

# MINUTES OF BOWDON RUFC LTD

## A.G.M. HELD ON WEDNESDAY 12<sup>TH</sup> JUNE 2019

**Present** T Fleming, A Cartlidge, D Flanagan, B Flanagan, M Jordan, S Davies, P McKibbin,  
R James, N Dodd, N Buckley, A McHale, R Kitchiner, M Ramscar, C Flanagan, G Heil,  
W Piatkiewkz, S Rice, G Thomas, S Kelly, G.P. Delaney, C Fall, M Lineham,  
M Kitchiner, N Bright, P Baldwin, T Tomlinson, C Ronan, C Varley, T Martin

**Apologies** P Quigley, A Hinds, D Brown, A White, M Gallagher, M Foggarty, J Piatkiewkz,  
P Thompson, T Sloan, A Phillips, J Nicholson, B Nicholson, R Peach, G Roberts.

### **Previous Years Minutes**

Minutes proposed, seconded and approved (Peter Baldwin and Mark Jordan)

### **Chairman's Report**

#### **The Chairman reported that :-**

- The overall strategy was to refocus the direction of the Club towards the rugby, on and off the field.
  - So what did we do?
  - Brought in Byron McGuigan and Josh Strauss as head coaches ably assisted by Eddie Bredenhann
  - Installed new floodlights – keep the lads training at the club
  - Installed a new scoreboard (Sponsored)
  - Provided quality food on a Thursday for the players post training
  - Filmed many of the games so the coaches could do a full analysis of the games and players
  - Integrated the Senior Colts into the senior set up
  - Tim Martin and his team organised and hosted:

1. Ex-Colts Xmas game (Project Thoroughbred)
  2. Coming of Age Game
- Mandy and the team helped raise our profile in the local press
  - Sean and the Bowdon Mole raising our profile on social media
  - Built a supporters Whatsapp Group to let supporters know what was going on and create interest in the Club.
  - Focused on being exceptional hosts to visiting sides on a Saturday, with most of the home games being sponsored
- What were the results:
    - **1<sup>st</sup> XV promoted**, now in Level 6
    - **2<sup>nd</sup> XV promoted**
    - 1<sup>st</sup> XV getting to the **Quarter Finals of the RFU Intermediate Cup**
    - **Fielded a 3<sup>rd</sup> XV every week**, with great numbers
    - Thanks to Jo Sellick, fulfilled a few **VETs** fixtures during the season
    - **Record numbers at training**. Pre season was a joy to watch, which helped us go into the season with great momentum.
    - A number of **Senior Colts** playing 1<sup>st</sup> XV rugby on a regular basis.
    - 3 Ex Colts playing **international rugby** at U20
    - 16 Players from U15s and above **representing county rugby**
    - We have seen a **full clubhouse** every Saturday, with some memorable events such as the Kersal game and the two VP events.
    - Clubs thanking us for our **hospitality** and wishing us the best for next season and yet sad to see Bowdon leave this league.
    - M&J Section going from strength to strength and is something the whole club should be proud of.

A big thanks to the whole team but especially to three people who will be stepping down:

1. John Linkman as DoR;
2. Josh Strauss as Head Coach; and
3. Beth as Physio

### Objectives for 2019/2020

- A continued focus and strengthening of the Rugby side of the Club
- We are looking for promotion for all three sides, this coming season.
- Strengthening of the coaching structure:
  - Head Coach & Backs/Defence Coach – Byron McGuigan
  - Attacking Coach – AJ MacGinty
  - Forwards & Set Piece Coach – Eddie Bredenhann

Possible player coach – Sammy Tuitupou (Ex Munster, Sale Sharks & Coventry)

- A **new physio set up** – currently being negotiated
- A general **clean up of changing rooms and storage facilities** - Started
- Transfer of membership on to the RFU **GMS system**
- Improvement in general communication to the members of the club, especially from management – Post adoption of GMS
- A **rejuvenated focus on Sponsorship** across the Club – Andrew McHale
- All **players are to be sponsored** this year so as to be allocated stash
- Improvement of the referees experience when visiting Bowdon RUFC
- A review of **match day sponsorship hospitality** and **supporter comfort**

### Facilities

- Obtain **planning permission** for extension
- Nothing further from **The HUT Group**
- A small team looking at the **Stockport FC facilities on Ridgeway Road** – Trafford dragging their feet
- It is our understanding that we are **zoned for housing** in the next few years but nothing is certain
- Looking at new entrance to the **Marquee Room**, improvements to the **kitchen**, bar & kitchen **storage** and **new toilets** for the function room
- **Car parking project ongoing**

### **Current Vacancies available within the Club**

- Accountant for Senior Rugby
- Accountant for House
- Accountant for Internal Functions
- Communication Officer – Internal & External
- Photographer
- Head of Senior Membership & transfer to GMS
- House purchasing manager

### **Questions**

Member questioned about the Chairman's Ball and the proposal he submitted – Myles stated that there are plans in place and there will be a full review and an overhaul, when it is all sorted his proposal will be put to management

Member questioned about Club Rugby Structure and Club Captain. Tom stated that we were looking at Club Captain and then Captains on the field for the sides. To be selected pre season training.

Member questioned have all personal been placed on GMS in order to maximize the ticket international allocation for the club. Si and Amanda answered question all has been done to date.

Member wanted to raise the profile of the Bowdon Choir .

### **Senior Rugby Report**

#### **The Director of Rugby reported that:-**

#### **Annual Objectives – 2018/19 – Report**

Objective met – Promoted to Level 6 & reached final of North Competitions Cup / RFU

#### **Season 2018/19**

Improve training facilities

Objective met – Training pitch lights installed. Combined with improved drainage installed in 2017 means no reliance on external facilities last season

#### **Season 2019/20**

- League structure / fixture list due out June 2019
- Preseason starts 9<sup>th</sup> July / Preseason games booked
- Coaching Structure for Next Year -
- Head Coach: Byron McGuigan
- Forwards Coach: Josh Strauss/Eddie Bredenhann
- Attacking Coach and Backs Coach: AJ MacGinty

### **Objectives -**

- 1st XV to get promotion and to contest in cup competitions
- Build a strong 2nd XV and get promotion
- Build a good sociable 3rd XV who can compete strongly at their level with the aim for promotion.
- Continue to develop and integrate the Colts into the senior set up.
- Create a set of core values that all players sign up to and abide by.

### **Longer Term Plan**

- Increase numbers of 'home grown' players coming through Colts. Target 50% playing in 1<sup>st</sup> team as a measure
- Continue to raise Club profile in local community / media and increase supporter numbers watching games

Intermediate cup quarter final (for second year running)

- 1st team to secure a top 2 position and promotion
- 2nd team – top 4 finish target building to promotion

Objective met – Promoted to Division 1 NOWIRL

- 3rd team – Complete fixtures and top half finish – Grow numbers and reduce average age

Objective partially met. Fixtures completed. Squad in transition with a number of new and younger players including a number of Ex-Colts. Finished bottom half

- Increase training numbers

Objective met. Training numbers averaging over 30 per session throughout the year

- Create one club environment

Objective met – Great atmosphere throughout teams both on matchdays and at training

Focus on increasing engagement with Senior Colts and developing home grown players

Objective met – Positive environment has encouraged a large number of the U18 colts to continue their rugby in the seniors throughout all teams

- Preseason Training - U18s to train with Seniors

Objective met

- Target for 2 to 3 new (Ex) Colts to be given opportunity to make 1st team debuts

Objective met – 5 U18 Colts made 1<sup>st</sup> team debuts this season

### **Question**

Member made comment “Well done to the club for improving the facilities”.

## **Mini's and Juniors Report**

### **The Chair of the M & J's Section reported that:-**

Si Kelly on behalf of Chris Bathurst who was on holiday (Dublin seeing Elton John)

### **Annual Objectives – 2018/19 – Report**

#### **Overview**

- Membership numbers at circa 425 and stable
- 90+ volunteer coaches
- All DBS and safeguarding trained – RFU commendation for highest ratio of compliance in UK.
- “Magic” academy training course and RFU CPD courses completed through year at highest rate since section inception.
- Subs income - £70,000
- Net Contribution to wider club - £24,000 ++
- M&Js hosted both the Cheshire U7s and U13s waterfall festivals

- Thanking Lisa Reid and Heath Hiatt for all their hard work over the years and have now stood down from the Committee, and we welcome on board John Greening, Vicky Byrne and Toni Axon.

### **Honours**

#### **3 national representatives at U20**

Gus Warr (Eng), Jack Hill (Sco), Ewan Ashman (Sco)

#### **County representatives**

Junior Colts : Ted Williams, Dan Haslett, Ned Atkinson

U16s: Callum O'Neil, Ciaran Madeley, Oscar McCormack, Oscar Ellis, Seb Murphy,, Will Winbow,(Lancs), Joe Garforth, Neo Ivanovic, and Liam Ashworth.

U15s: Jack Ryan, Charlie Wardle, Alex Mills, James Legg.

#### **In excess of 20 players training regularly on the DPP and SDG**

### **Success**

Junior Colts – winners Cheshire Cup

U15s – Winners Cheshire Plate

U14s - Runners up Cheshire plate

### **Season 2018/19**

#### **Bowdon 1<sup>st</sup> team**

Will Nicholson, Harry Briscoe, Harry Martin, Ramon Davis

### **Objectives for 2019/2020**

- Colts Academy – major initiative.
- Female rugby – Ladies (Bowdon Belles) and Girls (Bowdon Bees).
- New financial arrangements
  - RFU GMS for DD collection.
  - Change from 12 month to 8 month collection.
  - Increase subs 8% (first increase in 4 years and now £5.00 per week through the season).

- Leadership – succession planning.
- Charity Fun Run – Prevent Breast Cancer
- Inaugural “Welcome party” –to attract parents to the social aspects of the club.
- Brian Fallon Award went to Andrew McHale. Mr McHale was very appreciative
- Dave Myers Award went to Nathan Welby.

### **Questions**

A member from the M & J's stated that there was a very poor attendance from the M & J's given how many boys playing, we need to publicise the meeting as no documents of the AGM were received. It should have been disseminated though the club managers. This will be facilitated for next year. Both Junior Section and Senior Section will be moving towards GMS. This will generate just one email which will be sent to all the members of the Club.

### **Honorary Treasurer's Report**

#### **Presenting the Accounts the Honorary Treasurer reported that:-**

- Summary of Club Accounts for the year end. Done pretty well again this year.
- Income for the year is £485,000.00 (up 10% on previous year) against that are costs have gone up slightly for example utilities bills. More money spent on food and payment of coaches. In Summary we have a surplus of £20,000 which compares to £48,000 last year, down slightly but we are forecasting an increase of £28,000.00 in next year's budget. We have settled our loan principle payments of £22,000.00 and we have spent £38,000.00 out of our working capital to fund the flood lights.
- Details figures are with the packs. (Attached Club Accounts for the year end 31 March 2019)
- Banking arrangements struggling with RBS and we are going to now bank with Santandar which will solve all problems.

### **Questions**

Member questioned that has been a massive increase of bar turnover and a massive reduction of marquee room sales, Chris stated that there had been some misallocations due to the till systems being changed but the overall figures were correct.

Member questioned how many bank accounts do Bowdon have, Chris answered the question, Bowdon have 4 separate RBS Accounts (Seniors, M & J's, Marquee and Head Office) HSBC for Bowdon 200 Mole Club, 1 Handles Bank for the loan via their current account and Barclays Accounts which will be closed. RBS have not been very professional we do not have online access, so now we are moving to Santandar which is well under way.

Member questioned about the expenditure of the Flood Lights, Chris stated it was a capital item so not in the expenditure as it was an asset. Big increase of senior player's expenses. We have no paid



players we pay expenses and big increase for food provision for training and weekend. One paying player coach and £2000 filming games, One player paid for travel expenses, Food costs £3000.00.

Member questioned about being now in Level 6 a big step up are we spending more money? Tom stated that he has challenged the coaches and the budget is not to increase for this year. Coaches being paid the same, the players have been asked to find their own sponsor. We have sponsors for the first team kit and trying to match costs with the expenditure and the investment.

Member questioned about Physio's for next season and there will be physio's for the first and second team. Tom stated that we are negotiating with a third party firm for a physio on Tuesday and Thursday and two physio's on a Saturday.

Tom thanked Chris for all his efforts.

### **Marquee Room Limited Report**

#### **The Marquee Room Limited Chairman reported:-**

- **Sales**
- Favourable variance of £84k in the year - Actual £367k v Budget £283k Excellent effort by all, Sean and Vicky having lead from the front with the support from the Committee.
- Bar GP at £207k (Actual 56.4% v Budget 56%) Efficient behind the scenes.
- Bar Wages at 27.7% of Sales (Target - 30%)
- Bar Net Profit £101k (Budget £68k) Excellent finances this year, increased the expectations for next year.
- **Marquee Room**
- Improved Event hire income
- Enhanced Friday and Saturday night bookings
- **Improvement Measures for 2019/20**
- Target calendar gaps & Review Bar tariff – (January/February is a challenge so these will be targeted)
- World Cup, 6 Nations, Senior L6 League Rugby 'derby' matches and club events
- Bar and Events Managers now involved in Budget setting and Monthly finance reviews
- New Event Management sales revenue – Wedding / Event Planner Services
- Target external organisations for events
- Enhanced use of marketing database

- Marquee Room area of the P&L to achieve a cost neutral/positive position

### Objectives for 2019/2020

#### House

- Is now a small business – gross sales up 20.43% on 1<sup>st</sup> 10 weeks of last year.
- A review of the team structure in order to support and strengthen it
- Investment in training structure for key members of staff
- A move to a more accountable system for key members of staff to see how their efforts are effecting the results
- A review of the food offering by the Club
- A review of facilities is ongoing (see below)
- New systems to be implemented for the visibility of profit on internal events

#### **Questions**

Member questioned about cask beer and wanting a regular supply. Sean stated that during the season it sells very well but off season we don't have a lot of clientele to support a full barrel when some customers only drink a half.

Myles talked about the price of beer and that the Club have not raised prices for some time and we now have to make a decision to add on 10p on each drink. It won't be done overnight but we will be letting members aware

A massive thanks to Sean and Vicky they are very much appreciated.

### President's Report

#### The President reported:-

- **Success breeds success** Senior Rugby, M&Js, County players, International players, (junior level), The Marquee Room
- **Behind the scenes a massive thanks to** Committee and Non-executive Directors, Sean Davies, Vicky Perret and all the staff, House committee, Simon Kelly and the M&J Committee, Nicola and Tom Sloan – VPs, The coaches, John Linkman, Chris Fletcher, Stuart Boland & Jo Sellick (Vets), Beth (Physio), Tony, Dave Flanagan, Pete Baldwin and Steve Harrison
- **The Club we have** Great atmosphere!, Sponsors (Andrew McHale), Player Sponsorship, Coaches – Josh, Byron and AJ, M&Js setting high standards at all levels, Ladies Team, Bowdon Together

- Massive thanks to Tom Fleming for getting on board and driving Bowdon forward and a classic was the flood lights he just got on and did it.
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### **VP Awards and Honours Badges**

#### **VP Awards**

Neil Bright	Tim Martin
Mandy Cartlidge	Vicky Perrett
Steve Harrison	Lisa Reid
Simon Kelly	
Phil Lamb	

#### **Honours Badges**

Mike Ramscar  
Lisa Reid

#### **Brian Henderson Award**

John Linkman

#### **Dave Myers Young Clubman Award**

Harry Martin  
Will Nicholson

#### **Walter Rycroft Trophy**

Chris Bathurst

### **Election for Directors and Committee**

There are only 2 positions for election this year as a result of John Linkman resigning as Director of Rugby and Paul McKibbin standing for re-election as a Non-Executive Director, as per Article of Association.

Thanks were given to John Linkman and a warm welcome to his successor Tim Martin.

Thanks were given to Paul McKibbin for his continuing as a Non-Executive Director. All other Directors and committee members were re-appointed in post.

**AOB**

Member wanted to a Rugby Charity for Children (Wooden Spoon) so they would like to either do an invite or raise money at one of our functions.

On closing our President took a few moments to remember all those members (Family and friends) that we have lost this year.

Amanda Cartlidge

Honorary Secretary