



## Gala Rugby

### Annual General Meeting 13 October 2021

#### Minutes

1. **Welcome & Apologies for Absence:** L Spiers, G Low, I Millar, PC Brown, G Keddie, E Doyle, S Paterson, D Brown, M Gray, J Gray, G Marshall
2. **Present:** R Robertson, T Irvine, G Isaac, M Bird, D Livingstone, S Headspeath, D Bailie, P Brown, D Taylor, S Dalglish, J Isaac, S Bird, R Black, A Wayness, I Dalglish, S Black, J Renwick, S Falconer, T Turnbull, B Mitchell
3. **Review/Approve Minute of 2020 Annual General Meeting**  
Proposer T Turnbull                      Seconder S Dalglish
4. **Presidents Welcome and Address – Ian Dalglish**

“If you managed to attend the EGM in June you will have heard some of this before so I won’t repeat it all in detail.

We would normally have aimed to have our AGM in August but the lack of clarity about meetings under the then Covid restrictions meant that we have delayed it until now, there was also the small matter that we were very busy with a big event in August!

The AGM is about reporting on the past year, which ended in May, and as I stated above I have covered much of this in the EGM in June.

Very briefly we had no competitive rugby in the year June 2020 to May 2021 and existed financially by the continued support of our members and sponsors, to whom we are very grateful, plus grants administered by SBC and some special funding from the SRU. The financial results will be covered fully by Andrew which although showing a small trading loss for the year, also showed a welcome increase to the Balance Sheet.

During the year the Wanderers, Triangle and JRC were formally dissolved as separate entities and now exist as Trustee led committees on the Gala Rugby charity, as Youth Section (representing the Wanderers and the Triangle) and the JRC as was.

There has been a huge amount of work done over the year in bringing everything together, but there is still a long way to go to ensure all parts of the club are fully integrated.

In the period we also took the decision to adopt a new online accounting system, Xero, which went live for the new, current, financial year (2021-22).

In terms of the composition of the Executive Board of Trustees running the Club there have been no changes during the year, the Trustees remain myself, Gary Isaac, Martin Bird, Andrew Wayness, Hamish Hunter, Bill Noble, Drew Baillie, Dave Brown, Doug Taylor, Sinclair Paterson, Ewan Doyle, Ben Johnson and Jonny Gray.

I would like to take this opportunity to thank all of them for the huge amount of time they gave up to the club last year, and continue to do so. Thank you.

Clearly time has passed since the EGM and I should update you on events currently, although its not strictly required for the AGM.

Firstly, and very obviously, competitive rugby has restarted with the Peebles and Hawick Sevens followed by our inaugural Maroon'd event in August. On the rugby front the Triangle, Wanderers and Senior teams all performed well in the three Sevens tournaments with a presence in six of the nine finals. Regrettably we didn't manage to win any of the finals but a great showing all the less.

Away from the strictly rugby front Maroon'd@Gala , despite having the ONLY wet day in August was a big success with almost unanimous positive feedback from all who attended or participated. Being the first such event, the scale of it and being a wet day did limit the financial result but it was acceptable and we have definitely established an event which we are sure will be enthusiastically followed in future years.

Following almost immediately on the heels of Maroon'd we were straight into a Border League game with Peebles, the first 15's for almost 18 months. This was immediately followed up by the start of National League 1 which we are now a quarter way through. There are still problems from COVID call-offs but we hope that we can get a relatively uninterrupted season and give the new coaching setup a chance to prove themselves. Its also gratifying to see that we have managed to put out a Second's 15 every week apart from the first week a major improvement on previous years. The Minis, Triangle, Vixens and Wanderers all have bigger squads than previous years which is exactly the direction of travel we want.

Finally we are pleased to confirm that the Gala Red Triangle Centenary Dinner planned for November 12 has had a very high level of interest and has had to be moved to the Volunteer Hall and has been sold out with about 200 guests.

For some very current news I am pleased to tell you that our Cash for Kids Sporting Challenge, which just closed on Monday was very successful. We raised over £5k, which was the third highest of the clubs taking part and entitled us to a further £1k bonus!

I am also pleased to report that our online club website for Gala Rugby branded kit from our supplier, Akuma, has gone live today.

Thank you all for coming along tonight and I will now hand over to Andrew who will give a brief report on last year's finances."

## **5. Financial Report of Season 2020/2021**

Andrew Wayness presented his DRAFT report of the season 2020-21.

"This report is based on the Draft Accounts which I have Consolidated together for Gala Rugby SCIO and Netherdale Developments Limited in order to provide a true comparison against last year's accounts. (all the amounts referred to will be the Consolidated figures)

This year showed Gala Rugby made a Deficit for the year of £13k (2020 - £19k) before depreciation.

This was very better than expected given the impact of COVID pandemic had on the Club – No Rugby from March 2020 until August 2021 – almost 19 months. The closure resulted in:

- No Gate receipts or other related match day income
- Cancellation of the Marooned Sevens Event in April and in again in August 2020
- Main sponsorship reduced and loss of match day sponsors too
- Employees were on Furlough for a long period of time
- Extra repairs carried out during the closed period
- Bar Account resulted in a Loss – loss of stock/wages costs net of grants etc

I will now run through the income and expenditure account and highlight significant points:

### **GENERAL ACCOUNT**

#### **INCOME**

1. Subscription income decreased by £1k from the 2020. This was a great support from the loyal members that the Club have. The membership is vital to the overall success of the Club. Please help in asking people to join the Club. The membership age levels are continually increasing. We need younger people to join the Club for the club to continue.

2. Donations and rents amounted to £15k. Donations were kindly received from members of £4k. Other donations were received from various other parties including the Cash for Kids £6k and through Peter C Brown's Foundation Scotland £2k and Arnold Clark £1k.
3. Gala Rugby received £8k from main sponsors which was a large reduction from 2020 due to the Covid-19 situation. Many thanks to these loyal sponsors.
4. Sundry income amounted to £38k includes – (see detailed schedule). This included contributions from SRU of £21k (2020 - £22k) in connection with Championship funding and incentives to improve and develop the game.
5. CODID-19 Government support was provided during the year amounting to £21,000 from SBC and HMRC for the Furlough Scheme totalling £27,693.

## **EXPENDITURE**

### **1. MATCH EXPENSES**

These showed a decrease from 2020 of £20k to £7k. These included flat costs and player's food etc.

### **2. MANAGEMENT CHARGES**

This was for the cost of Coaches, Physio's etc. and Players. This increased by £3k. This was the gross costs which was covered by the Furlough claims from HMRC.

### **3. RENT, RATES, TAXES AND INSURANCE**

This amounted to £7k which showed a reduction of £2k from 2020. This was for the Club's policy and cover through the SRU scheme for the players. This is still a large expense to the Charity but premiums have reduced by changing the policy that specialises in Charities. The surveyors are very onerous on the Club and careful monitoring and training of the Trustees, Committees and other volunteers is essential nowadays to limit liability claims. The Policy for 2020-21 showed a good reduction.

### **4. REPAIRS, RENEWALS AND FIELD EXPENSES**

These have shown an increase of £2k to £24k.

Fieldwork amounted to £7k. This is the cost of maintaining the terraces and embankments throughout the year. The actual costs for the pitch maintenance amounted to £3k pitch and irrigation repairs. This is a direct cost now to the Club.

General repairs amounted to £13k. This included electrical, plumbing, painting and various property repairs during the season. There was also a large repair to the piping for the showers and roofing and fire doors as well as concrete repairs

Leasing charges totalled £2k for the lease of the new photocopier.

## **5. EQUIPMENT**

Team equipment amounted to £12k. This included all Gala teams' jerseys, tops etc together with other special kit. First aid costs were £246. This included the cost of purchasing first aid materials, and the odd physio costs to various players during the year.

## **6. HEAT AND LIGHT**

Heat and light amounted £4k which was large decrease from 2020. This was for all electricity charges and included heating, floodlights and running the office on a part-time basis i.e. use of the office computers and photocopier. Club closed so this was the reason for the significant fall.

**7. MISCELLANEOUS EXPENSES** – £68k showed an increase from 2020 of £4k (as detailed within the accounts – Sundries).

## **BAR ACCOUNT**

This was non-operational due to COVID-19 other than a few trial events when bars were allowed to re-open but with restrictions The bar staff received their Furlough wages through-out and grants were received from HMRC CJRS.

Stock become out of date and therefore was a cost to the Club – there was a fair amount in stock just before lockdown in March 2020 which we got some credits for only own branded and un-opened kegs.

## **SEVENS ACCOUNT**

There was no Sevens.

## **BALANCE SHEET**

The additions to fixed assets amounted to £1,059 in the year. This was mainly for a new TV and new water boiler for the kitchen. The Ladies Section contributed monies from their funds which are closed towards the TV.

The bank position at the yearend was in a reasonable strong position with £140k in funds

This includes the BB Loan for COVID-19 support of £48k repayable over 10 years.

Also included are funds from other Clubs under the control of Gala Rugby for the Minis, Gala Red Triangle and Gala Wanderers who contributed funds of £37k during the year.

The Energy Savings Trust loan is at £6,705 – partly deferred in the year.

This year's results have were expected given the circumstances of the Global COVID-19 pandemic.

Now that we are a Charity then there are far more responsibilities to trade at least at breakeven level or make a profit each year to cover the bad years and maintain the property and facilities for all of the Community to use and benefit from. Through very careful monitoring of costs and budgets this can be achieved but it is going to be hard long road ahead.

The budgets for 2021-22 have been set to try and produce a profit for the current season to cover £4k EST Loan repayments and the BB Loan repayments of £5k. This is the financial target to aim for in these changing and difficult economic times. Ongoing COVID disruption to events and functions. And Energy costs rising etc will have an impact on the results.

For Gala Rugby to go forward and achieve this aim it must generate sufficient financial resources from its members, sponsors and the general public to enable it to build upon and strengthen its present financial state.

It is vitally important to now run Gala Rugby as efficiently as possible, so the Club can be in a stable financial position going forward. It must trade profitably from this year onwards otherwise it will run out of cash reserves and cease to exist as a Charity."

Questions: S Falconer was informed that the Ladies section had been absorbed by the Events Committee. The Ladies section funds had been used for a television in the members lounge and approx £1,000 was now in club funds.

D Taylor was informed that a contract had been negotiated with our Energy supplier, Scottish Power at a fixed price. There was further discussion on the Hayward pavilion and the pitch's undersoil heating.

Approval of 2020/21 Accounts

Proposer Andrew Wayness      Seconder Drew Baillie

#### **6. Re-appointment of current trustees**

D Baillie was nominated for re-election by Andrew Wayness and the nomination was seconded by.

#### **7. Election of Club Accounts Independent Examiner**

Gall Robinson were put forward as the club's accounts independent examiner,  
Proposer Andrew Wayness      Seconder Susan Falconer

#### **8. Any Other Competent Business**

S Falconer was informed that the full list of players available for sponsorship had only been completed a few weeks ago. There will now be a marketing exercise. Ms Falconer was also informed that the club Executive would discuss the suggestion to hang photographs of Gala players who have been selected to play for a foreign country.

R Black wanted to pass his thanks to the Wanderers coaches for an excellent display on Saturday and congratulated the club for allowing the Wanderers to play on the main pitch.

The meeting was informed that future club and age group internationals are likely to be held at the new Dam Health stadium in Edinburgh.

ID informed the meeting that at present rates the undersoil heating costs £1,000 per day to run and that an irrigation system is likely to be needed for the pitch.

#### **9. Presidents Closing Address & Thanks for Attending**

Ian Dalgleish thanked everyone for coming, adding that we were all looking forward to a good season. Things had been positive for the First XV so far and the First XV, Second XV and Wanderes all had games scheduled for Saturday.