



NEWPORT COUNTY AFC SUPPORTERS' TRUST BOARD MEETING – REDCATED NOTES FOR PUBLICATION

JANUARY 17, 2019

MERLIN HOUSE, LANGSTONE BUSINESS PARK, NEWPORT

ATTENDEES: Shaun Johnson (Chair—arrived late) (SJ), Colin Faulkner (CF), Bob Herrin (BH), Gavin Foxall (GF—Chaired in SJ absence), Ryan Courtney (RC), Mark Crook (MC), Mike Everett (ME), Guy Price (GP).

APOLOGIES: Kevin Ward (KW), Peter Madigan (PM)

1. APPROVAL OF MINUTES FROM LAST MEETING AND MATTERS ARISING

1.1. The minutes of the Trust Board held on December 13, 2018, were approved as an accurate record.

2. ACCOUNTS & FINANCE

2.1. NS highlighted key aspects in relation to monthly management accounts, cashflow and debtor reports.

2.2. Accounts to the end of December 2018 showed a positive overall variance based on broadcast and prize monies received.

2.3. Season Ticket income was highlighted as a £30,000 positive variance, although gate income was down against budget. It was noted that 11 of the remaining 20 games would be at home, so there would possibly be a higher away attendance from January.

2.4. GF noted that there could be potential league play-off/promotion squad bonus to account for at the end of the season.

2.5. It was noted that commercial income was marginally behind budget but would be ahead of budget once the Leicester figures were showing in January's management accounts.

2.6. Directors considered a +3-week and +5-month cash-flow forecast. NS noted that no advance 2019/20 ST or commercial sales forecasts had been included in the projection, and that he had applied cautious assumptions to both income and expenditure.

2.7. Potential Rodney Parade pitch/ground maintenance charges were included. Potential income from the Middlesbrough FA Cup 4th round tie had not been included.

2.8. It was noted that the EFL had launched a £250,000 prize fund for the club in each division that progresses furthest in this season's FA Cup.



3. CLUB COO UPDATE

3.1. GP reported on commercial performance around the Emirates FA Cup 3rd round tie against Leicester City, noting revenue of £500,000 across all income streams, and a profit after costs of nearly £400,000. Advertising and sponsorship accounted for £130,000 income, compared to £65,000 for the THFC 4th round tie in 2018.

3.2. Alex Eage (AE) to be congratulated for commercial performance on the Leicester FA Cup fixture.

3.3. GP updated on staffing.

4. MEMBERSHIP

4.1. It was reported that engagement is good, that more people are providing support in terms of admin, and that GoCardless is improving.

4.2. It was noted that there is some frustration and delays with updating the website.

4.3. Directors wished to thank Jayne Morris for her hard work and commitment. SJ to write formally on behalf of the board to thank her.

5. ACADEMY

5.1. GF provided a general update on Academy performance and development.

5.2. Confirmed that Academy DBS process has been completed.

5.3. Collection of parent subsidies remains critical—confirmed that 90% of attendees now paying following introduction of standing orders.

5.4. Forecast now shows a breakeven position at June 30 as opposed to a negative position of £57.5k at December 31.

5.5. EFL are pressing to fill vacant mandatory posts—GF requested approval on filling x3 mandatory posts (approved).

6. EQUALITY, DIVERSITY & SAFEGUARDING

6.1. Noted that GF has been asked to be an ambassador for British Transplant Games, which are being staged in Newport.

6.2. Level Playing Field Weeks of Action 2019 will focus on mental health via local charity My Discombobulated Brain. The NCAFC v. Cheltenham fixture will be the designated game for this.



6.3. Hearing Loops now available in NCAFC shop and ticket office.

6.4. NCAFC in partnership with Newport Live and Alzheimer's Society Cymru have will be staging the first Newport Walk for Dementia on Sunday, April 7.

7. TRUST ISSUES—ELECTIONS & BAR AMBER

7.1. SJ had sent an email to Colin Everett requesting his assistance as had happened previously. KW had been proposed to be the Trust Director to own the election process. SJ and GF to engage with KW on the proposal. There is a tried and tested process that had been followed previously and this would again be adopted. Elections likely to be in close season.

7.2. RC gave an update on Bar Amber covering a multitude of elements. It was agreed a separate session with Trust Directors be held to make a decision on the future of the bar. GF to engage with the owner to establish a position re the terms going forward.

8. AOB

8.1. Directors discussed the club's retail strategy. GP to draft terms of reference.