

## **Newport County AFC Open Meeting**

### **Frequently Asked Questions**

#### **What's happening with replacing the CEO?**

A small delegated group of Directors (Kev Ward, Mike Everett and Ryan Courtney) have recently concluded a robust recruitment process. The intention is to make an announcement within the next fortnight.

#### **Is the Commercial Manager on sick leave? Who is covering her role?**

Rebecca is not well at the moment. The club is supporting her and wishes her a full and speedy recovery.

Given the critical time of year from a commercial perspective, a small delegated group (Rob Santwris, Gavin Foxall, Bob Herrin and Colin Faulkner) have picked up the responsibility and will be looking to engage with a wider audience to assist.

#### **Why is Mr Tom not renewing its sponsorship for next season?**

The parent company has made a commercial decision not to continue with next year's club sponsorship.

The club would like to place on record its thanks for all the support it has received over the last 3 years.

#### **Who will now be the main sponsors?**

The Directors have been in dialogue with several prospective headline sponsors and hope to make an announcement soon. The FA Cup run and general exposure has attracted interest from companies with whom we have never engaged previously.

#### **What about other shirt sponsors?**

Again, the Directors are reaching out to companies who have sponsored previously and those the club has never engaged with. We have already sold the back of the away shirt to a new sponsor and are in dialogue for the home shirt

#### **Where can I find out what is on offer?**

The club will produce its commercial brochure this week and this can be obtained by downloading a copy from the club website.

#### **How can I help?**

In three ways:

- If you can take a sponsorship yourself, we would be delighted to hear from you.
- If you work for a company who may well be interested, an introduction would be welcomed.
- If you have a sales background or just willing to help, we will soon be looking for volunteers to make calls to prospective sponsors.

## **Who do I ask?**

The main points of contact are:

Rob Santwris – 07989 448692

Gavin Foxall – 07900 181604

Colin Faulkner – 07923 119726

Bob Herrin - 07907 729831

## **What are the issues with the WRU and Rodney Parade?**

The club has been in dialogue with the WRU for some time due to the increase in costs at Rodney Parade. These costs have increased by 100% since the WRU takeover. There are areas where the club do not agree with what it is being asked to pay and we are engaging accordingly.

## **The Council recently gave money to the Newport Marathon. Will they be giving any to Newport County AFC given what we bring to the City?**

The club has a good relationship with the council at several levels and has appreciated the support it has given, especially around the FA Cup. The exposure created by the club was recognised by the council and we continue to engage to explore other avenues, including financial.

## **Where has all the money gone from the FA Cup run?**

In headline terms:

- £350k deficit last season – not debt – due to contractual pay offs, position of team.
- Significant increase in WRU for match staging costs.
- Ongoing contribution to Desso pitch.
- Lower than anticipated Wembley replay income.
- Football bonuses.

## **You said at the last meeting that the FA Cup money was going into a separate bank account. Is this still happening?**

This has not occurred and there is currently not a plan to do so.

## **Published minutes from the Board meetings say the Trust ownership model may not be viable? Can you explain more?**

In simple terms the Trust contributes £30k per year to the club. As the owner and majority shareholder, this is not enough for a business that turns over £2.2 million a year.

As a result, the Directors would like to commence a 6-week consultation period where it asks the members what ownership model they would prefer.

## **What options are there?**

This will be covered in the consultation period but there are 3:

- Supporter owner – Stay as we are, but with more financial input from the Trust.

- Sell the club – Actively put the club up for sale.
- Blended ownership – Supporters, businessmen and council. (Old Swansea City model)

**When will the consultation period commence?**

It will commence following the open meeting and run for 6 weeks.

**What will happen at the end of the consultation period?**

The information will be collated by the Board and considered with the themes and output being shared with members.

This will also include next steps. Ultimately the members will make any decision.

**Are there any investors interested in the club?**

We are not speaking to any investors directly but as part of our consultation we would very much like members to share their views.

**What is the view of the club's financial well-being?**

The club has introduced robust controls and reporting within the year that will assist with the general financial well-being.

The club has limited debt but conversely it has no assets and thus it finds itself in an unusual position.

The position we are in this close season is better than last as a result of the cup run.

However, we need to ensure we have a sustainable ownership model and cost base and hence the time is now right to have that debate.

**Will the manager have a reduced budget this year?**

The aim is to provide the manager with the same resources for the forthcoming season as he did last season. This is dependent upon the club hitting its targets both in terms of commercial income and controlling the cost base.