



We Own Our Football Club

Exeter City AFC Supporters' Society Limited

Trust Board Meeting – 8th August 2023; 19:30

St James Park – Board Room

Part 'A' Meeting



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Agenda

1. Apologies
2. Minutes from the last Meeting – 10th July 2023
3. Chairman's Update: NH
 - a. 20th Anniversary Dinner
 - b. VeryConnect
 - c. Opening of the Cliff Hill Training Ground
4. Annual General Meeting & Elections NH
 - a. Proposal for AGM – 18th November 2023 (Peterborough Utd.)
5. Working Group Updates
 - a. Finance & Governance (Paper Included) SC
 - i. Trust Accounts for June 2023 (Paper Included)
 - b. Owners & Members (Paper Included) RK
 - c. Community (Paper Included) DG
 - d. Communications (Paper Included) JB
6. Closing Summary NH
7. Any Other Business All

Minutes from the Last Meeting – 10th July 2023

Date: Monday 10 July 2023

Trustees present: Nick Hawker, Will Barrett, Julen Beer, Steven Chown, Mark Cordell, Nick Edwards, Pete Ferlie, Doug Gillard, Clive Harrison, Richard Knight, Jamie Pelmear,

Apologies: None

Officers Present: Steve Chudley (Finance Officer) Pete Cordwell (Minutes Taker), Ryan Ilott (Membership Secretary)

Apologies: None

Amendment to Minutes

Replace “Offers of friendlies from Motherwell and FC United”

with

“Opportunities for friendlies include AFC Wimbledon, FC United of Manchester, Athletic Club Bilbao and Motherwell FC. The suggestion to set up a 3-game tournament would enhance fan-owned clubs, generate revenue and would create more national interest. The suggestion of forming a tournament with a cup was mooted.”

Part B Summary

Under Part B of the Trust Board meeting, the Trust Board:

1. Heard about Fanbase, a match day app.
2. Received information about player transfers.
3. Were given the opportunity to ask questions about the Club Budget.
4. Discussed issues from the minutes of the meeting of the Supporter Experience Club Board Sub Committee.

Approval of minutes from June Meeting

Approval of Part A minutes for June proposed by PF, seconded by JB.

Approved with one abstention.



Matters Arising

None

Chairman's update

Preparations for the 20th anniversary celebrations are going well

VeryConnect has been successfully launched. Lots of things will be checked before the Coventry match on the 29th July.

Opening of Cliff Hill Training Ground. The Lord Lieutenant of Devon will be attending. Invites have been sent to prominent sponsors and some local councillors.

Appointment of Club Board Directors. As Jeremy Tipper is stepping down as Club Director a vacancy for a Trust Appointed Club Director has arisen. The two candidates are Nick Edwards and Julen Beer.

These two candidates answered an exhaustive range of detailed and searching questions from Trustees and from Trust members. Their answers were well received. Voting papers will be sent to Trustees with responses to be returned by Friday 14 July.

Annual General Meeting and Elections

AGM will be held on 18 November on the morning of the Peterborough home game.

Election deadlines will be generated around this date by NH

Thanks to Pete Ferlie for agreeing to organise the AGM in the absence of a secretary.

WB agreed to organise Election Runner again.

Working Group Updates.

Minutes of recent Working Group meetings can now be found at:
weownexetercityfc.co.uk

then Trust Board

then Meeting June (or any month's) agenda here

You will then be able to read the minutes of the Working Groups as part of the meeting pack.



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Finance & Governance

Last meeting was taken up with the Budget. No progress on the appointment of an auditor because of holidays. Another meeting next week.

In response to a question about Trust sponsorship on back of shirt, a Trust member was informed that this was a one off for the 20th anniversary celebrations.

NH said corporate sponsorship is growing.

Owners & Members

Minutes available at above location.

Positive feedback on VeryConnect.

Supporter Experience. Stadium improvement recommendations are anticipated.

Grecian Goal, 20 years' Celebration, Brick in the Wall and Foundation raised 5k last season. Corporate tournament a great success.

Question. Why did OMG decide not to proceed with fewer quality pens? Reply. Bespoke merchandise can be added at any time during the season.

Community

Minutes available at above location

South West Supporters' Group meeting was concerned with Yeovil Town takeover. Supportive, positive letter from NH was very well received.

Waiting for meeting with new ECI leader after recent resignation of current leader.

NH is talking to ECI about fund raising idea involving the sale of lots of old kits.

Communications

Minutes available at above location

11 Trust Achievements Board now organised. Going to Signs Express. Poll has gone out to members.

Hoping to make more use of VeryConnect, particularly for voting, eg Big Step (Gambling)

Podcast. Transcript started. Paul Tisdale and Alex Inglethorpe contacted.

Preproduction of 2002 - 2003 Episode 1 is underway. Volunteers are needed to chat about memories of the 20 years of Trust Ownership.



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Any Other Part A Business

NH. Thanks to Clive and everyone who helped with Party at the Park. Some new members were signed up.

Thanks to Ryan and Richard for their help with the launch of VeryConnect.

In every programme this season there will be interviews telling the story of 20 years of Trust ownership.

Trust member. "Please could we make sure the early stalwarts of the Trust are invited to celebrate the 20 years. For example, people featured in the book, "Twenty Years of Trust Control at Exeter City Football Club" by David Treharne."

When is the next biannual survey? The new platform will help with increasing engagement.

Future of City for All. It will be relaunched in next few days. It should be similar to last year but with a closer look at returns. There will possibly be provision for targeted groups. We lose 50k a year from ticketholders not attending games.

DG. South-West Supporters' Trust. Our membership is bigger than all the members combined.

Question about voting rights now ED has stepped down. Answer. No voting rights have been affected.

CC'd into third shirt promotion from Pro-Direct.

Media team are working to become familiar with "Threads".

Date of next meeting: 4th September

Trust Finance Group

Date: Thursday 20th July 2023, 5.30pm

Location: Board Room

Attendees: Steve Chudley, Pete Holding, Nigel Banks, Nick Edwards, Richard Knight, Jamie Pelmeear

Apologies: None

1) Apologies (SC)

None.

2) Approval of minutes from 21/06/2023 (SC)

Minutes approved.

3) Matters arising (SC)

None.

4) Club updates (SC)

i. MACCs and Club accounts (SC)

The Group is content that the Club remains a going concern.

ii. Club budget review (SC)

The Group held a discussion around the Club budgeting process to see if there was anything that could perhaps be improved.

The importance of reforecasting at agreed times was emphasised and this should become an agenda item for all concerned groups.

iii. CFO vacancy update (SC)

At the time of the meeting, and with the window still open, there had been an encouraging number of applicants. There will be a screening process to reduce this number and they will then go to final interviews, expected to be held w/c 7th August.

iv. Other updates (SC)

Jeremy Tipper will take up the CEO role on 1st September 2023. This means that he will step down as a Trust appointed non-executive director at the same time and so the Trust Board had elected Julen Beer to replace him.

The question was asked, who from the Club Board would be responsible for preparing for the likely Josh Key tribunal?

Action – SC to check.

5) Trust accounts and updates (SC)



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i. Trust accounts

This remains a work in progress.

ii. Trust auditor

SC had not heard from either our accountant or current auditor re: a new auditor but both had been on holiday.

Action – SC to follow this up.

6) Date of next meeting (SC)

Monday 14th August 2023.

7) AOB

None.

Trust Accounts for July 2023

July 2023

Opening balance

327,971.24

Receipts

Subscriptions

20,131.38

Transfer from CHTG

336.00

Transfer from CHTG

340.56

City For All donations

295.33

Total

21,103.27

Payments

Payment to club

8,333.00

Zoom

31.18

Very Connect

144.00

Signs Express

336.00

20th anniversary pens

668.34

CCT sponsorship

1,000.00

Heritage Lounge tickets

4,200.00

City for All tickets

4,560.00

Fasthosts

6.60

Campaign Monitor

80.27

Wages/Tax/Expenses

1,988.00

Bank charges

51.60

Total

21,398.99

PayPal

135.02

Deposit account

601,832.33

Total

929,642.87

Owners & Members Working Group

Trust Board Update 7 August

1	<p>Last Meeting 28 June 2023 No meeting since with next one due on Wednesday.</p>
2	<p>Club Charter Annual consultation completed and only significant alteration was the addition of 7.1 to reflect EFL request to position “Love Football, Protect the Game.” New focus on behaviour messages planned for start and continuing through season.</p>
3	<p>11 Trust Achievement Boards. TB had been consulted several times on the wording supplied by Communications WG. No amendments received and boards produced. Three former Trustees who had held joint Club and Trust Chair roles asked to perform unveiling of new boards. Denise Watts would perform an “advanced” reveal against Charlton on Big Bank. Nick Hawker and Dr David Treharne would do the main unveiling in the Fan Zone (2pm) and Optimising IT Adam Stansfield stand (half-time) v Blackpool. Communication WG have suggested releasing the outcome of the Member engagement activity a section at a time as part of the build up to the Blackpool game.</p>
4	<p>SEC Party in the Park. Another tremendous success for Club retail, as a community activity and fund raiser for MND. Retail on the back of their most successful ever year looking to surpass what has been the annual income for some season before the season starts. Trust Third Shirt launched as a one season celebration edition. Not as busy as had been anticipated. Catering would see Kenniford back in the Fan Zone on more realistic rent. But they did not attend Pre-Season Friendly v Coventry. At the last minute Rowlands Fun Fare provided a unit. Chunk retained in kiosks with Wrestlers hot dogs added to the standard fare. Sold well despite lowkey media launch. Fans Forum held with Gary Caldwell and Nick Hawker. Hosted by Pete Ferlie. Next up would be CEO Jeremy Tipper 5 October. Proposed for possible London Exiles forum 22 March. Fans Round Table second meeting held 3rd August. New Fanbase App discussed and being tested. Participants sat in match day stand groups and feedback issues such as loss of family area on BB, not feeling safe due to walk ways blocked, flying balls in pre-match warm up, lack of respect from some “supporters” or appreciation of how their non-conformance affects others, difficulties getting to Ladies toilets. Feedback appreciation of the work completed and in progress from those highlighted at Meeting 1 last season.</p>
5	<p>Junior Grecians – renewals had started. Annual Train with the players day held. Volunteer face painter now in JG Zone on match days.</p>
6	<p>Events Calendar: August 4/5/6/7 EFL new season starts. August 5 FA Cup starts August 7/8/9 EFL Carabao Cup Round 1. September 4/5/6 EFL Trophy starts October 5 Fan’s Forum October 14 FA Cup 4th Qualifying Round October Rainbow Laces November 4 FA Cup First Round November 18 belated RBL Remembrance at SJP (assume EFL advice pending)</p>

	<p>December 2 FA Cup Second Round</p> <p>December 7 Seniors Christmas Party</p> <p>January 6 FA Cup Third Round (Carlisle H – involvement of either or both clubs would require a Tuesday night rearrangement)</p> <p>February Optional FvH Month of Action,</p> <p>March 9 OR 19 Level Playing Field Week of Action match</p> <p>March 22 provisional date for London Exiles Forum</p> <p>May 18 L1 Play-Off Final</p> <p>May 25 FA Cup Final</p>
7	<p>Trust Merchandise</p> <p>Badges and car stickers received. Pens pending delivery.</p>
8	<p>FECRACE, Director of the Day & FSA</p> <p>FECRACE opened for Pre season Friendly with Coventry.</p> <p>FSA not so far delivered on Season Ticket analysis. Currently considering Copyright issues, hard copy progrssmme availability and Fan Engagement.</p>
9	<p>Very Connect, Membership Numbers & Ownership</p> <p>Two tranches of reminders to recently lapsed Members sent by Nick Hawker.</p>
10	<p>Corporate Membership:</p> <p>Renewal letters sent 1 august to all Members</p>
11	<p>GGF</p> <p>First meeting this season to be arranged</p>
112	<p>Date of Next Meeting 9 August</p>