



Sale FC Rugby

AGM 2023

Minutes
2023

Presented by the
Sale FC Executive

Chairman's Report

Welcome along to this year's AGM at the club. Each year we set ourselves a target of increasing the amount of rugby being played at the club and continuing to build towards a sustainable future for the next generation to enjoy.

This past year the club has continued to grow on the pitch in terms of both numbers of players and stature of achievement. We have increased our M&J numbers, which sees Carrington packed during the week and on Sunday mornings. Our Colts had a wonderful season, coming top of their league and only narrowly missing out in the final of the Cheshire Plate. This is a very talented group of players and I have no doubt we will see quite a few in the first team, in the coming years. Our Vikings and 1861 social teams both won their respective leagues, which now sees 1861 playing in level2. These teams have become a fantastic addition to the club and it's brilliant to see our Carrington Club house busy when they are playing down there. Our 1st XV has simply been fantastic this season. More points and more wins than last season and missing out on promotion to the championship by just one point. They have been the catalyst for the feel-good factor, that has seen Heywood Road become busier on matchdays. I know the lads welcome the support both home and away.

Off the pitch has been challenging for the club, in that new stadium regulations and the increased cost of services has meant additional spending has been required. Inflation and the day-to-day cost of running the club has added additional pressures to pre-set budgets. The Exec, House Committee and Management team have worked hard to drive revenue to compensate for the extra spending that has been required this year.

Heywood Road is a place we love to come to, but in parts it is really showing its age and we need to improve and upgrade areas to ensure we can continue to have a stadium license. You will notice the upgrades in the Birtles Stand and increased stewarding on match days, again, this is down to new regulations. This coming season we are looking to continue these improvements around Heywood Road and of course at Carrington. More work will be required in the Birtles and we are opening a new external bar to be located behind the posts, under the suite), which will improve the match day experience and increase much needed revenue. We are still waiting for final planning permission for floodlights at Carrington, which we see as crucial to growing rugby within the club and helping to increase membership and in turn revenue. However, this is proving more challenging than expected.

I would like to finish by thanking our members for your continued support. Also, a massive thanks to every player and coach, from every team within the club, you have all made us very proud this season. I would like to also thank our staff for their hard work behind the scenes. A special mention of thanks to our House Committee and volunteers, without you, we simply could not do what we do. To my fellow Executive members, who work for and on this club every day of the week, and always go that extra mile to ensure we have a club we can be proud of, thank you.

We have a fantastic culture at the club and there is no doubt that as a club we are growing and moving in the right direction.

Let's do it all again next season.

Scott Bambrick
Chairman Sale FC Rugby

Treasurer Report

FY22 Financial Performance

FY22 was largely positive from a financial perspective, we returned to being fully operational and a number of the strategic initiatives identified during the COVID break started to drive an increase in revenue.

This includes;

- Revenue from club events and fixtures
- Providing a top-quality food offering
- Improving the income from our rental space
- Increase in sponsorship revenue

FY23 Financial Performance

Again, there are some very positive elements to the financial performance of the club. We are on track to beat the budget set last year. At a revenue level this a fantastic achievement with us drawing three January fixtures at home and having two of the biggest games moved to Carrington. This is testament to the hard work of the staff and the house committee in continuing to drive growth in revenue.

There continue to be challenges around the level of capital expenditure required to maintain and improve upon the facilities of the club. The club has invested a significant amount of money in improving the facilities at Carrington over the past of couple of seasons and significant further expenditure is required to provide floodlights on more of the pitches at the training ground. This has all been necessary and has contributed to providing a fantastic training facility and clubhouse that caters for our growing M&J section as well as Colts, Women's and Men's Rugby.

However, when combined with capital expenditure required to maintain areas of the Heywood Road site this continues to put pressure on the cash reserves of the club. This expense needs to be monitored closely going forward.

The club has adopted the smart card system this season and is in the process of fully shifting the accounting system from Sage to Xero. This has created challenges for the accounting function in terms of marrying up the data from the various systems. It does put the club in a stronger position going into next season in terms of providing greater visibility over where the clubs makes its revenue and incurs costs. This should allow us to become more efficient in how we operate and more focused on what sort of events we should target to continue to drive growth.

Profit & Loss Account	FY21	FY22	FY23	FY23
	Actual	Actual	Target	Outturn (9+3)
Total Incomings	307,224	779,887	952,175	963,572
Rugby Costs	(135,001)	(315,088)	(332,320)	(299,201)
Direct Bar & Catering Costs	(86,543)	(284,878)	(207,271)	(258,321)
Operating Costs	(266,571)	(296,873)	(507,760)	(488,307)
Total Outgoings	(488,114)	(850,057)	(1,047,351)	(1,045,828)
Operating Profit	(180,890)	(134,167)	(95,176)	(82,256)
Investment Income	140,000	150,000	142,016	150,000
Net Profit before tax and depreciation	(40,890)	15,833	46,840	150,000

Chair Of Rugby Report

Hi all,

The 2022/23 has been a great season for senior rugby at Sale FC with all the teams performing exceptionally well this season.

1st XV

After an outstanding 2021/22 season the 1st XV continued the momentum, they had built and actually had a better season on the pitch in 2022/23 but once again fell just short of promotion, this time by a single point! Over the past two seasons the level of consistency and quality has been outstanding and something the Coaching Team and Playing Squad should be proud of.

The team finished the 22/23 season with 23 wins from 26 matches, the highest number of wins in the league but bonus points again proved to be the difference at the end of the season. It should also be noted that we also had the meanest defence in the league, conceding the least number of points.

Our strong relationship with Sale Sharks continues with a number of up-and-coming Academy Players getting valuable game time at Sale FC. This season the value of this relationship can be seen with Joe Carpenter, who started the season at FC, now a regular at fullback for the Sharks.

The coaching team under the guidance of DOR, Jonathan Keep, continues to produce quality rugby and continuous player development. This season we haven't had the same level of input from Neil Briggs (forwards coach) due to his increased Sale Sharks commitments. This saw Gareth Harris (Sale Sharks - Academy Transition Coach) join the team supporting Head Coach, Tony Howcroft.

I'm sure everyone will join me in a big thank you to the players and coaches for their continued support and more importantly producing exciting rugby week in week out.

Sale FC 1861

Similar to the men's 1st XV our women's team (1861) just missed out on promotion in 21/22 so had a clear target and expectation for the 22/23 season. After a winning start to the season the team had a narrow defeat away at Sheffield in round 6 which saw the team 2nd in the league over the Christmas/New Year break.

In early January a decision was made to remove head coach (Paula Bradbury) and forwards coach (Alex Woods) stepped down. Chairman of Rugby (Paul Kelly) temporarily took over the reins as Head Coach/ forwards coach supported by Matt Griffiths (backs coach) and India Perris-Redding (player coach). Following these changes, the team has been unbeaten, including a bonus point home win against Sheffield, to finish the season top of Women's Championship 2 North. This should see the team moving to Championship North 1, tier 2 of women's rugby, next season. This is a great achievement when you consider that our women's team is only 5 years old.

Again, similar to the men, the women have been playing some exciting attacking rugby built on the foundation of a mean defence. Next season will be a challenge, but we have a quality squad that are still learning and improving as a team.

I'd like to thank the players and coaches for their commitment over the season and well done on winning the league.

Sale FC Vikings

So, who are the Vikings? Several conversations had taken place within the Executive Committee over the past 2 years about introducing a 'social' 2nd team. The purpose of the team is to get ex-players back playing rugby and give colts players a pathway into adult rugby.

The team entered the North-West Intermediate Leagues this season under the leadership of Rahul Roy (Raz), who had previous experience of captaining/leading Sale FC 2nd and 3rd teams in these leagues, supported by ex-2nd XV captain Ben Simpson. As a new team we didn't know what to expect, particularly after we were placed in league 3 central, not league 5 as was expected. Any concerns were soon alleviated as the team made a winning start, which continued throughout the season seeing the team top their league unbeaten winning 14 from 14.

Throughout the season the team has delivered on its purpose with ex 1st & 2nd teams players back playing supported by ex-colts at local universities and a number of new players looking to play for a successful, entertaining team.

The challenge of running lower teams at any rugby club should never be underestimated so a big thank you to Raz and his support team on a brilliant first season, winning NOWIRUL Division 3 Central.

Senior Colts

This season we ran a senior colts team again as numbers at U18 and U17 meant a team at both age groups was unrealistic. With a mix of players, the team were placed in North West Colts League Preliminary D, which they won with a record of played 5, won 4, drew 1 record.

They were then moved up to Conference C, coming 2nd to Littleborough, with a record of played 6, won 4, lost 2. In the League Cup and Cheshire Cup competitions the Colts were drawn against Caldby from Conference A in both competitions. The game was played as a double header, which the Colts narrowly lost 17v18. This meant they went into the Bowl in both competitions. A further narrow defeat to Waterloo (26v27) saw them eliminated from the league cup competition.

In the Cheshire Bowl the team fared better and progressed to the final where they played Stockport, another conference A team. After a see-saw game, where defence seemed optional, they eventually lost 36v43. Over the season the team has progressed well with a number of the U17s improving, which will stand the team in good stead as they move up to be the senior players in the squad next season.

Mark Roberts and his coaching team should be proud of what the team has achieved this season and in particular the way the players' game understanding has developed.

Finally, congratulations to Josh Gibbon, who has been retained by Sale Sharks academy. That's all from me.

Cheers,
PK
Paul Kelly
Chairman of Rugby.

Minis and Juniors Report

It's the end of another great season at Sale FC! Our Mini and Junior section has again continued to thrive this year, and to consistently seeing so many young players on a Sunday morning down at Carrington and at midweek training is amazing and heart-warming. The club has continued to see fantastic levels of recruitment across all age groups and this has been no doubt influenced by the positive word of mouth amongst parents, Stone's social media images/posts and the unrivalled quality of our coaching staff and facilities.

A big thank you must go to the continued commitment of our coaching team / managers and volunteers who give up their time each week, whatever the weather and provide the children with fun sessions, developing the children's rugby skills and enhancing the love of rugby to both girls and boys at all ages.

I would like to say a warm welcome to all our new players and their families across all our age groups. Our membership numbers have continued to increase in the M&J section seeing more boys and girls joining SALE FC.

Thank you to Eugene for providing food after training for the M&J's, the minis thoroughly enjoy the hot dog afterwards! Also, the addition of post training food on a Thursday night has been really successful and an enjoyable way of finishing off a training session before heading home to bed.

Thank you again this season to Carolyn and Ed, our-ever reliable Fixture Secretaries, who organise fixtures for M&Js across the season. The Fixture Secretary role is a challenging role at M&J's, liaising with clubs, coaches, managers, pitch allocators and often at the last minute! Sadly Ed is unable to continue next season due to work commitments, so a big thank you goes to him for all the time he has given.

The Junior section has never been stronger. We have continued to see our players getting selected for Scottish Exiles, County DPP, Sharks SDG and Sharks Academy from our U16s and U17s this season which is incredible. A big congratulations to Christy Quirke and Joshua Gibbon on their Sharks successes!

Back in January 23rd 2022 we launched the '1861 M&J' section (U12, U14 and U16s) and over a year on, it has continued to thrive! We have girls from the age of 10 wanting to play within our girls section. This season we have been joined by Head Coach Alison Kelly and Coach Elycia Jones (1861 player) who have been amazing and supportive towards the girls of

M&J 1861 and also promoting this section of the M&J's. Last season my target was to increase the numbers, provide opportunities and get fixtures for the girls to play. This has been achieved by joining the GMGN and taking part in Pitch Up and Play opportunities within the Cluster. We hosted a PUP where we had 50 girls playing amazing games of rugby, combining teams to allow the girls to play matches. Next season we will continue to build on these successes, increase our numbers and grow to have 5 age groups (U10, U12, U14, U16 and U18) within our 1861 M&J section. We will continue to attend Pitch Up and Play days and also development days.

This season our 'Legends Bar' at Carrington has gone from strength to strength. We have been extremely busy with our M&J's, Colts, Vikings, 1861 and 1st team training and games being played down there. The takings this year at Carrington demonstrate how much it's enjoyed by all!! Thanks must go to its volunteers and licensees who man the bar mid-week and weekends – Jo, Carolyn, Tamsin, Dan, Claire and myself. A warm welcome to Suzie, who will be joining our team next season.

Match Days at Heywood Road have been amazing this season. Congratulations to Sale 1st team and to Sale FC 1861 on another fantastic season and providing the spectators each week with amazing nail-biting games which have inspired our Mini and Junior players to pursue their dreams! The M&J's sections are well represented in the home crowds and make lots of noise to cheer the teams on.

Thank you to all the volunteers and age groups who have stepped forward this season and helped run the gate and raffle each home game. It has been great to see year groups man the gate and run a raffle to raise money for their year group to support tours, additional kit / resources.

This season we have had a number of curtain raisers played down at Heywood Road which have been enjoyed by all, enjoying post-match meals. We are already thinking ahead for next season.

Our end of season awards on Monday 1st May saw year groups selecting Player of the Year and Players player of the year, medals for all and M&J graduates awards for our U16s. What a fab day it was. Thank you to the 1st team, Sale FC 1861 and Sale FC Vikings players who came down and presented awards, and to Gareth for the music. The highlight of the day was the giant water fight enjoyed by children, coaches and parents alike!!

This season has seen some of our teams travel to support the 1st team. The U12s enjoyed a tour to Darlington and the Northeast and supported the 1st team on their way. U16s travelled to Leeds, Darlington and Birmingham to support the 1st team, and most recently our U13s and U15s enjoyed a tour to Wales whilst our U10s enjoyed a 'tour in a day' to Vale of Lune to play rugby followed by fun on the beach.

Finally, a big thank you goes to Jo Bambrick (Chair of House Committee) and the House Committee itself, James Fletcher (Vice Chair M&J Minis U6 -12s), Pete Tomlinson (Vice Chair M&J Juniors U13 -16s) and Carolyn Tomlinson (Vice Chair M&J Fixtures and Carrington Club House) who have all been a fantastic support. The amount of the work that goes on behind the scenes is amazing and events, training and fixtures wouldn't happen without you guys!

"I'm trying to learn how to play rugby but can't quite get there. Every time I think I have scored, the coach says 'good try'..." Come and TRY your hand at Sale FC!

Liz Dockry

Chair

Sale FC Rugby Minis and Juniors

Elected Vice Presidents of Sale FC 2023

Michele Orange

Michele Orange is a fantastic supporter of Sale FC Rugby and has had close links to the club for many years. She was co-founder of our very own Sale FC 1861 team and continues to be at the forefront of supporting and championing women's rugby in the north of England. As co-owner of Sale Sharks, Michelle has been pivotal in building the close relationship between the two clubs, which sees Sale FC benefit in many ways, both on and off the pitch. Michele is regularly seen down at Carrington supporting Sale FC 1861, or at Heywood Road supporting Sharks Women or our 1st XV. Michelle is also a sponsor of the club and donated generously to the development of the clubhouse at Carrington. Michelle's continues to work closely with Sale FC Rugby as we look to create more opportunities to grow women's and girl's rugby at the club.

Martin Blythe

Martin has been part of our M&Js section at the club for over a decade and has been coach of the current U16s team since they were U6s. Through his efforts we have seen this squad grow, which now has over 30 lads going to Colt's rugby next season. Martin has four children that play rugby for the club at various age groups. Over the past 10 years Martin also volunteers on 1st XV match days and can regularly be seen at Heywood Road helping to ensure that match days run smoothly. Martin is also a qualified referee and referees across the region.

Simon Orange

Simon continues to be a fantastic support to Sale FC Rugby both on and off the pitch. As co-owner of Sale Sharks he has been at the forefront of our relationship, and through that we have seen the very best of Sale Sharks younger players run out for Sale FC. Off the pitch his commercial guidance and generosity assists in seeing the club continue to work towards a sustainable future. Simon also sponsors the club through his company CorpAcq. There is no doubt that through Simon assistance we have been able to move the club forward both on and off the pitch.

Nick Baker

Nick has been pivotal part of the M&J section for over a decade, where he has coached kids from U6s through to U16s. What is even more impressive is that once he had coached his lad up to Colts, he then went back down the age groups to coach his younger child. From the age group that Nick coached up to Colts, we are seeing these lads starting to make debuts for the club in senior rugby. Nick volunteers on match days and has never hesitates in stepping forward and supporting the club in any way he can.

Chris Counce

Chris Counce has been a member and sponsor of the club for many years. His generosity has supported us with the running of rugby throughout the club. His company, Counce O'Hara also sponsors our Sale FC 1861 team, which has been pivotal in helping us grow female rugby at the club. Along with his family, Chris is a regular at the club on match days and is always introducing new people to Sale FC so that they too can support the club.

Membership Prices 2023-2024

- Concessions = OAPs, Ex-Military, Under 21's
- Officially extend M&Js to include Colts
- Offer 6-month Direct Debit via online portal, if signed up July 30th.
- Proposed gate Prices
- Adult £15
- Concession £12
- Popular pre-match games to have premium added (Xmas etc) with no sponsors to have tables at that game.

Standard Club Card - Season Ticket - (No Direct Debit)

- ✓ Season Ticket Club Card includes 1st XV, 1861, Vikings & Sale Sharks Women games
 - Price Adults - £150.00
 - Concessions - £120.00

Club Membership (Tickets non-transferable) (6 Month D/D offered)

- ✓ Season Ticket Card - Includes 1st XV, 1861, Vikings & Sale Sharks Women games
- ✓ Player's Fees (for card holder)
- ✓ M&Js Fees
- ✓ Discount at Bar on match days (10%)
- ✓ Voting rights at AGM
 - Single Club Membership - £190.00
 - Family Club Membership - £240.00 (Same Household X2 adults)
 - Concessions - £150.00

Sale FC Rugby

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