## The Leader Interview Declan O'Halloran, GM greyhound track

# Ready to come out of the traps at top speed

As Limerick's new €20m greyhound stadium opens its doors this Friday, the track's general manager Declan O'Halloran reflects on the challenges he will face as he leads dog racing in the Mid-West into new territory

## Corbett



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The general manager of the new €20m facility in Greenpark that opens this Friday indicates the flow of the rooms with a sweeping hand, stressing the architect's vision of functionality and style in a building for which he foresees many uses.

He sounds like an old hand at this, but he turns and grins: "I just learned fast over the last few weeks."

It's not all he has been learning since being appointed to the role in mid-July when the curtain fell on 77 years of greyhound racing in the Markets Field.

The bedding-in period has been a useful one, giving him the opportunity to go to other tracks and benefit from the experience of other general managers, so he can take the best of what he has seen and distil it into making Limerick the leading track in Ireland.

It is an impressive beast too. Architect Seamus McCloskey, who designed Cork's greyhound track, saw what he was missing down there and applied the lessons to

There is a wide array of seating and viewing areas on three levels, two bars, a 190-seater tiered restaurant and corporate entertainment facilities for groups of 30 and 50 people, a dance floor and stage and over 300 TVs to view racing, betting figures and other major sporting events.

Easily accessible from the ring road, tunnel and Dock Road, it is walkable from



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## **PERSONAL FILE**

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attendances at greyhound tracks have €10, some finger food for a few euro more. been in freefall. Last year alone they fell "On the corporate side, we're offering a able, anecdotal evidence suggests a fur- open will be €45 and for that you get your

by a total of 21 per cent, and while official value for money proposition too. The most figures for this year are thus far unavail- expensive meal here on a Friday when we racing and the catering will provide a reason to come back.

"What I'm going to be doing from a marketing point of view to get them back in is, to number one make sure the experience is good the first time, secondly tar- of Biafra who are now in dire need of proget families, maybe do deals like kids eat free, during the midterm break.

"We have to be creative and innovative and work very hard to make sure that the arrange to send, among other things, people who may not have a huge interest dried milk, the same type that we used to in the sport itself have a reason to come get from Catholic Relief in the USA. back. That will be based around the value proposition - good value food and a great night's entertainment.

The sport itself, though, is no mere sideshow, as he acknowledges: "I would encourage the people to come down and experience the night. The level of racing nursing officer. Do please answer her is going to be top class, not just from here appeal . . . Give my love to Father Alo and but around the country. We will be trying to any friends you may meet.'
How did the appeal reach L region and make it relevant.

'You have Munster rugby fans who are hugely passionate about rugby, you have greyhound fans who are as passionate about their sport, and we need to expose people to that because it's infectious. I knew nothing about it a few weeks ago and now I'm in the middle of it and it is

He is ambitious regarding his targets, believing there is a pent-up demand in the region for the facility, something he bases has already received.

cess, pay its way. That's my job. From an aspirational point of view, we would love to see 100,000 people coming through the istic and as we discussed already, with Dublin discretionary income tight, you're better to set your stall out and beat expectations than be too ambitious and fall short."

It is no exaggeration to say the track will be looked upon by the IGB as the main means of dragging up attendance levels. It's a beacon for the sport in tough times and to be the man tasked with mak-

## with Sean Curtin

Limerick-born bishop's appeal From the Limerick Chronicle Saturday, February 17, 1968

N SOS from Limerick born Bishop Joseph Whelan, CSSp, in Biafra - the state blockaded by forces of the Federation of Nigeria reached his native city this week. The message: an appeal for help for Biafran children in dire need of protein

The plea came via Fr Raymond Kennedy, CSSp, a Dubliner in the United States.

Cecilia Oblamine, chief nursing officer in Biafra, wrote to him saying: "I need your assistance on behalf of the children tein food. This food is scarce due to the present position of the country.

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"This milk will prevent malnutrition in children as well as assist as curative mea-

Then Bishop Whelan of Owerri, contacted Father Kennedy.

"I add my appeal to that of our chief

How did the appeal reach Limerick?

Fr Kennedy sent the letter to his brother, John O'Loughlin Kennedy in on the 1,600 or so restaurant bookings he Dublin, and he got in touch with the Lim-

"Obviously we've set our budgets out, we have to make this a commercial sucrequest," he commented.

Donations, which will be acknowledged, should be sent to Mr Kennedy, at 82 door next year, but you've got to be real- Northumberland Road, Ballsbridge,

He will do the rest.

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Easily accessible from the ring road, tunnel and Dock Road, it is walkable from town, but if you don't fancy it in high heels, ladies, there are shuttle buses leaving and returning at intervals from Brown Thomas and Markets Field.

Apart from overseeing the final stages of construction, O'Halloran has spent much of the rest of the time networking after our interview he is off for his induction into the local Rotary Club.

city, he might have a huge amount of per-slowed, a second row. sonal contacts, but he admits: "There are a lot of people in Limerick I don't know."

May O'Halloran grew up on Ennis Road early 1990s from the bench. in the city. People will know his mother from her acting work and for being one up to Naas, from where he commuted to stadium; we have a fashion show booked another facility the Mid-West can be proud half (with Pearl Kiely) of one of Limerick's most renowned drama schools, Expressive Arts Theatre School.

mother dragged him along to an episode of Crimecall to shoot a reconstruction. He wasn't cast in the role of the villain, however, just a petrol pump attendant.

their home, it didn't bite him, or at least is struggling badly. he managed to treat the infection. Instead, his spare time was devoted almost entirely to rugby, following his father's obsession in this case.

A graduate of ArdScoil Ris and University of Limerick, O'Halloran played make its debut. rugby to a very high level for Shannon as



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## **PERSONAL FILE**

Born: Liverpool (brought up in Limerick!) School: ArdScoil Ris Family: Sean, 5; Ava, 3, and a new addition in November Favourite Book: Ten Men Dead by David Beresford Favourite Food: Pasta Favourite Holiday Destination: Kilkee

Having spent his formative years in the a backrow forward and, later, as he

He was a contemporary of the likes of John Hayes, Alan Quinlan and Anthony Born in Liverpool, the son of Peter and Foley and grabbed an AIL medal in the ing sure we get the parties in for the new addition to Limerick, a new attraction

work in Dublin. Apart from a spell with in for November 11 for Young Munsters of. Bank of Ireland Finance, he has spent ladies rugby club and we've given a lot of "This isn't an investment for 2010, it's an much of his career in the motors business, O'Halloran will only admit to being on first as a sales director for Toyota Ireland about his sole TV performance when his Tom Hogan Motors, which went bust last

Having felt the sting of recession already, he says it's great to be involved in a good news story like Limerick grey-If the acting bug was flying around hound track when the economy in general

While it is good news for the greyhound fraternity to see this new track built after years of wondering whether it would ever nappen, it is hard to imagine a more hostile economic situation in which it could

As the country grapples with recession,

attendances at greyhound tracks have €10, some finger food for a few euro more. been in freefall. Last year alone they fell by a total of 21 per cent, and while official value for money proposition too. The most

Limerick's central location and its tra-too. ditionally strong level of competition is economic times.

success of the new track will depend on accordingly. large part in penetrating a fickle leisure For all the talk of value for money - and

"Realistically what my job is going to helm of the new facility. involve is selling the restaurant, and mak- "We think this is going to be a great When he moved out of Limerick it was on. Also, I will explore other uses for the racecourse, along with the GAA and it's

with the nation braced for not one, but While doggy men will abide, for the while yet. He acknowledges the point, but off. What then? is confident he has a product for the times.

at the greyhound track with entrance for total product here with the facilities, the

"On the corporate side, we're offering a

figures for this year are thus far unavail- expensive meal here on a Friday when we able, anecdotal evidence suggests a fur- open will be €45 and for that you get your entrance and your racing entertainment

"So we're not trying to hit at a really likely to draw support from Ireland's grey- high end, which are the areas I believe are hound folk, but that is a community whose struggling more than others. We're going strength and numbers ebbs and flows with for a bit of value and we believe we're coming in at the right time with the right prod-Right now it is at a low point and the uct and we're going to price ourselves

market. O'Halloran knows he has to focus it is the phrase that pays at the moment -O'Halloran is clearly proud to be at the

restaurant, the Christmas parties and so along with Thomond Park, along with the

tours to people who are looking at it for investment for the next 25 to 30 years for conferences, weddings and functions. It's greyhound racing in the region, and with stage once and is more willing to talk and most recently in Galway working for a magnificent facility so if people come Limerick being the European City of Sport down and see it, they might find uses for next year, we're coming in at the perfect it. Whenever we can open it, we'll open it." time to be complimentary to all those facil-There is not a lot of discretionary ities. It's something Limerick needs, the income going around at the moment, and place needs every lift it can get," he says.

four, forbidding budgets, people's hands non-greyhound community, there is a might be wedged in their pockets for a chance that the novelty factor will wear

"There is a huge population in the Mid-"Everyone has worries and there's a West, and if we can just get these people reluctance in the whole economy to spend, interested to come, even only two to three but you still need to live and have interests times a year, and put on a programme that and get out and you can have a night out is exciting and enticing for them, then the

free, during the midterm break.

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The sport itself, though, is no mere sideshow, as he acknowledges: "I would encourage the people to come down and is going to be top class, not just from here but around the country. We will be trying to raise the profile of the sport in the region and make it relevant.

You have Munster rugby fans who are hugely passionate about rugby, you have greyhound fans who are as passionate about their sport, and we need to expose people to that because it's infectious. I knew nothing about it a few weeks ago and now I'm in the middle of it and it is infectious.

He is ambitious regarding his targets, believing there is a pent-up demand in the region for the facility, something he bases on the 1,600 or so restaurant bookings he Dublin, and he got in touch with the Limhas already received.

"Obviously we've set our budgets out, we have to make this a commercial success, pay its way. That's my job. From an aspirational point of view, we would love to see 100,000 people coming through the door next year, but you've got to be realistic and as we discussed already, with Dublin. discretionary income tight, you're better to set your stall out and beat expectations than be too ambitious and fall short."

It is no exaggeration to say the track will be looked upon by the IGB as the hehalf of the children of main means of dragging up attendance levels. It's a beacon for the sport in tough times and to be the man tasked with making it a success must bring an amount of pressure. He is unperturbed.

"In the motor business they say, 'pressure is for tyres'," he laughs, "but, certainly, for any job at this level, if you didn't feel a bit of pressure, you wouldn't be normal. From my perspective, I've always the country" thrived under pressure, so I know the expectation is there that this is going to deliver a wonderful racing experience and I suppose we'll be judged on our performance over the next three months, the next 12 months, but there's nothing like a half-hour, Ald Steve Coughlan, TD, said bit of pressure to bring out a perfor-

be too much relief on the home front for the time being, because not only are he from Limerick, catered for patients from and wife, Cathryn, in the middle of nego- Kerry, Clare and Tipperary, but the Health way, they are expecting their third child tributions from these areas to cover the on November 7.

had great support from my wife and she's handling as much as she can at home. shoulders !

You'd rather be busy.

number of months and it's wonderful to meet the representatives again. be back and a wonderful complaint to be busy and there are lots of people out there who don't have work and would love to be under pressure and love to be doing what | £40,000 were poured away at the strike-hit I'm doing and I've walked that road. You | Ansells Brewery in Birmingham yester-I'd like to think I'm thriving on it."

get families, maybe do deals like kids eat tein food. This food is scarce due to the present position of the country

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How did the appeal reach Limerick?

Fr Kennedy sent the letter to his brother, John O'Loughlin Kennedy in erick Chronicle.

"I am sure that many Limerick people will want to respond to Bishop Whelan's request," he commented.

Donations, which will be acknowledged, should be sent to Mr Kennedy, at 82 Northumberland Road, Ballsbridge,

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- Cecila Oblamine, Biafra

After the talks which lasted about a that the unique position of Limerick, insofar as they had three regional hospitals to If there is pressure at work, there won't | maintain, was explained to the Minister.

These hospitals, in addition to patients tiating a move back to Limerick from Gal- Authority was not getting sufficient concost of administration because only main-"We've a busy time all right but I've tenance of patients was catered for.

They told the Minister that such a service was deserving of special considera-There's a lot going on but I've a big pair of tion, and the Minister said that he fully appreciated this position.

The Minister is to discuss the matter "Absolutely! I was out of work for a further with his officials and will then

## Beer goes down drain

Half-a million-pints of beer worth appreciate the work, you appreciate the day. Pedestrians' and bus passengers had ob, it's a challenge and it is pressure, but to leap a yardwide flood of beer froth pouring from drains outside the brewery.