

**Minutes of CFU Committee Meeting held on 11^h September 2001 at the Golden Hind,
Milton Road, Cambridge.**

Present: ✓Steve Greenall

✓Barry Eley

✓Derek Wick

✓Eleanor Wick

✓Dave Matthews-Jones

✓Heather Wilkanowski

✓Alan Clarke

✓Brian Attmore

✓Jamie Dyer

✓Lionel Webb

Apologies: Nick Pomery

✓Karen Hinkins

✓Justyn Medd

✓Will Jones

✓Peter Pinney

1. Minutes of Previous Meeting (08.08.01)

Accepted as an accurate record.

2. Matters Arising from Previous Meeting

All were contained elsewhere in the agenda.

3. Finance

3.1 Financial Report

Derek distributed his excellent summary, showing that we now have slightly less cash in the bank because we had bought the Symonds' shares. The certificate had been received and was photographed with the committee. This milestone was welcomed by all.

Eleanor was also happy to report that the club, after months of reminders, had sent us a cheque for £557.60, largely proceeds from Kit-off calendar sales. It also means that our revenue from the calendar was in excess of £3000. All good news indeed.

3.2 New Share Purchase Invitation

This was the main discussion item. Gary Harwood had sent an email inviting CFU to purchase shares, in blocks of 10,000, at par, ie 50p each, with the proviso that CFU make a matching donation to the club. This was said to be as per the original agreement.

Nick has confirmed that the £1 premium price was agreed when CFU made their first presentation to the CU board.

Although it is understood that the £1 offer now being made is better than the minimum revaluation price of £1.09 per share, a lot of committee members are concerned about giving money to the club, which many fans have warned us against. Nick has suggested that the matching donation should be specified to go into the redevelopment fund but there

was strong feeling that such funds as we have accumulated should go into shares. Dave made the point that if we spend £25,000 on their terms, they get a matching donation from CCC, so £50,000 in all, whereas we get £12,500 of shares.

It was reported to the committee that Nick had gone back to Gary Harwood the previous day, accepting the offer but stipulating that the matching donation goes to the redevelopment. It was felt, however, that such an important issue must be discussed and agreed by the committee. After much discussion, we considered Nick's proposal and another, from Barry, that, based upon actual experience, we should renegotiate terms with the board. The committee voted unanimously to renegotiate.

ACTION: Steve to speak to Nick about setting up renegotiation of share deal.

3.3 Supporters Direct

Nick reported at the previous meeting that Supporters Direct had written to him to say that, as a result of improved funding, they were able to contribute another £500 to CFU.

ACTION: Nick to follow up.

4. Membership

Jamie reported that membership now stands at 337, including 14 additions this season.

He had written to the 153 people who requested brochures but made no return and no doubt some/most of the 14 are as a result of this. Jamie also has a further 8 enquiries.

Vince Fury has had some difficulties and has not been able to manage the email side so some have gone into a black hole. The problems have been identified and have been fixed.

Jamie also raised the point about 85 renewals due on 15th October. The direct debits will just continue and Jamie will send new cards. Other members should be sent a letter, preferably from Nick.

ACTION: All to send any ideas for membership letter and he will coordinate its composition with Nick.

5. Colour Brochure

Feedback on the new brochure is very positive.

Lionel passed Derek the invoice from Alan Millard for £80, for his and Gordon's design work, much appreciated.

ACTION: When the brochure is billed, Lionel to write a letter of thanks to Alan and Gordon.

Jamie pointed out one error, that on the application form, we had made no provision for Young CFU, the last people we want to forget. Jamie has written to existing Young CFU members but we will have to square it with any new enquirers – and make sure it gets fixed next time.

Dave proposed that we hand out the brochures at a designated game, now that we are clear of events for a while. This will be done at the Bolton game.

ACTION: Dave to send email for volunteers.

6. Open Day

The Open Day was a great success, in spite of the elements! Steve expressed his thanks to everyone who helped before and on the day, also to Gary Harwood who worked very hard on the day, making presentations to the tour groups. CFU are appreciative of Reg Smart's letter of thanks. It is indeed a good example of cooperation between CFU and the club. It was agreed

that we should aim for it to be an annual event. Heather will feed this back to Reg Smart, together with the feedback she is collecting from participants – all positive.

ACTION: Heather

Karen had done the raffle on the day, with a lot of prizes contributed by Martin Jordan.

ACTION: Karen/ Lionel to do thank-you letter to Martin.

7. Golf Day

We had 15 golfers turn out on a glorious afternoon at Malton and a good time was had by all. The turnout was pretty good for a first try and we can no doubt get more people along next time, when we shall invite all-comers, and we will promote it more. Trevor Peer very much enjoyed it and wants to be involved in its organisation – he'll be more than welcome. We'll hold the next one in the spring, away from other events.

8. Youth Tournament

In the week leading up to the event, arrangements went awry on a number of things and there was a lot of last-minute work for Karen, Heather, Lionel and, more particularly Eleanor's Mum, who came to our rescue again and did a super job to get the programme available. Karen did a lot of super work before and at the event. We had worried on the day that it could have been a disaster. It wasn't and, although there were some problems, it was a success because everyone pitched in and made it work.

Thanks go to the stewards, to Barry, Brian, Dave, Derek, Eleanor and Alan, as well as the referees, who did a sterling job, and to Sooty and family. Never has an event organiser been so relaxed whilst the world is crumbling around him! Heather has written thank-you letters. The kids certainly seemed to enjoy it and managers told us that it was a really good time to hold it, just before their season starts. The problems caused by fixtures were largely resolved by the managers between themselves and they were appreciative that we were happy to let them. It is absolutely clear that our event team, next time, would benefit hugely from involving a manager or two. We had to register our disappointment at the lack of assistance from FITC with the event. With the help of managers, we would not be so reliant on them another time.

ACTION: Lionel to arrange a meeting, on Karen's return, to review the learning points for next time.

Heather had looked at income and expenditure for the event and it does not seem to have been a disaster. She estimates that we 'made' £430 on the event, providing we do not get a bill from CCC for preparing the pitch – this seems unlikely since CCC did give us a grant for £150.

When we know the financial outcome, we need to agree how much we donate to FITC.

Heather is arranging for the kids to get their concessionary tickets for selected games, she has heard that they will now be free, good news.

10. Supporters Direct Conference

Brian, Dave and Lionel had attended the recent conference in London and found it worthwhile. It was patchy but some good info came out of it. The papers can be borrowed from any of us. There were some heavyweight speakers including the Minister for Sport, the vice-chairman of Spurs and senior people from the FA, Premiership and Football League. The event was well-chaired by Brian Lomax, of Supporters Direct, previously fans-elected director at Northampton. BL announced that there were 6 Supporters Trusts a year ago, looking to grow to 15 in their first year. There are now 38, with another 11 in the pipeline. The movement has the support of the whole football industry and has clearly been a great success. Funding will continue to be

available until 2003 but the minister said his department would work with Brian Lomax to see that the government does not continue to be the sole funder.

Out of the Football Task Force, the Independent Football Commission has been set up, under the chairmanship of Derek Fraser and he is getting his team together. The FA fully welcome the IFC and want the IFC to report on them.

The FA man reported that their Financial Advisory Unit was now being welcomed by the "many small businesses which a lot of football clubs are". They have visited 83 of the top 200 clubs and conclude that a significant number of the top 200 would not be trading if they were normal businesses, "some would have gone decades ago".

The Sheffield Wednesday Owls Trust have appointed a salaried CEO to lead their efforts. They have a 10% shareholding. They have numerous activities to help the club with their huge debt. They are doing everything they can to get the community to use the facilities midweek and maybe they'll go at the weekend. They have a creche facility, car-sharing schemes and, the one we liked most, they host OAP lunches with past players. This could work for us and mobilise some pensioners who would no doubt like to help.

There's lots more but, finally, an Arsenal geezer stood up and announced that the National Federation of Football Supporters Clubs is arranging "Fans 2001" at Coventry City FC on Sunday 18th November, where all your concerns will be addressed!

11. Other Business

11.1 Banner

A CFU banner is needed for events. We have a quotation from Display Graphics, Soham but Steve has checked it out with House of Flags who quote £150-180 (6x3ft).

ACTION: Lionel to get updated quote

11.2 Anti-Racism Week (11-21 October)

This was raised by Brian in an email and was covered at the conference. Brian has spoken to Phil Vasili and to Graham Eales, who is getting things moving, including United in Endeavour against Racism signs, for the Bury game. He is also arranging a penalty shootout.

11.3 Alternative Plan for Caravan

Heather has spoken to Paul Mayes of CUSC and he has agreed that a caravan/shed could be placed on their ground opposite the existing site, if we were denied access to the caravan at some stage.

ACTION: Barry to investigate cost of replacement

11.4 Carboot Sales

Heather had made proposals to Reg Smart, which seemed to be favoured by the board, but Sooty has made proposals to do it himself. It was agreed that we await developments.

11.5

Jean Weston has arranged for Xmas catalogues to be made available in the caravan, please utilise because CFU get a commission on all sales.

11.6 Small Shareholders

Jamie asked for the view of the meeting in regard to offering to buy small shareholdings, which would be supported by the club. It was agreed that Jamie should write.

ACTION: Jamie

11.7 Meeting with Fans

Jamie suggested that before the formal AGM, we should meet with fans to discuss their concerns. This was agreed to be a good idea in principle, when we have resolved the shares issue.

12. Next Meeting

Tba when we know more about the shares issue. In the meantime, We'll check availability of the free function room at the Portland Arms, at the other end of Milton Road.

ACTION: Lionel

L. B. Webb
13.09.01

CFU Ltd

Financial position	11/09/01	08/08/01	Change
Income			
Pledges	10283.00	9784.00	499.00
Sponsors	990.00	829.00	161.00
Matching sponsors	<u>17500.00</u>	<u>17500.00</u>	<u>0.00</u>
	28773.00	28113.00	660.00
Videos	1163.20	1083.20	80.00
Beanies	22.00		22.00
Lottery	58.00	56.00	2.00
Every Penny Counts	742.50	544.50	198.00
Calendars	4856.50	4856.50	0.00
One Wonky Antler	1275.90	979.90	296.00
Burns Night	4722.50	4722.50	0.00
They think it's all over	427.00	427.00	0.00
Youth Tournament			0.00
Lionel Perez Shirt Raffle	270.00	270.00	0.00
Sootys Party	200.00	200.00	0.00
Sponsored Walk	1525.20	1405.20	120.00
Open Day	167.00		167.00
Prediction Competition	18.00		18.00
Golf Day	125.00		125.00
Donations	1062.50	1062.50	0.00
Bank Interest	105.11	89.82	15.29
Post Office Compensation	4360.35	4360.35	0.00
City Council grant	500.00	500.00	0.00
Grant towards start up	<u>500.00</u>	<u>500.00</u>	<u>0.00</u>
Total income to date	<u>50873.76</u>	<u>49170.47</u>	<u>1703.29</u>
Revenue expenditure			
Start up costs	2141.50	2141.50	0.00
New Brochure	702.00		702.00
Postage and stationery	1161.47	903.62	257.85
Video production	521.77	521.77	0.00
Calendar	2785.98	2785.98	0.00
Burns Night	3390.38	3390.38	0.00
They think it's all over	25.00	25.00	0.00
SCBU donations	200.00	200.00	0.00
Bank charges	280.61	198.52	82.09
Total revenue expenditure to date	<u>11208.71</u>	<u>10166.77</u>	<u>1041.94</u>
Surplus at 11/9/01	<u>39665.05</u>	<u>39003.70</u>	<u>661.35</u>
Represented by			
Cash at bank	37847.30	38935.95	-1088.65
Cash float retained from calendar sales	67.75	67.75	0.00
Cash and bank balances at 11/9/01	<u>37915.05</u>	<u>39003.70</u>	<u>-1088.65</u>
3500 50p shares in CUFC Ltd	1750.00		1750.00
Debtors			
Creditors			
Net assets at 11/9/01	<u>39665.05</u>	<u>39003.70</u>	<u>661.35</u>

This excludes any transactions relating to the Youth Tournament

Pledged Full Year Income

Annual DDs	1180.00	1180.00
Quarterly DDs	288.00	1152.00
Monthly DDs	291.00	3492.00
Income per annum from DDs		5824.00
Cheque pledges less DD replacements		5211.00
Cash pledges		<u>820.00</u>
Pledged Full Year Income		<u>11855.00</u>