

Minutes of the CFU AGM held on 18th March 2013 at the Cambridge United Supporters Club, Newmarket Road, Cambridge.

The "top table" consisted of the following:

Dave Matthew-Jones (CFU Chair)
Colin Proctor (Fans Elected Director)
Derek Wick (CFU Treasurer)
Terry Wilby (CFU Secretary)

There were approximately 40 CFU members in the audience. There were also members of the local media present.

The AGM had been planned for 21st January 2013, which had been postponed due to snow making travel difficult.

CFU ANNUAL GENERAL MEETING

Dave MJ opened the 13th CFU AGM at 7:30pm.

- 1) Chairman's welcome and report. (Dave Matthew-Jones).
 - a) Dave thanked the Supporters Club for hosting the CFU AGM and apologised for the delay due to the weather.
 - b) Dave Doggett had to leave the meeting early, so to allow the Q & A session the agenda order was changed.
 - c) Dave Doggett had been on the CUFC Board for just over a year, and the relationship between CUFC and CFU was much improved, and the 2 groups were working in a united manner.
 - d) CFU had been involved in many things to benefit CUFC and the supporters:
 - i) The online shop had been developed by John Bilboa and since last November had bought in around £3,500. Supporters would be able to buy season tickets as well as match tickets through the online shop. There had been problems with Paypal, so a new purchase system had been developed using Google Wallet.
 - ii) The Play2Win lottery had been launched, more details later in the meeting.
 - iii) Centenary: 100 years of Coconuts website launched, fans able to vote for their greatest CUFC team. A lottery grant had been obtained to develop stories, interview fans and players etc.
 - iv) Organised the CUFC Open Day which had been attended by over 100 people.
 - v) Matchday help.
 - vi) Having permanent places for selling in the Habbin and at Cut Throat Lane, CRC doing the work with support from Ridgeons
 - vii) Non-matchday help.
 - e) Dave Doggett continued:
 - i) There has been good progression, weekly meetings to discuss opportunities.
 - ii) Matchday meal packages are sold out for the rest of the season, there is a sign at the front of the ground advertising the facilities available on non-matchdays.
 - iii) There had been a transitional period as Paul Barry handed over to Dave Doggett, Dave thanked Paul for the good work and money he had put into the club over the years.
 - iv) Maintain and increase the gates for the rest of the season and into next season.
 - v) More non-matchday income to supplement budget.
 - vi) Possibly move evening games from Tuesday evenings to avoid Champions League TV games.
 - vii) Possibly move some Saturday games to Friday evening.
 - viii) Target promotion every year, not have 3 year plans.
 - ix) Ambition to be promoted with a position of strength.
 - x) Current or planned initiatives:
 - (1) Season ticket prices frozen,
 - (2) Special price for 16-20 year olds,
 - (3) Bring a friend voucher for all season ticket holders,
 - (4) Improve website,
 - (5) Marshals sponsorship,
 - (6) Working with Granta and Y&CT youngsters.

2) Q & A session with Dave Doggett and Renford Sargent.

Q: As the retirement age is going up what will happen with concessions?

A: No plans to change the concession age from 60.

Q: CUFC /CFU should not be for today, but be about tomorrow, and be sustainable:

- 1) Forest Green Rovers are known a "green" club,
- 2) Centre of Excellence has no girls,
- 3) Supporters owning clubs such as Kings Lynn.

A1: CUFC can do little at the R Costings stadium except install low energy light bulbs, the investment and payback time for other systems are not viable. The new stadium will incorporate as many "green" systems as possible.

A2: CUFC are working with Cambs FA on women's football issues.

A3: Many fans already own shares in CUFC, the sponsorship of Jez's 2013 walk for £100 gives more fans the chance to own shares. The club need a mix of fans and businessmen on the Board. The balance of 1 person owning the club is moving.

Q: What is the relationship with the police with regard to the Luton home game?

A: The FA Cup game was 1pm kick off, CUFC have shown they can handle bigger games which gives the police more confidence. The smoke bomb set off at the end of the game at Grimsby could cost the club money, possibly a £5,000 fine as there had been a similar incident at Tamworth last year, and reduce the confidence with the police. Selling the seats to Luton fans first is not possible, however they have been given only 150 tickets for the Habbin south end.

Q: The fence in the middle of the Habbin is horrible and makes it difficult to see the far end of the ground.

A: Dave D will have a look and see what can be done. The Habbin is poorly served at the moment, possibly a bar/retail outlet could be installed to make people more welcome.

Q: Can there be movement between the Habbin and NRE?

A: Dave D is looking at the possibilities, including possibly opening the supporters club at half time. The club need to welcome people to the games, this includes asking that bad language be stopped in areas where there are kids.

Q: Can we have a more higher profile game than Braintree at Christmas/New Year as traditionally we get a good crowd?

A: The only big club in the area is Luton, they will have a good following whenever they are played, and policing costs in the holiday period are higher. Other local clubs are Dartford and Ebbsfleet, and they want to play each other. Of the teams that might come into the Conference next season, Barnet, Chelmsford, Boreham Wood would be good, Plymouth, Torquay, Warrington not so good. Looking at the fixtures the club try to avoid playing when there are Newmarket racedays. Dave D has questioned why FA Trophy games have to be played on a Saturday.

Q: Tuesday evening games have to compete with Champions League games on TV, why not move to Wednesday evenings?

A: ITV moved their live CL games to Tuesdays, Sky show live CL games on Wednesday evenings so little chance of improvement. Some clubs have moved games to Friday evenings.

Q: Block F being filled with noisy kids adds to the atmosphere, are there plans for more?

A: Youth and Community Trust give out a certain number of tickets to local clubs who can then sell the tickets and keep the money. It would be nice to have Block F as unallocated seating, but some season ticket holders seem reluctant to change. At the Woking game some colts teams were given a tour of the ground including the changing rooms as the players were arriving which went down very well. Colts players are future supporters, and their clubs are being encouraged to use CUFC facilities for their end of season awards etc. It takes time to get the product is ready, and to get it right.

Q: Are there any car park places available as there always seem to be plenty of empty spaces?

A: All the parking spaces are paid for at the start of the season, so revenue is not being lost, however Dave D is considering allowing more cars in to fill the empty spaces.

Q: The Cambridge City FC café will stop doing breakfasts when CCFC move out, could CUFC do something similar?

A: CUFC are already doing meals during the week, and plan to increase whenever possible to improve non-matchday income, such as the first baby shower party a few days ago.

Q: CCFC is also used as a coach park. Could CUFC take the business?

A: Cut Throat Lane is not big enough for coaches and there are restrictions on the number of events using the road, but it will be looked into again. When the car park at CCFC goes it may be possible to use CUFC as a car park with a mini bus to the Westbrook centre.

3) Fans Elected Director Report (Colin Proctor)

- a) Colin thanked everyone for coming to the meeting, and Dave MJ and CFU for their support.
- b) There was now a unified Board. At a recent CUFC Board meeting the question “were we going to let the club die” was asked, the answer was no, and that is due to the hard work and financial assistance of the Board members.
- c) Dave D is onsite almost every day, and there is a plan to move forward.

4) Secretary’s report. (Terry Wilby)

- a) Apologies:
 - i) From Carol Scullion, Robert Hollamby, Tom Taylor, Carol Looker.
- b) Minutes/Matters arising from the 12th AGM on 23rd January 2012:
 - i) There were no matters arising.
 - ii) A show of hands agreed that the Minutes were a true reflection of the meeting.
- c) Membership information:
 - i) Current membership stands at just over 400, which an increase from last year. The increase is partly due to CUFC players joining. There were a number of members who renew at the AGM, the delayed date meant the number should be higher. The membership push will continue.
 - ii) Members can save money by paying for a number of years in advance, this reduces the administration for CFU which reduces costs.
 - iii) Members were asked to contact Terry with any change of contact details.
 - iv) There were a number of AGM letters returned “not known at this address”, so if anyone knows the following people could they please contact Terry: Richard Dulwich; Justin Weiss; Owen Griffiths; Andy Harper; Roy Leinwebber; Godric Smith; Martin Addison.
- d) The new CFU rules as voted for at the last AGM had been registered with the FSA. These rules can be found on the CFU website.

5) Treasurer’s report. (Derek Wick)

- a) Copies of the CFU annual financial statement at August 2012 were available for members at the door.
- b) The Independent Examining Accountants had agreed the accounts are true and fair.
- c) Notes to the financial statement:
 - i) There was less 1off income, the 100 Years book would show in current year accounts.
 - ii) Miscellaneous income includes the sale of the trophy cabinet.
 - iii) Donations include: £2,000 to CRC and £200 to Rowan Humberstone.
 - iv) £1,000 to Supporters Direct towards the ground ownership model document which would be useful to CUFC and other clubs.
 - v) Surplus was £5,700, cumulative income £131,000.
 - vi) Assets are shares in CUFC which have increased. The actual number of shares CFU own was not available, Dave MJ will find out.
 - vii) Creditors are for books sold in advance.
 - viii) Cash at the bank in August was £18,000, currently £10,000.
- d) Derek asked for approval of the accounts, this was agreed unanimously by a show of hands.
- e) Derek asked that Clifford Towers be re-appointed as Independent Examining Accountants, this was agreed unanimously by a show of hands.
- f) Derek put the following Full Audit Exemption resolution to the meeting:
“It is hereby resolved that subject to the provisions of section 4A of the 1968 Friendly and Industrial and Provident Societies Act, the members of the Society shall not require an audit for the Accounts covering the current financial year ending on 31st August 2013 when they are presented to the next AGM. The members of the Society agree that the Accounts for the financial year ending on 31st August 2013 and for which reports will be laid before the following AGM do not require a full Audit provided that an Independent Examination is carried out in place of the full audit, the Independent Examination is carried

out in line with best practice and a report from the Independent Examiner is included within the Accounts and circulated to members”.

g) The resolution was passed unanimously by a show of hands.

Dave thanked Derek for his work as CFU Treasurer, especially during the difficult times such as Bridge the Gap when large quantities of cash had to be counted and banked.

6) Election of Trust Board members

a) Terry Wilby was standing down as Secretary, but was able to stand for election to the Trust Board. James Taylor was standing down as a Trust Board member to take over the Secretary role.

b) Derek Wick and Nick Parker were standing down from the Trust Board.

c) Two Trust Board members were standing down by rotation and were available for re-election:

- Brian Thorby
- Nigel Browne

d) There were 3 nominations for election to the Trust Board during the year:

- Joy Childs
- Martin Page
- Terry Wilby

e) All 5 were elected unanimously by a show of hands.

f) Dave thanked Terry for his work as Secretary, and welcomed James as the new Secretary.

7) Election of Fans Director

a) The Fans Elected Director stands for 2 years and can then be re-elected on an annual basis, Colin Proctor had been re-elected at last years AGM for a further year.

b) Nominations had been invited, there was only one nomination, that of Colin Proctor.

c) Colin Proctor was elected unanimously for a further year by a show of hands.

8) Play2Win presentation (John Bilboa)

a) Lottery now in 30th week, started in August 2012.

b) Needs more marketing and more members, few people notice the big sign at the front of the South Stand.

c) Cost is £2 a week, the odds of winning a prize are better than the national lottery.

d) 3 draws a week:

- i) Cash prize which increases the more people join, currently £300, runners up prize for 3 numbers in the same order too.
- ii) Accumulator prize, currently £825.
- iii) Monthly prize draw, main prize + 9 runners up prizes such as signed footballs etc..

e) Prizes consist of:

- i) “Money can’t buy prizes” with CUFC such as “Be an Away Director for a day” which includes travel on the team coach and all the advantages of being a Director; “Be a home director for a day” etc.
- ii) Similar prizes from the Youth Development Trust,
- iii) Wow factor prizes. These are not CUFC related, and include things like a meal at Rubens in London, Theatre tickets etc. which should be attractive to non CUFC fans.

f) Winners have the option of a presentation at a CUFC game, this is usually at half time but could be moved to before the teams come out to raise awareness of the lottery.

g) Every 100 people in the lottery could mean income of around £10,000 to CUFC. Unlike other lotteries CFU does not take a cut of the profit.

h) Around 70 in so far, Email marketing will start soon.

9) AOB

a) Dave MJ asked that anyone who may be able to help the club, especially on match days should contact him.

b) The Audio Descriptive commentary was going well, this was different to the normal radio commentary in that it paints a picture of the game for blind or partially sighted fans.

The meeting closed at 9:15pm.