

**OXFORDSHIRE RUGBY FOOTBALL UNION**

**Minutes of meeting held at Holiday Inn, Peartree on Tuesday 11th September 2018 at 7.30pm.   
(Chaired by Chris Skaife)**

Present: Chris Skaife, Karen East, Doug Bosley, Pete Bramley, Gina Overton, Simon Matthews, Rob Walsh and two RFU representatives   
Apologies: Dave Larham   
*Minutes taken by: Karen East*

*Meeting starts 19.30*

1. Approval of Minutes

The minutes of 12th June 2018 were approved.

2. Matters Arising

Feedback from the AGM held in July was very positive.

3. Chairman’s Welcome

Welcome to our guests from RFU Headquarters.

4. RFU Executive Brief

Operating model – essentially the RFU make as much money as can by putting out men’s 15 internationals at Twickenham. This covers sponsors, pays overheads, cost of sales etc. Everything left gets invested in professional and development rugby. Pretty much all money still comes in from the men’s internationals.

Women’s rugby is starting to be a revenue generator but is still a long way off of the men’s rugby revenue. The market is growing and RFU are investing in women’s rugby. It is approximately a 10-year cycle to increase revenue in this area; it’s not a quick process.

RFU finances are cyclical, four-year cycle (4th year world cup year). World cup year is low revenue because no autumn internationals (unless it’s a home World Cup where lots of money is made in the 4th year). Income has grown significantly so this is also increasing and cutting the profits.

The last four years there have been one off costs and fixed costs have risen. Cost of players fees and PGA is going up amongst other things. Having to re look at revenue forecasts. Sponsorships are not as easy, media is changing and Sky is the main area buying sport now so they can pay a lot loss than they used to. RFU are still spending on development rugby (AGPs) over the next year.

Capital spending and fixed costs need to be under control and the RFU are doing this now rather than waiting. These are all issues in World rugby, not just England.

Looking to get overheads down. 62 people were made redundant and a large proportion was in rugby development. Every department was looked at. Back office took a large hit. Rugby Development / Community Rugby still remains the largest workforce in the RFU. A high percentage (12%) has come from corporate. The corporates have been hit more than the operational delivery. Some direct reports from CEO have also been lost.

The RFU are looking at how to connect better with volunteers, trying to see how this can be measured so people are strategically placed to help.

CRCs need to be more involved working with coaches in clubs (not just players) and more CB Devolution.

East stand, this did not affect the budget. This is a different business model and it will pay back within seven years. The budget was bigger, health and safety (fire particularly) increased costs significantly along with terrorism risks. Twickenham now has a barrier / steel posts to prevent vehicles being driven in to Twickenham. There is no option, safety is paramount. The money has not been spent on fancy sponsorship.

***Further Questions from the CB***

What expectations are now placed on CBs without WRDOs? There will be an audit of CBs to see what’s going on in Women and Girls rugby and to find out where help is needed. The RFU are looking at how RDOs do this differently (what was good / not good), will be asking CBs for input.

What does the RFU structure look like now? Who do we speak to? RFU have sent a structure out, this will go via Council and will send it out.

Can we have some IT support, RFU email addresses for the CB, the costs are not insignificant. With GDPR we need this. A. RFU are just negotiating with IBM, we will find out, it’s a good idea.

5. PFR

Need simplified view of the PFR for the newsletter.

At the moment output is £91,500 with RFU contribution of £65,000. County will have to find £27,000 (£10,000 is part of the county storage). This is everyone’s aspirational activity. Reality is we wont spend all of that.

Need to plan how to spend it.

Can everyone please look at PFR and see what spending / advise if not on target.

6. Finance Update  
  
Still don’t have the records. Karen trying to collect them again this week.

Still working on Barclays bank.

Need to draw down from Q1 PFR.

Vice President Account / Memorial Account – need to establish if these exist and whether any money is fed in to them from ORFU.

International ticket account should also be managed by CB finance.

7. AGP & County Storage

AGP is now open at Quins.

AGP needs board support. It is a county asset and we must promote this.

Opening for the county pitch is 6th October – Jenny, Doug, Gina, Karen, Rob – suggestion that county take over and delay the official pitch opening.

Need to secure container placement, need to purchase existing container. This will be a smart container at Quins. Cost between £2-3k container. Transportation in addition. Max budget 10k for ten year tenure / rent and the container.

8. AOB

Rob to provide highlights from next RFU Council meeting on 4 October.

Ali Horsfield – 2 x from Twickenham

10 per autumn game purchased. (South Africa,

Bethan Dennick – pair (South Africa)  
Tim Bell – Quins?

Constitution – we cannot locate a copy of it. Rob will speak to Paddy Greigan to obtain one.   
  
County side – need 3 new coaches as all have stepped down. Please speak to people if you know anyone that may be interested. Commitment, level 2 minimum – Doug to provide a few words so can be advertised.

Discipline – already had 3 sending offs (Didcot, GAB, Harwell). Chris Skaife to Chair disciplinary for Harwell.

English Rugby County Association (ERCA) – who is our rep? Rob will find out.

Volunteer programme – need a date. Two dates, one with mens and one with womens. Possibly combine with Mitsubishi again.  
  
Rob will find out date for Eddie Jones at St Edwards to see if we can get involved.

Need some events – would like to do a sportsman dinner in April / May next year.

Marketing event – Gina to run at Holiday Inn.

With the economic climate there are parents who cannot afford to put kids in to minis and juniors. We need to do something for underprivileged kids? Rob will find out if Twickenham offer anything.

Expressions of interest have come back for festivals, this closes October. Decisions early November.

*Meeting closes at 9.45pm. Next meeting October - Holiday Inn (7.30pm)*