



ANNUAL REPORT 2016

SLTA Annual General Meeting

Wednesday 15th March 2017

Malmaison Hotel, 278 West George Street, Glasgow.



**OFFICE BEARERS,
EXECUTIVE COMMITTEE
MANAGING COMMITTEE**
(As at 31st December 2016)

PRESIDENT

M. BAIN, Queen Charlotte Rooms, Queen Charlotte Street, Leith, Edinburgh EH6 7ET 0131-555-6660

SENIOR VICE PRESIDENT

J. SHEARER, Morangie House Hotel, Morangie Road, Tain IV19 1PY 01862-892281

OTHER MEMBERS OF THE EXECUTIVE COMMITTEE

G. BLAIKIE, The Mercat Grill, 10 Whitecraig Road, Whitecraig, EH21 8PG. 0131 665 3354
J. CLANCY, 5 Melrose Gardens, Uddingston G71 5QY 0141-429-0869
S. CLARKSON, The Stables, Ardayre Road, Prestwick, KA9 1QL 01292-470062
A.DON, c/o S.L.T.A. C.B.C. House, 24 Canning Street, Edinburgh EH3 8EG 07973-612297
G. FORBES, Taboo Scotland Ltd., 3 Castlehill Road, Forres IV36 1NW 01309-671665
D. GLASS, Doc Ferry's Bar, 66 Union Street, Broughty Ferry, Dundee DD5 2AU 01382-477174
D. HARRISON, Covenanters' Inn, High Street, Auldearn IV12 5TG 01667-452456
M. KINNAIRD, Buggy Brown's, Windmill Brae, Aberdeen AB11 6HU 01224-573587
R. McKAY, The Central Bar, 6 – 8 Northgate, Peebles EH45 8RS 01721-724111
S. MONTGOMERY, Townhead Hotel, Townhead Street, Lockerbie DG11 2AG 01576-204627
K. ROACH, 14 Braemar Grove, Dunblane, Perthshire FK15 9EF 07957-884478

OTHER MEMBERS OF THE MANAGING COMMITTEE

J. BLACK, The Fort Bar, 58 Fort Street, Broughty Ferry, Dundee DD5 2AB 01382-779707
E. BROOKS, Iron Horse, 115 West Nile Street, Glasgow G1 2SB 0141-332-2215
C. CAMERON, Masada Bar, 67 Rosemount Viaduct, Aberdeen AB25 1NR 01224-641587
F. CRAN, Albyn, 11a Albyn Place, Aberdeen AB10 1YE 01224-588348
T. DINGWALL, Kinloss Country Golf Club Ltd., Kinloss, Moray IV36 2UB 01343-850585
G. FLEMING, Beach Bar, Commerce Street, Lossiemouth IV31 6BW 01343-813164
W. GOLD, Heilan Jessie, 374-378 Gallowgate, Glasgow G4 0TX 0141-552-0753
M. LAMONT, Mackays Hotel, Union Street, Wick, KW1 5ED 01955-602323
A. MacDONALD, Arduthie House, Perth Road, Crieff PH7 3EQ 01764-653113
M. MILNE, Spider's Web, 19 Station Road, Dyce, Aberdeen AB21 7BA 01224-722201
R.N.A. PHILIP, Morris's Hotel, The Square, Oldmeldrum, Aberdeenshire AB51 0DS 01651-872251
J.S. SINGER, The Redgarth, Kirk Brae, Oldmeldrum, Aberdeenshire AB51 0DJ 01651-872353
Mrs. S. THOMSON, The Vaults, 2 Reform Street, Monifeith DD5 4AB 01382-533727
G. WATSON, Grill Bar, 213 Union Street, Aberdeen AB11 6BA 01224-573530



**HONORARY PRESIDENTS
PATRON
STAFF
AUDITORS, BANKERS AND LEGAL AGENTS**

HONORARY PRESIDENTS

A.M. DON, S.L.T.A. C.B.C. House, 24 Canning Street, Edinburgh EH3 8EG	07973-612297
R.T. GRIER, 'The Gatehouse Rockfort', 154 East Clyde Street, Helensburgh G84 7AX	01436-679213
J. HUGHES, S.L.T.A. C.B.C. House, 24 Canning Street, Edinburgh EH3 8EG	07941-504634
J.N. MANSON, "Roundabout", 23 Island Bank Road, Inverness IV2 4QS	01463-233065
A. MacDONALD, Arduthie House, Perth Road, Crieff PH7 3EQ	01764-653113
P.R. McCRUDDEN, 204 Ayr Road, Newton Mearns, Glasgow G77 6DT	
Mrs. M. McKERROW, The Globe Inn, 56 High Street, Dumfries	01387-252335
E. MONTGOMERY, 5 Queen Street, Castle Douglas DG7 1HX	01556-502269
S. MUDIE, 10 Wilkie Court, Pitlessie, Fife KY15 7SW	07881-583213
R. WALLACE, 60 Muirs, Kinross, Perthshire KY13 8AU	01577-862775
P. D.C. WATERSON, S.L.T.A. C.B.C. House, 24 Canning Street, Edinburgh EH3 8EG	07768-977102

SLTA Patron
P. LEDERER CBE

SLTA Chief Executive
P.D.C. WATERSON

SLTA Association Secretary
C.A. WILKINSON

Auditors

French Duncan, 133 Finnieston Street, Glasgow G3 8HB 0141-221-2984

Bankers

Bank of Scotland, 20/22 Shandwick Place, Edinburgh EH2 4SB 0131-465-0300

Investment Bankers

Brown Shipley, 2 Multrees Walk, Edinburgh EH1 3DQ 0131-524-1270

Legal Agents

Andrew Williams, W.S. CBC House, 24 Canning Street, Edinburgh EH3 8EG 07770-826262



SLTA PRESIDENTS AND SLTA CHAIRMEN

SLTA PRESIDENTS - Appointed since 1880.

1880 J. McWilliam	1953 T. Hood	1996 P.D.C. Waterson
1880 G. Dalrymple	1955 J. McBean	1999 D. Clark
1893 G. Younger	1957 J. L. Holligan	2000 Mrs. M. McKerrow*
1897 G. Usher	1959 W. B. Gow	2001 Mrs. M. McKerrow
1900 H. G. Younger	1961 W. Crow	2003 A. M. Don
1904 T. L. Usher	1964 T. Flynn	2005 J. Hughes
1907 J. McDonald	1966 A. Stewart	2008 S. R. Mudie
1912 H. Keith	1968 A. C. McMichael	2010 A. MacDonald
1916 C. H. Marshall	1970 C. M. F. Ewing	2012 E. Montgomery
1918 J. Gordon	1972 A. M. Barr	2014 M. McHugh
1919 T. Anderson	1974 A. J.H. Squair	2016 M. Bain
1923 J. Calder	1976 J. R. Ross	
1926 H. Kelso	1978 Mrs H. M. Preston	
1929 W. McKim	1980 R. T. Grier	
1932 G. Robertson	1982 W. C. Henderson	
1935 J. Thorburn	1984 J. Waterson	
1938 J. Denholm	1986 E P Watson	
1942 W. Yule	1988 J.N. Manson	
1946 D.Watt	1990 P.R. McCrudden	
1948 H. Willox	1992 W. Yuill	
1951 J. L. Sloan	1994 R. Wallace	

SLTA CHAIRMEN - Appointed since 1958.

1958 Sir William McEwan Younger	1978 J. S. W. Mercer	1998 The Rt. Hon. Lord Macfarlane of Bearsden KT
1958 A. K. Watson	1979 M. L. Grant	1999 A. A. Meldrum
1959 W. Reid	1980 J. R. D. Swan	2000 A. T. Haxton
1960 C. G. Gordon	1981 D. K. Thomson	2001 A. T. Haxton
1961 J. L. LeFanu, C. A.	1982 K. A. Graham	2002 R. Nixon
1962 The Rt. Hon. Viscount Boyd of Merton	1983 The Viscount Boyd	2003 K. D. S. Ross
1963 E. G. E. Raynor, B.A.	1983 E. H. McEwan**	2004 G. P. Thomson
1964 M. B. Henderson	1984 M. I. Gloag	2005 B. Sharp
1965 T. Scott	1985 M. D. E. M. Matthews	2006 P. Miller
1966 J. A. P. Charrington	1986 R. E. Weeks	2007 M. T. Lees
1967 R. Cointreau	1987 A. Bridgett	2008 M. T. Lees
1968 W. Neilson	1988 J. S. Mackenzie	2009 J. Grierson
1969 M. F. Martell	1988 A. Hardie	2010 J. Grierson
1970 D. P. Crossman	1989 J. D. N. Ford	2011 J. Gilligan
1971 R. C. Miquel CBE	1990 A. G. Belfield	2012 J. Gilligan
1972 C. E. Guinness CVO	1991 J. Campbell	2013 P. Lederer
1973 P. E. G. Balfour	1992 D. A. Lymburn	2014 D. Campbell
1974 H. H. Asbach	1993 P. Gratton	
1975 H. C. Whitbread	1994 J. S. Rutherford	
1976 E. D. R. Mackay	1995 M. I. Gloag	
1977 P. N. Whitley	1996 W. F. Bergius	
	1997 C. A. B. Maclean	

* Interim appointment

** Appointed Vice Chairman



MINUTE OF ANNUAL GENERAL MEETING 2016

The 136th Annual General Meeting of the Scottish Licensed Trade Association was held in the Ghillie Dhu, Edinburgh on Thursday 17th March, 2016. Mr. M. Bain, President Elect, in the Chair.

ATTENDING

Members of the Managing Committee attending: M. Bain; J. Clancy; S. Clarkson; A.M. Don; G. Forbes; D. Glass; W. Gold; D. Harrison; M. Lamont; A. MacDonald; R. McKay; S. Montgomery; C. Reid; J. Shearer; Mrs. S. Thomson.

Also in attendance: Lord Macfarlane, S.L.T.A. Patron; Lady Macfarlane; D. Campbell, S.L.T.A. Chairman of the Year (Inverarity Morton); P. Lederer, Incoming S.L.T.A. Patron; P.D.C. Waterson, S.L.T.A. Chief Executive; C.A. Wilkinson, S.L.T.A. Secretary.

DELEGATES

Edinburgh & South East: G. Harris; A. Russell

Inverness, Highlands & Islands: G. Law

South West Region: E. Montgomery

HONORARY PRESIDENTS

J. Hughes; S.R. Mudie

COMPLIMENTARY

J. Bain; M. Baird; Ms. L. Cooney; Ms. J. Dickson; M. Duffy; J. Grierson; Ms. R. Harley; P. Hayhoe; Ms. J. Houlston; R. Jackson; D. Kirk; Mrs. I. Kirk; Ms. J. Livingstone; Mrs. A. MacDonald; D. McGowan; Ms. G. McKenzie; Prof. R. Miquel; Mrs. M. Montgomery, A. Randev; Ms. C. Reid; D. Ritchie; C. Smith; J. Wilkie; A.D. Williams.

WELCOME TO DELEGATES

The President Elect, Mr. M. Bain, gave a general welcome to those attending the 136th Annual General Meeting and welcomed them to Edinburgh. He made particular mention of the S.L.T.A. Patron, Lord Macfarlane, Lady Macfarlane and S.L.T.A. Past Presidents, Mr. J. Hughes, Mr. A.M. Don, Mr. E. Montgomery, Mr. A. MacDonald, Mr. S.R. Mudie and Mr. P.D.C. Waterson (also Chief Executive of the S.L.T.A.); S.L.T.A. Chairman, Mr. D. Campbell and Past S.L.T.A. Chairmen, Mr. J.S. Rutherford, Professor R. Miquel, Mr. P. Lederer and Mr. J. Grierson.

The President Elect said that continuing the Association's themes of "Time for Change" and "Strength in Numbers", the S.L.T.A., in collaboration with the 49 Wine and Spirit Club of Scotland, would be holding a joint lunch following the A.G.M. and he hoped the new A.G.M. lunch format would be welcomed by members.

The President Elect intimated that due to illness, the President, Mr. M. McHugh, was unable to attend the Annual General Meeting and that all at the Association wished him a speedy recovery.



The President Elect advised that regrettably the A.G.M. was inquorate and proposed that under the circumstances and only with the unanimous approval of those delegates present, the meeting would continue with the business as per the agenda. However, any decisions reached would have to be ratified at the Extraordinary General Meeting which was currently planned for late May 2016. This was agreed unanimously.

The President said that due to the absence of the President, Item 6 (a) to elect S.L.T.A. Office Bearers, would be the first item on the agenda.

ELECTION OF OFFICE BEARERS

Mr. D. Campbell, S.L.T.A. Chairman of the Year, took the Chair and said that under Rule 4.12 and Rule 4.17 of the S.L.T.A. Constitution, Mr. M. Bain, having served 12 months as “President Elect” was automatically appointed President of the Scottish Licensed Trade Association for a period of two years.

The Immediate Past President, Mr. E. Montgomery, formally installed Mr. M. Bain as President of the Association.

The President intimated that there had been a nomination for the office of S.L.T.A. Senior Vice President for Mr. John Shearer, Inverness, Highlands & Islands Licensed Trade Association. The President advised that there had been no other nominations and that Mr. John Shearer was duly elected as the S.L.T.A. Senior Vice President.

The President intimated that no nominations had been received for the offices of S.L.T.A. Junior Vice President and S.L.T.A. Treasurer. As part of the restructuring of the Association the roles of S.L.T.A. Office Bearers would be debated at a future S.L.T.A. E.G.M. later in the year, therefore in the meantime the positions would remain unfilled.

PRESIDENT'S INAUGURAL ADDRESS

Mr. Bain said: *“My Lord and Patron, Lady Macfarlane, Mr. Chairman, fellow delegates, ladies and gentlemen, it gives me great pleasure to be elected as President, not only because it's a prestigious position but it is also an exciting time to be part of the S.L.T.A.*

I was looking into our Past Presidents and was surprised that Edinburgh and now the South East, had not had a President since 1994 – that's last century – so I am very proud to be able to represent Edinburgh and the South East – more pressure!

I could start my speech reciting the major problems that are crippling our industry, we all know what they are, but this year I want to emphasise the far-reaching achievements we have made. If we are to fight the unrelenting restrictions facing us, we can only do that from a position of strength. So the challenge for us is to be taken seriously by the establishment. We have to look no further than the evidence so far – ban smoking – not far enough, we must now ban vapours; lower the drink drive limit – not low enough, it must be zero. We were told if the reduction saves one life, that's all that matters. Has anyone died between 50 and 80 mgs? I am sure it would have been well publicised if that was the case. Lowering the unit allowance for men and women – I think there is only one country in the world that is lower, but that won't stop them wanting it lower still. These people don't use evidence, they use statistics. They tell us there are too many bars and pubs although hundreds close weekly.

Now look at the position the government takes with supermarkets. They can open freely even with over-provision. They are allowed to sell copious amounts of alcohol at cost price, leading to horrific health problems – that can start from an early age. There is plenty evidence that alcohol consumed from supermarkets one way or another gets into the hand of young adults. Does anyone take them to task? No, they are protected by a very powerful lobbying body.

That's why I want to be positive. We are getting ourselves into a position where our input is essential in licensing matters. If we can increase our numbers at a steady rate, we can be in a more powerful situation. There has never been more need for a strong Association as there is now.



We know it, the brewers, wine merchants, suppliers all now see the problems before us. We must all now confront the government bodies before we lose the country's most important tourist attraction. People certainly don't come to Scotland to visit supermarkets. They come for our renowned pubs, bars, restaurants and hotels.

Michael, Lynn and myself worked well together and I will work tirelessly with Paul, Colin and John to fulfil the promises we all made to stabilise, modernise and become a relevant force to the needs of all, and our aim is to represent all Personal Licence Holders in the coming years. Our three year plan is well under way and in fact I think we are ahead of our predictions.

After many years of success in the past, the S.L.T.A. has now reached the point where if we are to be relevant in today's fast moving licensing industry we will have to make changes that will bring us in line with other organisations within the hospitality industry. That's not to say our past is to be forgotten. Past Presidents, Office Bearers, Executive Members and Management, many of who are here today, have all been influential in the successes we have previously achieved, so I thank you for your stewardship of the Association and I will continue to uphold the fine traditions we all helped to achieve.

I will leave Colin to tell you of our latest financial position and Paul will give further details of our achievements so far and the future goals we have given ourselves.

Today's event would not have been possible without the help of a number of people so it gives me great pleasure to thank everyone involved in today's event. Can I offer sincere thanks to our Chairman, Donald Campbell. Without his help we would not have got where we are so quickly. Inverarity Morton; Tennent's, it's good to have that name back on the letterheads; Diageo; Coca Cola – the list this year goes on and on. Thanks to all the wholesale companies, multiple operators, local and national licensed trade associations, all who have given their help and financial support over the past year. It gives us great hope for the future and hopefully means we are now on the right track for a sustainable future.

I cannot finish this speech without mentioning our late treasurer, Lynn Adams. Lynn was influential in our recovery process. Her enthusiasm was outstanding and her input to the Association will be greatly missed. I know Lynn would be proud of the progress we have made. There are a number of other people who have made our rejuvenation possible and Paul will be giving you more details of their contributions very shortly.

I think I have said enough for now but I thank you for your support and look forward to the next two years with relish. Thank you."

APOLOGIES AND TELE-MESSAGES

The Secretary advised that apologies had been received from Past Presidents – J.N. Manson, P.R. McCrudden, Mrs. M. McKerrow, R. Wallace; Past Chairmen – C.E. Guinness, A.A. Meldrum, J. Gilligan; S.L.T.A. Members – L.A. Rebecchi, Mrs. D. Rebecchi (Strathclyde L.T.A.); J. Shepherd, Mrs. P. Shepherd, K. Roach (Inverness, Highlands & Islands L.T.A.); G. Wyatt, S. Singer (Aberdeen & Shires L.T.A.); Corporate Partner – G. McSkimming (Coca Cola Enterprises).

MINUTE OF ANNUAL GENERAL MEETING

The Minute of the last Annual General Meeting held in the Crowne Plaza Hotel, Glasgow on Wednesday 4th March, 2015 was approved on the motion of Mr. A. Russell, Edinburgh and South East and seconded by Mr. G. Law, Inverness, Highlands & Islands.

MINUTE OF EXTRAORDINARY ANNUAL GENERAL MEETING

The Minute of the Extraordinary Annual General Meeting held in the Golden Lion, Stirling on Tuesday 26th May 2015 was approved on the motion of Mr. G. Forbes, Moray & District and seconded by Mr. A. MacDonald, Perth & Kinross.



FINANCIAL STATEMENT

The Secretary, Mr. C.A. Wilkinson, presented the Financial Report.

Mr. Wilkinson said: *“My Lord and Patron, Mr. President, Mr. Chairman, ladies and gentlemen, the passing of our Treasurer, Lynn Adams, in October 2015 was a great shock to all in the licensed trade and she is fondly remembered by all of us for her kindness, her commitment, and steadfast belief that no matter what the problem “it’ll get sorted”, as she would put it. I am therefore sure that if Lynn was with us today, she would be very pleased indeed to be reporting for a second year in succession that the S.L.T.A. has recorded a financial surplus, and she would also have quipped “I told you it would get sorted”. Having savoured the moment for a wee while, Lynn would have then certainly added that there was no room for complacency and there was still lots more to do.*

On behalf of the S.L.T.A. Executive Committee, I am pleased to announce today that the Association has recorded a surplus of £16,179. Although a drop in membership subscription income was recorded, income in general through increased support from the S.L.T.A.’s corporate partners, supporters and other agencies to the tune of nearly £25,000, has obviously helped the Association to a financial surplus for last year. The Association is indeed indebted to these companies and agencies for their continuing increasing support. There have also been a number of new corporate partners who have come on board with the Association over the last year and their support is also greatly appreciated.

I am pleased to report that overall expenditure is down by £16,727 despite an increase in general administration and travel of £6,450. This increase was mainly due to two factors, the S.L.T.A. hosting the spring meeting of the U.K. & I.L.T.A. and increased costs associated with the new branding and relaunch of the S.L.T.A. Excluding general administration and travel, staff and office operating costs were down by £17,351. Local and Regional Association costs were also reduced by £5,798 and the S.L.T.A. acknowledges the support of all the Local and Regional Associations who have given tremendous support and assisted the national body to reduce its overall expenditure.

The Association’s two main events of the year, the Chairman’s Lunch and the Annual Conference recorded a surplus of £230 and a deficit of £810 respectively. In comparison to 2014, this shows a drop in income of £8,574 collectively for both events. The Chairman’s Lunch in 2014 attracted major sponsorship of £4,500 from the S.L.T.A.’s official insurance brokers, Towergate. This support was not available in 2015. In respect of the Annual Conference and A.G.M., the Association was invited to become a sponsor of the “Scottish Tourism Week” event which was held in Glasgow in March 2015. In keeping with our “time for change” aims, the Association agreed to hold the Annual General Meeting as part of Scotland’s biggest tourism sector event in 2015. However, this meant that the only event from which the Association was able to derive any income, was the S.L.T.A. Annual General Meeting, as other events during the Scottish Tourism Week were organised by the Scottish Tourism Alliance.

The Association’s income from its investment portfolio dropped by £519 in 2015 and the market value dropped by £3,557. The S.L.T.A. Executive will be meeting with our fund managers, Brown Shipley, to review the portfolio’s performance.

In closing, as Secretary of the Association, I would like to make one observation and that is in the last two years the Association has recorded a combined surplus of £21,128. For the two years prior to this, the Association recorded a combined deficit of £48,065. It is no mean feat to have that financial turnaround when the Association is run on a shoestring.

It now gives me great pleasure to commend the S.L.T.A. 2015 financial statement (again in surplus) for your approval.

Thank you.”

The adoption of the Financial Statement was moved by Mr. C. Reid, Edinburgh and South East and seconded by Mr. D. Harrison, Inverness, Highlands & Islands.



ANNUAL SUBSCRIPTION

The Secretary advised that no formal proposals were received to alter the current annual subscription rates and that the Executive Committee supported the retention of the current rates for 2016.

CHIEF EXECUTIVE'S REPORT

The Chief Executive, Mr. P.D.C. Waterson said: *"My Lord and Patron, Mr. Chairman, distinguished guests, ladies and gentlemen, can I add my words of welcome to others this morning and say how good it is to be back in the Capital for the 136th Annual General Meeting. A particular welcome to Lord and Lady Macfarlane, our Past Chairmen and Past Presidents.*

As with last year, we are delighted to play our part in Scottish Tourism Week, now in its second year, and take our place alongside the Annual Scottish Tourism Industry Conference, the Scottish Culinary Championships, Scotland's Food & Drink Annual Conference and VisitScotland's Scottish Thistle Awards. Being part of Scottish Tourism Week recognises the important role our premises play in the Scottish economy generally and the Scottish Tourism Industry in particular and enhances our strength in numbers campaign which received such widespread support at our Launch Lunch in November. We see co-operation with all trade groups and bodies vital, as we strive to protect and develop the trade in Scotland. Usually this co-operation revolves around our political pursuits, however it is perfectly appropriate that this is broadened to include one vital ingredient that our industry is famous for – its sociability.

With this in mind, we are very pleased to be hosting our post-A.G.M. Lunch jointly with the 49 Wine and Spirit Club, sponsored by Inverarity Morton. This is the first time and I personally hope not the last, that our two groups have come together. I thank them, particularly President, Alan Russell, and Secretary, Richard Barbour, for their co-operation in arranging today's event.

Traditionally my report consists of a resume of the S.L.T.A.'s work and policy stands on various issues concerning the trade. This A.G.M. however, I would like to concentrate on progress concerning our 3 year change agenda which we embarked on last year.

Over our 136 year history we have had a number of constitutional and structural changes that reflect the fast changing nature and profile of the business. However, I would suggest that the modifications we agreed on last year have been the most far-reaching and revolutionary ever. The process started in earnest with ratification of our 3 year change programme at our E.G.M. in May and we launched on 11th November at the S.L.T.A. Lunch in Glasgow. You may remember that our main aims for year one were – to stabilise the finances of the Association; create a more modern image; improve communication channels; and drive more engagement within the industry.

I am happy to report that significant progress has been made. Regarding the finances, the Executive is mindful that although we have taken the first steps in stabilising the Association's finances, as announced this morning in the Treasurer's Report, we must continue to be very careful with our income and expenditure. This improvement was done by a combination of good house-keeping, thanks to the Secretary's prudent approach, and by attracting increased income from our corporate partners and sponsors.

In developing and gaining financial support for the 'New' S.L.T.A. brand, the Association needed to become more attractive to the corporate market and build a more professional relationship with companies rather than simply relying on their goodwill. I think we have gone some way to achieve this – evidenced by the growing number of supporting companies we now have. So can I thank our partners – Inverarity Morton; Tennent Caledonian Breweries; Diageo U.K.; Matthew Clark; Maxxium U.K.; Molson Coors; J.T.I.; Coca Cola Enterprises; Belhaven; Whyte & Mackay; and Best Bar None Scotland, and our sponsors KPMG and BOC Sureserve. We are working hard on attracting new supporters and are in talks with a number of companies who we hope will join us. I must thank Lucie Cooney for all her help in this.

In terms of creating a more contemporary image our new brand identity was unveiled to reflect a fresh approach and renewed focus on industry engagement.



This modern, dynamic identity plays an important role in challenging existing perceptions of the S.L.T.A. and general ongoing feedback indicates it has, and continues to, capture the imagination of members and the Scottish on-trade. Since November, our new branding has proved flexible and adaptable and been used in many different contexts. Internally, on all SLTA communications, briefing documents and so on and outwardly in various publications, posters, advertising etc. In terms of improving our communications, our website was completely revamped to reflect the main functions of the new S.L.T.A. Site development has continued – it has been made more user friendly, is one of the main drivers of the Association’s new PLH registration database and has become the mainstay in providing information of the Association and its activities.

As part of our new strengthened communications strategy we can now liaise directly with our core members, our bartenders’ network, Personal Licence Holders and partners on a consistent and regular basis through our bi-monthly email news feeds. As promised in November, the first of these was circulated to over 2,000 individuals in February and will continue on a regular basis. The newsletter was well received but we believe that the newsletter must be developed and improved over the coming months.

We also continue to grow our social media presence through twitter and Facebook accounts. The twitter accounts we have alone have over 4,000 followers. This is up by 10% since November. Facebook – 100,000 employees engage with the site since it was set up. Staying on the subject of communications, our external media presence continues to be high. It is fair to say that not much happens in the trade without us being asked to comment or report on it. Very often press enquiries can come in on an almost daily basis and we have also been proactive in bringing many subjects to the media’s attention. For example, the problems our businesses are experiencing thanks to the change in the drink driving regulations has received substantial coverage, and the media launch of the 125ml measure in the East Dunbartonshire pilot area in late November proved very successful, in terms of press, social media, radio and television coverage.

The trade continues to be very well served by the Scottish Licensed Trade News. It gives our members and the trade a very good information and news service, and is always fair and balanced in its coverage as well as providing a platform for comment. I must thank Gillian McKenzie, the S.L.T.N. Editor, who is with us today, for this and ask her to pass on our thanks to all the team at S.L.T.N.

In January, our third Market Insight Report was published by the Association giving members and our partners, information on emerging trends across the core categories of beers, wines and spirits and the impact of various political factors on the Scottish Licensed Trade over the festive period till 31st December. Many thanks to KPMG for sponsoring the survey. This has certainly helped drive more industry engagement. The interest the survey generated, with over 600 premises taking part, in the media and the wider trade, was really very encouraging.

According to our media partners, the highly respected Wire Media Group based in Glasgow, the survey generated 94 million ‘opportunities to see’ in various media platforms. ‘Opportunities to see’ is a rough measurement of the visibility of a piece of coverage amongst the public. The calculation is based on circulation as far as print is concerned, takes into account unique users online, followers/likes on social media, and lastly, listener and viewership figures for broadcast. It is used as one indication of the effectiveness of a campaign because it gives an idea of the magnitude of reach that coverage has in the media. Our next survey will be carried out in May and many thanks to David McGowan for working so hard on this initiative, which has been by any measure, a great success.

Turning now to membership, as I said at the E.G.M. and our Launch – “we are absolutely convinced that the S.L.T.A. can only continue to protect and develop our trade efficiently and effectively if we bring together all sections of the on-trade”. Our vision is that the new S.L.T.A. would have, not only our traditional full paying membership category but also amalgamate with the Scottish Bartenders Network, giving the Association a new channel open to bartenders, mixologists and beer and wine sommeliers which would help us attract younger members of the licensed trade to be part of the S.L.T.A. We also said, in a move unique to the on-trade, we would provide a registration and communication system for Scottish Personal Licence Holders. This gives a membership path as people move through the business.

The amalgamation of the Bartenders Network is now complete and we will be working hard over the coming months on the opportunities presented to us by this action.



Many thanks to Martin Duffy of the SBN for his help in bringing our two groups together. Our PLH database is now set up and I am happy with the progress made to date, although setting up and formatting the system was a slow laborious job. Now it is ready and we have tested it with the February newsletter, we hope to see rapid growth in numbers. Many thanks to Geoff Morrison for the work on this. Both these initiatives have been pivotal developments, vital in our pursuit of pan industry representation.

Our full paying membership continues to be the foundation of the S.L.T.A. During all our changes the Executive Committee has made it perfectly clear that our full members are responsible for setting our agenda, our manifesto, have full voting rights and have unique access to various services. We are working hard to improve these full member services and hope to make a major announcement based on training and staff development very soon.

In early 2015, the Association made an application to Scottish Enterprise for support funding to develop further the Association's action plan. We secured a budget of up to £22,000 to appoint external consultants to support the Association in developing its priority actions for the next 3 years. Late last year, the Angus-based The Glamis Consultancy, was appointed by Scottish Enterprise to carry out this work. The company offers expert business support services with a focus on the tourism/hospitality sector. The detailed Glamis proposal to give us further guidance and support in obtaining new revenue streams and help develop the Association's current marketing and communications plan has been accepted. We look forward to working closely with Dr. Colin Smith and Douglas Ritchie of Glamis, who are with us today, in the coming months.

I hope you will agree that in just 10 months our Association has been reinvigorated and our initial short term goals have been realised. But, of course, the day to day work of the S.L.T.A. goes on. Time stops me going into detail on our substantial involvement and contribution to the trade last year. Our comprehensive 2015 Annual Report, painstakingly prepared by the Secretary, sets out the various political and trade developments we have been engaged in. It shows a diverse range of involvement – from the effect of drink driving legislation, to our work through membership of the British Pub Confederation, in tenancy issues; from positive messages about the role of our premises in Scottish society and tourism, to concerns over the introduction of the National Living Wage.

It reports on our work liaising with Police Scotland on controversial operational issues, to proposed Scottish government recycling legislation; highlights our response to the Cross-Party Commission set up to examine new ways to fund local government in Scotland, to our position on the introduction of the Social Responsibility Fee; and being part of the substantial Trade Coalition lobbying to cut Hospitality Tax, to the introduction of Minimum Pricing. We are involved in all of these and they are detailed in the Annual Report.

At the beginning of this year, Best Bar None which is nationally administered by the Scottish Business Resilience Centre, agreed to become a corporate partner of the S.L.T.A. and support our aims and redevelopment. We thank them for that. The scheme was launched in Scotland in 2005 to "promote socially responsible venues" and since then it has grown from strength to strength. There are leaflets on your chairs and I would ask you to support this excellent scheme.

My Lord and Patron, Mr. Chairman, distinguished guests, ladies and gentlemen, lastly I would like to offer our sincere thanks to our Chairman, Donald Campbell and his company Inverarity Morton. He has worked tirelessly for the Association during his extended tenure as Chairman. His company has gone through many changes this year, including office and warehouse moves but he has always been available to us and please remember our change agenda was kick-started by Donald's enthusiasm and dedication.

I must also pay tribute to our Secretary, Colin Wilkinson, who has been involved now for 34 years. The last few years have been difficult for the Association. Through all of this Colin has always put the Association first and been an integral part of the evolution of the new S.L.T.A. We are indebted to him for this.

Mr Lord and Patron, Mr. Chairman, distinguished guests, ladies and gentlemen, the S.L.T.A. is certainly moving forward, there can be no doubt of that, but as I said before there will be no complacency on our part, we still have a lot of work to do.



I thank you all for your help, support and advice over the last year. I commend our Annual Report to you. Thank you.”

The adoption of the Annual Report was moved by Mr. G. Forbes, Moray & District and seconded by Mr. R. Mackay, Edinburgh & South East.

SLTA CHAIRMAN’S ADDRESS

Donald Campbell, SLTA Chairman said: *“It is great to hear all these positive things. What a privilege and pleasure it has been to be Chairman. Hopefully my contribution has helped, especially with the ‘change’ agenda. It needs to continue and I believe it is vital for the future of the Association. Thanks to all the members of the Association and the Executive and special thanks to the President, Michael McHugh for his help.*

This year has been the toughest trading year in my 36 years in the trade. The effect of the drink driving legislation without a doubt has led to year on year short falls of 10%/20%.

With regard to my company, Inverarity Morton, it has been an important year for us in many ways. Whilst moving from our Shawlands base to a new custom built depot in Thornliebank; the closure of the Milnathort depot; and the integration of differing operating systems created their own difficulties, it was for our company the right decision. We are confident that over the next twelve months business will get slightly better.

People tend to change with new economic environments they live in however, unfortunately not every outlet has the capability to change and individuals who cannot change will no doubt see a shortfall in business.

With regard to the S.L.T.A., there have been many highs and lows over the year. Highs have included the ‘change’ agenda and a lot of work went into that. Inverarity Morton sponsored a facilitator, James Turnbull, who was the first consultant to get us all round the table to discuss the future direction of the S.L.T.A. Another high was the financial performance which over the last two years has been in surplus. As Chairman I would like to say a big thank you to all the corporate supporters who have helped with this turnaround.

I would say to you all, when you are dealing with suppliers and brand companies – ask “do you support the S.L.T.A. and if not why not”. The whole industry should be supporting the Association.

Inverarity Morton were pleased to support a Forum and lunch where the majority of Scotland’s multi-operators were gathered together to discuss the trade’s major concerns. It was great to see all these major groups sitting round the table together, probably for the first time, with the good of the trade at heart. It was also good that the vast majority of these companies wanted to support the continuation of the S.L.T.A. as the major representative body for the trade in Scotland.

Whilst it was a very positive year for the Association, the lowest point was the loss of Treasurer, Lynn Adams. This news shook us all. She was an enthusiastic and hard-working lady and a great ambassador for all of the trade.

I am honoured to continue as your Chairman for another year and wish your new President, Marshall all the best for his term in office.

Thank you.”

RETIRAL OF THE S.L.T.A. PATRON

The S.L.T.A. Chief Executive, Mr. P.D.C. Waterson said: *“Today we announce the retiral of our Patron. We were delighted in 1992 when Lord Macfarlane, the Honorary Life President of Diageo, accepted our invitation to become the third patron of the S.L.T.A. and keep our long relationship with the company strong and important.*



The close working relationship between the S.L.T.A. and Diageo, the company, which has evolved from Guinness, Bells, United Distillers, Gleneagles and others, is one of the most enduring in our trade.

This relationship between us and Diageo was formally recognised in 1962 when Alan Lennox-Boyd, the 1st Viscount Boyd of Merton and then Managing Director of Arthur Guinness & Sons, became Chairman. Later Viscount Boyd became our first Patron. In 1985 due to ill health, Viscount Boyd had to retire from his position and Simon Lennox Boyd, the 2nd Viscount Boyd of Merton, then Deputy-Chairman of Arthur Guinness & Sons, who had served as S.L.T.A. Chairman in 1983, was invited to become S.L.T.A. Patron, thus succeeding his father. Simon was then succeeded by Lord Macfarlane in 1992.

In 1998 I personally was honoured when Lord Macfarlane took on a dual role by also becoming the S.L.T.A. Chairman of the Year during his presidency. His contribution to local, national and international politics, his success as one of Britain's leading business figures and his contribution to Scottish arts, charities, and the sporting world are well-known and documented. To name but a few – Member of the Council of CBI Scotland in 1973-81; Board Member of the Scottish Development Agency 1979-87; Member of the Royal Fine Arts Commission Scotland 1980-82; Honorary Life Member of the Scottish Football League; Vice President of the Professional Golfers Association; Freeman of Dumfries & Galloway in 2006; Freeman of the City of Glasgow in 2007; Knighthood in 1983; Life Peer in 1991; and Knight of the Thistle, the country's highest honour, in 1996. To add the S.L.T.A. name to the list of prestigious positions he has held made us very proud indeed.

His advice, commitment and goodwill towards the Association over the past 28 years has been invaluable and we thank him most sincerely for that. And also, of course, our thanks to Lady Macfarlane for her support and encouragement and friendship over the years. They continue to be a great source of inspiration not only to our Association but to Scotland generally.

Today marks the occasion of his retirement as our Patron, and I would ask the President to present him with a gift which we hope will remind him and Lady Macfarlane of happy times with the Association."

RETIRING PATRON'S VALADICTORY ADDRESS

Lord Macfarlane, the retiring Patron said: "Ladies and gentlemen it is always a very important day coming to The S.L.T.A. Annual General Meetings each year. In 10 days' time I achieve 90. All these things that were read out about my achievements, none of them come near to reaching 90 and I hope everyone present will at least reach that situation. I am very honoured to have served the S.L.T.A. in some modest way for 23 years. For me it is a great pleasure to know that the person who is replacing me is Peter Lederer because Peter and I worked together in Guinness and Diageo for about 30 years so from that point of view I have no regrets about retiring.

Ladies and gentlemen thank you very much. Thanks to Peter for agreeing to replace me. Thank you for having me."

NEW PATRON ANNOUNCEMENT

The S.L.T.A. Chief Executive, Mr. P.D.C. Waterson said: "And so ladies and gentlemen, to the announcement of our new Patron, one which keeps our link to Diageo, and one which will benefit the S.L.T.A. enormously. Taking over from Lord Macfarlane is no easy task. If there is one man in our industry equipped to do that, it has to be Peter Lederer and I am happy to report he has accepted our invitation to become our 4th Patron.

In 2014 Peter announced that he would step down as Chairman of Gleneagles Hotel and also as a Director of Diageo in Scotland, who at that time owned the hotel. Peter's career at Gleneagles, spanned 30 years. He joined as General Manager in 1984, becoming Managing Director in 1987 and Chairman in 2007.

He is credited with leading the transformation of the hotel from a seasonal golf resort into one of the world's leading luxury hotels and was instrumental in bringing the 2014 Ryder Cup to Gleneagles – and its



subsequent success. Arguably, Peter's contribution to the wider Scottish hospitality industry has had even more impact. Notable high-profile roles include being Chairman of VisitScotland from 2001-10; a Board Member of the Leading Hotels of the World Group; and Chairman of The Saltire Foundation, which is committed to the development of potential business leaders.

Peter played a broader leadership role for Diageo's business in Scotland, representing the company on the CBI Scotland Board and the Secretary of State for Scotland's Business Board. He also led the establishment of the highly successful Diageo Learning for Life Scotland Programme, a £5m initiative launched in January 2014 to help young unemployed people find training and job opportunities in the hospitality industry.

Peter has won numerous awards. Highlights include being named the Caterer's Hotelier of the Year in 1997. In 2011, he was given the Lifetime Achievement Accolade at the AA Hospitality Awards. In 2005, Peter was made a CBE for services to the industry.

Peter took up the post of Chairman of the S.L.T.A. in 2014 and very early into his chairmanship we explored the workings of the S.L.T.A. and discussed the need for change and Peter has taken a great interest in our developments over the last year. One of the initiatives spoken about was the setting up of a non-Executive group of interested individuals to advise the Executive Committee on the strategic direction of the Association and support our change agenda. Today, I can announce that our new Patron will lead that group, a development which can only benefit our members.

Peter, on behalf of us all thank you for accepting the position of Patron, and we look forward to working with you for the good of all the Scottish licensed trade." The President presented a gift to the new Patron.

INCOMING PATRON'S INAUGURAL ADDRESS

Peter Lederer, the SLTA Patron said: "Thank you very much. So you are going from a Viscount to a Viscount to a Lord to me! I certainly have large shoes to fill following Lord Macfarlane. I have had the privilege of working with Lord Macfarlane since 1986 and we certainly have gone through some unique and difficult experiences within the licensed trade during that time.

The S.L.T.A.'s aims of "time for change" and "strength in numbers" are very dear to my heart. It is really important that we are confident. The country needs us. We are an important part of the fabric of this country. It is good to see the finances stabilising and now on a more secure footing and moving in the right direction.

I am absolutely looking forward to my role as your new Patron. I will do my best Lord Macfarlane to make you proud of me and continue the fine work you have done over the years. I promise my support and commitment and thank you for your confidence in me."

ELECTION OF HONORARY PRESIDENTS

The list of people nominated was – R.T. Grier; P.R. McCrudden; J.N. Manson; R. Wallace; P.D.C. Waterson; Mrs. M. McKerrow; A.M. Don; J. Hughes; S. Mudie; A. MacDonald; E. Montgomery.

Mr. D. Glass, Dundee proposed the election of Honorary Presidents and this was seconded by Mr. J. Shearer, Inverness, Highlands & Highlands.

ELECTION OF HONORARY MEMBERS

The list of people nominated was : J. Barton; Mrs. E. Boyle; D. Ferguson; R. McLaughlan; N.D. Wight; Mrs. M. Cook; J. Innes; J. Barclay; Mrs. R. Herd; R.P. Deveaux; I. Mackenzie; R. Cardosi; D. Morton.

Mr. A.M. Don, Strathclyde proposed the election of the Honorary Members and this was seconded by Mr. E. Montgomery, South West.



APPOINTMENT OF PROFESSIONAL ACCOUNTANTS

Mr. S. Montgomery, South West proposed that French Duncan be appointed as the Association's Professional Accountants and this was seconded by Mr. J. Clancy, Strathclyde.

VOTE OF THANKS

Mr. E. Montgomery, S.L.T.A. Past President said:

"I have the pleasure of giving a vote of thanks to the Chair. I would like to couple this with a thanks to all who have served the Association in the past and I wish you all the best for the future."



137th ANNUAL REPORT

1st JANUARY 2016 – 31st DECEMBER 2016.

PRESIDENT'S MESSAGE

By the time of the SLTA's Annual General meeting in Glasgow on the 15th of March 2017, which is part of the Scottish Tourism Week, the Association will be half way through its three year action plan to rejuvenate the Association and make it fit for purpose in the 21st Century.

These last 12 months in particular have seen a remarkable change of fortune for the Association and over this period the Association's finances have been stabilised and a great deal of progress has been made to bring the Association in line with the fast changing hospitality industry we work in today and we are well on our way to modernising the Association and providing better communications to members as we promised. We have our online newsletter up and running and our new training app is now available for members. These developments have already attracted new partners, which in turn means more financial support and increased respect within the hospitality industry and, particularly at this time, within Government Departments.

November saw our £150,000 advertising campaign to recognise the importance of our pubs and bars come to fruition and the second part of this campaign will start again at the beginning of January and will run until the end of February. Supported by our partners we hope this campaign will encourage people to get back into our bars, pubs, hotels and clubs.

Our commitment to change continues with the introduction of an External Advisory Group headed by our Patron, Peter Lederer, and includes respected members from within the hospitality industry, training organisations and former Scottish Government representatives. These individuals give their valuable time voluntarily and this was only achieved due to the Scottish Licensed Trade Association's standing within the industry that has been built up over many years.

We now have to make sure we play our part and repay the trust given to us and we are confident we can take the strides necessary to make the Association the true "voice of the industry". However, if we are to strengthen our position, it is now incumbent on Licensees and Personal Licence holders throughout Scotland to join us in our fight to keep our industry alive.

As if we don't have enough trouble, 2017 will see our new rateable values coming into force and I am sure we will see considerable increases. The Association has already taken major steps to attempt to reduce our members' liability and is aligning with other like-minded Associations to bring the Government and the Assessors to task over their unreasonable demands.

Although we have limited funds and our resources are stretched to the limit, I am proud to say we are moving at a remarkable pace to ensure that our high standing within the industry continues and I am very excited with our progress so far. It's been many years since there has been so much excitement and positivity within our Executive and we are only approaching half way through our modernisation programme. I worry for our members' futures so it is incumbent on the Association to make rapid progress if we are to save our industry from destruction. I look forward to taking the Association to the next stage of our reconstruction.

Members themselves have had to adapt quickly to the current business climate and have made remarkable progress over a short time to compete with the uncertainties, new legislation and all other impediments that are so often forced upon us. We should take pride in our performance under what can only be described as very difficult circumstances. I have every confidence that our members will continue to give their customers the commitment needed to keep our industry healthy and hopefully prosperous. I look forward to addressing our members problems with the utmost professional consideration and I will do my very best with the help of our Chief Executive, Paul Waterson, and Secretary Colin Wilkinson to continue to strengthen our important and respected position within Industry and within Scotland.



MEMBERSHIP

The national core membership of the Association at the end of 2016 decreased by 75 on 2015 figures and in financial terms the decrease in membership has led to a drop in income of approximately £8,500. The overall decrease in membership includes a further reduction of 25 members from the Fife LTA area following Fife LTA's withdrawal from the National Association two years ago. For 2016, the Inverness, Highlands & Islands region was down 11; North East down 4; Edinburgh & South East down 11; South West down 6; Strathclyde down 9; Tayforth down 34 and the West Coast region remained level.

The SLTA's activities are communicated through a number of media avenues including Twitter, Facebook and the SLTA's "Trade Talk" E-newsletter. The newsletter is communicated directly to SLTA core members, the Scottish Bar Tenders Network, Personal Licence Holders and partners on a now monthly basis. This has been continuously developed over the last year and has a circulation of over 5,000 individuals.

MEMBERS' SERVICES

The Association continues to operate a range of members' benefits and services covering Legal Advice; Insurance; Training Provision; Stocktaking; Gas Supplies; Property Advice; Employment and Health & Safety Advice Packages; Specialist VAT Advice; Retail Merchant Services and Financial Planning. Full information on these services is available from the SLTA Office.

OFFICE BEARERS, EXECUTIVE AND MANAGING COMMITTEES

The SLTA's operating structure consists normally of four Office Bearers, an Executive Committee with of a maximum of two representatives from each of The SLTA Administrative Areas and a Managing Committee comprising of representatives from each regional administrative area based on a scheme of district representation and based on the number of members within each of the Association's seven administrative areas.

The Office Bearers and Executive Committee meet every two months to control the running of the Association and the SLTA Office Bearers also meet separately on a regular basis.

At the 2016 Annual General Meeting Mr. Michael McHugh stood down as SLTA President, but was unable to attend the meeting due to illness. Mr. Marshall Bain, having served a year in office as the SLTA President Elect, was duly appointed President, as per the SLTA Constitution and was installed by SLTA Past President, Mr. Eric Montgomery. Mr. John Shearer was elected as SLTA Senior Vice President.

Regrettably, there were no nominations for the positions of SLTA Junior Vice President and SLTA Treasurer and the newly elected President advised that the roles of S.L.T.A. Office Bearers would be looked at as part of the ongoing SLTA restructuring process.

The current SLTA Executive Committee consists of Mr. Kevin Roach and Mr. Douglas Harrison representing the Inverness, Highlands & Islands Area; Mr. Graham Forbes, North East Area; Mr. Graham Blaikie and Mr. Roddy Mackay, the Edinburgh and South East Area; Mr. Stewart Clarkson and Mr. Stephen Montgomery, South West Area; Mr. Alistair Don and Mr. Jim Clancy, Strathclyde Area and Mr. David Glass, Tayforth Area. Currently there is no Executive Committee Member for the West Coast Area. Each of these individuals also represents the Association and their local associations on a number of local and national committees. The SLTA Managing Committee did not meet in 2016.

SLTA CHAIRMAN OF THE YEAR

Mr. Donald Campbell, Sales Director of Inverarity Morton, was formally appointed as Chairman of the Scottish Licensed Trade Association in November 2014 and he has worked tirelessly for the Association during his extended period as SLTA Chairman.



Both he and his company have given unparalleled support for the Association in its rejuvenation, particularly in 2016 when his own company went through tremendous changes itself. The Association was indeed fortunate that Mr. Campbell agreed to continue in his role until November 2016 when he demitted office at the SLTA Chairman's Lunch

PATRON

The Association announced in March 2016 that the SLTA Patron Lord MacFarlane of Bearsden KT was retiring having served as Patron for 24 years. At the SLTA 2016 Annual General Meeting the Association's Chief Executive paid tribute to the support and guidance Lord Macfarlane had given the Association over the years and for continuing the longstanding working relationship between the SLTA and what is now Diageo. A tribute was also paid to Lady Macfarlane for her support and friendship over the years and the President presented Lord and Lady Macfarlane with a gift to remind them of their Association with the SLTA. The SLTA also announced that Mr. Peter Lederer, CBE, ex-Chairman of Gleneagles and ex-Director of Diageo in Scotland, had accepted the Association's invitation to become the 4th Patron of the organisation. Mr Lederer had already been very much involved with the Association as SLTA Chairman in 2014 and during his Chairmanship had emphasised the need for change within the Association. In his new role as Patron, he has been pivotal in the setting up of an External Advisory Group to advise the Executive Committee on the new strategic direction of the Association.

SLTA EXTERNAL ADVISORY GROUP

In August 2016, key industry players from the Licensed, Hospitality, Training, Tourism and Marketing sectors were invited to join the SLTA External Advisory Group. These individuals would bring their experience, expertise and influence which would be extremely beneficial to not only the SLTA, but the Licensed Trade in general. The role of the group would be to guide the Association, as a business, forward and to keep a strategic view of what is happening in Scotland. The group would also identify two or three areas where it could add significant value to the SLTA and improve things in general for the organisation and give drive and support to accelerate the necessary changes required to make the Association fit for purpose for today's business climate.

The SLTA External Advisory Group members are:-

Peter Lederer	Patron SLTA (chair)
Marc Crothall	Chief Executive, Scottish Tourism Alliance
Kenny MacAskill	Former Scottish Government Minister for Justice.
Jane Richardson	Strategic Communications Adviser, Public Relations and Communications, Entrepreneurial Scotland.
Riddell Graham	Director of Partnerships, VisitScotland.
Mark Baird	President, Scottish Beer & Pub Association.
Lawrence Durden	Tourism Industry Manager, Industry & Enterprise Networks, Skills Development Scotland.
Jim Grierson	Former Sales Director of Maxxium UK.

The SLTA President, Chief Executive and Secretary also attend the meeting. A report on the group's activities will be given at the Association's 2017 Annual General Meeting.

ANNUAL GENERAL MEETING AND CONFERENCE 2016

The 136th Annual General Meeting of the Scottish Licensed Trade Association took place in the Ghillie Dhu Auditorium, Rutland Square, Edinburgh, on Thursday 17th of March. The formal AGM was held in the morning and in continuing the Association's themes of "Time for Change" and "Strength in Numbers", the Association, in collaboration with the 49 Wine and Spirit Club of Scotland, held a joint lunch in the Ghillie Dhu following the meeting. For a second year, the SLTA's Annual General Meeting took place during Scottish Tourism Week, which ran from the 11th to the 18th of March.



The week-long programme of conferences, seminars, business breakfasts, lunches and receptions, delivered across Scotland as part of the Connecting 2020 Roadshow, concluded with the two day Signature Programme which took place at Edinburgh's International Conference Centre.

SLTA CHAIRMAN'S LUNCH

The SLTA Chairman's lunch was held on Wednesday 9th of November in "29" Royal Exchange Square, Glasgow, to not only mark the two year tenure of the Association's Chairman, Donald Campbell, Sales Director of Inverarity Morton, but also to "Switch On" the Association's new on-line training service and learn more about the implications of Scotland's 2017 Commercial Rating Revaluation.

The "Switch On" of the Association's new On-line Training Service, in partnership with Pearson, one of the UK's largest awarding bodies, provides a new digital service designed to increase professional and safety standards, reduce costs for licensees and make training and qualification more accessible than ever before.

Prior to the lunch, the Association also organised, in conjunction with Gerald Eve, the UK's leading firm of Chartered Surveyors, a "Rates Seminar", where members were able to directly ask Rates Surveyors, Assessors and other experts, questions relating to the 2017 Rating Revaluation in Scotland.

The event saw SLTA Chairman, Donald Campbell, demit from office and the respected industry figure was described by the SLTA Chief Executive as an *"outstanding chairman who has worked hard to help rejuvenate the association, grow its membership and make it more relevant to the needs of the licensed trade in Scotland in the 21st century"*.

In his retiral speech Mr. Campbell said: *"I have thoroughly enjoyed being at the sharp end of the SLTA and I thank Inverarity Morton for supporting me during my two-year tenure as Chairman. I would also like to thank Paul, Colin Wilkinson and everyone else involved in the SLTA for their commitment to the association and the licensed trade which is so important to Scottish society and the economy. While the hard work will continue I am delighted that the association is in such a strong position and focused on the future."*

The event, attended by many of those who have supported the Association's three-year "Time for Change" plan, was also the ideal opportunity to give an update on the Association's progress on the broad ranging measures implemented to change the way the SLTA engages with its members and the industry.

The SLTA Chief Executive paid tribute to the invaluable support of the trade organisation's many suppliers and other service providers who had come on board as industry partners and said:- *"In developing and gaining financial support for the 'new' SLTA brand, the association needed to build a more professional relationship with companies rather than simply relying on their goodwill. I am happy to report that major progress has been made – progress that has been achieved thanks to the help of many in this room. It is also demonstrated by the growing number of supporting companies we now have and we are continuing to work hard on attracting new corporate partners."*

The SLTA's aims for the first year of the strategy were to raise the association's profile, attain sustainability by driving more engagement within the industry, create a more modern image, improve communication channels and become more involved in training. We have created a more contemporary image and last year our new brand identity was unveiled to reflect a fresh approach and renewed focus on industry engagement. This modern, dynamic identity plays an important role in challenging existing perceptions of the SLTA and general ongoing feedback indicates it has, and continues to, capture the imagination of the Scottish on-trade.

In terms of improving communications, the association's website has been completely revamped to reflect the main functions of the rejuvenated SLTA. Latest figures show a 75% year-on-year increase in traffic with visitors spending more time on the website than ever before. This has been helped by a responsive design that allows for a consistent experience across all browsing devices. As part of our strengthened communications strategy we can now liaise directly with our core members, our bartenders' network,



Personal Licence Holders and partners on a regular basis through our monthly trade news email feeds. We also continue to grow our social media presence through Twitter and Facebook accounts.

The SLTA's external media presence is also key to the association's high profile. It is fair to say that not much happens in the trade without us being asked to comment. Often press enquiries can come in on an almost daily basis and we are constantly asked for the trade's opinion on a wide variety of subjects.

The introduction by the SLTA of regular market insight reports, which offer a ground level, knowledgeable view from licensees at the front end of the business has been very well received by our members, our corporate partners and the media. Our last four reports, sponsored by KPMG, have consisted of a review of performance across the core categories of beers, wines and spirits. They also look at the importance of geography, contrasting on-trade performance in city-centre locations versus tourist and remote locations and the impact of various political factors on business. Our fifth market insight report, sponsored by Gerald Eve, is published by the association to give information relating to the imminent rating revaluation. It is obvious from the results, with over 700 premises represented, that this revaluation is causing great concern to all within the on-trade in Scotland and we will be working hard to ensure that we are all treated fairly in the revaluation process."

Discussing SLTA membership, the Chief Executive reiterated the association's view that it could only continue to protect and develop the trade efficiently and effectively by bringing together all sections of the on-trade. The Chief Executive also reported that the amalgamation with the 1000-strong Scottish Bartenders Network, giving the association access to bartenders, mixologists, beer and wine sommeliers and helping to engage with younger members of the licensed trade was now complete.

The Chief Executive stated that:- *"In continuing with the issue of SLTA membership, another pivotal innovation is the registration and communication channel for all Personal Licence Holders in the Scottish On-trade. This gives a membership path as people move through the business. Our target was to have a database of 5000 contacts by the end of year two but I am glad to report that the news feed now goes directly to just over 5000 individuals, the two-year target being achieved in only 10 months.*

Our initial short-term goals have been realised but the day-to-day work of the SLTA goes on. As always, we are involved in a diverse range of subjects – from advising our members on licensing issues to our work, through our membership of the British Pub Confederation, on tenancy issues, and from positive messages about the role of our premises in Scottish society and tourism, to concerns over the introduction of the National Living Wage. From our work liaising with Police Scotland on controversial operational issues to our position on the introduction of the 'social responsibility fee'. From our response to the cross-party commission set up to examine new ways to fund local government in Scotland to new Scottish Government recycling legislation. From being part of substantial trade coalitions lobbying to cut hospitality VAT and the proposed sugar tax to the introduction of minimum pricing – we are involved.

Over 130 guests attended the event and the Association acknowledges the sponsorship from Maxxium UK, (Reception), Inverarity Morton (Wines) and Broughton Ales, (Beer).

OTHER ORGANISATIONS, INITIATIVES AND CAMPAIGNS

The SLTA continues to build its partnership working with many organisations involved with Scotland's licensed trade and is represented on groups such as the Pubs Independent Conciliation & Arbitration Service; Police Scotland; the United Kingdom & Ireland Licensed Trade Association; the British Hospitality Association; the British Pub Confederation; the "Face the Facts - Can the Tax" campaign; the Benevolent Society of the Licensed Trade of Scotland; Scottish Tourism Alliance; the Scottish Wholesale Association; the Industry Thistle Awards Group; Incorporation of Maltmen; Institute of Hospitality (Scotland); CAMRA; the Scottish Grocers Federation; the British Beer & Pub Association; British Institute of Innkeeping; Best Bar None; Scottish Licensed Trade News; the "Pub is the Hub" campaign; Scottish Alcohol Industry Partnership Group; Tobacco Stakeholders Group; Scottish Advisory Committee on Alcohol Misuse; the Scottish Bartenders Network. The Association also continues to represent the On-trade on various Scottish Government bodies. In 2016, the SLTA supported a number of new initiatives and formed new partnerships with a number of groups including:-



SLTA TRAINING

The SLTA launched a new digital initiative designed to increase professional and safety standards, reduce costs for licensees and make training and qualification more accessible than ever before.

In partnership with Pearson, the UK's largest awarding body for training and learning, the SLTA launched the initiative to ensure that licensees across Scotland can support staff working towards the Scottish Certificate for Licensed Premises Staff (SCLPS). The service is provided free of charge to SLTA members with the minimum of two hours of training required to achieve the SCLPS qualification, and the all-important certificate itself, delivered entirely online. The SLTA also developed plans to launch a course for bar managers and supervisors to achieve the Scottish Certificate for Personal Licence Holders (SCPLH), a legal requirement for those authorising the sale of alcohol or in charge of premises where alcohol is sold, including a minimum of 10 hours of training and the relevant examination. This service will be provided to SLTA members at a cost of £35, significantly lower than that offered by other training providers, with all the training, the examination and the certificate delivered online. It will be the first time the entire SCPLH qualification can be accessed and delivered online, reducing the time commitment for staff and making the qualification significantly more accessible for those in rural locations in Scotland.

PUB IS THE HUB

Pub is The Hub is a not-for-profit organisation which offers independent specialist advice on rural services diversification or community ownership of pubs, so they can provide viable local services at the heart of the community. Examples include siting post offices, shops, libraries, internet cafes, allotment schemes, school dinners, cash point machines, IT training and community cinemas in pubs.

A new rural services initiative to help rural pubs diversify and provide local services in communities was launched in the Scottish Borders Region in January in partnership with the Scottish Borders Council and supported by the Scottish Government, the Prince's Countryside Fund and Diageo. The launch showcased advice, support and funding opportunities for pub operators and owners who were considering a diversification scheme to improve and support rural services. Pub owners and operators are able to apply for grants of up to £4,000 towards diversification schemes to improve local services.

POLICE SCOTLAND

The Association was given the opportunity to comment on the 2016 Police Scotland Action Plan review, part of which focused on the Licensed Trade and very much welcomed the proposed introduction of a National Licensing Trade Forum, through Police Scotland. Whilst there was no indication as to who the key partners would be in this forum, the SLTA certainly wished to be involved. The formation of this group would be a major step forward in our aims to ultimately establish a National Licensing Forum, based on the Nicholson Report recommendations for the 2005 Licensing Act, with ministerial status, to oversee the way in which Scotland's licensed trade industry and licensing boards comply with the country's licensing legislation and objectives. The Association had originally called for a non-political National Government Licensing body to be set up it as it was our firm belief that such a group should consist of representatives from the trade, health organisation, community groups, the legal fraternity, police, in fact anyone deemed to be interested in the Licensed Trade.

There was also a proposal to introduce a National Information Communications Technology Licensing System, which the Association supported and welcomed the fact that this would provide a consistent approach to licensing matters for Scottish Police. However, there were concerns that the system was to be called "Inn Keeper" which implied that the system would focus solely on pubs and bars and not off-sales premises.

The SLTA appreciated plans for guidance and information would be produced on a wide range of licensing matters for police officers, but until the contents of this guidance were seen, support for this was only tentative. There was a genuine concern that, as in some regions, a heavy handed attitude had been adopted by Police Officers when dealing with Licensees and it was imperative that Police Officers, when dealing with licensing matters, actually have a good understanding of licensing legislation and how the industry works. Association representatives meet on a regular basis with Police Scotland.



BRITISH PUB CONFEDERATION

The SLTA was invited to join the British Pub Confederation, which brings together organisations who represent licensees, pub supporters and pub goers/customers following the successful Fair Deal for Your Local campaign and replaced the previous Independent Pub Confederation to give a stronger voice to non-corporate interests in the pub sector. The British Pub Confederation ensures that pubs, publicans and pub supporters have a powerful unified voice in campaigning and lobbying the Government, particularly the Westminster Government on key pub related issues. Twelve organisations are the founding members of the British Pub Confederation: the Fair Pint Campaign, Licensees Supporting Licensees, Justice for Licensees, Punch Tenant Network, Forum of Private Business, Federation of Small Businesses, Pubs Advisory Service, Licensees Unite the Union, GMB, Guild of Master Victuallers, the Scottish Licensed Trade Association and the Parliamentary Save the Pub Group.

The British Pub Confederation is coordinated and governed by the Steering Group and each member organisation can appoint to two people on the steering group. Non-affiliated members can also be appointed by the steering group. Greg Mulholland MP, Chair of the Parliamentary Save the Pub Group has been appointed as Chair of the British Pub Confederation. The group's key focus issues are:- ensuring that the Government implements promised reforms to the large Pubco tied model; better protection for pubs from predatory purchasing; fairer taxation for pubs including pub specific measures and fairer business rates; a fair and sensible licensing regime; and responsible retailing and supermarket pricing.

#PUBLOVE CAMPAIGN

In September the SLTA launched a new £150k campaign to support local pubs and bars. A collaboration between Scotland's licensed trade and Forrest Media, was launched to encourage consumers to support their local pubs and bars. The outdoor advertising digital media campaign, specifically designed to get people back into the nation's pubs and bars and support the industry appeared on digital billboards in Glasgow and Edinburgh throughout September and October and is set to return again in January and February 2017. Entitled #PUBLOVE, the campaign was created by D8, a Glasgow-based strategic branding and design agency and was inspired by the 1970s "Love is..." craze. The campaign is designed to highlight the nostalgic emotions around a visit to your favourite pub or bar and provoke a positive emotional response from the consumer. It was seen across Forrest's Scottish portfolio of 16 giant digital billboards, delivering approximately 1.45 million impacts per fortnight. The billboard sites include the Clydeside Expressway and Southern Gateway in Glasgow.

BOUTIQUE BAR SHOW

The SLTA joined forces with the Boutique Bar Show Scotland, an event where the industry can discover new trends, products and techniques. International speakers, boutique producers and guest bartenders came together for the annual show at the Mansfield Traquair in Edinburgh on October 26. Playing host to Scotland's finest bars, restaurants, hotels and retailers, the one-day event offered an excellent opportunity for people to network as well as discover new products, trends and techniques that can improve their customers' drinking experience. This year, for the first time, the Scottish Licensed Trade Association hosted a lounge area offering a drop-in service for visitors who wished to find out more information about the trade association, its services and the benefits of membership. The Association's training partner, Pearson, and its legal partner, Hill Brown, were there to also to answer your questions. The event was a great opportunity to meet with not only bartenders but also buyers and those who run multiple outlets, and it also helps promote the SLTA to new brands and boutique brand owners as part of our long-term strategy to engage with the younger people working in our industry.

SCOTTISH BARTENDERS NETWORK

THE Scottish Licensed Trade Association and the Scottish Bartenders Network joined forces to launch a new Scottish Bartender of the Month initiative, designed to highlight the great work being done by bar staff across Scotland. Each monthly winner will go on to compete for the title of Bartender of the Year at the 2017 Scottish Bartenders Network awards, to be held in October. Martin Duffy, founder of the Scottish Bartenders Network, said: *"We want to recognise the hard work that bartenders do and this is the perfect way to say thanks to them for the role they play in providing great service in our licensed premises. It is all about celebrating the talented individuals who make the bar industry in Scotland a great place to work."*



Each monthly winner receives a prize, courtesy of a monthly sponsor, to create a unique serve. Interviews with the winners' and the winners' creations are published on the SLTA website as well as being broadcast across the social media channels of the SBN and the monthly sponsor.

Individuals can submit their nominations on the SLTA website where they can tell us who you think is deserving of this recognition and help us by providing as much information as possible. An experienced panel has the task of deciding the winner from all the entries each month.

HOSPITALITY INDUSTRY TRUST SCHOLARSHIPS

In 2016 the SLTA announced that, in collaboration with the "BEN", the organisations would be sponsoring five Hospitality Industry Trust (HIT) Scholarships. These five placements would be across a range of Scholarships:- Lausanne (Management) Scholarship, a two-day management and leadership course at the renowned Ecole hôtelière de Lausanne in Switzerland; London Capital Gains Scholarship, combining theoretical learning at Glion's London campus within Roehampton University; The Institute of Leadership & Management (ILM) Level 4 Scholarship, a nationally-accredited qualification to develop leadership skills; Mixology Course, to gain an understanding of cocktails, equipment and suppliers; and Social Media Scholarship, embraces all the new technologies available to support your business in reaching new markets.

The SLTA's own research shows that 94% of Scotland's licensed premises were investing more in training and the Association's involvement in these scholarships reinforces the SLTA's commitment to promote training within the industry.

Applications for the 2017 HIT Scotland Scholarship Programme closed the 25th of November and interviews will take place during January 2017 with the Scholarships being awarded in February 2017.

CITY OF EDINBURGH LICENSING BOARD

Edinburgh Licensing Board held a consultation on the issue of amplified music in licensed premises. The Board's current regulations on amplified music is unique to Edinburgh and as Scotland's top tourist destination and capital of culture the policy creates a disadvantageous anomaly in comparison to other areas in Scotland. The President represents SLTA members in Edinburgh on the Licensing Forum and was given the opportunity to present the Association's views to the full Licensing Board.

In his presentation he stated that:- *"Edinburgh is Scotland's most visited City and is in the top 25 destinations in Europe according to the 2016 Trip Adviser Awards. With over 75% of these visitors visiting a Public House, the licensed trade business sector plays a vital role in Edinburgh's and indeed Scotland's Tourism Industry."*

Our members and the Licensed Trade in general only seek parity with the conditions imposed by other Licensing Boards in Scotland on the issue of amplified music in licensed premises. We are supportive of proposal (b) to amend the current policy to "Where relevant representations are made, the Board will make an objective judgement as to whether other conditions may need to be attached to a licence to secure achievement of the licensing objectives. Any such conditions will be consistent with section 27 of the Act. Any conditions arising as a result of representations will primarily focus on the impact of the activities taking place at the licensed premises, on those attending the premises and members of the public living, working or engaged in normal activity in the vicinity of the premises, and will cover matters that are within the control of the licence holder. In particular where the operating plan indicates that music is to be played in premises, amplified music.....shall not be an audible nuisance in neighbouring residential premises".

This wording will give the board the opportunity to discuss any problem related to amplified music and make a considered and reasoned decision to resolve any disputes. Licensing Standards Officers have been able to settle almost all of the problems that arise through negotiation, so it would seem sensible to allow the board to discuss any reasonable proposal from a premises and give the board the opportunity to use their valued knowledge in these matters to come to the correct decision. Currently there are no best practice procedures in place and this should be addressed immediately so that all licensees would be able to understand the problems that can be created by amplified music and therefore evaluate the best way to alleviate any such problems before they occur.



At present licence holders must show due diligence at all times and it is their vicarious responsibility to act responsibly. The introduction of a best practise guide would better regulate amplified music and allay the fears of Forum Members and Board Members that making these changes would allow licensed premises to operate amplified music to the detriment of others in the neighbourhood.

It must be remembered that Edinburgh's Bars and Pubs not only play a vital role in the city's tourism market, but also play an important part in supporting the local community based on the reliance of goodwill from neighbouring dwellings to maintain our livelihood.

The Licensing Forum has also discussed the proposal of "Agent of Change". This would allow premises to both invest in their business and Edinburgh's tourism future without the worry of a new neighbour having a biased advantage should any noise pollution problems occur. Presently, licensees who have had amplified music on their premises for several decades, without any complaints, could face the possibility of this being stopped should a new neighbouring owner or tenant who, in their opinion, raises an objection to any noise emanating from licensed premises. Currently, any rectifying actions, such as soundproofing would be expected to be undertaken and paid for by the owners of the licensed premises. If an owner or tenant seeks to buy or rent a house in close proximity to a Bar or Pub there has to be a presumption that there will be some noise associated with the licensed premises. In fact the valuation of the house or flat will be somewhat lower because of these circumstances. The introduction of the "Agent of Change" clause would allow the licensed premises the comfort of knowing that whoever was insitu the longest would be fairly treated in law.

In our opinion these conditions are long overdue and would enhance Edinburgh's Hospitality Industry and educate license holders in the rapidly changing environment of all of Scotland's Bars, Pubs and Hotels. I hope you will look fairly on our observations and I would be happy to take part in any future discussions with all concerned parties."

The policy in respect of amplified music has been amended to include "Where the operating plan indicates that music is to be played in premises, amplified music shall not be an audible nuisance in neighbouring residential premises". This amendment removes the Board's previous policy of "Zero Tolerance". The issue of "Agent of Change" is still to be considered and it is hoped that this will also be adopted by the Board. A precedence has already been set in connection with a domestic dwelling being converted for commercial use. The Board rejected a complaint from the new owners stating that they should have considered the noise issue when purchasing the premises next to a licensed premises. However, this decision was made on the basis of the neighbouring property being changed to commercial use. Had the property remained a dwelling, a different outcome may have been reached. The Association is continuing to work on having the City of Edinburgh Licensing Board's "Agent of Change" policy amended in favour of insitu licensed premises.

SCOTTISH PREMIER FOOTBALL LEAGUE

The Association had cause to write to the Scottish Premier Football League on the matter of the Rangers v Celtic New Year Derby fixture date.

The communication stated:- *"The Scottish Licensed Trade Association, representing Scotland's pubs and bars, is deeply concerned that the setting of the fixture date and time for the next Rangers v Celtic game will have a serious negative impact on our members and their businesses, particularly in Glasgow, although its affects on the rest of the country should not be underestimated.*

The fact that this will be the first time in 126 years that a Rangers v Celtic fixture has been set for Hogmanay suggests to us that there is good reason not to hold this fixture on the 31st of December and it would appear from the numerous comments already appearing in the press that the SLTA is not the only body to question this decision. For the SPFL and the Broadcasters, who have a huge financial interest in the setting of this fixture, to be the only decision makers in this "unique event" on Hogmanay when not only the whole of Glasgow, but the rest of the country, its residents and businesses will be affected, is outrageous.

This Association was also shocked at the reported comments of Police Scotland which stated it was the best option "in terms of the needs of the interested parties and minimising the wider community impact".



We find this “incomprehensible”, a term used by the Scottish Police Federation General Secretary, Calum Steele, on hearing of the decision.

The SLTA shares the obvious concerns of a far longer period of drinking; emergency services being subjected to extra pressure at an already busy time; hospitality venues stretched, although we are aware of some Glasgow city centre venues already reporting booking cancellations since the announcement. This action falls in line with the usual drop in visitors to the city centre on Rangers v Celtic Derby days.

From a commercial point of view this decision is not welcomed by our members. In 2011 Glasgow's traditional Hogmanay party was scrapped in favour of switching to more family friendly events aimed at boosting the day and night time economy of the city, the hope being that family events would be more enjoyable to more people and attract more visitors over the full day and night of Hogmanay. The "Glasgow Loves Hogmanay" series of events on 31 December was supported by the city's hospitality industry and Glasgow Chamber of Commerce. Its Commercial Director said at the time "The entertainment economy is a priority sector for us with our bars, clubs, restaurants and other venues estimated to generate £600m for the local economy and employing almost 30,000 people throughout the city. By promoting Glasgow as a destination we can encourage locals and visitors to use the wide range of top-class facilities, enjoy themselves during their stay and to visit again."

This decision has blown the concept “Glasgow Loves Hogmanay” out of the water and condemned the city of Glasgow to a Hogmanay of concern and uncertainty.

The SLTA calls in the strongest terms for this decision to be reversed and the game to be played on perhaps the 2nd or 3rd of January when all those involved can be focussed on controlling fans before, during and after this often volatile game.”

The Communication was also sent to Stewart Regan, Chief Executive of the Scottish Football Association; Jeremy Darroch, Chief Executive of SKY TV; Police Scotland Chief Constable, Philip Gormley QPM and Michael Matheson, Scottish Parliament Cabinet Secretary for Justice.

A response was received from the SPFL the SLTA issued a further press release:-

“The SLTA’s call for a change in the Rangers V Celtic Hogmanay Fixture has been refused by the SPFL following a “curt” reply from the SPFL Chief Executive, Neil Doncaster. Despite highlighting a number of our concerns, the only show of concern from Mr. Doncaster was directed at the timing of the SLTA’s complaint, rather than the possible impact this fixture could have on Glasgow, its residents and businesses and in fact the rest of the country.

Mr. Doncaster’s response demonstrates a great deal of narrowmindedness as it appears that all that matters is the game itself, not the run-up or aftermath.

The recent announcement that this fixture was chosen by a firm’s computer in the USA is just unbelievable. Does a computer have information on the history of the volatility of fixtures between Rangers and Celtic and the social impact such fixtures bring?

The Scottish Licensed Trade Association would also take issue with the reported comment from Police Scotland that “...the early kick off limits the potential for over-consumption of alcohol, which can help reduce anti-social behaviour or violence”. In our view this is absolute nonsense. The earlier the game the more likelihood there is of increasing over-consumption of alcohol. Fans going to the game, no matter what the time of the kick off, will be less likely to be under the influence to ensure they get into the ground. The more time after the game, the longer the opportunity to consume alcohol.

We do however agree with Police Scotland’s comment on transport issues - “...the transport infrastructure will be operating normally whereas a reduced service would be in place on January 1st”. That is another reason why the SLTA called for the game to be played on either 2nd or 3rd of January.

All reported comments from the SPFL and Police Scotland seemed to be focused on the game itself. What about the impact on the citizens and businesses in Glasgow faced with the aftermath of the game?”



There was a tremendous amount of press interest in this developing story and the Chief Executive was inundated with media interest. This culminated with a meeting between with Mr. Neil Doncaster, head of the SPFL; SPFL Secretary Iain Blair; SLTA Chief Executive, Paul Waterson; Donald MacLeod, Convenor of the Glasgow Licensing Forum and Stuart Patrick, Chief Executive of the Glasgow Chamber of Commerce, to discuss concerns about the scheduling of the Hogmanay Old Firm Match.

In a joint statement by the SLTA, Glasgow Licensing Forum and the Glasgow Chamber of Commerce it was stated that:- *“While Doncaster and Blair understood the concerns of those they met with they were unable to offer any kind of resolution, stating that the decision to schedule the game for Hogmanay was that of Police Scotland. Both the SPFL and Sky Television felt that Jan 1st would have been more appropriate date to play the match, the final decision however sat with Police Scotland. Moving forward, the SPFL have agreed that for future fixtures they would be willing to enter into a dialogue with the SLTA and Chamber of Commerce to work towards a match schedule that will limit disruption for Glasgow businesses.”*

Donald MacLeod said:- *“Although we are disappointed with the outcome of the meeting we are not surprised, we are however happy with other aspects of the meeting and look forward to further discussions with the SPFL and hopefully Police Scotland on future fixtures. The SPFL have assured us that they are willing to work with us to limit the negative impact that future Old Firm matches will have on the City. Meantime the online campaign and petition to move the match will continue.”*

Following the meeting the SLTA was encouraged that the SPFL recognised the need for further discussions on future Old Firm fixtures and Chief Executive Paul Waterson stated that:- *“While the outcome of today’s meeting is disappointing we found Mr Doncaster and Mr Blair to be accommodating and receptive to our concerns. While the date for the Hogmanay match looks set to stay they agreed it would be beneficial to all parties to consult on the scheduling of future Old Firm fixtures.”*

The SLTA supported the #BELLSNOTBRAWLS campaign which was also backed by a coalition of Scottish businesses and organisations including the Glasgow Chamber of Commerce and the City Centre Retail Association, who feared that the scheduling of an Old Firm game to run on Hogmanay would have a negative impact on Glasgow's Hogmanay celebrations, whilst putting immense strain on already overstretched public services.

A Facebook page and petition was set up to allow the public to have their say on the matter.

125ML WINE CONSUMER AWARENESS PILOT SCHEME

The 125ml wine campaign pilot was a collaboration between THE Scottish Government, the Scottish Alcohol Industry Partnership and East Dunbartonshire Council. Supported by the SLTA the aim of the pilot was to increase awareness of the smaller wine measure amongst consumers in licensed premises in the East Dunbartonshire Council area. With the help of licensing advisors, licensees and a multiplatform campaign, the pilot achieved a 70% improvement in consumer awareness. The campaign was designed to test whether the pilot approach was effective and assess whether the approach could be rolled out to other parts of Scotland. The evaluation report, prepared by Spreng Thomson and Story, highlighted the effectiveness of the pilot which took place between November 2015 and July 2016.

SCOTTISH RATE PAYERS FORUM

The SLTA President represents the Association on the Scottish Ratepayers Forum, set up in 2003 to improve communication between business and Assessors and promote understanding of the rating system in Scotland. The group meets every six months and, at July’s meeting, the Assessors directed their concerns towards Scotland’s licensed trade which has been very slow to complete the commercial rates returns and that this would led to difficulties in giving fair assessments to such businesses.

It was revealed that the Scottish Government would be sympathetic to the plight of small businesses and were to continue with the Small Business Relief Scheme and intend to raise the number of businesses eligible to 100,000 premises. The qualifying threshold would also rise which may make premises eligible for relief. The previous rates assessments go back up to 15 years when the on trade in general was in a financially stronger position.



Due to the downturn caused by the smoking ban, an unprecedented recession, supermarket low pricing and now the reduction of the drink driving limit, the licensed trade's rateable values are unfairly distorted.

Meeting with the Assessors is extremely important and gives the Association the opportunity to raise its concerns and discuss issues affecting the industry.

SLTA STATE OF THE INDUSTRY SURVEYS

Part of the new SLTA's services is the production of regular "State of the Industry" reviews which give an insight to current trends within the industry for not only members but also the Association's Corporate Partners and Multi-operator supports. These unique reviews gather information from all areas of Scotland and from a diverse group of business owners and premises.

In January 2016, the Association released the findings of its Christmas and New Year survey on the challenges facing hospitality retailers over the festive period. The survey of over 600 outlets, represented over 10% of Scotland's on-trade, ranging from single outlets in remote tourist locations to owners of multi-site gastro pubs and bars in city centres.

Whilst there were some encouraging trends as retailers adapted to new consumer trends and new government legislation, the big concern was the performance of On-trade retailers serving rural and tourist locations. The research indicated these outlets were being hit hard by new legislation, and over 40% showed a decline on Christmas trade, and even more concerning was only 16% of these outlets expected to show growth in 2016. Trading was becoming more challenging for retailers in these areas as they highlighted government legislation on drink driving and minimum wages as the biggest macro-economic challenges facing their businesses.

The report also highlighted that a growing number of retailers were developing their offers to suit emerging trends. The majority of retailers had recognised the importance of the growth in craft beer, but this was still an opportunity for over 30% of retailers who did not stock craft beer. Similarly in soft drinks, where there was anecdotal evidence of a growth in non-alcoholic cocktails.

The key findings of the review were:- Only 34% of outlets expected growth in 2016 and in remote/rural locations only 16% expected growth in 2016; Remote and countryside venues had under-performed the market with over 40% showing a decline at Christmas and New Year; For the Calendar Year 2015, only 39% of businesses reported growth; Christmas and New Year performances were more favourable than total calendar year with 42% of businesses showing year on year Christmas Growth (vs 39% for calendar year); 77% of outlets with accommodation either increased their room occupancy or remained stable over Christmas and New Year; Outlets serving food performed significantly better with 53% in growth for Christmas and New Year; 38% of outlets reported their soft drinks as growing; 45% of outlets reported a decline in beer sales and 67% of outlets said the biggest issue facing them was government legislation.

In June the SLTA, in association with KPMG, issued the results of its "State of the Industry" review – summer 2016 based upon responses from over 800 On-trade outlets from all parts of the country

For the first time, the Association asked retailers about their investment in training and, despite the challenging economic conditions, retailers continued to invest in the future with 95% of businesses either maintaining or growing their training. Overall optimism levels had increased with 36% of business reporting an upturn in performance versus 24% in the previous survey. However there continued to be worrying signs about the challenges facing retailers serving rural and tourist locations. These businesses were being hit particularly hard by government legislation related to the minimum wage and drink driving. The report also highlighted that retailers continued to develop their offers to suit emerging trends. Particularly in craft beer.

The key finding of this review were:- only 32% of outlets expected to grow in 2016; Remote and countryside venues continued to under-perform the market with 50% showing a year on year decline; For total calendar year to date 36% of businesses showed year on year growth vs 24% in previous summer survey; Outlets serving food performed significantly better with 53% in growth; 55% of outlets reported a decline in beer sales, significantly higher than that of wine and spirits; 50% of outlets reported an increase in craft beer



sales, nearly double the number of outlets reporting total beer sales up (26%); Concern about Government legislation, including minimum wages continued to increase, with 75% citing Government Legislation and Minimum Wage Legislation as their big challenges.

In November 2016 the Association's next "State of the Industry" review focused mainly on the impending new 2017 rateable valuation in Scotland. There were genuine concerns that increases of between 30% and 50% could be levied on the industry and the key findings of the report were:- the On-trade remained a challenging environment to operate in with 39% of businesses still showing year on year decline; 80% of outlets surveyed were "more than a pub" and offered food to customers; the average rateable value of premises in our survey was £53,000 rateable value, showing Scotland's On-trade total rateable value is approximately £350m per annum; 57% of respondents believed that even after local rates discounts, they pay more than any other similar sized turnover outlets; 0% of respondents believed they paid less; 24% of outlets were not aware of proposed changes and 50% were not aware there was a right of appeal for set rateable values.

The surveys carried out in 2016 were sponsored by KPMG Accountants and Gerald Eves and the Association greatly appreciates the support of Mr. David McGowan for producing these surveys.

PARLIAMENTARY AFFAIRS - HOLYROOD PARLIAMENT

The primary role of the Association is to protect and promote the rights and interests of Licensed Trade members and the Association's Parliamentary activities mainly focus on the Scottish Government.

COMMERCIAL RATES

Scotland's Commercial Rating protocols for the Licensed Trade have been a bone of contention for many years and in 2015 the Association submitted a paper to the then newly established Scottish Government Cross-party Commission to examine new ways in which to fund local government in Scotland. This led to the Government setting up the Barclay Review Group to make recommendations that would enhance and reform the business rates system in Scotland to better support business growth and long term investment and reflect changing marketplaces. The Barclay Review Group will report to Scottish Government Ministers in July 2017 and the Association provided the following additional submission on the issue of Commercial Rating.

"The SLTA has for many years complained of the punitive commercial rating system singularly imposed upon the Licensed On-trade in Scotland and the lack of any commitment from the Scottish Government to end the current commercial rating system, which singularly penalises Scotland's Pubs and Bars.

The Association was pleased to hear the Deputy First Minister announce in December last year that the Scottish Government would review business rates and that the Government wanted to 'ensure that the system is as fair and effective as possible'.

Our organisation also welcomed the news that you had been appointed Chair of the group tasked with recommending changes to Scotland's commercial rating system, noting that the panel would consider how business rates can support business growth; respond to wider economic conditions and changing marketplaces; and support long-term growth and investment. We also noted that one of the group's three guiding principles would be the intention 'to make recommendations which, overall, are revenue neutral. This is not an exercise in increasing overall tax revenue, it is about ensuring taxation is fair'. The last four words are resoundingly important to the Scottish Licensed Trade Association and Scotland's On-trade in general 'ensuring taxation is fair'.

Our primary grievance with the current system is that commercial rates for pubs and bars are calculated on a completely different basis from any other commercial businesses – they are calculated on turnover rather than square footage. The rates burden on such premises equates to around 8.5% - 9% of turnover. In comparison, the rates burden on premises such as supermarkets, the licensed On-Trade's main competitors, equates to about 2% of turnover. The current scheme leads to unacceptably high valuations, an unfair burden of rates being imposed upon small businesses; and doubly penalises those businesses by almost automatically excluding them from the small business relief scheme in stark comparison to most



other small businesses with a similar or even higher profitability. After all, we are part of the retail sector and our premises are generally located alongside our retail partners.

The Scottish Government's previous lack of consideration to introduce a replacement system where rates calculations are equally applied to all business sectors or, preferably, are based on "business profitability" is deplorable, neglectful and discriminatory to our sector of industry.

The SLTA believes it is right and fair that more contributions should be made by the most profitable businesses particularly in these austere times, but the Government's priority must be to introduce a commercial rating system based on a system where all business sectors are rated using the same principles.

It is unacceptable that the licensed trade should be penalised several times every year due to the historic inequality of the burden imposed in rating an entire industry on sales with no allowance made for the profitability of any operation.

The historic system of valuations in Scotland for the On-trade has left the industry with a series of knock-on impacts such as Licensing application fees, water charges and Sky television charges. The SLTA does not expect Ministers to intervene in commercial transactions, however it is both fair and reasonable for the Association to bring this fact to the attention of the Scottish Government. This is a clear example of how the unfair burden set by our un-natural system of valuation can be further exacerbated by additional charges which are also set at a false and inflated level, based on the burden set by Government.

The current scheme also makes no formal allowance for the valued role which many pubs play within their communities, indeed it would not be an exaggeration to state that for some communities the pub is the last centre for that community to meet, plan, fundraise and work as a functioning community following the loss of both other commercial operations and community halls. It is unbelievable that of the rates relief distributed in Scotland, only around 0.5% is directed to Scotland's Pubs and Bars.

The Association would also take issue with the matter of the availability of rates relief and local council discretionary rates relief for "clubs". The SLTA supports rates relief for responsibly run community amateur sports clubs and charity/not-for-profit clubs. However, when these organisations operate a bar in their premises, retail alcohol and, in fact, turn out to be operating in the same way as any pub or hotel bar, then such rates relief should be automatically withdrawn.

The time period between each revaluation is too long. With the last rates revaluation carried out in 2008, before the country entered the economic downturn, and the Scottish Government further prolonging business rate valuations until 2017, we are operating in a system which no longer reflects the current business climate. Retailers and businesses are locked into unrealistically high rates levels which don't reflect the current rental values over the last four or five years. We would, therefore, be supportive of rates revaluations being carried perhaps every three years, rather than five. Another consideration would be to stagger different sectors across different years. Simplifying the process for Scottish Pubs and Bars would be necessary to fit in with these type of recommendations, as mentioned above.

The SLTA is also of the view that there should be a 12 months advanced notice of Revaluation assessments; Assessors should have a legal responsibility to provide clear information on how the level of rateable values for individual premises were achieved thus giving transparency in the valuation process; With the length of time for an appeal to be heard, in some cases over 2 years, there is a need for a fast track system to be introduced and such a system should be free of charge; there is a lack of training and experience within the appeal system and this must be addressed, perhaps the inclusion of independent and impartial valuers in all appeal disputes may be worth considering; there is also a need for consistency across all regions, and production of clear guidelines on how to avoid going to appeal and most importantly clearer guidelines on "Material Change of Circumstances" is also required.

As previously stated, until there is an equally applied commercial rating system for all types of businesses, Scotland's pubs and bars are bearing an over-proportionate share of the commercial rates burden."

On the 15th of December the Scottish Government Cabinet Secretary for Finance and the Constitution, Derek Mackay MSP, published his first budget which was also the first budget in which the Scottish Government is making use of the powers devolved through the Scotland Act 2016 – including powers over



income tax. A snapshot of the relevant highlights in respect of commercial rates from the draft budget was interpreted as:- The poundage rate would be equivalent to Unified Business Rate in England of 46.6p; there would be 100% small business relief for properties with rateable values up to £15,000; the threshold for the large business supplement would be raised to £51,000 and the large business supplement would be 2.6p in the pound, 1.3p in the pound higher than England; and there would be no transitional rates relief scheme. However, other breaking news following the draft budget statement caused operators in the licensed and hospitality sector anger and despair.

It appeared that, following the release of the assessments for all non-domestic properties in Scotland, there were potentially crippling increases on the horizon for licensed premises of up to 300%

The Association was inundated with complaints and concerns from members throughout the county on the proposed new rateable values for Licensed Trade premises and the Association requested a meeting with the Scottish Government Finance Minister, Derek MacKay, as soon as possible. The Association also wrote to Bruce Crawford MSP, a long term supporter of the Association and the Licensed Trade in general giving him examples of the outrageous increases being proposed.

“You may have already heard that the Licensed Trade has been hit hard by the increase in Rateable Values for 2017 and we have been inundated with complaints and concerns from our members throughout the country.

As you know the licensed trade has had a very difficult few years for numerous reasons, both legislative and commercial, and the now significant increases in Rateable Values for many of our members is the last straw. The Licensed Trade is part of one of Scotland’s major industries, tourism, an industry the Government wants to see continued growth in. Yet the same Government allows the Scottish Assessors Association to set Rateable Values based on a method which is flawed, unfair and non-transparent compared to other types of business property. Whilst we recognise there is a new level for the small business rate relief, the majority of our members fall outwith that category.

From the information coming into our offices the level of increases and in some cases decreases, vary from area to area. This is of course not surprising with there being 14 Valuation Joint Boards in Scotland which deal with business rates.

We have included some examples to give you a flavour of the reports we are receiving, particularly in the Dundee area which at present has the severest increases.

Company	Current RV	Proposed RV
<i>Duke’s Corner</i>	<i>£20,000</i>	<i>£68,000</i>
<i>Globe Bar</i>	<i>£27,400</i>	<i>£42,500</i>
<i>Old Bank Bar</i>	<i>£28,500</i>	<i>£80,700</i>
<i>Brae’s</i>	<i>£26,300</i>	<i>£69,000</i>
<i>Double Tree by Hilton at Kingsway West</i>	<i>£225,000</i>	<i>£336,000</i>

In Edinburgh a premises’ RV increased from £9,600 RV to £15,500 RV, an increase of 62%. The fact that this increase takes this business just over the 100% small business rate relief level questions if the setting of this particular premises rating level is deliberately to the detriment of the business. In comparison Asda/Walmart at The Jewel, Edinburgh, has had an increase in their rateable value of 2.75%.

In Hamilton a premises’ RV reduced from £41,000 to £38,500, -6% and in Baillieston a premises RV increased from £27,600 to £32,400, +17.4%. Both premises are owned by the same proprietor who is at a loss to how the Assessor reached different conclusions from virtually identical figures.



In Stirling a hotel has gone from £119,000 RV to £191,000 RV, an increase of just over 60%, yet the closest Walmart/Asda store has had an increase of just 0.4% in its RV. As a random check, we looked at Walmart/Asda at Livingston, one of their largest stores, and were confounded as to the reduction in the stores RV by just over 5%.

Quite frankly, it is our opinion now that the Assessors methodology of calculating commercial rates for licensed premises is not based on any transparent method and is simply "let's make up a number".

We are seeking a meeting with the Finance Minister as soon as possible and we are aware that our Industry Partner organisation, the British Hospitality Association (Scotland), is meeting with Cabinet Secretary Derek MacKay on this matter and will be representing the SLTA at this initial meeting.

However, we wondered if approaches should also be made to other Ministers on this issue and would appreciate any advice/comments on this from you."

The issues of Scottish commercial rateable values and the methodology used in calculating rates payable by the Licensed Trade will obviously continue well into 2017 and the Association will be directing the majority of its resources to this matter.

MINIMUM UNIT PRICING

As far back as 2012 the Scottish Parliament voted for legislation to be introduced to set a minimum unit price for alcohol but its implementation was halted after the Scotch Whisky Association and other alcohol producers and retailers launched a legal challenge. The initial challenge to the legislation was rejected by Lord Doherty at the Court of Session in Edinburgh in 2013 but it was later referred to the European Court of Justice in 2014 after an appeal hearing. In December 2015 the European Court of Justice ruled that the Scottish Government's plans would breach EU law if alternative tax measures, instead of minimum pricing, could be introduced instead. The Court concluded that a tax rise on alcoholic drinks *"is liable to be less restrictive of trade"* than the current plans and stated that it would be for the Court of Session in Edinburgh to determine if an alternative could be found. Lord Carloway at the Court of Session in Edinburgh then ruled, in October 2016, that the plans to ensure each unit of alcohol costs (now 50p) was legal and the Scotch Whisky Association's case against minimum pricing *"was not well founded"*.

The Scotch Whisky Association then announced that *"Having studied the ruling, we believe the Scottish court has not properly reviewed the legislation's compatibility with EU law as required by the European Court's judgment and that having carefully considered the ruling from the Scottish Court of Session on minimum unit pricing of alcohol and, reflected on our options, we have decided to appeal to the UK Supreme Court one more time. Given our strong view that minimum pricing is incompatible with EU law and likely to be ineffective, we now hope that our appeal can be heard quickly in the UK Supreme Court."*

This was the latest in a series of legal challenges to stop the Scottish Government's planned implementation of minimum pricing and this recent appeal to the UK Supreme Court is the last option available to the Scotch Whisky Association to halt the introduction of minimum unit pricing for alcohol in Scotland.

The Scottish Government remain determined to implement this policy as soon as possible, and are confident that, like the Court of Session, the Supreme Court will find the policy to be lawful.

WESTMINSTER PARLIAMENT

TOBACCO LICENSING SCHEME

In May Her Majesty's Revenue and Customs opened a consultation on the viability of a licensing scheme for all parts of the tobacco supply chain as part of its obligations as a signatory to the World Health Organisation's Framework Convention on Tobacco Control. HMRC claimed that if introduced a licensing scheme would help to reduce the value and volume of the illicit tobacco trade in the UK.



The Association sent the following response:-

“We would draw your attention to a survey, carried out by the Association in the summer of 2015, to which 600 Licensed Premises in Scotland responded. This represents 10 per cent of Scotland’s on-trade, including single outlets in remote locations, owners of multi-site gastro pubs and bars in city centres. This survey highlighted the severe impact that regulation is having on the hospitality and leisure sector, which is one of Scotland’s largest employers. The survey found that 64 per cent of respondents believed that legislation was the single biggest threat to their business. The SLTA would urge the UK Government to act with caution when considering the introduction of further legislation that will affect the licensed trade.

Whilst definitive numbers are not available, a large number of Licensed Premises do stock tobacco products.

The SLTA is opposed to a licensing scheme for tobacco outlets as a result of the fact that it would introduce new costs into a sector that already has to bear a heavy legislative burden. The licensed trade in Scotland has had to adapt to important regulatory changes over the course of the last year that have had significant consequences for licensed premises.

For example, the recent changes to drink driving regulations have had a negative impact on alcohol outlets. According to our survey, 55 per cent of all outlets reported a decline in like for like sales compared to 2014. The impact extends beyond alcohol sales. It has adversely affected Scotland’s growing food sector, with 38 per cent of alcohol outlets reporting year on year declines in food sales. The impact of the changes to drink driving regulations has not been spread evenly over the Scottish economy. Our survey found that countryside and tourist locations were the worst affected overall, with 39% of retailers reporting a decline in sales of more than 10 per cent year on year.

Additional tobacco-related legislation that would introduce new costs for pubs, bars and licensed retailers would be unwelcome in the current climate, which, as the above illustrates, is challenging.

Moreover, tobacco products are already highly regulated items and are subject to a high level of scrutiny, particularly in Scotland. The Scottish Government already operates a registration scheme for all outlets that sell tobacco products, on which SLTA members appear. We are content with this approach, because it is a light touch and introduces few additional burdens for licensed traders. In fact, the Scottish Government itself recognised this in its deliberations concerning the registration approach it opted for.

The Scottish Government has stated that:- ‘Whilst a licensing scheme has certain advantages it is also more burdensome on local authorities and retailers, as the retailer has to provide a sufficient level of information to allow the relevant authority to determine whether a retailer should be allowed to sell a product. A registration scheme merely requires a retailer to notify authorities that they are selling a product and is, therefore, simpler and less costly to administer. The Scottish Government has, on balance, opted for a registration scheme.’

We believe that the UK Government should make every effort to reduce the illegal tobacco trade whilst respecting the legislative burdens borne by businesses. In our opinion this should be done by:- Rejecting the licensing proposal and exploring other, less burdensome, measures such as a registration scheme for other parts of the UK based on the Scottish model; Investing properly in the local and national resources required in order to locate illegal tobacco traders, build cases against them and convict them; Increasing the penalties for selling illegal tobacco and reducing the demand for illegal tobacco by increasing awareness amongst consumers of the impact on local shops and communities of illicit purchases.”

ALCOHOL WHOLESALE REGISTRATION SCHEME

In October 2016 licensees started to receive letters from their suppliers on the subject of the Alcohol Wholesale Registration Scheme. HMRC introduced the Alcohol Wholesaler Registration Scheme in 2015 to tackle alcohol fraud and from 1st April 2017 if licensees buy alcohol to sell from a UK wholesaler, they will need to check that the wholesaler has registered with HMRC and has an AWRS Unique Reference Number. Trade buyers will be able to use an online look-up service of approved wholesalers to check that the wholesalers they buy from are registered. Licensees can face penalties if they trade without checking that their supplier is approved.



The types of businesses that need to register are businesses that supply alcohol to other businesses for resale including:- cash and carries; breweries and microbreweries; wine producers; vineyards; spirit producers; cider producers who make more than 70 hectolitres of cider a year; wine importers; brokers; retailers who make regular sales to other businesses; auctioneers; charities; non-profit organisations and educational establishments that produce and/or supply alcohol to other businesses for resale; general wholesalers selling alcohol and specialist wine wholesalers

There are exclusions to the scheme. You don't need to register for AWRS if you are a trader who is mainly a retailer, you are covered by the exemption. This exemption applies if you are an authorised retailer, with a retail licence, who doesn't set out to make sales of alcohol to other businesses and you only make wholesale sales that take place unintentionally in the course of your retail activity and without your prior knowledge (like unplanned sales through a supermarket checkout) or knowingly make wholesale sales but they're uninvited by you and only on an exceptional basis (perhaps the village fete once a year). This can happen if you don't know the buyer and the only indication you might have that the purchase is being made for commercial purposes is if a tax invoice is requested. These are known as 'incidental sales'. New criminal and civil sanctions have been introduced for both wholesalers and trade buyers found buying alcohol from non-registered wholesalers. Penalties for trade buyers who buy alcohol from unregistered wholesalers will start from 1 April 2017 and any alcohol found on premises of unregistered businesses may be seized, whether or not the duty has been paid. Businesses will have a similar right to review and appeal as they do for other HMRC regimes for any civil penalties raised, or decisions related to their approval.

FACE THE FACTS - CAN THE TAX

The Scottish Licensed Trade Association joined other trade groups and corporate bodies to urge the UK Government to can the proposed soft drinks tax. The campaign "Face the Facts, Can the Tax" was supported by a coalition of British businesses to highlight the damaging economic consequences of the tax and urge the Government to rethink the policy and focus instead on proven solutions that would address obesity.

The campaign from businesses employing more than 400,000 people across the country was launched calling on the UK Government to reconsider the soft drinks tax and members of this coalition include manufacturers, wholesalers, retailers, and licensed trade groups. The group included soft drinks manufacturers, wholesalers, small shops, newsagents, restaurants, bars, and pubs all of whom warned that the tax would do nothing to tackle obesity, and risk thousands of job losses and higher prices for those who could least afford it. The launch came as a report from Oxford Economics highlighted the worrying economic damage the proposed soft drinks tax would have on British industry. The report predicted a loss of more than 4,000 jobs across the UK and a decline of £132 million in economic output. The same report predicted that calorie consumption would drop by just five calories per person per day as a result of the tax. Meanwhile, between 2004 and 2014, sales of 'full sugar' soft drinks fell 44%, and now contributed to less than 3% of calories in the nations diet, yet obesity increased by around 4% in this same period. The group recognised that tackling obesity was a major public health challenge in the UK and wished to work with the Government and other stakeholders to deliver effective and holistic policy solutions.

However in December the UK Government confirmed that the soft drinks levy would be introduced in April 2018, despite industry opposition. Draft legislation on a sugar levy had been published and the Government said it would announce final levy rates as part of next year's UK Budget. Under the proposed legislation, soft drinks producers will pay an additional levy on non-alcoholic beverages containing added sugar at a quantity of five grams per 100ml or greater. The Government has said that by introducing two thresholds, at five grams and eight grams of sugar per 100ml, producers and importers of soft drinks will be encouraged to reduce the sugar content in the drinks they supply. Milk-based drinks and alcohol substitute drinks such as low and non-alcohol beer will remain unaffected by the new legislation. The draft legislation was produced following a consultation with key stakeholders, which found 95% of medical and health bodies in favour of the levy, while 78% of manufacturers and associated trade bodies were opposed to the move.



THE BUSINESS, INNOVATION AND SKILL COMMITTEE - PUBS CODE ADJUDICATOR

The Business, Innovation and Skills (BIS) Committee urged the Government to replace its newly-appointed Pubs Code Adjudicator, Paul Newby, citing his perceived conflict of interest and inability to command the trust of pub tenants. Iain Wright MP, Chair of the BIS Committee, wrote to the Secretary of State, Greg Clark, calling on him to reopen the appointment process and choose a candidate “who can attract the confidence of tenants as well as pub companies”.

Mr Newby was appointed by Mr Clark’s predecessor in March with responsibility for enforcing the Statutory Pubs Code – a new regulatory framework governing the relationship between large pub owning companies, known as Pubcos, and their tied tenants in England and Wales. The BIS Committee held an inquiry into his role and responsibilities, hearing from representatives of Pubcos, tied tenants and Mr Newby. Tenants questioned Mr Newby’s ability to be impartial, pointing to his career as a surveyor with Fleurets, which receives a significant proportion of its fee income from Pubcos, and his continued financial interest in the company. This action followed demands by the British Pub Confederation, of which the SLTA is a member, for Mr. Newby to be removed from his post.

SLTA WEBSITE/TWITTER

The SLTA’s website continues to give members access to information on the Association, the services available to members and up-to-date Industry News on the many developments that are currently taking place within the Licensed Trade industry. We would encourage members to access the web site www.theslta.co.uk on a regular basis as well as the Association’s Facebook and twitter accounts @sltassociation @scotlandspubs.

STAFF

The SLTA Chief Executive, Paul Waterson, has now been involved with the SLTA for nearly 35 years, the last 15 years as SLTA Chief Executive and the SLTA Secretary, Colin Wilkinson, has now completed 35 years’ service with the Association. Area Managers and Local Representatives serve the Association in Inverness, Highlands & Islands, (Ramsay McGhee), Moray, (Ken Asher) and Aberdeen City and Shires, (Ali Dillon).

In addition to the permanent staff, the Association has benefitted greatly from the services of three individuals who have made a major contribution to the rejuvenation of the SLTA, David McGowan, from Broughton Ales; Geoff Morrison from Hotel Marketing Scotland and Lucie Cooney from Trade Marketing Consultants and Journalist Karen Peattie.

OBITUARIES

David McClymont, retired Sales Director for the West of Scotland for Tennent Caledonian Breweries passed away on the 18th of January 2016, aged 67. In his career he was a Director of the Benevolent Society of the Licensed Trade of Scotland and a Visitor of the Incorporation of Maltmen of the Incorporated Trades of Glasgow.

Dennis Macintosh, a former President of the Arbroath Licensed Trade Association and a former member of the SLTA Managing Committee died on the 21st of September 2016. Dennis had been retired from the trade for a number of years. He died peacefully in Ninewells Hospital in Dundee after a long illness.

David Solley ex proprietor of the Waverley Hotel, Dumfries and a Past President of the South West Scotland LTA, passed away in Dumfries Infirmary on the 27th November 2016.

The Association conveys its sympathy to all families of others connected with the Licensed Trade who have passed away during 2016.



ACKNOWLEDGEMENTS

The SLTA is supported by a number of companies and agencies and we are indebted to them for supporting the Association in 2016 through financial contributions, sponsorships, corporate support, providing products and services and attending SLTA events.

On behalf of the Committee

M. Bain
President

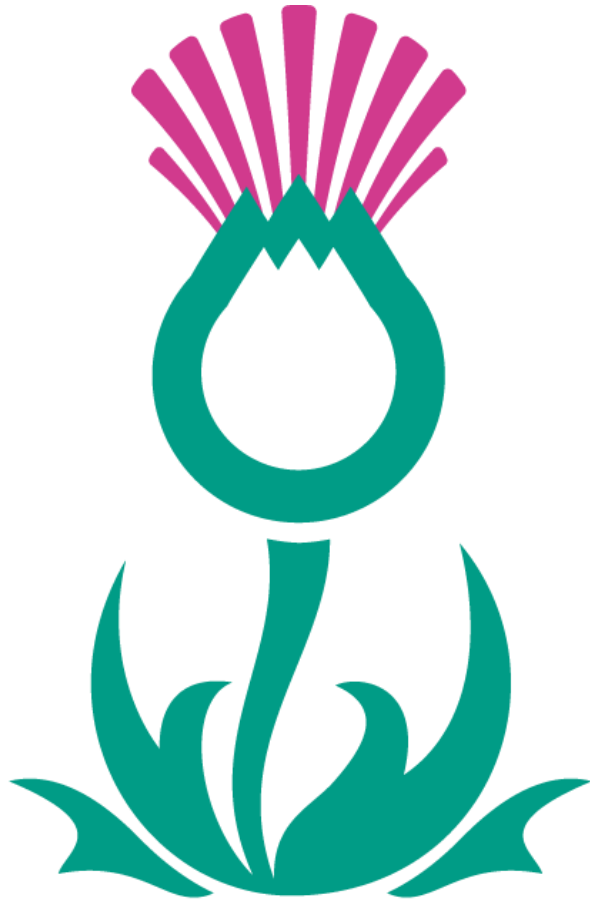
Colin A. Wilkinson
Secretary

CORPORATE PARTNERS



AGENCY PARTNER





SLTA

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