



Sale FC Rugby Club

AGM Minutes of 17th June 2019

Executives in attendance:

Steve Smith (SJS) – Chairman, Ian Bullough (IB) – Treasurer, Paul Kelly (PK) – Chairman of Rugby, James Hourihan (JH) – President, Scott Bambrick (SB) – Mini & Junior Chairman, Gareth Daniel (GD) – Honorary Secretary

1. Opening Statement

The meeting opened with a welcome from GD.

2. Apologies:

GD read out the apologies and asked for any additional apologies from the floor. The final list read as follows:

Robert Anderson, Joanne Bambrick, Michael Barnes, Baden Bishton, Jon Bishton, Alan Blease, Chris Boyes, Alan Castree, Stephen Coppin, Bryan Corrin, Denis Cremin, Peter Crossen, Paul Edwards, Glyn Evans, Matt Griffiths, Nicola Hulme, Roy Maddick, Matt Moore, Suzanne Roberts, Marion Roe-Bennett, Martin Tims, David Thomas, Roy Wadsworth

3. Minutes from the last AGM held on 18th July 2018

Barry Boardman pointed out that there was an error in Point 4 (Annual Accounts) in that there had been a personal undertaking from the Director of JCM only.

With this amendment agreed, a show of hands approved the Minutes.

4. Chairman's Report

SJS reminded the members that, 12 months ago, we were saying goodbye to Mike Jefferson as Chief Executive. He then thanked Dave Hulme for his outstanding work as General Manager since taking up the role on 1st May 2018.

SJS also praised Brad McBride for his fantastic work as Events Manager with the bar now having taken almost £300,000 since The Suite opened.

At the AGM several weeks before, the members had approved the transfer of the club's assets to a new Limited Company in anticipation of having a new artificial pitch installed at Carrington. Regrettably, despite a lot of time and money having been spent by the Club, the RFU had subsequently decided to postpone the roll-out of the remaining pitches. However, SJS reiterated that the work had been worth doing anyway as it had enabled some of the Club's legacy issues to be resolved.

Turning to rugby, SJS said it had been a good year for the club with the Mini & Junior section continuing to grow, the formation of a new ladies team and the men's 1st XV doing well in their first season in National One.

SJS referred back to the previous AGM when he talked about the desire for the men's 1st XV to push on and try and achieve promotion to the Championship with the assistance of Simon Orange. However, with no clarity from the RFU at the moment regarding funding going forwards, it is very much a case of taking a watching brief.

In terms of the coming season, the men's 1st XV have lost 4/5 players but have already signed some very good players to replace those leaving.

Finally, SJS thanked IB for his considerable contribution to the Club over a long period of time and presented him with a tankard as he steps down from his role as Treasurer.

5. Treasurer's Report

IB started by apologising for the lack of audited accounts and explained that this was due to the fact that the Club was going to transfer all trading to the new Limited Company and move the year end accordingly.

Actually, the club continues to trade as Sale FC and the accounts for the year ending 31st July 2018 are therefore in the process of being audited. Accounts for the year ending 30th June 2019 (year-end changed to fit in with RFU's preference) will also be drawn up shortly and audited.

Summary

IB reported that Club has made a loss in each of the past 3 years:

12 months ending 31/07/2017	c. £177,000
12 months ending 31/07/2018	c. £288,000
9 months ending 30/04/2019	c. £263,000

Income has increased significantly over this time, especially from the bar and room hire, but the Club has incurred a number of one-off costs over the last 9 months (e.g. over £40,000 has been spent on the facilities at Heywood Road and Carrington and c. £30,000 on legal costs associated with moving towards becoming a Limited Company and a dispute with the builders of The Suite).

Rugby costs also continue to increase (e.g. player's wages, travel etc.) which is largely due to the level that the men's 1st XV are playing at:

12 months ending 31/07/2017	c. £182,000
12 months ending 31/07/2018	c. £220,000
9 months ending 30/04/2019	c. £289,000

The Club currently has £1.25m of cash reserves with the majority held in an investment fund returning 12% per annum with no management fees. This will see the Club increase its investment significantly and with the one-off expenses not expected to re-occur in the coming 12 months, IB expects the Club to make a total saving of c. £100,000.

IB expects that the Club will still be c. £100,000 short of breaking even and therefore needs to earn an extra £2,000 per week.

6. Chairman of Rugby

Men's 1st XV

PK remarked that it had been a competitive, entertaining and, at times, difficult season with both promotion and relegation decided on the final day. Lots of games had been very close with the team coming out on top in some and losing others.

A few players have decided to leave the club but there are already some additions including ex-Sale Sharks and London Irish centre, Fergus Mulchrone.

The fixtures for the 2019/20 season are already out and there will be a couple of pre-season fixtures which may include a Cheshire Cup game.

PK congratulated the team on winning the Cheshire Cup twice last season, firstly in what was effectively a triple-header against Caldys back in September (2018 Cheshire Cup Final, 2019 National One game and 2019 Cheshire Cup Semi-Final) and then a few weeks ago against Chester at Winnington Park.

PK advised that, overall, it had been a good season and that the team were hoping to push on next season.

Men's 2nd XV

The Club had requested that they be entered into a lower league for the 2018/19 season but they had ended up back in the Championship and, for various reasons, the team pulled out of the League in February.

The Club would be looking to re-enter the 2nd XV into the League for the 2019/20 season.

Junior Colts

The team folded after a couple of weeks last season due to a lack of interest but the Club set up a Junior Academy to develop the U15s and U16s in the hope that they will be the Colts of the future.

Veterans

PK advised that there had been a couple of Vets games last season and that there would be a few more games in 2019/20.

Ladies 1st XV

The new ladies team – Sale 1861 – was set up at the start of the 2018/19 season and they had a really good year, winning a few games including the high profile game against England Deaf Rugby.

They started with a game against a tough British Police side and their performance in that match had put a lot of local sides off playing them which meant they had to venture further afield (e.g. Scotland).

The team have applied to enter a League for the coming season albeit it is not known yet at what level that will be. 40 players have registered.

Andy Hughes has been recently appointed as Director of Rugby which he will combine with his successful role as Community Coach at the Club which has seen him instigate girls rugby in the last few months.

Walking/Social Rugby

This continues to be popular with sessions every Monday evening.

7. Chairman of Mini & Junior Rugby

SB advised that, 12 months ago, they had set up a 20/20 vision which included having 300 boys and 100 girls in the M&Js section and, currently, there are 279 M&Js ranging from U6s through to U16s.

Rugby Tots has also been introduced with 28 registered children aged 2 to 5 and this is all part of the Club having a pathway right the way through to the men's and ladies' 1st XV's.

Establishing a Sale Academy for the U15s and U16s has totally reinvigorated that age group and this will be built upon year on year.

SB thanked all those who volunteer as coaches across the age groups and added that many have achieved coaching and refereeing qualifications which is good for the future of the Club. He also thanked the fixtures secretaries who enable all of the teams to have competitive rugby week after week.

The U13s had been successful in winning a festival in Wales and the Club are not far away from having a Cheshire Cup winning team. The U13s festival held at Carrington had been very successful and SB again thanked all the volunteers who helped with this.

Several of the teams had also been on tours over the past season including the U11s and U12s to Esher and the U13s to Shelford.

It is very encouraging that the Club has a lot of talented children who are enjoying their rugby and remaining at the Club long term.

In terms of social activities, there have been 2 ladies' days, a Christmas lunch (140 attendees), supporters coaches to Caldry (100 attendees), a New Year's Eve party and the End of Season Awards day (250 children in attendance).

SB added a massive thank you to all volunteers along with the mums and dads of the children. He also congratulated Volunteer of the Year, Liz Doherty and Coach of the Year, Paul Gibbon.

Finally, SB advised the members that the M&Js had continued their support for the Alex Hulme Foundation by raising around £10,000 over the past 12 months.

8. Annual Subscriptions – 2019/2020

GD outlined the following proposed subscriptions for the coming season:

Adult Social Member – £120

Mini & Junior, Single Parent/Guardian + Child(ren) – £120

Mini & Junior, Two Parents/Guardians + Child(ren) – £150

Male Players – £150

Female Players – £120

Male Student Players – £100

Female Student Players – £80

A show of hands approved the subscriptions.

A question was received from the floor as to whether a member of the Armed Forces would be offered a discounted subscription and an amount of £80 was subsequently proposed and agreed in this respect.

9. Election of Officers of the Club

Executive Members

The positions of President, Chairman of Rugby and Treasurer were open to nominations for acceptance at this meeting.

Accordingly, a notice requesting nominations for these posts was posted 35 days prior to the meeting, in accordance with the Club rules.

James Hourihan was nominated by Scott Bambrick to continue as President and this was seconded by Richard Trickey. A show of hands from the floor carried the nomination.

Paul Kelly was nominated by Scott Bambrick to continue as Chairman of Rugby and this was seconded by Richard Trickey. A show of hands from the floor carried the nomination.

Rhys Davies was nominated by Scott Bambrick to be appointed as Treasurer and this was seconded by Richard Trickey. A show of hands from the floor carried the nomination.

SJS also outlined that Gareth Daniel had decided to step down from his position as Honorary Secretary in the last few days and that Scott Bambrick was willing to step into this position with Mark Roberts offering to become Mini & Junior Chairman.

SJS thanked GD for his contribution over the past season and asked the members whether they were willing to forego the usual notice period in order for Scott and Mark to be appointed immediately. A show of hands carried this motion.

Vice Presidents

JH noted that many worthy people had been made Vice Presidents of the Club over a long number of years including the likes of Neil Thallon, Dave Levings, Rodney Cottrell.

He thanked all those who volunteer at the Club and made special mention of Matt Hulme for his contribution in setting up Walking Rugby and assisting the men's 1st XV.

JH advised that he had one nomination for Vice President this year – a player who had played over 220 games for the Club, scoring over 120 tries – Jack Moorhouse.

A show of hands approved this nomination.

10. Any Other Business

Rodney Cottrell thanked all the Executive members for their contribution to the Club over course of the last 12 months.

Commercial Strategy

Andy Egan asked whether it was time to consider a new commercial strategy which could involve having a small commercial team with the aim of bringing new sponsors to the Club. He advised that there are 17 sponsorship agencies in the UK who could assist in this respect.

SJS acknowledged that the Club has to look at ways of reducing the losses seen over recent seasons and that any offers of help in this respect are appreciated.

Entrance Fees

Peter Tomlinson asked whether the fees on the gate would be changing for the 2019/20 season.

GD confirmed that the fees would remain as £10 for adults, £8 for senior citizens and £0 for U16s.

Fixtures

A question was asked as to whether the Sale FC and Sale Sharks fixtures for the coming season could be co-ordinated to ensure no clashes.

Regrettably, this is not possible as the fixtures are done by two entirely separate entities.

With no further questions from the floor, GD thanked the members for their attendance and brought the meeting to a close.
