

Annual General Meeting 2022 Minutes

5 December 2022

Location: Marcellin Functions Room, Web Conference (Zoom)

Attendees: Matthew Frost (MF) Paul Bonato (PB), David Howe (DH), Bernie Crimmins (BC), James Bubuto (JB) (ZOOM): David Leovold (DL) (ZOOM), Eddie Sekker (ES) (ZOOM) Joel Cunningham (JC), David Leaveled (DL) , Janae Wakefield (JW), Tess Menzies (TM)

Apologies: Sue Robertson, Matt Getson (MG), Meeting commenced at 7:35pm

AGENDA

1. Confirm Previous AGM minutes put forward by DH
Second: MF

2. Annual Presidents Report – David Howe

2022 Executive Committee

At last years Annual General Meeting the following were nominated as members to the Executive Committee:

President: David Howe
Vice-President: Matthew Frost
Secretary: Simone Alcorn
Treasurer: Joel Cunningham
Golden Eagles: Bernard Crimmins
Golden Eagles: Matt Getson

At this AGM Chiara Moretta departed from her role as Vice President which was taken over by Matthew Frost. As a result of this Matthew departed his role as Secretary which was filled by Simone Alcorn, and all other members continued in their roles from 2021.

Volunteer Support

Although the Executive Committee provided some significant success this year in implementing a few key focuses from last years AGM, the issue of a lack of support for the Executive Committee members is unfortunately being carried over to 2023. Out of the 150+ players we had take the field in the 2022 season as well as the various parents, guardians and supporters that come out each week to support the Eagles, we are in a position where we only have 11 of those people assisting the club in a committee capacity. This was not without trying, as the Committee continually communicated to our community our need for help however this fell on deaf ears.

Throughout the year feedback was given to committee members by both players and supporters about potential ideas to improve the football club, this included events, fundraisers, and projects to improve the club. We had some fantastic ideas come forward however when it came to putting these into action, we had little to no support from our men's and women's programs to put it into effect. This resulted in reduced attendance at club functions, lack of support for post-training and post-match events and a miniscule team organizing large-scale events such as our Nest Ball and luncheons. This ultimately resulted in sponsorships lessened due to a lack of club event contribution and further feedback from players about how events were not as effective given their lack of organisation.

This current system is not sustainable for both the operation of the Committee and both the club, and change is required to ensure that this place continues its 54-year history. I, with the rest of the Executive Committee, both share the concern that another year of only a few hands helping has a risk of irreparable administrative damage that we have seen happen to similar clubs in similar situations.

As it stands only 2% of the entire current club (players / family / supporters) whereby there was 170 registered players in 2022 are actively involved with running the club, in raw numbers that number is 8

We saw this year some small highlights such as player Hayley Carlson providing a sponsorship through two business Coral Covey Jewelry and JH Landscaping, however given our playing groups connections it is disappointing that there has been miniscule support from both programs towards our sponsorship numbers.

We have seen in the past when people put their hand up to contribute it pays massive dividends for both the club itself and its community. The Trivia Night in 2019 was put together by a handful of volunteers which resulted in a massive fundraiser for the club, and the Merchandise Run organised by Maddy Rush and Olivia Zuccala in 2021 resulted in a \$10k revenue as well as new apparel for our playing community. When people put in the effort its proven that it provides results, however when the opposite happens that momentum swings with it.

Committee Structure 2023

To combat this further the Committee has developed a Matrix which outlines the roles which we require assistance with, and to achieve the successful operation of this we will require an additional 22 individuals from our community to step up and assist. This Matrix outlines the roles, a brief description of what is required as well as an outline of the hours required on a weekly basis which will not be more than 1 hour for each role.

This will be circulated to our players group next week when we will meet with them and discuss the new committee, our goals and any further information that is relevant. 2023 will be a year where players will be not asked but expected to pitch in in some capacity.

Communications

I would like to thank both Matthew Frost and Sara McMillan for their work with the communications throughout this year. Sara has joined us midway through and has assisted with the social media, and she has been a great asset. We hope to increase this communications team further next year to continue to support Matthew and Sara.

Finances

The financial position of the club will be discussed further in the Finance Report provided by our Treasurer Joel Cunningham. I would like to thank Joel for his tireless work in the role as Treasurer, as his contribution has seen this club only grow stronger through its financial position.

There were some significant contributions coming in this year, including the increase in sponsorships as well as our Nest Lotto drive throughout this year. Although these have aided the operation to the club, support for these two programs is needed from our wider community to ensure that these are sustainable for the future. Given the lack of community support for them in 2022 there is a risk we may lose some key sponsors for the 2023 year, however this is where we call on our community to get their businesses involved and help both current and new sponsors.

Throughout this year myself and Joel have done some extensive work understanding the inner finances of the football club further, as well as determining the true cost of each player to take the park throughout the year being approximately \$1500. The future Committee will need to consider this as well as future rising costs to ensure that any fundraising is conducted to ensure that they are able to satisfy the ongoing increasing costs of both the players and the club itself.

Sponsorship

2022 saw a significant increase in sponsors to our football club, as we saw the following businesses join us:

- Platinum: Australian Venues Co and Sorted Services
- Gold: Fitzpatrick Financial Services and Harp of Erin Hotel
- Silver: Woodridge Homes, Microcloud Bedding, Paul Money Partners, Donnellans the Tyreman and Bronzeworks
- Bronze: Jellis Craig, Kane Constructions, Fitzpatrick Insurance Brokers, Bendigo Bank East Ivanhoe
- Bronze: Coral Covey Jewelry, JH Landscaping, Financial Life Balance, Club Warehouse

I would like to thank Ben Day for his assistance in procuring sponsorships for the 2022 season that have become key supporters of us going forward.

As I have mentioned these businesses have been critical to the operation of the club in 2022, and it is crucial we need to support them just as we support our own.

We also will welcome in Cort Pozzan next year to assist as a Sponsors Liaison for the 2023 year. Cort is a current player and works within the sponsorship department of the Melbourne Rebels, and he will assist in communicating with our sponsors on a consistent basis.

Football Operations

The club welcomed in new coaches to the 2023 season, with Dennet Merton (Senior Men's Assistant), James Robertson (Senior Men's Assistant), Michael Dillon (Senior Men's Assistant), Jason Cox (Strength and Conditioning), Matt Russell (Under 19s) and Paul Gregor (Thirds) joining us. I would like to thank each of these individuals for their efforts in 2022, and James Barbuto who took over the Thirds coaching role after Paul had to unfortunately withdraw midway through the year due to his health. We wish Paul all the best.

With this our football operations costs increased, unlike 2021 when we had a debt reduction emphasis and coaches carried out their roles voluntarily, in 2022 several coaches were remunerated for their duties and the full season also realized an overall increase compared to a compromised 2021.

We also unfortunately announced in September that Luke Boyd (Senior Women's Coach), Tim Money (Senior Women's Assistant) and Anthony Franklin (Reserves Women's Coach) would be departing the club. All three were significant to the development of our Women's program and I would like to thank each for their hard work. We have been taking applications for the past few months and will continue to advertise these roles to find a suitable candidate/s.

I also need to make mention of Terry Boyd's support over then last few years as registration secretary, his support in this role was amazing and he will be sadly missed as he has advised he will be unable to assist again in 2023

VAFA

The past 12 months has seen some significant changes at HQ, with 3 presidents in less than 12 months Voyage / Overman / Voyage.

There have also been numerous changes at Board level as well as VAFA HQ staff, with the CEO being replaced in June this year with Jason Reddick taking on the role, the immediate changes he has implemented have been significant

MOCFC has been significantly influential with regards to the new constitution that replaces the old article of association that were written in implemented in 1961

This new constitution is to hopefully be accepted at next weeks VAFA 2022 AGM

Fundraising

We saw several activities result in significant successes for the club, namely:

- Nest Lotto Draw
- Season Launch Luncheon/Premiership Reunions Luncheon
- 1971 Reunion Luncheon
- Return of our \$5k raffle.
- Beer Pong/iPod Shuffle Night

We also had several other events throughout the season, namely

- 2017 Women's Premiership Reunion

- Season Launch,
- Prom Night,
- Nest Ball, &
- Presentation night

We also were successful in various grants throughout the 2022 season, including through the local Strategic Community Investment Fund, the TAC and through the NELP. I would like to thank both Simone Alcorn and Matthew Frost for their work on the NELP Grant, as this has helped secure funding for the club to hold an Information Night in 2023 for the Women's Players of our community as well as a Pride Round in 2023.

Bald Eagles

We welcomed the Bald Eagles into the VAFA in 2023 and fielded a Seniors and Reserves side in the master's division. This was highlighted by both teams playing each other on their home deck in the inaugural Le Combat De Coq which was a rousing success for both teams. The Bald Eagles will only be fielding one team in 2023, which will provide relief for player availability as well as likely result in some further success for the Baldies.

They also made a substantial contribution to the monies the club paid to the school for use of their grounds and facilities, which from an overall club perspective, the mere fact that we are now able to contribute a substantial amount of money is a great reflection on how far we have come over the past 18 months

As their slogan says, go you bald thing!

Golden Eagles

The Golden Eagles once again have been strong supporters of the club and we thank Matt Getson and Dave Leavold for their continued work with this coterie group. Unfortunately, the memberships for the GE's were down in the 2022 year, and we will continue to work with Matt and Dave next year as we aim to assess the current membership structure to make it more effective for its members.

Thank you to the GE's for sponsoring the Club Sponsors / Nest Lotto Luncheon in early September as well as the significant financial support with 'our donation' to the school for use of their facilities and grounds in season 2022

Relationship with Marcellin College

As the NELP project has continued to impact our operations as well as COVID we have continued to strengthen the relationship with the College to ensure that both parties are aligned in views and ideas. Discussions with the College throughout the year allowed both parties to continue this relationship further, and we hope to keep this dialogue open so that both ourselves and the College can continue to build on this relationship and provide a football pathway for current students.

Life Membership

I would like to congratulate the following individuals who were officially awarded Life Membership in 2022:

- Paul Bonato
- Luke Boyd
- Tim Money
- Anthony Day
- Michael Day
- Paul Donnellan
- Mark Cooper
- Shaun Beattie
- Tim Montagna
- Paul Harvey
- Vito Paonessa
- Tony Paatsch
- Thomas Black
- Peter Robbie (Posthumous)

Future (2023 and beyond)

I will be nominating for the role as President for the 2023 year, however I would like to announce that I will step down at the conclusion of 2023. My intentions were to step down at the end of this year, however given our lack of support it was not viable for the club to be left without a President at this time. I have enjoyed my time within this role and believe I have helped to build this football club into a stronger position than when I entered, however it is time to move on and let someone else continue to build this place even bigger. We will discuss this role with potential candidates throughout the year, however it is my dream that a member of our Women's program takes on the role.

I have also been advised that Matthew Frost will also be stepping down at the end of 2023 in his role as Vice President, however, will continue to support the various established subcommittees in a volunteer role. We will also be discussing this role with potential candidates throughout next year.

Conclusion

In summary although 2022 was a step forward in terms of the finances of the football club, it was a step back in terms of administration and volunteer support. If I am nominated once again in 2023, I will work with the new Committee to ensure that we will have a solid sub-committee structure in place with members of the Marcellin community assisting in multiple capacities, with a strong sponsorship and governance framework that sets this club up for the future.

Questions from members

DL brought up that there was no ledger of celebration plan. Team of the decade from 11 – 19, make a major feature and bring some retire players back for a celebration. VFL & AFL footballers that have come out of Marcellin can we incorporate these into fundraising. MF mentioned and it's 55 year anniversary as well and we can use this as an event.

JW mentioned another event opportunity to get together for the reunion, but we have the 2018 reserve prem will be 5 years for a celebration. Excuse to fundraise.

- Nil Motion to pass the Presidents Report – passed by MF, seconded by BC

3. Annual Financial Report – Joel Cunningham Finance Report provided by JC.

Balance Sheet

Balance Sheet as at October 31 2022			
Current Assets		Current Liabilities	
Bank	36,725	Accounts Payable	11,060
Accounts Receivable	23,169	GST Payable	2,158
		Other Liabilities	- 50
	59,894		13,168
Non-Current Assets		Equity	
Machinery Equipment	21,473	Current Year Earnings	3,753
Less Accumulated Depreciation	- 17,055	Retained Earnings	47,392
	4,419		51,145
Total Assets	64,313	Total Liabilities/Equity	64,313

Accounts Receivable Summary

Aged Receivables Summary						
Contact	Current	1 Month	2 Months	3 Months	Older	Total
AFL Victoria	-	1,000	-	-	-	1,000
Australian Venue Co	10,000	-	-	-	-	10,000
Bald Eagles	3,494	-	-	-	-	3,494
Bronzeworks Pty Ltd	-	-	-	-	5,000	5,000
Chocilo Melbourne	-	-	-	600	-	600
Golden Eagles	2,500	-	-	-	-	2,500
Marcellin College	-	-	-	-	(25)	(25)
Thomas Consulting Group	-	-	-	600	-	600
Total	15,994	1,000	-	1,200	4,975	23,169
Percentage of total	69.03%	4.32%	0.00%	5.18%	21.47%	100.00%

Key Points

- The following receivables have been received in full post October 31 2022:
 - Golden Eagles
 - Bald Eagles
- Still have \$17,175 of Outstanding Receivables as at today.
- Working hard with all Debtors to ensure debts are received ASAP.

Accounts Payables Summary

Aged Payables Summary		
Contact	Current	Total
Aged Payables		
Australian Venue Co	1,400.00	1,400.00
Boinkers Club	450.00	450.00
Harv Design Pty Ltd	875.00	875.00
Joel Cunningham	167.52	167.52
Manningham City Council	297.59	297.59
Marcellin Foundation	7,500.00	7,500.00
Victorian Amateur Football Association	369.60	369.60
Total Aged Payables	11,059.71	11,059.71
Total	11,059.71	11,059.71
Percentage of total	100.00%	100.00%

Key Points

- The following Payables have been paid in full post 31 October 2022:
 - Australian Venue Co
 - Boinkers Club
 - Harv Design Pty Ltd
 - Joel Cunningham
 - Manningham City Council
 - VAFA
- Marcellin Foundation payment only Outstanding Payable, and will be paid once the AVC Receivable is received in full.

Cash Flow Statement

Highlights

- Cash Inflows - \$270k
- Cash Outflows - \$279k
- Net Cash Flows – (\$9k)

Statement of Cash Flows - Year Ended 31 October 2022	
Operating Activities	
Receipts from Customers	252,954
Cash Receipts from other Operating Activities	17,504
Payments to Suppliers and Stipends	(279,406)
Net Cash Flows from Operating Activities	(8,948)
Cash and Cash Equivalents	
Cash and Cash Equivalents at beginning of period	45,672
Net change in cash for period	(8,948)
Cash and Cash Equivalents at end of period	36,724

Profit and Loss Statement

Transaction	FY22	FY21	Difference	Commentary
Revenue				
Player Subs	56,363	61,280	(4,917)	Reduced playing numbers in Season 2022
Sponsorships	76,045	30,000	46,045	Increase in new sponsors in Season 2022
Events	56,408	13,798	42,610	Increase driven by no Covid-19 Lockdowns
Bar & Canteen Sales	36,374	11,100	25,274	Increase driven by no Covid-19 Lockdowns (Playing all fixtured home games in season 22)
Nest Lotto	11,112	-	11,112	New fundraising initiative Season 2022
Memberships	2,095	13,056	(10,961)	Decrease driven by past players joining Nest Lotto and/or GE.
Other Revenue	17,801	36,709	(18,908)	Decrease driven by \$23k Merch Drive in FY21
	256,199	165,943	90,256	
Cost of Sales				
Canteen & Bar	23,155	10,464	12,691	Increase driven by no Covid-19 Lockdowns (Playing all fixtured home games in season 22)
Club Apparel & Merch	11,196	18,826	(7,630)	Decrease driven by no Merch Drive in FY22. FY22 Costs are backpacks and polos
Affiliation Fees	25,880	24,615	1,265	Immaterial movement from FY21
Playing Apparel	25,870	4,535	21,335	Increase driven by new playing jumpers and shorts for Season 2022
Venue Hire	39,477	1,327	38,150	Increase driven by no Covid-19 Lockdowns
	125,578	59,767	65,811	
Operating Expenses				
Coaching Wages	32,500	16,000	16,500	Increase driven by all coaches being paid in Season 2022
Trainer Wages	26,071	15,781	10,290	Increase driven by no Covid-19 Lockdowns (Playing all fixtured games in season 22)
Light, Power, Heating, Water	11,246	1,445	9,801	Increase driven by no Covid-19 Lockdowns (Playing all fixtured games in season 22)
Matchday Expenses	3,545	1,147	2,398	Increase driven by club sourced umpire costs and new football costs
Other Expenses	53,506	29,616	23,890	Increase due to increased medical tape and matchday filming as a result of a full season
	126,868	63,989	62,879	
Net Profit	3,753	42,187	(38,434)	

Questions from members

N/A

Finance Report – passed by MF, seconded by DH

4. Nominations

Secretary: Simone Alcorn (Intrem)

Nomination: Matt Frost by **Second: David Howe**

Objections: Nil

Treasurer: Joel Cunningham

Nomination: Matt Frost (by) **Second: David Howe**

Objections: Nil

Vice-President: Matheew Frost

Nomination: Dave Howe (by) **Second: Bernie Crimmes**

Objections: Nil

President: David Howe

Nomination: Mathew Frost (by) **Second: Bernie Crimmes**

Objections: Nil

Golden Eagles: Matt Getson

Nomination: David Howe **Second:** David Leaveled

Objections: Nil

Bald Eagles: Bernie Crimmes

Nomination: Matthew Frost **Second:** David Leaveled

Objections: Nil

Questions:

DL (zoom) asked if as a club we've written to Tim, DH mentioned in the process and in DH diary to do it tonight.

Meeting concluded at 8:27 pm