



## **Westcountry Blues 2019 AGM minutes**

Meeting held on Sunday 21<sup>st</sup> April 2019 on board coach to Manchester United game.

### **OPENING REMARKS – RON JOYNSON (WCB CHAIRMAN)**

Welcome everyone to the Westcountry Blues Annual General Meeting for the 2018 /2019 season. This is the last formal WCB trip of the season although members will be in attendance at all of our remaining games. As the Burnley game was changed to a Friday, the planned AGM needed to be rescheduled quickly and has resulted in our format being changed into two parts.

First element today, will contain all of the Committee verbal reports and opportunity for questions and deliberations from yourselves including your Sustainment Vote of Committee Membership. Whilst the second element will appear as the Minutes of Reporting Data from our various functions, along with a summary of today's activity.

As Chairman I would like to summarise what I believe is the Current State of Affairs at both EFC and WCB and also conclude the man of the match winner for the season.

There were no aspects of previous season's minutes that were disputed.

### **CHAIRMAN'S SEASONAL REVIEW – RON JOYNSON**

We have had a disappointing season despite signing some pretty talented players last summer. We are currently in 9th place in the league. We have played 32 games and have 46 points and will finish in between 7th and 10th as we are surrounded by Leicester / Wolves / Watford and West Ham fighting for these places too. This season Everton have shown inconsistent performances from both the players and management. We additionally endured early Cup defeats at Southampton and Millwall.

Even our recent good form against Chelsea, West Ham and Arsenal ended at Fulham. Fulham.....where did Everton go.....The Boat Race!

But onwards and upwards there should be more promise next season as our new signings and younger players will be more experienced and will see what the new Transfer Gap brings.

No need to explain to you guys / you know Everton! And so do I / we'll see, won't we?

## **Westcountry Blues.**

The 2018/2019 season has been a really good year for the Westcountry Blues. At the start of the season we had 80 members on our database, which has increased to 96 throughout the season. We have had 16 new members join.

We now have 38 season ticket holders on record, which is almost a full bus. If Everton were more consistent we would fill more buses every trip.

As most of you are aware on the day of the Liverpool game the coach got stuck in an accident not far from the Almondsbury pick up. Most people decided to carry on a drive themselves to the game, which result us having a shortfall of £750. I got in contact with Everton and explained the situation and they very kindly promised to pay the £750 shortfall to Westcountry Blues. Everton are glad of our support as we support them.

As a side issue, my brother and I were offered a conducted tour of EFC Liver Building Headquarters as they had cocked up my Season Ticket Application format and asked what they could do to compensate. We asked for this opportunity to see behind the scenes and to meet people whom I deal with, in my WCB role. It is a great place with strip lighting replicating the pitch layout on the ceiling of the foyer. There were historic pictures and memorabilia everywhere along with super views of both Bramley Moor Dock and out of the other windows looking at the ferries. They were extremely welcoming and fully appreciate our West Country support genuinely. Really good to know!

## **FINANCIAL REPORT – MIKE WILLIAMS (TREASURER)**

### **General:**

This is my third and final season in the role of Treasurer. It has been a really good year financially for a number of reasons:

- Higher Attendance Numbers
- Win your Bus fare home
- Voluntary Contributions for Drivers tips.
- Tighter monitoring of coach sizes.
- Reduced We Are Everton Supporters Club Rate instigated by Everton.

### **Accounts:**

The accounts are straightforward and are set out in the spread sheet that will be online at the end of the season including figures from today's game.

Key features are as follows:

### **MEMBERSHIP**

This season we had fully paid up members as follows:

- Adult Membership x 73 @£15 = £1095.00
- Family Membership x 8 @£30 = £240.00
- Junior x 1 @£10 = £10
- Total membership revenue is: £1345.00

The numbers are up on last season.

Everton do not need to see the actual membership forms, they prefer to see our database only. Our plan again this season is for existing members that are on the Database to send a note with their membership remittance to say there is no change to personal details. That way we can save paper and time collating a new database. If your details have changed then please let us know by using the 2019/20-membership form. This can be found online or can be completed on the bus.

### **Match Day Travel**

Coach hire: £17,875.00

Fare revenue: £16,710.00

Travel loss: £1,165.00

We have travelled to 15 games this season in which we have conveyed 680 passengers to the games at an average of 45 passengers per coach. Compared to last year we had 583 passengers and we were averaging 36 passengers on a coach.

Our biggest loss was the New Year's Day fixture against Leicester city in which we lost £690.

### **NOTES:**

(1) The loss figure does include £275 refunded for Liverpool Voluntary contributions thus far.

(2) The loss figure does NOT include the EFC contribution of £750 towards the Liverpool loss.

Number of games a loss made: 7

Coach prices are to rise next season by Berry's, which is historically 5%.

### **Home match tickets**

Cost: £4,377.00

Revenue: £ 4,362.00

**Ticket loss: £15**

### **Note:**

(1) I was unable to cancel 1 x junior ticket and the Member involved did not offer to pay.

I either sold remainder of non-honoured match day tickets on way to the ground or I managed to cancel at ticket office.

### **Merchandise**

Merchandise sales: £250

Merchandise stock purchased £352.95

## **We are Everton membership**

I purchased 11 West Country Blue Memberships to this scheme in order to obtain tickets for Non Season Ticket orders at a reduced Supporters Club rate instigated by Everton. We managed to recoup all but £2 of this money using the £2 surcharge scheme.

11 x memberships cost: £165.00

Monies recouped: £162.00

## **Win your bus fare home**

Cards sold: 20

Paid out to members: £500

Total revenue for West Country blues: £300

## **Easy fundraising**

This is money raised by people who book holidays, purchase items from Amazon, Everton Direct and 1000s of other retailers online. It's free to use through West Country Blue Easy fundraising Portal.

It's simple to use but ignored by most sadly.

Revenue to date: £114

## **Voluntary contributions**

This is the money raised with the collection tin on match days for Drivers tips.

Donated: £369.73

Tips paid out to drivers: £300

Balance to West Country blues: £69.73

## **Miscellaneous Expenditure**

Postage/Stationary: £56.18

Jack McGovern Sleep out for Everton in the community: £21

Scratch cards for win your bus fare home: £9.48

Gift to Everton ticket office (Crate of ale): £10

## **Conclusion**

Excess income over expenditure: **£626.88**

Balance carried forward from 2017/2018 season: **£4,307.46**

Balance at bank 15.04.19: **£4,934.34**

As can be seen the accounts are in a very healthy state going forward into next season. There will be minor adjustments to these figures but I am expecting to report an excess

income over expenditure of £1000.00. This is once the Liverpool credit is made by Everton.

This will ensure the price structure remains the same for Season 2019/20.

### **TICKET SECRETARY REPORT - MIKE WILLIAMS (TICKET SECRETARY)**

This is my first season in the role of Ticket Secretary. I would like to record in our minutes a huge thank you to Stephen Richards the Supporters Club Liaison Officer in the Ticket Office for his assistance throughout the season. Key features are as follows:

#### **Home tickets**

I purchase home match tickets on behalf of the Supporters Club for Non Season Ticket Holders and those that either do not wish to purchase themselves or who are not members of the We Are Everton Scheme. The number of tickets purchased this season was 134. This cost £4,377.00.

Bad tickets that were purchased but wasn't paid for and unable to cancel was 1 child ticket at £15. This means we had a total loss of £15.

#### **We are Everton membership scheme**

This is a clever ploy by Everton to instigate a Members Scheme for non season ticket holders to order Home tickets as soon as they go on general sale. The cost of joining this scheme this season was £30 for an adult and £15 for a child. As a supporters club we were given an option to take out WCB members subscriptions for We Are Everton at a reduced rate. Hopefully this will happen again next season. I will keep Non Season Ticket Holders posted, but if you are interested in the WCB purchasing your We Are Everton membership at a reduced rate I need to know as I am going to do a one off purchase next season as opposed to driblets and drabs.

In addition, in order to furnish tickets for one off travellers on behalf of the West Country Blues I took out 11 memberships at a cost of £165, giving me the option of getting 11 tickets for every home game. This cost was recouped less £2 with a £2 surcharge per ticket purchased. The intention is do to do the same next season, however I shall only purchase 10 x WCB numbers.

#### **Away match tickets**

Away match tickets are officially obtained using a credit based system from Everton by me and also by using a network of friends to obtain spares. We have 7 WCB members who qualify for most if not all Away games based upon historical credit history.

- Jacky and Bill Mouny
- Ron Wilson
- Mark Broadbent
- Chris Holmes
- Rebecca Martin
- Mike Williams

Through a combination of contacts in Cheshire, Wrexham and East Anglia and the Ticket Office I get the remainder. Some of you may notice in your EFC ticket account credits

obtained for the odd game where I have ordered a ticket at the ticket office using your customer number when the credit requirement has dropped sufficiently. I will continue to do this in the hope that I can build a credit history for you the future. This season I have obtained tickets for Away games for anybody who has wanted one less a couple of games where interest has been so high. Notably Fulham and Spurs were almost impossible to get hold of.

At a rough estimate Away ticket sales have amounted to £12,000 which all passes through my own Bank Account. Away Ticket prices for Season 2019/20 remain frozen at £30.

Next Season a few amendments to Away Ticket procedures will be implemented (Less the normal 7 qualifying members who I have a working system for). Non West Country Blues will be charged a flat £1 admin fee that will go towards postage. There are occasions when tickets are required to be collected on match day. I will not come to you in a number of different pubs etc, you will be required to come to me at a time and place specified. If you fail to make that time do not expect me to hang around outside stadiums inclement weather etc.

### **Acknowledgements**

A big thank you to Deb for her patience in what has been a busy role.

### **Marketing Report- Ian Davies**

I would like to thank you all for your support during my second year on the committee.

This year we have run 15 trips to the Goodison and three times where we managed to sell 3 cards per trip. This means that this season doing "Win your bus fare home" has given £500 back to our members and raised £300 for our club. I am sure that you will agree this has become a welcome addition to our journey up north and gets everyone involved on board.

In terms of merchandise we have sold £250 worth of items this season. The main source being the new mugs that Mike made which I think are really good.

I think that the lesson learnt that we produce one main item per season to focus on. This year it was the mugs and next year I hope to produce either baseball caps or beanie hats.

I asked if anyone had any other suggestions in regards to merchandise.

I thought about the idea of polo tops and hoodies last season but they were probably too expensive so perhaps we need to focus on cheaper items. The problem with things such as pens and key ring's means we would have to do a big print run and we would end up with dead stock.

Once again thank you for your continued support and I look forward to seeing you all next season.

### **MAN OF THE MATCH REPORT- RON JOYNSON**

#### **Previous man of the match winners:**

2011/2012- Steven Pienaar

2012/2013- Seamus Coleman

2013/2014- Gareth Barry

2014/2015- Steven Naismith

2015/2016- Gareth Barry

2016/2017- Idrissa Gana Gueye

2017/2018- Jordan Pickford

This season 12 different players have been selected over the course of this season.

Here are the results as follows:

- 5<sup>th</sup> Place- Calvert- Lewin with 11 points
- 4<sup>th</sup> Place- Kurt Zouma with 16 points
- 3<sup>rd</sup> place- Andre Gomez with 22 points
- 2<sup>nd</sup> Place- Idrissa Gana Gueye with 24 points
- And the winner in 1<sup>st</sup> place- Gylfi Sigurdson with 27 points.

### **ELECTION OF COMMITTEE OFFICERS**

Mike Williams has stepped down as Treasurer and Chris Holmes has also stepped down as Assistant Treasurer. John Williams will become the Treasurer without an assistant. Therefor the committee members that have been formally voted in are as follows:

- Chairman: Ron Joynson
- Treasurer: John Williams
- Ticket Secretary: Mike Williams MBE
- Secretary: Danni Jones
- Marketing: Ian Davies
- Online Communications Manager: Craig Hunt
- Member without portfolio: Jacky Mounty

### **ANY OTHER BUSINESS**

- No questions were asked in advance to the AGM.
- Ian Davies made a suggestion that we get a trophy for the man of the match winner and it could be presented to the player. Upon discussion between everyone no one agreed so we decided not to pursue this.
- Jon Ord asked about having a small coach for midweek games. Mike explained that they would still need 2 drivers for the trip and it wouldn't be viable financially. Although subsequently agreed that a self-drive mini bus is certainly an option.
- A member also asked about the feasibility of making a detour to Bramley Moore dock on a match day. It was discussed that it's easier to catch a cab down from the ground and have a look themselves due to timings for match days.
- Finch farm has offered us a tour of their facilities as we cover such a vast area. It is something that we will look into but it is hard to arrange a date as they don't do it on match days.

- Steve Jones suggested that we could make a donation to Everton in the community with the left over driver tips.
- We will donate £70 to Everton in the community from the remaining bus drivers tips.
- It was also suggested that when there is a big game such as the Merseyside derby we move the bus timings forward a bit earlier. It was discussed that It would be a step too far for some people as some members travelling come from Plymouth.
- Jon Ord gave a thank you on behalf of everyone of the coach to the committee members for all their hard work they do.
- Thank you to Steve Jones for supplying Easter biscuits.