

	City Fans United 2017 AGM Minutes	
	Meeting date:	5th October 2017
	Location:	Blues Bar, Swansway Chester Stadium
Attendees:	Acting Chair: Jonny Hughes Directors: Neil Bellis Brian Burns Mike Day David Harrington-Wright Laurence Kirby Andrew Morris David O'Toole Anne Salmon Sam Swash Secretary: Marion Needham 63 CFU members present and 57 members registered for the live streaming	
Apologies:	4 CFU members	
MINUTES		
17/1	<u>Resolution 1 – Adoption of the minutes of the AGM held in 2016</u> Minutes from the previous AGM held on 7 th October 2016 were distributed to members with the AGM meeting papers. MN highlighted a small number of corrections that had been made and there was one matter arising relating to minute 16/8 and the proposal to change the constitution in relation to the accounts. This had now been formally approved by the Financial Conduct Authority following the inclusion of a reference to the relevant legislation ' The Co-operative and Community Benefit Societies Act 2014. ' There will still be a requirement each year to pass a resolution to agree to an independent examination of the accounts. The revised constitution will be posted on the CFU website. Resolved that the minutes be approved by 140 proxy votes and the majority in the room.	
17/2	<u>Resolution 2 – Election of candidates to the Board</u> Marion Needham thanked Jim Betts, Richard Lynes and Mike Lewis (independent scrutineer from Wrexham Supporters Trust) for the work they had undertaken as members of the Election Management Group to ensure that the process had complied with the Election Policy. MN also thanked those that had helped with the preparation of the AGM mail shots. <p style="text-align: right;"><i>Item 17/2 continued</i></p>	

Item 17/2 continued

Mike Lewis announced the results of the election saying that there had been a total of 270 votes cast, the results were read out in the order they had appeared on the ballot paper:

Mike Day	252
Sam Swash	100
David Harrington-Wright	171
Neil Bellis	230
Calvin Hughes	143
David Williams	162
Andrew Morris	196
Mark Jones	198
David O'Toole	181

Resolved that the seven candidates with the highest number of votes be elected to the Board, subject to clearance (where necessary) from the Football Association by 143 proxy votes and a majority in the room, namely:

Neil Bellis
Mike Day
David Harrington-Wright
Mark Jones
Andrew Morris
David O'Toole
David Williams

Full details of Board membership will be posted on the CFU website.

17/3

Chair's report

The Board

Jonny Hughes congratulated the candidates who had been elected to the Board and said what an honour it was to be a Board member, reminding everyone that the role of director is one of the many volunteer roles and the impact that it can have on personal and family lives. JH referred to the changes in Board membership over the last year and thanked the two former chairs – Simon Olorenshaw and Alan Povey for their work. Last year only one candidate stood for the Board so it was necessary to consider co-options and David O'Toole joined the Board on this basis in April 2017 taking on the membership portfolio. JH thanked his fellow directors and the secretary for their hard work over and support over the last year, during which a number of tough decisions had been made. Brian Burns had completed his three year term of office and had not stood for re-election and JH gave special thanks to him for all the work he had undertaken as a director on both the CFU Board and the Operations Board – also for his role as Big Lupus.

Item 17/3 continued

Item 17/3 continued

Football – the first team

JH said it had been a season of two halves with some great games and the record breaking run prior to Christmas which contrasted with the second half of the season when just 13 points had been gained from a possible 63. The season had ended with just securing our future in the National League. The high spots of the season had included Elliot Durrell's fantastic goal against Boreham Wood which had gone viral on the internet, a 4-0 win over Sutton United and a 5-0 win over Dover. In goal Liam Roberts kept 7 consecutive clean sheets and who could forget that late goal scored by Ryan Astles which resulted in a 2-2 draw at Tranmere. The return fixture saw Sam Hughes taking over the captain role - one of our own and the youngest ever captain. It was at this match that Gary Allen fell ill and sadly passed away. It is important to once again recognise the efforts of the club doctors, paramedics and police who tried so desperately to save Gary's life and also to remember the heartfelt tribute in memory of Gary, by our volunteers and fans at the Macclesfield game. Once again we offer our sincere condolences to Gary's family. Our league future was effectively sealed with the 1-0 victory at Torquay with the achievement of 52 points, but the season ended miserably with six consecutive losses.

With lack of progress in both the FA cup and the FA trophy the season was memorable for all the wrong reasons. In terms of personnel it was with some regret that Ian Sharps left to join Walsall and early in the current season the decision was made to part company with Jon McCarthy and JH said he would like to place on record his thanks for all that Jon did for the club and to wish him well for the future. It's now time to look forward with Marcus Bignot at the helm.

Youth development

Since the last AGM, the youth section has continued to thrive under Calum McIntyre's leadership and he was employed on a full time contract in June 2016. The younger age groups have continued to develop and benefitted from playing against some quality opposition including premier league clubs. JH said the it was important to remember the tremendous contribution all the coaches make and they are also volunteers. Those working with the younger players are not always at the forefront of publicity but they have a key role in player development and bringing them through to the higher levels at the club. This is important in contributing to Chester FC maintaining its Charter Standard status.

The youth and colts team continued their development in the North West Youth Alliance League, the colts who are largely aged under 16 playing in an under 18's league, finished midway in the second division and also won the second division league cup. The under 18's team finished second in the premier league and reached the final of the North West Youth Alliance Premier Division Cup only to be defeated by the league champions Curzon Ashton. The young blues also entered the Cheshire Youth Cup for the first time, reaching the final but losing out on penalties to Heswall.

17/3 continued

17/3 continued

A highlight of the season was the progress in the FA Youth Cup with wins against Fleetwood Town away and a home win against Bolton Wanderers in front of a crowd of just under 600. This excellent run was ended at Broxbourne Borough by a 1-0 defeat near the end of extra time.

In May three of the youth team players were recruited into the first team squad, Nathan Brown, Tom Crawford and James Jones and once again we thank Ian Swettenham for his continued support to the youth section and in other areas too. During the year work has continued to establish a football scholar's academy to help bridge the gap from youth to first team football by the creation of an under 19's team playing in the National League Under 19 Alliance. This has been a great year for the club's academy structure and the continuous improvement is clearly evident.

Women's football

Women's football goes from strength to strength as they continue in Cheshire Women's League Division 1. Dean Vian took on the role of manager in May last year, with Adam Smith as his Assistant and Richard Goodier as goal keeping coach. They finished last season in second position, just 8 points behind Crew Alexandria Ladies. This was only the second full season for the team and is a testament to all the hard work that has been put in; the team scored 57 goals in an 18 game season – an average of 3.16.

Chester FC Advanced Girls Player Development Centre and an under 18 youth team has now been established and full details can be seen on the Community Trust website. Thanks go to MBNA for their support and sponsorship of the Women's Football team.

Commercial

Many of the commercial initiatives have previously been discussed by Mark Maguire at CFU meetings where it has been clear that the ethos MM brings is the emphasis on the value the club has as a credible business proposition; this is the key to our commercial success – many businesses want to know how many followers we have on social media and the level of engagement with our digital communities. In detail:

- Renewed deals with Merseyrail and Maxiflow who were subsequently replaced with Red Insure in respect of the naming rights of the East stand.
- Total Fitness renewed for two years for £15k and Carlsberg for £10k
- Increased commitment from Euan Kellie, Paul Bentley Wholesale, Stewart Intersea, Brewery Tap, Cullimore Dutton and Skywheels.
- We also welcomed new businesses, new people and explored new opportunities with existing sponsors such as ITS Technologies, My Yard Space, Carman Friend Estate Agents, Clay and Rock Tiles, Frank Hill, Crowne Plaza, County Car and Van Rental, Newgate Simms, Dougherty and Allen, C and C Catering, Anthony's Travel, Hillyer McKeown, Powers and Tiltman and Hargreaves and Wood.

17/3 continued

17/3 continued

As well as securing new deals, there was also considerable time spent securing relationships for this season and future seasons and for that we would like to thank MBNA, the University of Chester, Red Insure, Swansway and Swettenham Chemist for their continued and valued support of the club.

Away from sponsorships MM has been working on the development of the 100 club targeting 100 businesses to join at £1k each and this will be launched soon. Income has also been secured from the hire of the car park to a circus and for car boot sales. Discussions continue with Stagecoach regarding the potential use of the car park, something that would have to be put to the membership to decide upon. New ticket initiatives have included the Cestrian 10, the new on line shop was introduced and the shop provides a wide range of goods and thanks to all the volunteers who work there on match days and in the week.

Particular thanks go to MM for his handling of the transfer arrangements of Sam Hughes and holding out for the best deal, as Sam goes on to bigger things we hope that there will be more youngsters come through the ranks.

Our thanks go to MM for all his work and in addition to his main email address he will always respond to issues raised at fans@chesterfc.com

Media

The major project in this area was the development of the new club website that went live in June. It was some years in the construction and we are grateful for the support of the digital team of volunteers at MBNA who worked on this project. Other projects that have now come to fruition are the Seals Live and Blues Live, again a long time in the development with the involvement of MM and the Board and most importantly the media team who travel the length and breadth of the country to bring us reports and action of all our games – so thanks to them all.

Volunteers

JH said he had already referred to a number of the groups of volunteers and there is a small army of volunteers who undertake so many essential duties, whether it's litter picking after the match, helping to host our guests on match days, staffing the office and shop, maintaining the stadium selling 50/50 tickets and a million and one other jobs. It was Grenville Millington that first said the volunteers are the heartbeat of the club and this is true, without them we would be lost. JH referred to the statement that Marcus Bignot had made in the Non League Paper when he had only been here a few days; he said 'they are the life and soul of the football club,' adding 'there are so many here and that really took my breath away, from outside you hear about it – that it's fan based, volunteers based – but to see them all at work makes you go in every day feeling grateful and blessed that your getting paid to be a manager of their club.'

Item 17/3 continued

Item 17/3 continued

In conclusion ...

JH concluded by saying what we have as a club is precious and that it's an honour to be entrusted with the role of director, we have a hard core supporter base of 1600 and about 990 CFU members – but that's not good enough. The challenge is how do we grow our supporter base and CFU membership – there's no easy answer but we do need to find a new generation of supporters and members and the answer lies with us after all its Our City, Our Community, Our Club. The new Board will be challenged with taking the lead on this. And finally I would like to thank all those that support the team home and away, our away support is the envy of the league and at home our thanks go to the new initiatives from the young lads on the Harry McNally terraces with their banners.

17/4

Financial report – accounts 2016/2017

Laurence Kirby referred to the financial statements that had already been issued to members. On the income side this showed the following:

Total income for 2016/2017 of £1.128m – less direct costs leaves £974k as gross profit

Income details as follows:

Season tickets and gate receipts £462k

Commercial income £175k

Central funding and prize money £105k

Retail activities including the shop and bar £87k

Administrative costs total £990k with details as follows:

Staff costs £605k

Match day costs £145k

Rent, rates and utilities £95k

Repairs and maintenance £55k

LK referred to the fact that he had previously predicted a loss at CFU meetings; poor home form had resulted in less income than planned and also in reduced bar sales. The sale of Sam Hughes had gone some way to mitigating the loss with the overall loss for the year 2016/2017 being £16k.

In respect of fixed assets there is a net book value of £45k, this includes the additional purchase during the year of the van for £12.4k

The net current assets show a positive figure of £121k with long term creditors totalling £63k and member's funds standing at £103k.

The profitability picture over the period 2010 – 2017 being as follows:

	2012	2013	2014	2015	2016	2017
Net profit	90k	-91k	39k	89k	-8k	-16k
Total	90k	-1k	38k	127k	119k	103k

Item 17/4 continued

	<p><i>Item 17/4 continued</i></p> <p>In respect of the budget for 2017/2018, this had been set at £1.2m with income and expenditure being matched and based on the following assumptions:</p> <ul style="list-style-type: none"> • Receipt of the balance of the transfer fee for Sam Hughes and any fee for James Alabi. • No prize money from cups. • Increased commercial income. <p>It was noted that the playing budget is already fully committed and can only be increased if income increases; the Board had already made a commitment to Marcus Bignot that success in the FA cup would result in an increase in the playing budget. LK emphasised that without the sale of players and income from cup runs the financial position will always be critical and there will be a constant call to increase the budget.</p> <p>LK concluded by thanking the finance team of Haidee McHugh and Barbara Rogers for all their hard work throughout the year.</p> <p>Resolved that the unaudited financial statements for the year ended 31st May 2017 be approved by 140 proxy votes and a majority in the room. These will now be submitted to the Financial Conduct Authority.</p>
17/5	<p><u>Resolution 4 Arrangements for the financial statements for the year ending 31st May 2018</u></p> <p>LK put the motion to the members that the Society continues with the arrangement to undertake an independent examination of the accounts in place of a full audit in accordance with rule 89 of the constitution.</p> <p>Resolved that an independent examination of the accounts in place of a full audit for the year ending 31st May 2018 in accordance with rule 89 of the constitution be approved by 143 proxy votes and a majority in the room.</p>
17/6	<p><u>Resolution 5 Re-appoint Hargreaves & Woods as Independent Chartered Accountants</u></p> <p>LK put this motion to members.</p> <p>Resolved that Hargreaves & Woods be reappointed by 142 proxy votes and a majority in the room</p>

The meeting closed at 9.45 pm

Minutes agreed as a true record of the AGM held on

Signed Signed