

## *USA RUGBY*

USA Rugby Board Meeting  
National Office  
2500 Arapahoe Ave.  
Boulder, Colorado 80302  
Friday 25<sup>th</sup> January 2013

### **MINUTES**

Meeting was to be called to order at 3.15pm (Mountain)

Present: Kevin Roberts (Chairman), Bob Latham (Vice-Chairman), Bill Middleton (via Conference call), Julie McCoy, Rob King, Will Chang, Matt Hawkins.

Apologies: Beth Black, Peter Seccia

### **Section 1 - Chairman's Address**

The Chairman welcomed the Board to the National Office and thanked them for their support in 2012. In a tough economic climate, USA Rugby has continued to grow and recorded one of its best years on and off the field. The focus of today's meeting is to prepare for the Congress Meeting, discuss the Purpose and Strategy for USA Rugby as we move into a new cycle. The Chairman noted that this was the 'end of the beginning' and a tipping point for the organization as it seeks to continue to grow and focus on the opportunities ahead.

### **Section 2 - Reports**

#### **2.1 - CEO Report (Nigel Melville)**

CEO welcomed the Board to the National Office and confirmed that he had distributed his end of year review to the Board ahead of the meeting and welcomed comments/questions. As the focus of the meeting was predominately on the Congress Meeting presentations and the new strategy, the Board moved swiftly to the Financial Review.

#### **2.2 - 2012 Financial Review (Rob King)**

Rob King (Audit Chairman) presented a financial update to the Board. Although the year end of circa 250k would be delivered for 2012. USA Rugby's budget surpassed \$10m for the first financials were not yet finalized, the draft financials year end 2012 were circulated and a surplus time against a budget of \$9.1. The increased revenues came from two specific sources, Events and Sponsorship. The events being a highly successful USA v Italy game and a new sponsorship deal with AIG. This extra revenue enabled USA Rugby to cover overspends hosting the Junior World Trophy, cover the Kooga settlement as well as the increased insurance premiums due to the excessive claims record attributed to the Accident Insurance policy. The policy has been renewed for the current membership cycle within the parameters of Congress expectations.

USA Rugby also employed a Chief Marketing Officer in the fall and a full-time Development Director focusing on the creation of the USA Rugby Foundation.

USA Rugby also faced two IRS Audits that resulted in no claims against USA Rugby. This was followed

by a USOC Audit that resulted in a small number of medium to low level recommendations that are being implemented.

CFO and Audit Committee have confirmed that they have appointed new auditors for 2012. The new auditors are Waugh and Goodwin, an extremely experienced auditor based in Colorado Springs who work with a number of Olympic NGB's.

The Chairman thanked Rob for taking on the role of audit chair and was delighted with the energy he has put into this role on behalf of the Board.

### **2.3 - USA Rugby Purpose (Kevin Roberts/Pam Kosanke)**

Pam Kosanke (Chief Marketing Officer) joined the meeting and presented the new Purpose for 2013. The new USA Rugby was discussed at length and the Board had input and a small number of changes were implemented. The strategy to present at the Congress Meeting was agreed.

### **2.4 - USA Rugby Strategic Plan 2013-15**

CEO shared with the Board the presentation to Congress regarding the Strategic direction of USA Rugby in the next three years. The plan will be finalized in the next 7 days and further input was requested from the Board and Congress will be invited to offer any final feedback. The Chairman confirmed his support for the Plan and was happy for this to proceed subject to input from others in the next seven days.

### **2.5 - Congress Meeting Preparation (NM/Julie McCoy)**

Julie confirmed that Congress were looking forward to their first meeting of the year and meeting the staff from the National Office and the Board. The Board discussed the meeting agenda and the presentations to be made

## **Section 3 - Approvals**

There were new approvals presented.

## **Section 4 - Any Other Business**

The Board discussed the meetings scheduled with! RB CEO Brett Gosper in New York, the discussion was far reaching regarding the! RB and the direction of the game of rugby in north America. Attending these meetings would be the CEO and Will Chang from the Board. It was agreed that Will and Nigel would outline the current position of the game in the USA, share our new Purpose and Strategy and enquire as to how the iRB plans to fulfill the recommendation of the iRB Global Economic Summit to make a strategic investment in USA Rugby. Nigel and Will to feedback to the Board following the meeting.

The meeting closed at 5.20pm.

Next Meeting: Friday April 19<sup>th</sup>, New York