness suite, two dance studios, sauna and steamroom and two squash courts. Details: <http://lei.sr?a=A8q4t>

LGBT gym opens in Birmingham

Birmingham's LGBT (Lesbian, Gay, Bisexual and Transgender) community has opened a new sports and fitness studio at the Health and Wellbeing Centre on Holloway Centre in Birmingham City Centre. The Big Lottery Fund awarded the project almost £500,000 over a four year period.

The project named The Vault has been introduced to combat against barriers that prevent LGBT communities from accessing mainstream

sports facilities such as discrimination, stereotyping, lack of inclusion in policies, procedures and marketing and fears for safety.

Birmingham's LGBT said they are also working with mainstream service providers to address health inequalities within the LGBT Community, such as high rates of smoking and drinking, self harm, depression and attempted suicide. A range of services are on offer from



Director Steph Keeble and health & wellbeing manager David Viney

the centre including; yoga, pilates, fitness groups, alcohol support and advice, weight management, smoking cessation, counselling and sexual health services.

Some of the classes at the studio will be funded through Birmingham City Council's Be Active scheme. The Vault will also have a changing facility and dedicated Trans changing space. *Details: <http://lei.sr?a=p7X9O>*

Life Fitness partners with referral expert

Equipment supplier Life Fitness has struck up a partnership with online-based Refer-all as part of efforts to provide K:A Leisure in North Ayrshire with an improved GP referrals system.

Refer-all will provide K:A Leisure – which provides sport and leisure services in North Ayrshire – an integrated approach to the management of referral schemes by tracking participants' exercise activity. Each activity will then be reported to GPs and the referral team at K:A Leisure in real time.

K:A Leisure currently receives more than 1,000 referrals each year at its centres.

Andy McLaughlan, public sector account manager, Life Fitness, said: "We're committed



The scheme will look to increase the number of GP referrals in Ayrshire

to providing long-term support and service to our customers and the already thriving exercise referral programme will be taken to new heights with the new Life Fitness equipment that we're installing." *Details: <http://lei.sr?a=9X4C>*

Anytime Fitness expands portfolio with Crawley club

Health club operator Anytime Fitness is set to open a new club in the heart of Crawley in June. The 3,200sq ft (297sq m) gym, located in Crawley Town centre, will be equipped with Precor gym equipment and be open 24-hours a day, seven days a week, with a security-access

key allowing members to enter the club even when it is not staffed. The club will be operated by entrepreneur James Ussher on a franchise model. Anytime Fitness is currently ranked number six in Entrepreneur magazine's 2013 Franchise 500 list.

£5.2m Toxteth Fire Fit Hub opens with multi-purpose CYBEX gym



Treadmills & Arc Trainers built-to-order with customised frame colours

CYBEX International UK has installed a range of fitness equipment at Toxteth Fire Fit Hub, a brand new community sports facility and home to the Merseyside Fire & Rescue Service.

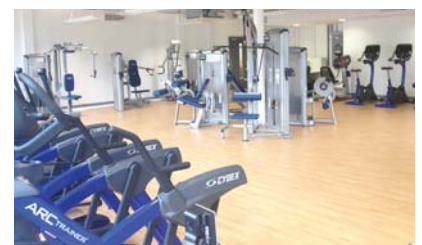
Set to open to the public this month, the dual-purpose gym will be used by both the fire service and the local youth community as part of the facility's commitment to supporting residents from the area.

The gym includes treadmills, Arc Trainers and bikes from CYBEX's 625 series alongside the Bravo all-in-one functional training system, free weights and selectorised strength equipment from the VR3 Total Access range. A range of functional training equipment was also installed.

Commenting on the decision to award the tender to CYBEX, Kieran Timmins, deputy chief executive of Merseyside Fire and Rescue Authority, said: "Not only could CYBEX offer a cost effective solution to our unique requirements as a fire service, we especially liked its concept of allowing the wider community user group to 'train like a firefighter', along with our fire crews."

As part of its agreement with the site, CYBEX ran its Firefighter Performance Programme for staff from the fire service, a bespoke training programme which was developed by the CYBEX Research Institute and is already used widely in the US.

Comprising a 1200m² sports hall, split-level gym, group fitness studio, four outdoor five-a-side pitches and community fire station, the Hub has been jointly funded by the Department of Education's myplace initiative, Merseyside Fire & Rescue Service and Liverpool City Council.



Strength equipment features bespoke upholstery



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DLL to launch Orangetheory

David Lloyd Leisure (DLL) will introduce the Orangetheory Fitness group training concept at its high street David Lloyd Studio sites in the UK. DLL has signed an exclusive deal with the US-based company behind Orangetheory, which will see DLL roll out the interval group training concept later this year. The first club to host the classes will be the David Lloyd Studio in Islington, London – due to open in August.

Orangetheory Fitness has expanded its portfolio rapidly on a franchise model in the US and recently opened its 100th site.

The workout concept is based on a 60-minute session comprising intervals of cardiovascular and strength training and can accommodate up to 24 adults at a time. The programme features three components



The Orangetheory training classes will first roll out at DLL Studio sites

– treadmills, rowing machines and weight training blocks – with sessions set to upbeat music. It also uses heart rate monitors to track performance as part of efforts to optimise cardio and resistance training. DLL launched David Lloyd Studio in September 2012. Details: <http://lei.sr?a=N6X5m>

Pure Gym to spend £50m on expansion

UK-based low-cost fitness operator Pure Gym has announced an investment of £50m in new sites following its takeover by US-based private equity firm CCMP Capital Advisors.

The acquisition was completed last week, in partnership with existing management. Financial terms of the transaction were not disclosed, but a spokesperson for CCMP said the deal will support and aid Pure Gym's aggressive expansion drive across the UK.

Pure Gym currently has 45 locations in the UK, and CCMP will now support a roll-out strategy which will include the opening of an additional 40 new gyms over the next 12 months, including 15 new sites in London.



Pure Gym is planning an aggressive expansion drive across the UK

Thomas Walker, MD at CCMP's London affiliate, says: "We're delighted to be partnering with management to accelerate the growth of Pure Gym, an outstanding business with tremendous customer appeal."

£2.85m Sleaford Leisure Centre revamp 'on schedule'

The multi-million pound refurbishment of Sleaford Leisure Centre in Lincolnshire is going well and is 'on schedule', according to the team undertaking the work.

The £2.85m (US\$4.3m, €3.3m) refurbishment, which saw the Leisure Centre

temporarily close down in October 2012, will see a larger gym facility, splash pool and new changing rooms built among the plans.

Contractors RG Carter of Lincoln is carrying out the work and when complete, the centre will be managed by Leisure Connection.

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How to stem the sector's drop-out rate



PETER DUCKER is chief executive officer of Institute of Hospitality

To plagiarise The Monkees, I'm a believer. I believe that the hospitality, leisure and tourism industry offers great career opportunities, rewards talent and recognition commitment. Yet it is still perceived by many as a job rather than a career. This perception contributes to the lack of visibility that we receive from Government, despite our massive contribution to the economy and our robustness during the recession.

The brain drain of talented people dropping out into other sectors has been an issue for too long. If we do not take steps to address the problem and its causes we face the risk of a major skills shortage as the general economy recovers.

Here are two anecdotes that speak volumes: I was at dinner with a senior executive responsible for the 'graduate fast-track' of a global hotel company. At the time my daughter was keen to study hotel management. He advised her to take a business degree: "We can add the hospitality bits later." She went to Aston University Business School and has found a very satisfying career outside our industry. I think his advice was wrong.

I was speaking with the head of one of our leading schools of hospitality management, and raised the problem of attrition. His view was that their sole responsibility is to educate; what happens afterwards is not their problem. While I can understand how he has that view, I believe that all stakeholders in the industry - including vocational educators - have a role to play in reducing attrition and retaining talent.

We need to attract enthusiastic and intelligent entrants, educate them well, plan their development, nurture them, motivate them, and support them with career-long learning. Educators, employers, trade associations and individual managers and supervisors all have a role and responsibility, and of course, the Institute of Hospitality as the professional body is central to it all.

The future lies in a united and coordinated approach which the Institute of Hospitality is uniquely placed to lead, or as the Monkees would have it: 'a little bit me, a little bit you.' This is why I'm a believer.

HOTELS

Brighton's iconic hotel opens spa

The Grand in Brighton, UK has completed a £5m (US\$7.6m, €5.8m) make-over, which includes a new spa facility offering guests a tranquil retreat.

A session at the new Spa will begin in the thermal suite with saunas, steamrooms and experience showers; followed by a treatment in one of the nine treatment rooms. Treatment programmes include a detoxifying crystal steamroom and aromatherapy sauna, followed by a light bite in The Spa Café.

Therapies to soothe and invigorate the mind and body will be on offer such as Brighton Rock and deep tissue massages, with products supplied by bespoke skincare brand ESPA.

Genevieve Ainsworth, who previously worked with Hyatt Hotels and Resorts, has been appointed to oversee and manage the



The facility aims to provide a tranquil retreat for the body and mind

Spa. Genevieve said: "I am very excited about the opening of the new Spa at such an iconic hotel and look forward to offering outstanding customer service combined with heavenly face and body treatments within a luxurious and friendly environment. This will be 'the Spa' to visit." Details: <http://lei.sr?a=b2R2d>

Hotel company sees significant growth in 2013

Hotel and Facilities Management, a subsidiary of fitness and leisure management company, Leisure Connection, has revealed its half-year financial results, which show substantial growth after the company made significant investments to improve quality service.

This included the company focusing on staff training, new equipment being installed on site and energy saving solutions being introduced to certain clubs. Since October 2012, Direct Debit run up has increased by 20 per cent. Details: <http://lei.sr?a=q2u7i>

Morgans Hotel Group looks to sell company

The Morgans Hotel Group is looking to sell the company following a takeover attempt by the largest shareholders - OTK Associates.

OTK attempted to seize control of the hotel group, which operates the Sanderson and St Martins Lane hotels in London, after accusing Morgans of wasting resources and not capitalising on its potential. The Hotel Group said that five major hospitality companies had shown interest in the US-based outfit, which operates a number of lifestyle brands such as the Mondrian, Delano and Hudson, as well as several independent properties.

In addition to its current holdings in London, Morgans is currently developing an



Morgans Hotel Group operates the Sanderson hotel in central London

additional two properties - the Mandarin on South Bank, to open next year and the Hudson, on Great Scotland Yard in St James' which opens in 2015. Details: <http://lei.sr?a=Z1T1G>

VB Campaign brings in £200m

Latest figures from VisitBritain show that Britain's global appeal as a tourist destination is benefiting from its £25m image campaign, resulting in a potential £200m of additional visitor spending in the UK over the next two years. VisitBritain found that the Great Image tourism campaign – which targeted 14 major cities in nine countries – is performing well on the international stage, especially when benchmarked against competitor tourist boards. Great tourism activity aimed to achieve high levels of “reach and recall” – 72 per cent of the audience in target cities recall seeing the Great campaign.

The report also outlines that the campaign is continuing to increase the number of people actively considering visiting the UK in the next year because of the images – 23 per cent of those who recall the campaign plan to visit in the next year as opposed to 11 per cent of those who do not recall the campaign.

Analysis of the first year of VisitBritain's Great activity has revealed that it has potentially delivered an additional 422,000 visits



The campaign has attracted more foreign tourists into the UK

from the target cities such as Australia, Brazil, Canada, China, France, Germany, India, Japan and the USA.

The findings also indicate that the campaign is helping to showcase the whole of Britain. Across all of the survey cities, people strongly agreed that the promotional work made them want to visit places outside of London.

Culture Secretary Maria Miller said: “We need to keep up the momentum, and continue to increase both the number of visitor numbers and the amount of money they spend here. Details: <http://lei.sr?a=k4E3U>

Consumers still shunning foreign holidays

Despite the improving economy, more than a third of Britons are still opting to stay in the UK for the holidays as a way of saving money.

The figure comes from a consumer survey commissioned by marketing group Webloyalty and undertaken by research specialists Conlumino.

The survey found that 35 per cent of people will not be taking a summer holiday abroad this year, with 20 per cent of people cutting down on the overall number of holidays taken throughout the year.

Of those who still plan on taking breaks, over half will be changing their holiday habits in order to save money.

In total, some 44 per cent of consumers have taken action to save money on their leisure activities, as economic pressures have put constraints on household budgets.



More Britons are opting for a staycation and spending holidays at home

However, even in the present economic climate, figures indicate that people still consider taking holidays to be an important part of life and a key way of taking a break from work.

Guy Chiswick, managing director of Webloyalty UK and Ireland said: “It is clear that the recession has made us more cautious about spending on holidays.”



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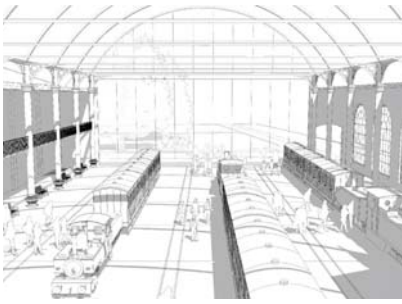
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The historic structure will be rebuilt in Wales

London Bridge station roof moving to Aberystwyth

Part of the 177-year-old London Bridge station roof is set to be rebuilt in Aberystwyth, Wales as part of a proposed £10m narrow gauge railway museum.

Opened in 1902, the Vale of Rheidol Railway has been given sections of London Bridge station's roof, which it plans to use to house its new locomotive museum.

Elements have been saved from the roof including 16 columns and 14 beams in a deal that sees about a third of London Bridge's old barrel arch move to its new home in Wales. *Details: <http://lei.sr?a=z8g6Y>*

£8.5m pool complex in Oxford finally confirmed

An £8.5m pool complex in Oxford, scheduled to open last September, has finally been given planning permission after a legal bid by residents to have the land awarded Town Green status was abandoned.

The new pool, which will be located in Blackbird Leys, almost ended up being cancelled after campaigners took their case to the High Court over its refusal to protect the land but the case was thrown out after legal aid was withdrawn. The new facility will include an eight lane, 25m pool and a teaching pool. *Details: <http://lei.sr?a=b5u8j>*

Uncertain future for Liverpool's Central Village

Liverpool's £160 Central Village project has been put on hold after the building firm overseeing the final phase of the project, Mererark Construction, is set to go into liquidation. The scheme was running 15 per cent over budget when the project funder decided to cease payments to Mererark Construction's subcontractors, despite the project being 85 per cent complete.

The Village, in the city centre, comprises a 6-screen Odeon cinema, 442 hotel rooms and 160,000sq ft (14,864sq m) of retail and leisure space. *Details: <http://lei.sr?a=x4n6B>*

Waterpark and housing project get go ahead

Planning permission has been given for a new country park and housing development in Ashford, Kent.

The Conningbrook Lakes project will see the new site, formerly a quarry for sand and gravel, transformed into a country park with water-based activities, foot and cycle paths, nature trails, a waterfront restaurant and a lakeside village of 300 homes.

The site will be planned and designed by BDB Design Ltd, based in Canterbury and The Brett Group will carry out construction work.

Ashford Borough Council has also been granted planning permission for initial use of the land prior to the housing construction, meaning work can start to make sections of



The Conningbrook site will be planned and designed by BDB Design

the park available to the public early next year.

Development of the long-term facilities will be linked to funding from the phased housing development. *Details: <http://lei.sr?a=O6W6r>*

£5m watersport centre opens in Colwyn

A new £5m (US\$7.55m, €5.83m) watersport development has been launched on the Colwyn Bay waterfront in north Wales.

The development features the new Porth Eirias building, which has been constructed on a one hectare (107,639sq ft, 10,000 sq m) platform on top of a groyne. Built by local company Wynne Construction, it will provide a hub for watersport activities in Colwyn Bay and will include a bistro, café, changing areas and retail units.

Coastal defence structures in the area have been designed and constructed to allow the new facilities along the sea front to be improved. 500,000 tonnes of sand have also been imported, offering protection to the sea wall at a cost of £6m.

"The developments mean that the



The new Porth Eirias building was built by Wynne Construction

promenade is now a destination for a wide range of visitors, whether they take part in watersports, spend the day on the beach, take a family walk or experience dining in the bistro," said Councillor Graham Rees, Conwy's cabinet member for tourism, marketing and leisure. *Details: <http://lei.sr?a=K6I8Q>*

New stadium plans for Cambridge United take a blow

Cambridge United FC has been left "flabbergasted", after its application to build a new stadium was rejected by the local authorities.

Both South Cambridgeshire District Council and Cambridge City Council planners have recommended that all nine proposed

sites for a new sporting village, be ruled out.

Original plans would have seen a new indoor sports hall, hockey pitches and five-a-side football pitches built as well as the 8,000-capacity ground for United. *Details: <http://lei.sr?a=roW2y>*

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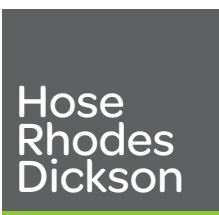
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Management and operation of leisure facilities in South Oxfordshire and Vale of White Horse

South Oxfordshire and Vale of White Horse District Councils are seeking to appoint a leisure management contractor to manage, operate and promote their leisure facilities. The councils currently operate twelve sites and the contract will consist of wet, dry and community facilities.

The incoming contractor will be required to undertake full management responsibilities for all aspects of leisure facility operation in order to deliver the councils key objectives. This will include, but not be limited to: programming, marketing, maintenance, staff training and development, bookings and membership.

It is envisaged that the contract shall be for ten years with the option for the councils to extend for a further five years at their sole discretion. The councils are prepared to consider alternatives during the process. The contract commencement date is 1 September 2014.

The councils are looking for one contractor to be appointed to the contract as detailed in the OJEU notice 2013/S 099-169844. Interested organisations are required to complete a Pre-Qualification Questionnaire (PQQ) which can be downloaded from the South East Business Portal:

<https://www.businessportal.southeastip.gov.uk>

The deadline for submission of the PQQ is 1pm on Monday 1 July 2013.



Listening Learning Leading



District Council

Nuneaton and Bedworth Borough Council (NBB) Leisure Management Contract

NBB is seeking Expressions of Interest (EOI) from suitable leisure management operators, including existing non-profit distributing organisations and private sector operators to enter into a contract to manage, develop and operate the Council's sports and leisure centres in line with the Council's strategic objectives for leisure. The Council is seeking innovative solutions to deliver key objectives, to improve access to sport and leisure across the Council's demographic and to provide a substantially improved revenue position.

The facilities that are to be included in the scope of this procurement are:

- Pingles Leisure Centre
- Bedworth Leisure Centre
- Jubilee Sports Centre
- Etone Sports Centre*

The contract will be for a term of 7 years, and will include provision for a further potential extension of up to another 3 years. The proposed contract commencement date is 1st May 2014. *Etone Sports Centre is a dual use facility and may or may not be included within the Management Contract. The Invitation to Tender (ITT) will confirm whether or not Etone is to be included.

In order to be included on the Council's select list to be invited to tender, potential bidders must complete a Pre-Qualification Questionnaire and demonstrate a proven successful track record of managing leisure centres. The successful contractor will then be selected through a formal tender process.

Social Value for these services has been considered.

The Council considers that the existing staff at the leisure centres will transfer under the Transfer of Undertakings (Protection of Employment) Regulations 2006 (TUPE).

The Council considers this contract to be a Service Concession. However, the Council intends to follow an approach which is broadly similar to that for the restricted procedure set out in Regulation 16 of the Public Contracts Regulations 2006 but to allow for some limited negotiation and variants including the opportunity for interested organisations to present an added value variant bid for both this contract and for the sports development contract.

Where there are more than 6 operators who achieve the minimum standards required to achieve a pass the 6 top scoring operators will be invited to tender. If less than 6 pass all those who pass will be invited approved subject to there being a sufficient number to achieve genuine competition.

Interested organisations can register and request a pre-qualification questionnaire through the Council's e Tender portal at www.csw-jets.co.uk



The closing date for the return of completed questionnaires is the 18th June 2013 at 12.00 noon

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The event will combine an operators perspective on working through a CVA - looking at the background and process by which a CVA is put in place and considering the operational issues arising from it. And there will also be an annual review of the ten pin bowling sector examining current trading performance levels and market activity.

SEAN COOPER, Chairman, Bowlplex Limited

Sean Cooper is a serial company chairman and turnaround expert. In his early career Sean was COO at Gatwick Airport and Connaught Group and more latterly a founding partner at Better Capital, a PE fund specialising in operationally distressed investments. Sean is a member of the IFT and a panel member of a number of work out divisions of UK banks. Following a recommendation from RBS he was appointed as chair of Bowlplex Limited to lead their recent restructuring which involved a CVA which came into effect in March 2012.

NEIL RICHMOND, Director, Neil Richmond & Co

Neil is a well known leisure property consultant who offers over twenty five years experience in the sector and counts Bowlplex, Cineworld, Gala Coral Group, Namco Operations, Rank Group and Vue Entertainment amongst his many operator clients. He has been involved in various CVA scenarios including Bowlplex and Newbury Leisure.

CHAIRMAN: JAMES SHORTHOUSE, Director and Head of Licensed & Leisure, Colliers International

James is one of the leading advisers in the UK pub, bar, restaurant and leisure sectors whose clients include Punch, Marstons, M&B and Stonegate as well as various banks, major lenders and insolvency practitioners whom he has advised in exiting from distressed lending positions.

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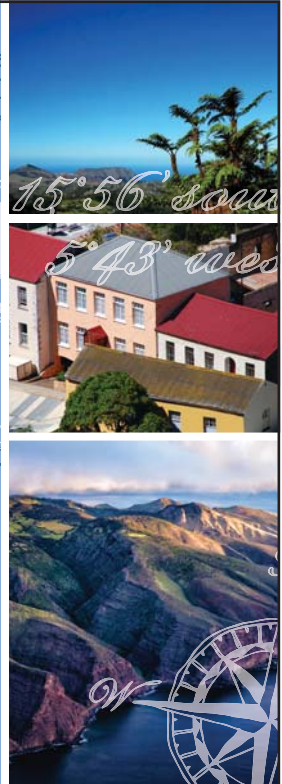
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southend marine activities centre



Expressions of interest are being sought to operate and manage the Southend Marine Activity Centre (SMAC).

SMAC is an outstanding watersports centre located on Eastern Esplanade overlooking the Thames Estuary and adjacent to one of Southend's award winning beaches. It is a key part of the town's offer for both visitors and residents.

The Centre boasts a comprehensive range of watersports facilities and training opportunities and organised over 40 different courses in 2012/13 with in excess of 1400 people using the centre.

Proposals are sought to enhance the current offer and an operator who brings a fresh commercial approach - ensuring an exciting and vibrant watersports provision going forward. Therefore proposals that might include other additional, complementary uses to enhance the offer are welcomed.

Southend has a population of over 170,000 residents and enjoys some 5.5million visitors each year who spend in excess of £357m. The full range of the current offer can be found at

www.southendmarineactivitiescentre.co.uk

For more information and expressions of interest contact Ayers and Cruiks on 01702 343060.

Closing Date noon Friday 26th July 2013.

Traineeships - a unique opportunity



IAN TAYLOR
is chief executive
at SkillsActive

It brings me great pleasure to announce that SkillsActive is supporting Traineeships and the potential these can offer and bring to our sector.

Starting in September 2013 and formed as an outcome of the 'Richard Review', Traineeships are designed for young people aged 16-19 who are highly focused on the prospect of work, who are unemployed, have little experience and are qualified below level 3 (A-Levels). Traineeships are also suitable for young people with learning difficulties whose academic age is less than 25 years old.

Published in 2012, the Richard Review concluded that younger learners and those that need extra help need a 'pre-apprenticeship' programme to prepare them for the future. The report stated: "Many of our younger learners have more to learn than an apprenticeship can encompass. They must learn the skills to be employable in the first instance. We need pre-apprenticeship opportunities which offer a genuine, recognised ladder into high skilled apprenticeships."

Employers and providers look for young people with potential. A Traineeship spans for a maximum of six months, and is designed to best suit a trainee's learning needs. The core content centres on a high quality work placement and work preparation training, including improvements in English and mathematics. The objective is to help them gain employment, or to go on to an apprenticeship.

A unique feature of a Traineeship is that an employer will be able to use the methods which best suit their business to teach their trainee. The business will finish with a highly skilled new member of staff, who has the relevant experience. Trainees will be prepared to take the next steps up the ladder, gaining a new level of competency.

Trainees are also expected to be offered an exit interview at the end of each placement. Where possible, the young person should receive a real job interview where a post or apprenticeship has become available.

Let's help to build a new generation of skilled and committed workers!

TRAINING

Prince William backs swimming for all

The Duke of Cambridge has backed a campaign by the Amateur Swimming Association (ASA) which aims to ensure that every child has the opportunity to learn to swim.

In a recorded message, The Duke pledges his support by saying: "Swimming has always been important to me. As patron of the English School Swimming Association, I've been fortunate enough to witness at first hand the transformative effect learning to swim can have on children's lives.

"Learning to swim is not just about transforming lives. Swimming is unique as it's the only sport that can save lives. This is why I am so keen for school swimming to be accessible for all children at all primary schools. The results of a recent ASA study suggests that more than a million school children are unable to swim more than 25m. This report is especially important because it outlines



The Duke said all children should have the opportunity to learn to swim

some tremendous schemes and initiatives to help schools who might be facing challenges when teaching children to swim."

The report by ASA - Learning the Lesson, the future of school swimming - surveyed 3,501 schools on how many of their children have attained Key Stage 2 swimming requirements. Details: <http://lei.sr?a=WoM8K>

HLF invests £20m in skills and training

The Heritage Lottery Fund (HLF) has announced a further investment of £20m in 39 skills projects through its Skills for the Future Programme. The money will deliver 876 new placements for people seeking a career in heritage.

Designed to support traditional heritage skills as well as more contemporary ones - such as business planning and digital skills - the placements will offer high quality, work-based training.

The scheme is part of HLF strategy to support organisations in diversifying their workforce, encouraging more young people or those from diverse cultural backgrounds to make their career in heritage. Projects receiving funding include London Wildlife Trust's 'Wild Talent' (£558,700) initiative and Brecon Beacons National Park Authority's Skills in Action scheme (£917,000).

Dame Jenny Abramsky, Chair of HLF, said: "Nurturing skills of all types continues to be a hugely important part of the HLF's portfolio of work.



The emphasis will be on workplace training for the heritage sector

"Skills for the Future is one of our most successful and over-subscribed programmes with fierce competition to secure funding.

"The 39 projects that have won through reflect the wide range of training and opportunities on offer in the heritage industry.

"We're delighted that through this significant investment 876 new placements will be created right across the UK and hope that this additional funding will help encourage growth and build resilience within the sector." Details: <http://lei.sr?a=D1b8K>

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CREW understand that staff development can be difficult and time consuming, but we know that your people can make the difference between a good business and a great business.

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Dianne Eade, Newquay Zoo
Head of Finance, Human Resources and Administration



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The London borough of unity

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COMMUNITY SPORT AND PHYSICAL ACTIVITY DEVELOPMENT

Operations Manager

Ref: ACS00315

£26,400 - £28,032 (SO1)

Location: Barking and Dagenham

You will oversee the operational demands of the centre and provide an excellent service delivery to the members and community users. You'll support the Centre Manager in a variety of different aspects of the centre management; proven ability to supervise, control and motivate staff; proven ability to develop, initiate, control, monitor and promote leisure centres activity programme that takes into consideration customer needs, trends and local strategies.

Training should have been received in such subjects as Health and Safety, IT, Finance, personnel procedures and Equalities Act. NPLQ is essential and pool plant operators' course must be obtained within first 6months of employment. You must have sound knowledge of Health and Safety practices and current legislation.

You must be literate and numerate, comfortable with writing reports, letters and completion of forms. You must have sound knowledge of people management skills and able to lead a team.

You'll have a willingness to work varied and unusual hours, often at short notice, including weekends, evenings and bank holidays to ensure sufficient management cover for the centre.

You will also assume the role of Centre Manager in the absence of the Centre Manager and undertake additional responsibilities to support the manager and business needs.

Special Requirements for this Post

This post is exempt from the rehabilitation of Offenders Act 1974 and a comprehensive screening process will be undertaken on successful applicants including a disclosure check (applicant declaration must be completed and returned with application).

To find out more and apply, please visit www.barking-dagenham.gov.uk/jobs

Closing date: 20 June 2013

Interview date (Week Commencing): 01 July 2013

Working together for a borough that is safe, clean, fair and respectful, prosperous and healthy, and where young people are inspired and successful.

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We are looking for vibrant, bubbly, communicative and caring people to work in our 'ladies only' health clubs across the country.

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- Senior Manager, *European Operations, IAAPA, Europe*
- Trainee Personal Trainer, *The Training Room, Nationwide, UK*
- General Managers, *The Gym Group, Reading, Cardiff, London Harrow-on-the-Hill, UK*
- Personal Trainer, *Pure Gym Limited, Dundee, UK*
- Sales Advisor, *Soll Leisure, Hampshire, UK*
- Football Development Officer Small Sided Football, *heshire County Football Association, Cheshire, UK*
- Football Development Officer (Disability), *Cheshire County Football Association, Cheshire, UK*
- Football Development Officer (Youth and Adult)
Cheshire County Football Association, Cheshire, UK
- Retail Manager, *Parkwood Leisure, Worcester, UK*
- Business Development Executive, *Clubwise Software Ltd, Princes Risborough, Buckinghamshire, UK*
- Student Activities Development Co-ordinator, *University of West London Students Union, West London, UK*
- Swimming Teachers and Instructors, *Community Swimming, Nationwide, UK*
- Facility Officer, *St Marys School CALNE, Wiltshire, UK*
- Outside Catering Manager, *Heritage Great Britain, Land's End, Cornwall, UK*
- Divisional Business Manager, *Fusion, London and South East, UK*
- Duty Manager, *Calne Leisure, Wiltshire, UK*
- Duty Manager, *Featherstone Sports Centre, Southall, West London, UK*
- Manager, *Edinburgh Leisure, Edinburgh, UK*
- Assistant Director - Operations, *University of East Anglia, Norwich, UK*
- Area Fitness Club Manager, *LeisureForce, Dubai, United Arab Emirates*
- Fitness Supervisor / Studio Managers (female only), *LeisureForce, Abu Dhabi, UAE & Jeddah, Saudi Arabia*
- Deputy Leisure Services Manager, *Center Parcs, Elveden Forest, UK*
- Apprenticeship Assessor (Active Leisure), *Catch22, Essex, UK*
- Software Analyst, *Clubwise Software Ltd, Princes Risborough, Buckinghamshire, UK*
- Membership Consultant, *Everyone Active, Saltburn-by-the-Sea, UK*
- Assistant General Manager, *DW Sports Fitness, Cambridge, UK*
- Fitness Instructor, *Valley Leisure Ltd, Andover, UK*
- Full Time Personal Trainers wanted, *Ten Pilates, Central London, UK*
- Experienced Personal Trainer/ Manager wanted, *Ten Pilates*
- Salary: Competitive Basic Salary . Expected Year 1 OTE, *Central London, UK*
- Duty Manager/ Site Safety Coordinator, *Everyone Active, Southam, Warwickshire, UK*
- BMF Instructor, *British Military Fitness, Nationwide, UK*
- Membership Sales Manager, *Country Club Group, Sussex/Surrey, UK*
- Personal Trainers, *Lisa Foley Fitness, Various Locations in the North West, UK*
- Duty Officer, *Northampton Leisure Trust, Northampton, UK*
- General Manager, *Parkwood Leisure, Penzance, Cornwall, UK*
- Swimming Manager, *Everyone Active, Watford, UK*
- Physical Activity Coordinator, *Vision Redbridge Culture and Leisure Ltd, Ilford, UK*
- House and Visitor Operations Manager, *Vision Redbridge Culture and Leisure Ltd, Essex, UK*
- Duty Manager, *London South Bank University, Southwark, UK*
- Sports Development Officer, *St Mary's University College, Twickenham, UK*
- Duty Manager, *DW Sports Fitness, Various locations, UK*
- Apprenticeships - exciting opportunities, *Everyone Active, Fareham, UK*
- Freelance Group Exercise Instructors, *DW Sports Fitness, Bangor, UK*
- Personal Trainers, *The Gym Group, Various locations, UK*
- Centre Manager, *YMCA New south Wales, New south Wales, Australia*
- Assistant General Manager, *DW Sports Fitness, Belfast, UK*
- Casual Recreation Assistant (Life Guard), *YMCA Club, Central London, UK*
- Personal Trainer, *Pure Gym Limited, Various locations, UK*
- Marketing and Customer Relations Manager, *Lightwater Valley Theme Park & Village, North Yorkshire, UK*
- Commercial Manager, *Heritage Great Britain, Land's End, Cornwall, UK*
- Communications & Events Co-ordinator, *YMCA Romford, Romford, UK*
- Junior Tennis Coach, *Everyone Active, Studley Leisure Centre, UK*
- Coastal Activity Park Manager, *National Coastal Tourism Academy, Bournemouth, UK*
- Personal Trainer/ Pilates & Class Instructor, *Matt Roberts Personal Training Company, Belgravia, UK*
- Assistant General Manager Opportunities, *DW Sports Fitness, Northwest Region, UK*
- Duty Manager Opportunities, *DW Sports Fitness, Northwest Region, UK*
- Admin Manager, *DW Sports Fitness, Various locations, UK*
- Club Manager, *énergie group, Southbourne, Bournemouth, UK*
- Personal Trainer, *énergie group, Hartlepool / Jarrow / Blaydon, UK*
- Outside Catering Manager, *Heritage Great Britain, Land's End, Cornwall, UK*
- Senior Manager, *European Operations, IAAPA, Europe*
- General Manager, *WTS International, Bucharest, Romania*
- Spa Therapist, *Danesfield House Hotel and Spa, Buckinghamshire, UK*
- Regional Account Manager and Trainer
- Aromatherapy Associates, *Hong Kong, Hong Kong SAR*
- Experienced Senior Therapist, *QMS Medicosmetics, Central London, UK*
- Spa Manager, *Auchrannie Hotel and Spa Resort, Isle of Arran, UK*
- Spa Therapist, *Aromatherapy Associates, Knightsbridge, London, UK*
- Spa Therapist, *The Grove, Watford, UK*
- Group Fitness Instructor, *Freestyle, Riyadh-KSA, Saudi Arabia*
- Full time Membership Consultant, *Everyone Active, Sunbury On Thames, UK*
- School Leisure and Sport Manager - North West, *School Lettings Solutions, North West, UK*
- School Leisure and Sport Manager - North East, *School Lettings Solutions, North West, UK*
- General Manager, *BarrettClark, Milan, Italy*
- General Manager, *BarrettClark, Brussels, Belgium*
- Beauty Therapist, *énergie group, St Albans, UK*
- Technical Manager, *GLL, Rugby / Warwickshire, UK*
- Part Time Level 3 Personal Trainer, *Invicta Food Group, Kent, UK*
- Managing Director Golf, *Glendale Golf, South East / Central England, UK*
- General Managers, *truGym, Various, UK*
- Customer Service Advisor (part time), *GLL, Chipping Norton, West Oxfordshire, UK*
- Customer Service Advisor (part time)
- GLL, *Witney, West Oxfordshire, UK*
- Sports Facilities Manager, *Chipping Sodbury School, Bristol*
- Membership Co-ordinator, *Everyone Active, Watford, UK*
- Health and Recreation Manager, *Sharjah Golf and Shooting Club, Sharjah, UAE*
- Run Activator, *Vision Redbridge Culture and Leisure Ltd, Wanstead, UK*
- Development Officer, *Sefton Council, Bootle, UK*

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Land's End is one of Britain's best loved landmarks, famous for its unique location and beautiful scenery.



A visit to this, the most south westerly point of mainland Britain, provides guests with a fantastic day out and the chance to awaken their senses by experiencing one of the UK's most breath-taking coastal landscapes in all its natural glory.

Offering 5 fantastic family attractions, including a state-of-the-art 4D Cinema and a restored 200 year old Cornish farmstead plus shops, restaurants and the on-site hotel; currently undergoing a long-term investment programme. Land's End is West Cornwall's 'must visit' destination.

We are looking for experienced, confident, customer focused people to join our team at this exciting time.



Commercial Manager

Prime Responsibility

Reporting to the General Manager, the Commercial Manager will take responsibility for maximising all revenue/profit streams at Land's End – Hotel, Accommodation, Catering, Retail, Attractions, Admissions and Concessions.

General Duties

- To deputise for General Manager.
- To manage & motivate your team to increase sales.
- To strive to achieve all budgeted income, costs and targets with particular emphasis on margins, SPH's and payroll.
- To monitor and ensure each department manager achieves their own budgets.
- To actively source new lines & ranges in all areas.
- Carry out department audits and subsequently follow up to ensure compliance.
- To ensure compliance with all Company legal, financial, health & safety policies & regulations.
- To play a lead role in the recruitment & training of all staff with particular emphasis on delivering excellent customer service.
- To ensure compliance with Group Purchasing rules.
- To ensure all staff rotas reflect the business needs.
- To continually improve merchandising standards.
- To manage stock levels within agreed budgets.
- To organize promotions & events.
- To maintain awareness of market trends in the relevant opportunities.
- To initiate changes to improve the business, i.e. extending opening hours.
- To communicate to colleagues on business performance, new initiatives and other pertinent issues.

Remuneration

- £30,000 p.a.
- Pension
- On-site meals at cost
- Accommodation can be provided on a temporary basis



Outside Catering Manager

Reporting to the Hotel Manager, the Outside Catering Manager will take responsibility for all outside catering employees.

Purpose of Job:

To plan, organise and develop the food and beverage services of the businesses, while meeting customer expectations, food and hygiene standards and financial targets. The job is a hands-on role and you will be involved in the day-to-day running of the operations including staff supervision and events management.

Specific Duties:

- Managing the food and beverage provision for each individual outlet.
- Supervising of catering staff on a day to day basis.
- Planning menus in consultation with Hotel Manager and outlet chef.
- Recruiting and training casual staff.
- Organising, leading and motivating the catering team.
- Planning staff shifts and rotas.
- Ensuring health and safety regulations are strictly observed.
- Assisting with development of future budgets and financial targets
- Maintaining budget levels and establishing financial targets as forecasted.
- Monitoring the quality of the product and service provided.
- Managing the payroll and monitoring spending levels.
- Maintaining stock levels and ordering new supplies as required.
- Interacting with customers.
- Liaising with suppliers and clients.
- Ensuring compliance with all fire, licensing, and employment regulations.
- Planning new promotions and initiatives, and contributing to business development.
- Keeping abreast of trends and developments in the industry such as menus, trends in consumer tastes and management issues.

Remuneration

- C. £21,000 p.a.
- Pension
- On-site meals at cost
- Accommodation can be provided on a temporary basis

Go the extra mile and work at this legendary destination.

Please apply by CV and covering letter to David Bryans, General Manager, Land's End by email: david@landsend-landmark.co.uk

For more information about Land's End please watch our TV commercial at: <http://lei.sr?a=u8N3T>



Daily news & jobs: www.leisureopportunities.co.uk

LIW secures partnership deals

Leisure Industry Week (LIW) has agreed partnership deals with three key industry bodies - the Swimming Teachers' Association (STA), the British Association of Leisure Parks, Piers and Attractions (BALPPA) and the British and Irish Association of Zoos and Aquariums (BIAZA).

The three year partnership will see the STA host a Swim Zone on the exhibition floor while both BALPPA and BIAZA will contribute to a series of business focused presentations within the LIW seminar programme.

At the STA Swim Zone, visitors will be able to see a number of swimming, lifesaving and pool plant live demonstrations, as well as hear from some of UK's leading suppliers of aquatic



This year's LIW will be held at Birmingham's NEC on 24-26 September

services and products to the leisure industry.

BALPPA will assist with the delivery of three educational sessions based around their activities this year. *Details: www.liw.co.uk*

Lewisham could get cinema after online petition

Lewisham and Waltham Forest are the only two London boroughs without a cinema in their boundaries, but following an online petition by members of Hither Green Hall that could be set to change. Members of the arts centre are pushing for a cinema to be opened at

the site of an about to be disused leisure centre.

Interest in the complex has peaked with both Michael Harris, Labour councillor for Lewisham Central and Curzon Cinemas - who run art house cinemas across the capital stating their interest. *Details: <http://lei.sr?a=B4h9y>*

PM: local communities to get £250m

British Prime Minister David Cameron has announced that local communities will be given £250m (US\$386m, €294m) in funding to help them buy a variety of amenities including village greens, playing fields and pubs.

Speaking at the Social Impact Investment Conference in London, the Prime Minister said: "Everyone knows how vital institutions in our towns and villages are, like village halls, playing fields, local pubs and everyone knows how - despite the best efforts of parish and local councils - these can face closure. I want our social investment funds to give people the opportunity to take them over and run them."

The new Community Assets Fund (CAF) will offer long-term loans to help communities save vital facilities.

The £50m CAF is part of a larger £250m development for community investment over



Cameron said playing fields 'belong to communities'

the next 10 years put forward by the Big Society Capital and the Big Lottery Fund.

The CAF, which will make payments next year, will provide grants for pubs, playing fields and local centres. *Details: <http://lei.sr?a=k3l8Z>*

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The secret of designing changing rooms that work for everyone...



On-X Linwood Centre, female changing rooms

... Consult your customers

“We have just completed two brand new leisure centres at Johnstone and Linwood, plus a major refurbishment of the Lagoon Leisure Centre, which includes state-of-the-art spa and treatment rooms. Before we developed the facilities we conducted a customer consultation programme, which clearly indicated that changing room quality and design was a vital aspect of provision, especially to females. Having already worked with Craftsman on several developments, including Erskine Pool and an earlier phase at the Lagoon, we

had no hesitation in specifying them once again for our latest projects. The performance of the new changing rooms has met all our expectations and feedback from all who use them is excellent, fully vindicating our decision to work with John Gibbs and the Craftsman team. Incorporating the key factors identified in our consultation process has resulted in a positive response from the users of the new facilities.”

Joyce McKellar, Chief Executive, Renfrewshire Leisure

Meeting the needs of female changing:

- A design that provides maximum privacy;
- Incorporates private changing cubicles;
- Well thought out vanity and grooming areas;
- Good circulation space;
- Lockers to meet expectations.



The unique Equalizer locker ideal for wheelchair users

Solutions for all

Craftsman deliver made to measure solutions for wet and dry changing rooms in leisure centres throughout the UK, offering a complete range of lockers including:

- Family lockers accommodating the belongings of 3-4 family members;
- Parent and child lockers;
- Lockers for the wheelchair and ambulant-abled;
- Clothes hanging lockers;
- Holdall lockers;
- Stow-and-go lockers for those who come pre-changed;
- Valuables lockers for mobiles, keys and cash.

Every Craftsman installation is designed to incorporate the variety of lockers required by potential clients including vanity areas, bench seating, cubicles, showers and toilets.

Get it right first time

Great changing rooms are at the heart of customer satisfaction

When changing rooms are fitted out, they're expected to last between 12 and 20 years, up to three times the lifetime of gym equipment. By getting them right from the start, changing rooms deliver exceptional value for money. If they're wrong, operators and their customers have to live with the consequences for many years.

Changing rooms are at the heart of every facility and using them provides two excellent opportunities to encourage or deter

participation, to retain members and attract new. More operators are now talking to their customers about their expectations for facilities.

The quality and design of changing rooms is one of the strongest factors emerging.

That's why more and more operators are calling Craftsman to help design their changing rooms, with a host of innovative ideas to make the changing experience more pleasurable for everyone.

Make that change

How to design changing rooms that work

- Analyse the potential customer pattern of use;
- Determine their storage expectations;
- Evaluate demand at peak times
- Design in the right combination of lockers, be it:
 - Family, parent and child lockers;
 - Lockers for casual users;
 - Lockers for disabled users;
 - Stow-and-go lockers.



St Neots Leisure Centre, male changing room

To draw on the Craftsman experience in helping design changing rooms that work:

Call: 01480 405396 **Email:** johng@cqlockers.co.uk **Web:** www.cqlockers.co.uk

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