Cambuslang Rugby Club Club

Catering Cabin Operating Proposal

During August 2025, Tom Mooney fed back that the Senior rugby section have been excluded from using the catering cabin and it's seen as a junior section only facility. Tom also noted there is a perception cabin "under cuts the bar" driving people away from using the club. Both statements are clearly alarming, and perceptions being built on misinformation, unhelpful.

History

For the avoidance of doubt and to make sure everyone understands why this facility was created and invested in, we only need to go back a few years ago.

Prior to the Junior Section investing c£4K in purchasing the cabin as an asset, there was clear demand by parents and guests to our club on a Sunday morning to purchase teas/coffees snacks etc as the section grew, the demand became more relevant. Our club facility was never open at 10.00am on a Sunday morning, didn't serve teas/coffees and therefore the club couldn't provide a service that was in demand. After mini training times when the bar was open, stock was low and didn't provide what the junior players were looking for. This was a known issue with committees gone by. Lots of the junior section have been involved in and around the club for decades and understand the challenges, however as the section grew to the size it is today the challenge became exacerbated.

There have been numerous iterations of "Leasing out the Kitchen", over the recent history of the club and many have attempted to drive footfall in by creating tuck shops upstairs, downstairs etc however nothing has ever been sustained or a suitable service created to meet the demand of parents or visitors. As the ownership of the kitchen came back into the club, there was simply no offering to match the demand, and many parents simply didn't want to go upstairs.

As a junior committee it was agreed to fund c£4K in a cabin two seasons ago and test the principle of providing a service where the parents were, (outside watching the players) and when the parents needed it, (Sunday morning between 10 -12.30). The proposal was signed off and agreed through President John McLaughlin at the time. This was never a commercial venture. and still isn't. It was also set out numerous times that this asset should be seen as an extension of the club, the club should take ownership to stock and to staff this facility, however this has never moved forward.

The cabin is currently stocked by Colin Swanson in his own time and is operated on a week-to-week basis by parents who also take time to clean and replenish. The cabin has been a real success over the last 2 seasons and expectation is that the "Pilot" has been well proven. This is absolutely something the club should be getting benefit from.

Proposal

To maximise the usage of the cabin across the whole club the operating model will require a change of direction. The cabin could be opened every training night, every game day and every outdoor event at the club. With some work, the vision has always been selling alcohol on match days, along with soup, pies, tea coffee and snacks, Pizza slices, the options are endless.

The Rugby & Sports club should take over the management of the cabin and progress this vision. With immediate effect.

This will require

- The cabin to be fully stocked in season with products that are required by the whole club. Currently the stock ranges from teas/coffees/hot chocolate, water, soft drinks, fruit shoots, noodles, crisps, biscuits, sweet treats etc.

- All income should go directly to the Rugby and Sport Club Account and therefore the Izettle/wifi and cash system will need to be created.

- The R&SC to staff the cabin appropriately based on footfall. This includes Senior and U18 rugby on a Saturday afternoon and all mini midi training and games on Sundays.

- Options can be explored allowing volunteers to open up on Mini training nights.

- Pricing needs to be considered, and products reasonably priced which doesn't deter the usage of the facility. This works best if the cabin is seen as a real added benefit to the visitors and members therefore needs to be balanced with a commercial revenue stream.

- To drive footfall into the club, it is recommended that the cabin operates up to commencement of the 2nd half of senior matches and afternoon Midi rugby matches. This should bring the balance that we need.

Conditions to consider.

The stock must be replenished and available on a weekly basis.

The cabin must be staffed appropriately in line with footfall.

The cabin will remain an asset of the rugby Jnr section with any future sale of the cabin.

Additional investment, i.e plumbing, new pie ovens, beer taps etc should be a club approach, with all section contributing.

Ability for volunteers to open up during junior training times.

Current stock to be accounted for and agreement how to transfer.

This proposal gives away forward that everyone can enjoy benefits the outdoor cabin can bring.

It is proposed that we test this approach in the first instance over the next two months to work through all the operating nuances. We can then meet, review and feedback how things have gone. We need to continue to offer this service to parents and guests to the club.

If we can't make this work as a wider club benefit then we have the opportunity to revert to current operating model.

Next steps

This paper will be circulated to committee, and we can agree next steps.

Regardless of timing though the cabin can be used at any time by anyone in the rugby club including the opening home game of the season on the 30th August.