

NZ Falcons - Annual General Meeting minutes



21st September 2023

Scheduled 18:40 – 19:30

Meeting held at Cox's Bay Pavilion, Western Springs, Auckland.

Attendees: Afraz Adams, Joe Barton, Dale Bryne, Keenen Clerkley, Richard Jin, Grant Joyes, Joel McDonald, Mathew Nuttall, Petra Ong, Kayne Ngātokowhā Peters, Andrew Poon, Tom Reed, Jono Reeves, Wallace Revell, Shaun Rush, Carlo Sions, Emmett Watch, Alby Yap

Apologies: Mark Shaw, Mark Shields

Agenda Item	Discussion & Details
OPENING	<p>[meeting opened at 18:40]</p> <ul style="list-style-type: none">★ Grant Joyes formally opened the meeting.★ Apologies received from Mark Shaw and Mark Shields prior to the meeting commencement.
COMMITTEE REFLECTIONS	<ul style="list-style-type: none">★ September 2022 – September 2023 in review (Grant Joyes – Chairperson)<ul style="list-style-type: none">● Grant presented a speech to the members outlining the past year, our appreciation for our players, our supporters, our sponsors and spoke of some of the highlights of the season.● This is attached as Appendix 1
BINGHAM SUMMARY	<ul style="list-style-type: none">★ Purchas Tournament Highlights (Joel McDonald - Captain)<ul style="list-style-type: none">● Joel wanted to express his thanks to the club for getting the players to the Purchas tournament in Perth. He stated that it was a fantastic experience, with people across Australasia coming together for the tournament.● Some other key points which Joel spoke about:<ul style="list-style-type: none">○ Three matches, Three wins, Three haka.○ The supporters have done fantastic mahi on the sideline.○ Joe has been the heart of the team since he started the coaching role and has always been there for the training and games. Mark joined this season and has been a valuable member of the Falcons.○ Special thanks to Shaun, Richard, and Andrew for organising the trip to Purchas.○ Emphasised the victory of Purchas Shield, and we've built the momentum to keep going towards Bingham Cup next year.

Agenda Item	Discussion & Details
FINANCIAL REPORTS	<p>★ Financial Report (Andrew Poon - Treasurer)</p> <ul style="list-style-type: none"> ● Andrew presented the up-to-date Balance Sheet and ‘Profit and Loss’ Report, with a treasurer’s statement. <p>Key Points:</p> <p>More expenses this year due to the Purchas tournament, but the total cost was lower than the budget cost.</p> <p>Current Account Balance \$31,000</p> <ul style="list-style-type: none"> ○ The statement is attached as Appendix 2 <p><i>Richard proposed a motion for the membership to accept the financial reports. Seconded by Emmett Watch and Alby Yap. Approved by President Grant Joyes. Balance Sheet and ‘Profit and Loss’ Reports accepted. Approval from Chairperson for the reports to be submitted as the official reports to the Companies Office</i></p>
MEMBER QUESTIONS & FEEDBACK	<p>★ Questions from the floor</p> <ul style="list-style-type: none"> ● Keenen asked how did the sponsors enter the agreement with our organisations? Do we have a sponsorship system in place? <p>Emmett explained ASB has given us the most monetary sponsorship, so they are our premium sponsor, and it is expected for us to approach ASB first before we enter other sponsorship agreement. Burnett Foundation and Rule Foundation also gave us monetary support towards the sponsorship, so they are listed as community partner and sponsor on our sponsorship agreement.</p>

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<p>ELECTION OF COMMITTEE REPRESENTATIVES</p>	<p>★ Richard outlined the process for nominations for committee members in accordance with the Constitution.</p> <ul style="list-style-type: none"> ● Copies of nominee information, as supplied by nominees, had been sent via the Facebook. ● Current committee has agreed on size of three executive committee members and five committee members – general, total of eight committee members. ● Nominations for committee had opened 28 days prior to the AGM and were managed via the NZ Falcons Facebook page. Nominations were required to be seconded. Nominations closed at 5pm on Friday the 15th of September. Wallace Revell was nominated on 16th of September past the closing date, but committee has made the exemption as the constitution indicated nomination closes five days prior AGM instead of five working days. ● Nominations were received for: <ul style="list-style-type: none"> ○ President / Chairperson: Mathew NUTTALL ○ Treasurer: Andrew POON ○ Secretary: Richard JIN ○ Committee members: Petra ONG, Jono REEVE, Tom REED, Wallace REVELL, Alby YAP. ● All the committee positions were not contested, in that there were only singular nominations for all the roles. <p>Voting forms were not required.</p>
<p>CONFIRMATION OF COMMITTEE MEMBERS</p>	<p>★ The committee was confirmed and announced at 19.00 as:</p> <ul style="list-style-type: none"> ○ President / Chairperson: Mathew NUTTALL ○ Treasurer: Andrew POON ○ Secretary: Richard JIN ○ Committee members: Petra ONG, Jono REEVE, Tom REED, Wallace REVELL, Alby YAP.

Agenda Item	Discussion & Details
<p>KOHA PRESENTATION</p>	<p>★ Koha presented to Joe Barton (Head Coach) and Mark Shaw (Assistant Coach)</p> <ul style="list-style-type: none"> ○ Mathew Nuttall and Joel McDonald on behalf of the players and members, presented framed NZ Falcons current season rugby jerseys as koha to both Joe Barton and Mark Shaw (Absent). Thank for their contribution and dedication to the team; their huge impact to the team led to the success of our tournament. ○ Mathew also thanked the outgoing committee for their mahi throughout the season; emphasized we are at the best position to grow our club, and we have some great opportunity to build on inclusivity leading to change the wider environment. ○ Mathew will liaise with Grant and Joel to organise the club dinner since the victory of Purchas Shield
<p>CONCLUSION</p>	<ul style="list-style-type: none"> ● Following the announcement of the incoming committee, Kayne added his appreciation to the committee; he will relocate to the King Country very soon, but will apply for more screen cover for NZ Falcons, and potentially link the club to other producers if required. ● Kayne led the closing karakia to formalize the closure of AGM tonight. ● The AGM closed at 19.30.

Appendix 1 - Speech from outgoing President Grant Joyes

DATE 20 September 2023

Dear Members and Supporters,

It is my pleasure to present the New Zealand Falcons annual report for 2023. As we look back on the year's achievement, it is evident that our club has continued to grow and thrive.

Our commitment to fostering a culture of inclusivity in rugby continues and, as we celebrated the huge milestone of 10 years of NZ Falcons Rugby, it was evident that our momentum as a club continues to grow from strength to strength.

The season

This year we started the year with 29 registered players, up 5 from 2022. This got us off to a good start and the numbers at training were strong. We struggled through the tail of the season to have consistent numbers at trainings and games and were reliant on 'ring ins', however these players represented us consistently and soon became part of our wider squad. We also picked up a couple of new players throughout the season who have embedded themselves in the Falcons Whanau. We were very fortunate to acquire an additional coach this year, Mr Mark Shaw. Mark became the backs coach and a great support to our head coach Joe Barton who as we all know has been instrumental in the success of this club. This expanded coaching set up paid dividends to improving the skills of our team, by allowing trainings to be split into back and forwards to provide targeted skills training – and this made us a better side on the field.

We saw individual players go from strength to strength throughout the season, and as a team we played some great rugby as the season progressed. I do wonder how good we could be if we had a consistent team week on week and would love to see that develop over the coming years.

Sponsorships/Partnerships/Fundraising

We're really pleased to have secured ASB funding for another two years for the 2023/2024 seasons. This sponsorship is more than just financial support to help us play rugby, it's a genuine partnership, and the committee worked very closely with ASB throughout the year. This partnership included helping us orchestrate our spot in the pride parade, where ASB hosted us beforehand and marched alongside us in the parade, the ASB unity group booked tables at some of our fundraising events, and ASB joined us at our 10 year celebration. I want to thank ASB for their continued support as the NZ Falcons' principal sponsor.

Our Partnership with Urge events continued to be strong, this year we were back on the Coat Check as fundraisers throughout the year, and Urge Events kindly supported us with the proceeds from the annual Falcons strip tease which was another big success both in fundraising but also in getting the Falcons brand out there in the community.

We were able to secure two additional sponsorships this year – Burnett Foundation and Rule Foundation, which went a long way towards helping us achieve our club goals. We're very grateful to receive this sponsorship, and I hope that these relationships can be fostered for years to come. Our other big fundraisers this year were through our two Caluzzi events, Bingo and Quiz night, which were a real success. I want to thank Caluzzi for their support by giving us these opportunities. Our several Bunnings sausage sizzles throughout the year provided us the opportunity to raise funds for Purchas Cup but also to build on our team culture of working as a team to achieve a goal – thank you to Andrew, Joel and all the team members who contributed to making these a success.

Purchas Cup

2023 Purchas Cup was our key goal for the year. We really wanted to get a full Falcons side over to Perth so a lot of our activity this year was preparing us for the tournament, building a squad and fundraising enough to make it achievable.

The trip consisted of 5 days, 14 players, 7 support crew/management, one very well executed haka, three games, three wins, and we are so proud to have brought home one shield!

The Purchas cup tournament give us the opportunity to represent our country and the Falcons brand internationally. I'm very proud of the way our team conducted itself on and off the field, and our fun, welcoming, and positive club culture was acknowledged by other teams and by the handful of players who joined our squad for the tournament.

On the field, we set the scene from our first haka – it was full of energy, pride, passion, mana – and we took that energy onto the field with us. Over two days the players absolutely played their hearts out in very hot conditions, with very few reserves on the sidelines. They played for the jersey, they played with grit and determination and ultimately this resulted in coming away with the win. This trip will be a life highlight for everyone who participated, and NZ Falcons will be engraved as 2023 winners on the Purchas Shield forever more!

10 year Celebration

As I mentioned earlier, this year we celebrated 10 years of NZ Falcons rugby. We held an event at the Grey Lynn RSC which included past and present players, coaches, managers, and it was wonderful to hear their memories of the Falcons rugby Club, and how much this club has meant to so many people. So here's to another 10 years of Falcons rugby.

I would like to extend my sincere gratitude to:

- Our members and players for their dedication and passion to the club this year
- To Joe and Mark for their tireless effort, their positivity, and their commitment to the development of our players.
- Dr Afraz for your medical expertise on the sidelines.
- Evan for your team manager duties and for the most perfectly pressed jerseys in the comp.
- Sponsors, ASB, Urge Events, Rule Foundation, Burnett Foundation, to Caluzzi for their generous support, and to Lulu Lemon for the donation of training shorts for the Purchas crew.
- Our outgoing committee – Joel, Shaun & Emmett for your amazing work this year, and helping to achieve a successful year for our club.
- Our incoming committee, for picking the baton and taking the club forward.

NZ Falcons is not just a rugby club; it's an inclusive whanau with a shared love for the game and a commitment to making a positive impact. It's been a pleasure for me to club president this year.

Appendix 2 - Statement from treasurer Andrew Poon

The society met on Thursday the 21st of September 2023 at Cox's Pavilion in Grey Lynn for the Annual General Meeting 2023 whereby the committee is required to provide an up to date fiscal profile of the 2023 Financial Year's spending (dated from 1st of April 2022 to the 31st of March 2023) to its 60+ registered members.

Mandates under the society's constitution require the Treasurer to confirm and publish the Balance and Profit/Loss Sheets for the preceding fiscal period as well as outlining the breakdown in expenses and incomes involved. Andrew provided background that the society's annual expenses are spent on club gear, food and beverage, coaching kohas, bank and book-keeping fees as well as website management. The society met the average spending of around \$8,000 in expected general annual expenses for the maintenance and functioning of the club and its mission where there net assets totalled \$34,275.65c as of the 31st of March 2023. The Profit/Loss Sheet fiscally detailed the breakdown of total income and expenses to that date where the total income generated in this period was a \$22,096.95c; much of this was borne from the annual platinum sponsorship of \$12,944 from Auckland Savings Bank, which the society is ever entirely grateful for and our relationship remains consistently strong. Of most worthy to note, our long-time sponsor, URGE Events, donated a total of over \$8,276.30c to the society predominately in part of the annual Falcons Strip Tease Night at Phoenix Cabaret back in 2022 - URGE Events continues to support the Falcons and provides a significant bulk of the annual operating expenses (as well as community support) which the society depends on. The URGE Event coat-checks continues a reliable, yet another significant portion of much-needed income to support the society's monthly fiscal requirements.

Adopted back in 2021, one of the principle policies of the society, which have been brought into this term, is to provide a sense of arohatanga and manaakitanga to the society's members, players and opposition teams players play against. In this policy, the society made a concerted effort to retain playership numbers at its union games and aimed to foster an greater sense of whanaungatanga amongst opposition players by inviting them for kai - the society had provided, as part of team entertainment and support, expenses towards food and drinks after matches at the pitch/changing rooms to develop and enhance this comradery. This policy has been a foundation of the expenses which has continued through to this term and aligns to provide and support our mission as well as highlighting rainbow sport and players in order to reduce negative stigmatisation amongst queer rugby players. Of this, "Post match entertainment" and "team-catering" totalled \$1,285.99c. Bingham Cup 2022 Ottawa, Ontario was another significant spend and needed to get Aotearoa queer rugby and sport onto the world stage, costs (including team kit) associated with this international tournament totalled over \$18k. Website, local player regos, Xero and bank fees all remained consistent with previous years' spending. There was an increase to Player Support, merchandise and fundraising operating expenses, which were all necessary to invigorate and provide support the efforts of the club after an uncertain post-COVID recovery environment - which saw a collapse in playership numbers amongst other comparable local teams. Total expenses for the 2023 fiscal period totalled \$29,673.29c.

A question from the membership base raised the current state of accounts including the net profit/loss to date, as this is not a requirement for the treasurer to report on it was necessary to provide the society the financial state of the club, particularly how we could possibly compete in a composite or otherwise team to Bingham 2024 Rome in May 2024. The current 2023 committee, headed by Grant Joyes, begun its term on the 23rd of September 2022 until the 21st of September 2023 (date of the AGM), the opening balance was \$31,827.29c with a year-to-year total income of \$39,076.60c and expenses of \$40,653.13c, a net loss of \$1,576.53c was mainly attributed to the total spent budget of \$30k towards Purchas Cup 2023 Perth, \$8k in normal annual operating expenses plus \$2k or so towards a new and refreshed union kit which premiered at this year's union season. This committee's term ceased with the closing balance of \$30,250.76c.