



**Southgate Hockey Club**  
Southgate Hockey Centre  
Snakes Lane  
Oakwood  
EN4 0PS

Held at Southgate Hockey Centre on Sunday, 7<sup>th</sup> July 2019 at 15h30.

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**AGM commenced at 15h30.**

Welcome and thanks from RB. Special thanks from RB to Committee, Volunteers, Umpires, Coaches and those that have retired from the Committee. Noted that Chairman Neil Murphy will be late, may not be able to attend. Movement of Treasurers report to after elections, in case NM is able to make it. (Neil Murphy arrived 16h08).

**Attendees:**

Neil Murphy (NM), Neil Prior (NP), Michelle Joubert (MJ), Richard Beechener (RB), Mark Langley (ML), Mark Thomsett (MT), Simon Parker (SP), Justin Edwards (JE), Kathy Hammond (KH), Lynn Bryden (LB), Kim Bishop-Laggett (KBL), David Lloyd-Williams (DLW), Jo Price (JP), Howard Clayden (HC), Will Hargrove (WH), Nigel Spencer-Knott (NSK), Richard Weil (RW), Liz Moss (LM), Annette Woodrow (AW), Jo Berndes (JB), Brian Cade (BC).

**To receive apologies for absence.**

Keith Lewis, Adrian Scott-Knight, Jim Mason, Joe Sterlini, Christy Walkin, Giulio Ferrini, Alex Williams, Greg Wildisen, Tony Wizbek, Paul Creeley, Matt McDonnell, Thaddeus Rivett, James O'Neill, Magda Charambulous, Lawrence Taylor, John Wilmott, George Howard, Karen Kelly.

**To confirm and sign the minutes of the Annual General Meeting held on 1st July 2018 (minutes circulated with notice).**

Proposed by Neil Prior, Seconded by Annette Woodrow.

**To deal with matters arising from those minutes.**

Matters arising – RB – noted we have now officially elected a Chairman, as well as having more positions officially filled this coming season. Also noted to have a club get together now that new Chairman Neil Murphy has settled in.

**To receive a report from the Chairman of the Management Committee.**

Neil Murphy summary – read out by RB in Neil Murphy's absence. (Get a copy)

**To elect the President and other Officers:**

**President** – Richard Beechener - proposed by NP. Seconded by NSK.

**Vice Presidents** – Prior VPs proposed by RB, seconded by NP. NEW - Richard Weil – proposed by RB. Seconded by DLW.

**Chairman of the Management Committee** – Neil Murphy – proposed by RB. Seconded by WH.

**Honorary Secretary** – Kathy Hammond – proposed by MJ. Seconded by AW.

**Honorary Assistant Secretary** – NA.

**Honorary Treasurer** – Neil Prior – proposed by RB. Seconded by SP.

**Honorary Assistant Treasurer** – NA.

**Chair of Selection Committee (Men)** – Neil Prior – proposed by RB. Seconded by KH.

**Chair of Selection Committee (Ladies)** – Annette Woodrow – proposed by MJ. Seconded by RB.

**Honorary Fixture Secretary (Men)** – Mark Thomsett – proposed by RB. Seconded by SP.

**Honorary Fixture Secretary (Ladies)** – AS ABOVE.

**Membership Secretary** – Michelle Joubert – proposed by RB. Seconded by NP.

**Honorary Secretary for past and non-playing members** – Kim Bishop-Laggett – proposed by ASK. Seconded by WH.

**Junior Section Manager** – Liz Moss – proposed by KH. Seconded by JP.

**Umpires' Secretary** – Justin Edwards – proposed by ML. Seconded by WH.

**To elect an Auditor or Independent Examiner** – Howard Clayden – proposed by NP. Seconded by RB.

**To receive and adopt the Treasurer's report and accounts for the year ended 30<sup>th</sup> April 2019 (a copy of the accounts is available on request).** Moved to after elections of officers.

Summary from NP:

- Overall more subs for the club, junior membership up in the adult section so around £5k moved over to Junior account from senior subs.
  - 172 men in senior club (less 29 boys), total of 143
  - 89 ladies in senior club (less 31 girls), total of 58
  - 201 Adults in total. 349 Juniors (199 girls, 150 boys).
- Sponsorship down £10k vs Last Season, no £5k from Blakedown and £4k less from Mounthouse 3 year deal.
- Other income up £4k from dinners & sixes.
- Senior Expenses
  - Coaching – level to last season.
  - Pitch Hire level to last season – look a bit out as one month back dated from previous season.
  - Small increase in teas and affiliation costs – more teams.
  - Kit and Equipment – at £8k – down £2k vs last season – should be minimal next season as no free shirt in subs, so should have extra money in pot.
  - Other expenses minimal variance to last season – insurance, bank charges etc.
- Junior Expenses
  - Coaching surplus of around £9k – due to post dated invoices from coaches as well as more coaches – extra U12 session on a Wednesday night.
  - Aligned with this Pitch Hire slightly up vs last season too.
  - Kit & Equipment – around £8k – normal between £5k - £10k – balls / cones etc.
- Total expenditure at £191k.
- Total income at £154k.
- Total loss for the year at -£37k vs last season.
- Club still have a healthy reserve of £45k but noted that if we have a loss like this season then we will struggle in seasons to come.
- £25k surplus each year suggested by NP to keep the club going.

Comments and Questions:

- KH – What is the Presidents Fund?
  - Introduced by John Willmott in his final year as President. It is money specifically to benefit in advancing our M1 and L1 teams. Noted in the past we used to have quiet benefactors who used to contribute but over the years this has died out. We introduced the President Fund to help cover this. NP noted we do not currently pay any players in our top teams. We help supplement some travel and majority of this money goes towards coaches. RB – noted that the money goes into the trust first so that gift aid can be taken into consideration, we as the club then request the money from the trust to ensure they money is being looked after and spent appropriately.
  - AW – Who does the money come from? – RB – Various members in the club, both past and present playing. NP – summarized how a member could go about donating, whether to the Presidents Fund or to the club in General.
- NSK – How does hiring out the club benefit us to events such as Varsity Cup / Masters etc? – NP – The more the centre makes, the easier it is for them to reduce costs for us in terms of pitch hire etc.
- AW – Would it benefit that £25k surplus by recruiting more adult members into the senior side of the club? – NP – Yes it would, taking into consideration space for games and training and coaches etc.

Neil Murphy welcomed HC to the meeting at this point.

- AW – Do we have a sub-committee in terms of sponsorship and revenue drivers – NM- Yes we do, we are working on continuing to build on this in the coming season.
- AW – Does the trust ever raise money? – Discussion with NM around how trust and club differ in terms of charitable status and bringing funds in. RB – mentioned that trust is where we try and bring through as much money as we can that are not direct payments for things in the club – but we in turn need to manage what we then request from them. Also noted that trust is there to bank money for us in terms of being able to keep the facilities going – pitch replacement etc.
- NP – Asked HC if there is anything he would like to bring up – HC – It is not a spending problem, it is a revenue problem – the moment it drops slightly we really feel the impact and pressure of it. We need to build subscriptions – its automatic income. Sponsorship is a key area. It is incredibly difficult to keep tabs on every last thing that we spend

money on – there are too few people trying to manage it all. We could be having quarterly or half year financial reviews to see where we are vs budget. Agreed that NP and HC will have a pre-Christmas review in terms of where we are vs the Budget.

- Discussion around how much it costs for some of the top league clubs to be able to run each season – conversation around a meeting to discuss where we want to be in 5 years time.

Show of hands, all in proposal for the Finances. All in agreement. Thanks to HC for his work on helping NP with the finances.

#### **Any Other Business**

- NP – Quick note from DLW in terms of England Hockey Governance Review – request for a brief summary.
  - Reviewing the counties, regions and leagues. 160 various organizations, and 59 umpiring ones. Current review to simplify this. Roadshows on where you can go and see the proposals. Southgate will be located either in Greater London or close surrounding one. Implementation will be in 2 years time September.
- RW – Queried advertising – R&B Pages – NM – Summary in terms of bringing members and local community / businesses in at an easy low entry price point to advertise with us.
- RB- We need to start thinking outside the box a bit in terms of what we are doing.
- RW – Social Membership – RB - Should help with KBL – having someone actively involved with the past players.
- JE – Plan for refurbishment of the facilities – clubhouse / work wood etc – RB – there is a plan – what is needing to be done imminently, in 6 months, and what is the wish list.

MEETING CLOSED AT 16h43.