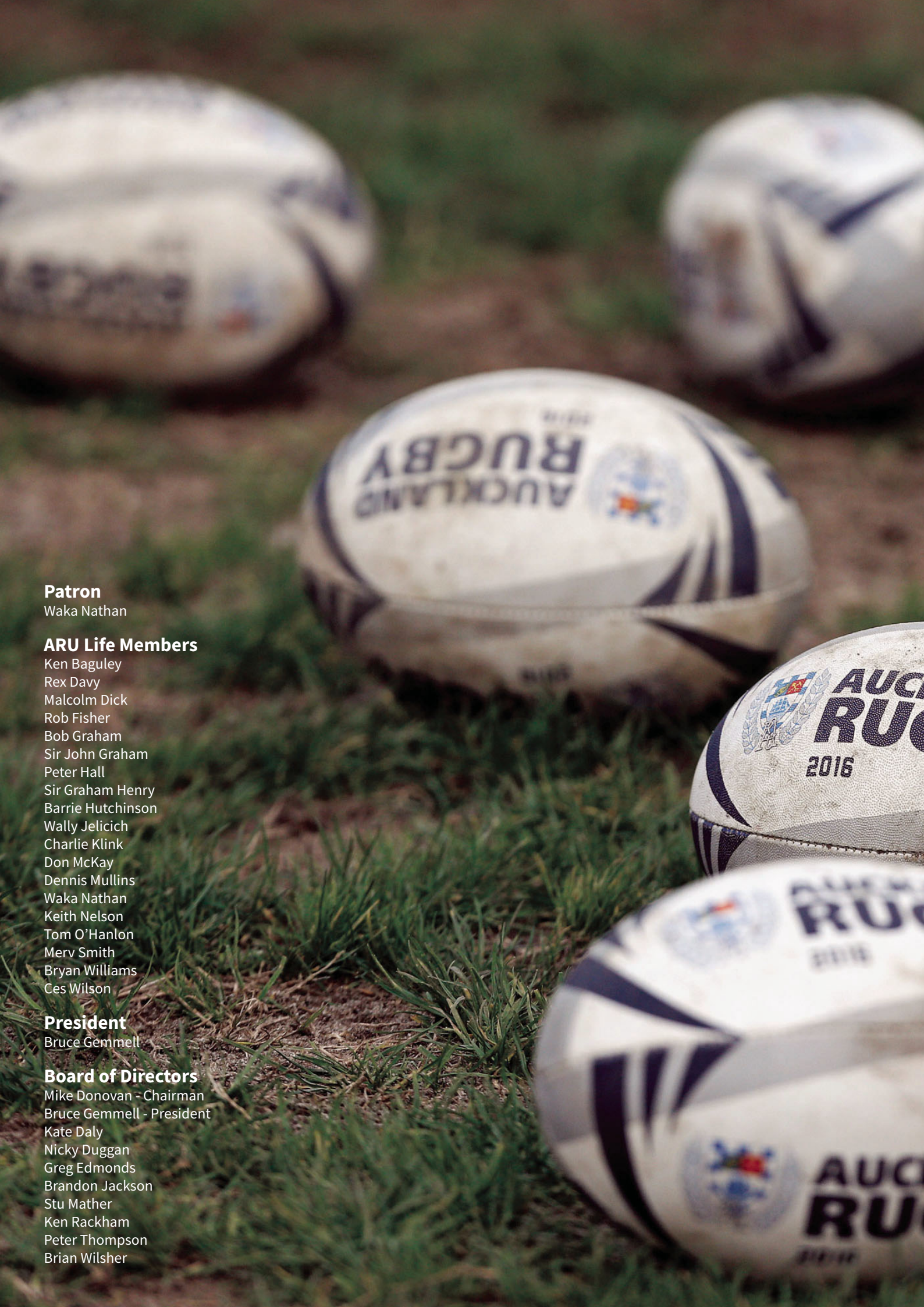




**AUCKLAND
RUGBY**



**133rd
Annual Report &
Financial Statements
2016** Auckland Rugby Union Inc.



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ARU Life Members

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Rex Davy

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Stu Mather

Ken Rackham

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Chairman's Report

It has been an absolute pleasure and privilege to serve the many stakeholders of the Auckland Rugby Union as Chairman of the ARU board since my election to this role by my fellow Directors in December last year. This year has seen a continuation of our efforts to leverage our strong base and the implementation of the 2015 – 2017 Strategic Plan that was put in place at the end of 2014 and revised through this year. The details and achievements of the various strategic outcomes will be addressed throughout this report and measured in the balanced scorecard.

Provincial Union Funding

As a result of New Zealand Rugby's most recent broadcast deal and following extensive consultation with Provincial Unions, 2015 saw the implementation of the revised Provincial Union Funding Model which has produced favourable outcomes for all Provincial Unions for the five years starting from 2016. Auckland Rugby, along with other unions providing Test Match venues, has seen the provision of Test Matches treated as contracts for service, separate from the traditional PU Funding Model. This revision reflects the confidence NZR has in Auckland Rugby to provide Test Matches of high quality – a credit to the great work done by Auckland Rugby staff in the delivery of Test Matches and other rugby events – manifested by, for example, the second test against Wales in achieving a KPI score of 98%. Auckland Rugby applauds the visionary approach of NZR in ensuring all Provincial Unions are funded in a fair and equitable way.

Auckland Rugby's total entitlement in 2016 under the new funding model amounted to \$2,387,893 compared to \$1,669,498 in 2015 (after adjusting for Test claw back from 2014), an increase of 43%. Whilst this funding model will be applicable for the five years 2016 – 2020, there will be a mid-term assessment in September 2018 by NZR Management relating to the first two years of the new model which will analyse the KPIs and financial situations of Provincial Unions as well as the financial outlook for NZR. Any recommended changes would be back-dated to 1 July 2018 which is the mid-point of the five year funding model.

The commitment to increased funding from NZR through the new PU Funding Model has seen Auckland Rugby dedicate more resources to the community game and to employ additional staff to promote the game at primary schools, secondary schools and clubs.

Eden Park

This year has seen a change of guard at Eden Park with a new Chairman in Doug McKay and a new CEO, Guy Ngata. Doug has a vision for the longer term development of Eden Park and we are looking forward to working with both him and Guy in delivering this vision as well as continuing the strong relationship we share in delivering world class rugby fixtures at Eden Park. We must acknowledge the significant contribution made by John Waller during his tenure as Chairman of the Eden Park Trust and regret his untimely passing this year.

Auckland Rugby and Auckland Cricket, as the two major stakeholders and tenants of Eden Park, are in ongoing talks about the possibility of the redevelopment of the number two field as a smaller stadium that would satisfy the needs of both cricket and rugby whilst still allowing room for commercial development.

I extend my thanks to Ken Baguley and Nicky Duggan for their continued efforts in representing rugby's interest as Directors on the Eden Park Trust Board.

Auckland Rugby has a significant economic and historical investment in Eden Park and strongly supports its retention as Auckland's preeminent sporting stadium. Recent discussion around the possible establishment of an alternative stadium in downtown Auckland would appear to indicate that this development would only progress with the involvement of all interested parties and would be subject to the availability of the significant funding areas, such as ticketing and match management, that a downtown facility would require.

British and Irish Lions

The much-awaited tour of New Zealand by the British and Irish Lions will take place during June and July 2017. This tour last happened in 2005 and the wider rugby community certainly looks forward to their visit with keen anticipation. The British and Irish Lions will play 10 games; they will play each of the five Super Rugby Franchises, a Provincial Heartland Union XV, the Maori All Blacks and a three Test series against the All Blacks.

Auckland Rugby are delighted with the confirmation that there will be three games played at Eden Park: against the Blues on 7th June, the first Test against the All Blacks on 24th June, and the third Test against the All Blacks on 8th July.

This British and Irish Lions tour comes around every 12 years and presents

significant opportunities for Auckland Rugby around membership, sponsorship and hospitality. Plans to optimise the opportunities this tour presents are well advanced.

Blues Limited Partnership

Auckland Rugby continues to be highly supportive of Super Rugby in the region as a 38.75% shareholding partner of the Blues through equity in Rugby Holdings LP.

The appointment of Tana Umaga as Head Coach for the 2016 Super Rugby season saw improved results over those of the 2015 season and we hold high expectations for an improvement in 2017.

Auckland Rugby staff continue to deliver a high standard of shared services to the Blues. Auckland Rugby's interest and investment in the Blues have been protected by Auckland Rugby Directors Greg Edmonds and Brian Wilsher who as Directors of Rugby Holdings Limited Partnership (Auckland Rugby Union, North Harbour Rugby Union and Northland Rugby Union) sit on the Blues LP Board. Greg and Brian have effectively represented Auckland Rugby's interests in the Blues under sometimes difficult circumstances. Greg resigned from his involvement with the Blues in October and his contributions on behalf of Auckland Rugby are appreciated. At the time of printing, his replacement was still under consideration.

Auckland Rugby's financial results in 2016 have been positively impacted by the profit produced by the Blues. Financial results from the Blues are proportionately accounted for in Auckland Rugby's financial report. In 2016, Auckland Rugby had budgeted for a break-even result (based on the Blues budget) but achieved a profit of \$131,097 with this being brought to account in 2016. The ARU has just over \$1.2m invested in the Blues.

Wider Auckland Strategy

2016 has seen NZRU continue with its 2020 strategy, one pillar of which is: "Rugby is the sport of choice in wider Auckland". Auckland Rugby has strongly aligned with this strategic objective and is making a significant contribution to the objectives of this, the Wider Auckland Strategy.

Simon Devoy has continued as the NZRU coordinator for this strategy and his role is strongly supported by NZR and with the support of a steering committee consisting of nominees from Auckland, North Harbour and Counties Manukau, they have identified a number of focus areas, including:

- Human Resources
- Women's Rugby
- Coaching Development
- Primary School Rugby
- Aspirational and Meaningful Competitions
- Club Health
- A 10 Year Vision

Good progress has been made with a number of achievements this year.

Financials

There are a number of highlights confirmed by the audited accounts including:

- Net result of \$634k surplus exceeded budget by \$151k
- ARU Membership numbers up by 83% from 2015
- Investments in managed funds provided a return of 6.81%
- \$2.3m in grants received from NSTL with >\$700k provided directly to Clubs
- Strong Balance Sheet with \$7.1m in cash, bonds and managed funds plus \$1.2m invested in the Blues

Clubs

Congratulations to Suburbs on winning the Gallaher Shield in an outstanding final against Grammar TEC.

The Council of Delegates, chaired by Stu Mather, has introduced a number of initiatives for 2017, including:

- Introduction of an U20 U85kg grade
- Introduction of a Women's 10-a-side grade
- Discontinuation of U21 grade but ability for those Clubs with an U21 team able to compete cross-boundary in the Counties Manukau Competition
- To qualify for Alan McEvoy and Gallaher Shield competitions, Clubs must field Premier, Premier Development, U20 and one other senior team.

There remains a wide range of capabilities within clubs. Following the appointment of Barry George as Club Capability Manager for the Union, good progress is being achieved with a number of clubs that have been identified as "at risk".

One significant advance through 2016 has been the introduction of a Club Chair's Forum, established to discuss and provide assistance to clubs facing challenges and to share advice. This has proven to be an extremely positive and collaborative forum with the intention that it be continued into 2017.

Health and Safety

With the Health and Safety at Work legislation enacted from 1 April 2016 Rugby generally now has a primary duty of care to ensure the health and safety of its players so far as is reasonably practical. This legislation requires significantly higher levels of compliance than previously required and the

ARU Board, in recognising these requirements, is taking a lead position in New Zealand Rugby, recognising that player welfare is paramount.

The ARU Health and Safety Management Plan has been implemented and Risk Manager (an on-line Health and Safety System) is now running in clubs and is considered to be "Best in Class" within NZ Provincial Unions. The ARU Board commissioned its legal advisors to undertake an independent review of its compliance with the new legislation and it received a very positive report.

The ARU acknowledges the significant contribution made by Matt McHardy in the development and implementation of the ARU Health and Safety Management Plan.

The Blue Card Concussion Initiative will be introduced in 2017 and it is proposed that this will be implemented across Adult and Secondary School Rugby where a registered referee is officiating. This will require a mandatory three week stand down for any player "Blue Carded" by a referee. A comprehensive strategy for this implementation is being developed for clubs, schools, players, coaches and the wider Auckland Rugby community.

Strategy going forward

Our Strategic Plan for 2016 to 2018 consists of a number of aspirational elements that can be summarised as follows:

Leadership

Striving to achieve the objective of "One Team, One Culture" and to embed the mantra of BLUE (Belief, Leadership, Unity, Excellence) in all aspects of our business.

Winning teams and National Representation

Our high performance programme will consistently deliver winning teams and national honours for our players, coaches and match officials.

Community rugby is strong and vibrant

We will grow our game by the delivery of quality competitions and programmes that meet the needs of our rugby family at schools and clubs.

Maximise primary revenue streams

We will ensure that we maximise income from test matches and event management, membership and ticketing and sponsorship.

Grow revenue through innovation

We will leverage our financial strength to deliver income growth through innovative revenue programmes.

Prudent financial stewardship

Adhering to sound financial and risk management processes will ensure that Auckland Rugby achieves growth whilst minimizing undue exposure to risk.

Performance to this strategy will be measured by its application to and scrutiny of, a balanced scorecard.

ARU High Performance Facility

Optimisation of our High Performance strategy is dependent upon three components in addition to our players; an administrative HQ, suitably equipped gymnasium facilities and high quality all-weather training fields. We are well equipped with the first two but have been deficient with inadequate or unsuitable training fields – previously dependent upon fields at Unitec and this season using fields at Cornwall Park. After lengthy negotiation with Albert-Eden Local Board by Andy Dalton, access to Nixon Park has been conditionally secured with the playing surface to be upgraded to Xtragrass and high quality lighting both to be provided by the Council. We are currently exploring building a facility that will be shared with the wider community and design concepts are being prepared with the ARU Board to approve final design and budget.

Other Matters

There has been minimal movement within the ARU Board of Directors this year. Having completed her first term of four years, Kate Daly, being eligible has made herself available for re-election and in line with constitutional requirements, this role was advertised and four applicants, including Kate were shortlisted and interviewed by a duly convened Appointments Committee, and it was their unanimous decision to recommend Kate's unopposed nomination to the Annual General Meeting.

Recently, there have been a number of high profile incidents that have been presented in such a way as to create significant concern within rugby and the wider community. Rugby has high expectations of its people generally and New Zealand Rugby, in partnership with the New Zealand Rugby Players Association (NZRPA), has recently reinforced these expectations in relation to its players, coaches, team management, executives, administrators and governors through the publication of Respect and Inclusion protocols. While much has been achieved and significant advances made by those involved in professional rugby there remains the opportunity to further improve the culture and overall standards of behavior within the professional game. This includes ensuring that attitudes toward women in rugby, respect, responsibility and inclusiveness are in keeping with the international status of the game. On 9th November 2016, NZR Chairman Brent Impey announced the framework of a Respect and Responsibility Review and the panel members who will oversee the work. The review panel

will be chaired by New Zealand Law Society President and employment lawyer Kathryn Beck. She is joined by fellow panel members Jackie Barron (Sport NZ Board member and former netball administrator), Liz Dawson (NZ Cricket and Hurricanes Board member), David Howman (former World Anti-Doping Head), Lisa Carrington (Olympic Gold medalist), Dr Deb Robinson (former All Blacks Doctor), All Black greats Michael Jones and Keven Mealamu, and Kate Daly (ARU Director and Human Resource and Communications Executive). We congratulate Kate on her appointment. The Respect and Responsibility Review will be conducted from November 2016 through March 2017 with the preliminary outcomes reported back to the NZR Board in April 2017. The Terms of Reference for this panel are comprehensive and are publicly available through the New Zealand Rugby website. Auckland Rugby strongly supports this initiative.

Andy Dalton stood down from the ARU CEO role on 30th September 2016 and I join the Auckland Rugby community in acknowledging his significant contribution to Auckland Rugby. He has been the face of Auckland Rugby for in excess of 10 years, through some significant changes to our game and has always conducted himself in this role with absolute integrity. Andy will continue to work within the Union through to the end of September 2017 and will manage a number of projects during this time. These will include working with Grant McKenzie in the commercialisation of the British and Irish Lions tour, the Nixon Park project and the delivery of the Blue Card project to name several of these.

October 2016 saw the appointment of Jarrod Bear as the CEO replacing Andy Dalton. This followed a wide-ranging international search and a vigorous recruitment and interview programme, led by Kate Daly, supported by a panel comprised of Nicky Duggan, Greg Edmonds and myself. Whilst it is early in his tenure, Jarrod has already met many of the Union's stakeholders and he will continue with this into 2017. I would like to thank the executive of the Union for their hard work and commitment and their uncompromising adoption of BLUE (Belief, Leadership, Unity and Excellence). We have an exceptionally talented group of people supporting our game. Unfortunately, we have lost two long-serving employees through this year in Kili Tabakau (our longest serving employee) and Waisake Sotutu. We thank both of them for their contributions and wish them well for their futures.

I was privileged to attend all but one of the Mitre 10 Cup games played in 2016, both home and away by our Auckland team. Whilst the squad had a number of players with exceptional talent, their ability to deliver results commensurate with this talent was most disappointing. The Mitre 10 Cup team is the highly visible "shop-front" of the Union and as such has a serious impact on perceptions particularly as to whether the season has been successful or otherwise. notwithstanding the successes of other Representative teams. This season was first for new Head Coach, Nick White and the learnings taken from it will be implemented in 2017, following an objective post-season review.

I take this opportunity to express my thanks to the support provided by my fellow Directors. Our game continues to go through significant and rapid change and solidarity and vision at Board level is required to adapt to these changes. Our Board is an engaged Board and is prepared to robustly debate the issues that will inspire and unify all of our stakeholders in order to lead, grow and promote our game.

Our rugby community is saddened by the passing of a number of our fellows. We extend our condolences to their families and our appreciation of jobs well done.



ARU Chairman

Mike Donovan

CEO Report

It is my pleasure to table the 2016 CEO's Report to Auckland Rugby stakeholders. Before providing insights on Auckland Rugby Union's (ARU) 2016 performance, it is imperative to acknowledge Andy Dalton's enduring leadership. Over the last 11 years Andy has successfully positioned the organisation's long term financial position. This is no mean feat considering many other Provincial Unions have suffered hardship due to the challenging landscape of rugby within a very dynamic environment. Andy has also been successful in developing a group of supportive and loyal employees at Auckland Rugby, all of whom are prepared to go above and beyond their defined roles to assist the development of rugby in Auckland.

Key achievements for ARU in 2016;

- Total registered player numbers increased by 3% to 20,867; the largest player base of all Provincial Unions.
- Collaborating with clubs and schools to facilitate more than 10,000 games of rugby.
- Auckland Rugby Membership programme increased by 83% to 4,510 members.
- Suburbs won the Gallaher Shield final, the fourth different club to win this title in as many years.
- 17 players from the premier club competition were selected for the Mitre 10 Cup squad, highlighting a healthy premier club competition.
- Mt Albert Grammar was triumphant in being crowned the best 1st XV in the country.
- Eight Auckland players represented the All Blacks in 2016 (the most significant ARU contingent for some time) along with six Auckland players representing the Black Ferns – ARU is very proud of these players and their achievements.
- ARU financial objectives were exceeded with the EBIT exceeding budget by 31%.

Health and Safety

ARU is committed to creating a safe and enjoyable rugby experience every time, for all participants, volunteers, supporters and administrators. This requires ARU to have robust Health and Safety policies with supporting management processes. Led by Matt McHardy, ARU continue to lead best practice Health and Safety across rugby in New Zealand.

- Extending on ARU's partnership with IMPAC (leading H&S consultant) the Risk Manager programme was successfully implemented into 17 of 18 clubs
- An audit undertaken by Kensington Swan highly commended ARU's H&S policies and structures

Our People

Knowing the value of promoting and developing rugby to new entrants to the sport, the Board supported expanding the Junior Rugby Coordinator team from two to five employees. This team's collaboration with junior clubs and engagement with primary schools, resulted in players in the bracket of 0-12 year olds growing by 5%.

Another important role to develop rugby player participation was introduced into the organisation, with Katie Tahana joining as Womens Rugby Development Coordinator. Charged with the key responsibility to grow women player participation, Katie will focus on extending the registered woman players which grew significantly by 14% this year.

Whilst the impact of new members to the team is pleasing, this year ARU also had to farewell two longstanding employees. The first being Rugby Officer Kili Tabakau. After 17 years at ARU Kili departed to embark on a new adventure in Alexandra. The second departure was Waisake Sotutu, after six years as a Regional Development Coordinator in Secondary Schools. Waisake is not lost to rugby in Auckland as he starts a new chapter as Director of Senior Rugby at Marist Tamaki Rugby Club.

Staff engagement scores were up in the annual Kenexa Workplace Culture survey. This is reflective of the quality people throughout ARU, a team I am looking forward to working with and developing further.

Club & Community Rugby

An enduring healthy club and community game will continue to be a key focus for the ARU as the challenges exponentially mount throughout our dynamic and diverse environment.

In 2016 there have been many key achievements including total registered player numbers increasing by 3%. To support ongoing Club health, ARU introduced a new role 'Club Capability Manager'. Within this role, Barry George, has successfully been focusing on advancing the health and sustainability of our Club's most at need.

Congratulations to Suburbs for winning the Gallaher Shield final for the first time since 1992 and College Rifles for winning the Alan McEvoy Memorial Shield for the premier round robin. It is worth acknowledging both teams advanced from the bottom eight in last year's premier competition. The premier competition structure is proving demanding and competitive with four different Gallaher Shield winners in the last four seasons.

Mount Albert Grammar 1st XV won the Auckland Rugby 1st XV competition final at Eden Park and followed up by triumphing at the New Zealand Secondary Schools Top Four competition. One member of this team, Caleb Clarke, through his performances and potential has secured an ARU playing contract in 2017/18. ARU look forward to developing this exciting talent.

Please note – a special thanks is extended to Eden Park Trust for supporting the Premier and 1st XV finals being played at Eden Park, both with a nil venue hire fee.

Winning Teams and National Representation

As acknowledged earlier, ARU is proud to have eight players selected in the All Blacks in 2016 including debutant Rieko Ioane along with the six players selected for the Black Ferns. This representation at the very elite level is supported by ARU's healthy position of having depth within the next generation of high performers, with 12 Auckland players being selected in the 2017 New Zealand Under 20 wider training squad. These selections are a reflection of both the players' efforts and the good work being executed by the group of coaches contributing to ARU's talent identification programme and supporting Ben Meyer as Auckland Rugby's High Performance Manager.

However, we must also acknowledge the Mitre 10 Cup campaign under-delivered against ARU's high expectations. This performance has been a strong catalyst to ensure comprehensive reviews of players, coaches and supporting high performance structures are undertaken.

Our Storm team had a strong season, however were unable to extend on an unrivalled competition winning record as they were the beaten finalists to Counties Manukau in the Womens National Competition.

In other national competitions:

- The U19 A and B teams both made the top eight of the Jock Hobbs Memorial National Tournament for the first time since the competitions inception. The As were beaten finalists.
- Both the Mens and Womens sevens teams were Plate Winners at the National Sevens competition.

Operational Revenue

A strong operational revenue performance significantly contributed to ARU's strong net surplus result.

A key element to this was the successful event management and delivery of Wales and Bledisloe Tests hosted at Eden Park. ARU's event management team is highly regarded and along with ticketing remains a core element of our shared services agreement with the Blues.

ARU is also very proud to announce the ongoing partnership with Barfoot and Thompson, our front of jersey sponsor has extended the partnership through to at least 2019. The partnership with Barfoot and Thompson now extends over 36 years and ARU is very appreciative of their generous support, along with all of ARU's sponsors.

Innovative Revenue Streams

Given ARU's strong heritage and depth of rugby IP, the Auckland Rugby Academy was developed three years ago with the objective of creating an innovative revenue stream. Now in year three, this programme has established foundation customers and a robust customer pipeline to be well positioned in 2017 to contribute improved revenue and margins.

The broadcasting of the 1st XV competition is another project which ARU has invested in to generate innovate revenue. Whilst it has generated approximately 10,000 unique viewers each week, the broadcast production costs have yet to be offset by generating associated commercial revenue.

With the Lions Tour including two test matches at Eden Park in 2017, ARU has been able to leverage this content within ARU's membership programme to grow membership by 83% to 4,510 members in 2016, along with a similar forecasted membership base in 2017.

Financially Prudent

ARU is proud to announce a net surplus of \$634,000. This is 31% increase versus the budgeted net surplus and \$491,000 greater than 2015 result. Auckland Rugby is forecasting 2017 to be an extraordinary year financially, with the Lions Tour providing revenue opportunities which would not reside within normal operations.

ARU CEO

Jarrold Bear



Auckland Rugby are delighted to have the ongoing support of Auckland's leading real estate company, Barfoot & Thompson.



Sponsorship Manager Mildie Meyer-Els and Managing Director Peter Thompson at the 2016 Jersey Launch Function

Sponsors Acknowledgement

Auckland Rugby would like to acknowledge the tremendous support of our fantastic team of sponsors.

Major Sponsors:



Balanced Scorecard

Total Score 66.8%



Auckland Rugby Staff



Jarrold Bear	Chief Executive	Jarrold Syman	Junior Development Coordinator – East
Ross Halpin	General Manager - Commercial	Joe Blundell	Junior Development Coordinator - West
Warrick Nansett	General Manager - Finance	Karl Pokino	Junior Development Coordinator – South
Ant Strachan	General Manager – Auckland Rugby Academy	Waisake Sotutu	Regional Development Coordinator - East
Matt McHardy	General Manager - Operations	John Faamausili	Regional Development Coordinator - Central
Lewis McClintock	General Manager - Club Rugby	Brent Semmons	Regional Development Coordinator - West
Jenna McCarthy	Executive Assistant	Scott Collins	Regional Development Coordinator - South
Libby Gudmundsson	Communications Manager	Katie Tahana	Women's Development Coordinator
Emma Campbell	Sponsorship Manager	Shane King	Coach Development Manager
Andy Dalton	Projects Manager	Nooroa Tokahere	Junior Coach Development Coordinator
Kylie Marginson	Event Manager	Ben Meyer	High Performance Manager
Grant Mckenzie	2017 Lions Project Manager	Jeremy Giles	High Performance Academy Trainer
Annabelle Palmer	Receptionist	Pauline Williams	Ticketing Services Manager
Kili Tabakau	Rugby Officer	Nick White	Head Coach
Barry George	Club Capability Manager	Bevan Cadwallader	Assistant Coach
Jacinta Caldwell	Accountant	Geoff Moon	Scrum Coach
Nikki Neild	Assistant Accountant	Brad Anderson	Head Trainer
Smudge McNeilage	Match Officials Manager	Lewis McClintock	Manager
Cody Neilson	Referees Administrator	Warren Groarke	Doctor
Shirley Syman	Education Manager	Mark Plummer	Physiotherapist
Danny Gautusa	Pro Sport Assistant Teacher	Jon Dalton	Muscular Therapist
Andrew Elvidge	Junior Rugby Manager	Josh Yarnton	Video Analyst
Sean Brookman	Junior Development Coordinator - Central	Jo Moore	Personal Development Manager



"I WAS NEVER GOING TO BE AN ALL BLACK, SO TO KEEP PLAYING RUGBY I WANTED TO REALLY ENJOY IT."

Hayden Edwards, Captain, College Rifles Premier team



After ten seasons at College Rifles, including the last five as captain of the Premier team, Hayden Edwards is enjoying club rugby more than ever.

A big reason I enjoy playing here isn't just the game but it's getting down there early and hanging out with all the boys, and after the game having a beer and having a meal. It's always cool after a home game to see a hundred-odd people there, and the Old Boys, those guys that have been at the club forever, and even some of the juniors are around. That club culture is a big part of it for me.

What is it that makes College Rifles so special?

The people. Rifles is not a Ponsonby – we haven't won eight Gallaher Shields, we haven't done those kind of things – but in the 10 years I've been there we've gone from a club that was battling in a terrible position to currently being the top team this season. Top of the table. It's a pretty cool thing to be able to say you're a part of. I think that's due to having the right people in the right positions at the club.



CLUB RUGBY IN AUCKLAND

- 17 senior clubs across the region
 - 9 grades with 126 teams
 - More than 4000 senior players
-

Is it also about loyalty?

Yeah. Every club relies on players that are loyal to them. I've had opportunities to move clubs, but to go through the tough times and then see the results turn around, it does make it worth it.

With over 130 games for the club, how did you celebrate your 100th (and blazer) game?

A lot of my family and friends and work colleagues came down, because it was a big deal. The guys that had previously got blazers from the past, they were all there as well. And we ended up winning, which was awesome. It was a pretty proud moment.

Running club rugby is just one way that Auckland Rugby supports the game in our community. See aucklandrugby.co.nz.



AUCKLAND RUGBY

RUNNING RUGBY IN OUR COMMUNITY

Obituaries

The Auckland Rugby Union acknowledges the passing of our former players, referees and administrators, all of whom made valued contributions to Auckland Rugby.

Kurtis Haiu

From the Marist Rugby Club, Haiu played 76 games for Auckland, and 53 for the Blues. He was a regular selection in both sides until taking an indefinite break from the game after his cancer diagnosis in 2011. He was a well-loved, and hugely respected young man.

Robert Gordon (Bob) Sorenson

Bob's playing career spanned from 1942 - 1949 with a total of 40 matches for Auckland. His commitment to the game continued as he carried on to coach the Auckland provincial side from 1964 - 1966.

Lawrence Robert (Laurie) Woodgate

Laurie gave a long and unwavering service to Auckland Rugby and the Auckland Rugby Referees Association for several decades. Serving on both provincial and national committees, he was a life member of ARU and ARRA.

Hallard Leo "Snow" White

A prop, White played a record 192 matches for Auckland at provincial level between 1950 and 1963. He was a member of the New Zealand national side, the All Blacks, from 1953 to 1955, appearing in 16 matches including four internationals. Following his retirement as a player, White served in both coaching and administrative roles: as assistant coach of Auckland; president of the Auckland Rugby Football Union from 1989 to 1998; and president of the New Zealand Rugby Union in 1990. The Auckland team had the number "192" embroidered on their jerseys this year to acknowledge the amazing achievements and contribution that "Snow" made to Auckland Rugby.



**"WE COME FROM
HUMBLE BEGINNINGS
BUT IF YOU WORK
HARD YOU CAN
MAKE IT."**

Terry Kimiangatau, Rugby Administrator, One Tree Hill College



As a rugby administrator and 1st XV rugby coach at One Tree Hill College, Terry Kimiangatau is passing on his love of the game to a new generation of players.

When I was a kid I used to count the sleeps between trainings and game days, and I see that in some of the young fellas. They're developing physically, mentally, socially – even spiritually. And I'm part of that. The big thing is seeing them develop from some snotty-nosed little 13-year-old who doesn't know how to pass and catch, to being one of the big guys on campus using rugby as a vehicle for them.

What's really good is seeing the ones that come back. We're getting kids now that have left school and they come back and help out where they can. That's the best part – seeing them go through and become leaders themselves.

But more than just developing the players, you also had to create an entire rugby programme?

Back in 2009, we had one and a half rugby teams. So me and a few other teachers in the school, we made a strategic plan. Now we've got five rugby teams, we've got a number of kids making Auckland rep sides and we've just been building on that plan.



SCHOOL RUGBY IN AUCKLAND

- 10 different grades of age and weight
 - 46 Auckland secondary schools
 - More than 5500 registered players
-

It's been really heartening to see the programme just build and build and build with the support of Auckland Rugby Union as well as the school.

How has Auckland Rugby helped?

They've been there with us every step of the way – administration, helping us out where they can, and just supporting us. One thing they're really good at is coaching. Schools are crying out for coaches. We don't have enough coaches unfortunately. But Auckland Rugby come down whenever they can, and just help out on a grassroots level, the front line. Particularly for schools like us who were struggling at first, they saw a need with us and gave their support. They really get in behind.

Running school rugby is just one way that Auckland Rugby supports the game in our community. See aucklandrugby.co.nz.



**AUCKLAND
RUGBY**

RUNNING RUGBY IN OUR COMMUNITY

Council of Delegates

Stu Mather	Chairman
Andrew Lees	College Rifles
Brian Taka	East Tamaki
Junior Williams	Eden
Jock McNeil	Grammar Tec
Jonathan Tukerangi	Manukau Rovers
David Prendergast	Marist
Warren Makaua	Mt Wellington
Vui Vitale	Otahuhu
Theo Valk	Pakuranga
Rick Steedman	Papatoetoe
Brent Metson	Ponsonby
Jo Moore	Roskill Districts
Gary Donovan	Suburbs
Gary Froggatt	Te Papapa Onehunga
Kevin Murphy	University
Ken Rackham	Waiheke Island
Don Urquhart	Waitakere City
Gary Bulog	Waitemata
Don Crawford	ARRA
Alex Bing	ARUSSA
Luke Sumich	ARUPSA

Junior Rugby Committee

Brian Francis	Chairman
Dave Hickey	Carlton
Bernie Ward	College Rifles
Brian Taka	East Tamaki
Greg Allen	Eden
Matt Fenton	Grammar Juniors
Lisa Crowther	Manukau Rovers
Hamish Fraser	Marist
Graeme Casey	Marist Eastern
Roka Pekopo	Mt Wellington
Alfred Lefao	Otahuhu
Joe Bolton	Pakuranga
Billie Steedman	Papatoetoe
Geoff Buchanan	Ponsonby
James Cameron	Suburbs
Phil Webb	Suburbs
Sifa Saafi	Te Papapa Onehunga
Gavin Sanderson	University
Nique Van Selm	Waiheke Island
Grant Duncan	Waitakere City
Josh Hyde	Waitemata
Don Crawford	ARRA
Bruce Young	ARUPSA



Council of Delegates' Report

2016 was another great year for club rugby in Auckland. Competition across all the grades was at its usual intensity with the premier grade again proving qualifying for the top eight is not a given.

This season also saw the number of premier teams return to 16 with the re-emergence of Te Papapa Onehunga and Mt Wellington as individual clubs, following their trial merger as Maungarua. Both clubs performed with credit during the season and I hope that they can build on this to return stronger in 2017.

The pre-season Waka Nathan tournament was played under the same format as 2015 with the top eight contesting the Waka Nathan and the bottom eight the Pollard Cup. After the three rounds it was Pakuranga who claimed the major silverware with a last gasp win over Waitemata. It was great to see Waka himself there to present the trophy to the winners. In the Pollard Cup, College Rifles emerged as a team on the rise, locking away their first trophy for the year.

The race for qualification for the Alan McEvoy Memorial Shield once again proved a nail bitter. In the Blue Pool, Pakuranga narrowly defeated Manukau Rovers in the last round to claim the final spot joining College Rifles, Ponsonby and Grammar TEC.

In the White Pool it was even closer. East Tamaki were the giant killers of round 2, defeating University for the first time in 16 years, and consequently throwing the cat amongst the pigeons in the pool. Coming into the final round, four teams were battling for the last three spots. Suburbs defeat of University relegated the latter to the Portola Trophy round for the first time in the club's history. Marist, Papatoetoe and Waitemata rounded out the make-up of the top eight.

The battle for the Alan McEvoy Trophy saw College Rifles defeat Ponsonby in the last game of the round, to claim the shield for the first time since 1973. They also retained the Sir Fred Allen Challenge Cup to add to their bulging trophy cabinet. Unfortunately for them, the fairy tale season ended one week later when they were beaten in the semi-final by Grammar TEC. They would meet the other surprise package of the season, Suburbs, who had accounted for Ponsonby in the other knock out game, in the season decider.

On to the Gallaher Shield Final. Suburbs turned up at Eden Park with an army of red and blue "spidermen" to lend their noisy support, creating a great atmosphere. This was further enhanced by a return to the South Stand for the first time since the redevelopment. From the outset, Suburbs attacked and combined with some dogged defence, repelled the defending champions Grammar TEC to emerge the 2016 Gallaher Shield winners 12-9. Certainly a game for the rugby purists, it was the club's first victory in 24 years, and the emotion from both players and supporters after the final whistle epitomises what club rugby still means. The victory is testament to the great work done by their Chairman and club committee over the past five years. It is also interesting to point out that the three major premier trophies were won by two sides that were both bottom eight sides in 2015.

Around the suburban grounds in the other premier matchups, Waitemata claimed the Jubilee Trophy, Eden retained the Portola Trophy and Manukau Rovers won the Presidents Cup.

The curtain raiser to the main game on Eden Park, the Under 21 Championship, saw Pakuranga win the Arthur Bayliss Cup, defeating Grammar TEC 27-24. Ponsonby claimed the George Nicholson Cup in the Reserve final edging out Waitemata.

Two weeks prior, the College Rifles Thunderbirds claimed the Coleman Shield for the best women's rugby team, when they defeated Ardmore Marist 7-5 in the final with a side line conversion on full time. It was the clubs first victory in the grade since 2008. This is a "Wider Auckland Competition" run by Auckland Rugby involving both North Harbour and Counties Manukau teams. The model has run successfully over a number of years and it is certainly hoped, that moving forward, we can align more grades over the wider isthmus to help grow rugby in the region.

The curtain came down on the club season with the U85kg final. This continues to be the largest grade in the Union and provides a great brand of rugby for both player and spectator. The Varsity Squids completed an unbeaten season, in front of a large home crowd with the game also streamed live, when they beat the Ponsonby Hustlers 20-15 with a last minute try.

Thank you to all those coaches, managers, trainers, and club supporters, who were involved in our club game this year.

Club Competition Review In May of 2016 I decided to initiate a full competition review across all senior grades. Tantamount to its success, was to get feedback from all the clubs as to what changes, if any, were required. We are in a very competitive market and no longer can we assume we are the sport of choice, and we also require the buy in from all stakeholders to get traction. It was pleasing that 14 clubs provided feedback, some very extensive. The information was presented to the Adult Rugby Committee and from this a list of options were created. Clubs were then asked to discuss and vote on the options; this was a three-month process.

Although there was no real demand for change at the premier level, clubs saw a need to have just one competitive age grade competition. The number of teams in these two grades has reduced over the last five years, mainly due to the young age of our premier teams, and it was felt there should only be one grade. In a close vote the clubs agreed that the Under 20 grade should now become the marquee age grade in Auckland. COD has also voted to introduce an Under 20 U85kg grade in hope of attracting more school leavers looking for a less physically dominated age grade competition. As a result of this decision I approached both North Harbour and Counties Manukau to see if there was support for a wider Auckland Under 21 competition for those men over 20 still wanting to play age grade rugby. Counties Manukau looked favourably at this suggestion and as a result Auckland clubs will be able to enter Under 21 teams in a combined WAS grade, run by Counties Manukau in 2017.

Women's rugby is also seen as a great potential growth area with secondary school numbers on the rise. The clubs voted for the introduction of a Women's Development 10-a-side competition. It is hoped that it will provide a more compact and less technical competition and be a more attractive product to school leavers. It is also hoped that it will provide a pathway to 15s.

Club Health To provide a strong, vibrant and successful product to grow the game within Auckland we require strong clubs. The issue of club health has been on the table for a number of years. In late 2015 Barry George was appointed as the Club Capability Manager. Barry's initial task was to do a complete review of all the structures, processes and procedures of every club, and identify strengths and weaknesses. Clubs were provided with a score card and a ranking as to where they currently stood. From this we were also able to identify clubs at risk and provide action points moving forward. It was also agreed to provide Auckland Rugby resource to assist those clubs in need. Barry is currently in the final stages of developing a best practise handbook to provide clubs with all relevant material to run a club successfully. This is an ongoing process designed to get all clubs financially and structurally sound, and will be constantly monitored. Thank you to all the clubs for their support and involvement in this project, and Barry for all his hard work in what has been a very challenging year.

Chairmen's Forum At the start of the season I invited all club chairmen to a meeting after COD. It was mooted by a number of clubs that a separate meeting would be more beneficial for the chairmen. From this began the Chairmen's Forum which is currently running monthly. It has provided the perfect vehicle to present the Club Capability findings, discuss matters of governance, share ideas and improve communication, and provide a direct link to Wider Auckland Strategy developments and Auckland Rugby. I feel this has been an extremely beneficial development and I thank all those chairmen who have contributed to its success thus far.

Council of Delegates & Sub Committees Finally I would like to thank all the Council of Delegates for volunteering their time and all their hard work this year. It would appear the move to the Auckland Rugby office for meetings has been well received with attendance levels well up. A notable thanks to my deputy Ken Rackham who has been a great sounding board in my first year as Chairman. A special thanks to subcommittee convenors, Rick Steedman and Jonathon Tukerangi for chairing Adult Rugby, Gary Donovan for chairing Standards, Jonathon Tukerangi Coach Liaison, Gary Froggatt for Disciplinary, and Don Crawford for chairing Technical. I would also like to thank Rick Steedman for championing Maori rugby, Alex Bing for college rugby, and Brian Francis and the entire JRC for their hard work.

I would also like to express a vote of thanks to all the Auckland Rugby staff for assisting in grassroots delivery and organisation with a special mention to our outgoing CEO Andy Dalton for his 12 year involvement with the clubs.

Written by Stu Mather, Chairman

Club Rugby



Senior Club

- 115 Senior Club teams with 4200+ players
- Suburbs first Gallaher Shield in 24 years
- College Rifles win Alan McEvoy Trophy for the first time in over 40 years and hold Sir Fred Allen Memorial Challenge Cup for first time.
- 10 club players selected for Mitre 10 Cup debut season
- Club Sevens tournament grows from 35 teams to 49 teams
- Complete Review and restructure of senior club grades for 2017

Auckland Rugby Club Awards

BARRY CONNELL MEMORIAL TROPHY

(Volunteer Club Administrator of the year)

Stefan Crooks (Suburbs)

ASH EDWARDS MEMORIAL TROPHY

(Outstanding Contribution to Auckland Rugby)

Gary Donovan (Suburbs)

ALAN TOHILL MEMORIAL TROPHY

(Premier Grade: most tries by a forward)

David Afamasaga (Marist)

GEORGE WHYE KICKING TROPHY

(Premier Grade: most points gained from goal kicking)

Tyrone Elkington-MacDonald (University)

TOP TRY SCORER

Wilson Silipa (East Tamaki)

TOP POINTS SCORER

Tyrone Elkington-MacDonald (University)

BEST & FAIREST PLAYER OF THE YEAR

Carl Perry (Suburbs)

WOMENS CLUB PLAYER OF THE YEAR

Doris Taufateau (College Rifles)

REFEREE OF THE YEAR

Steve Piacun

ROOKIE OF THE YEAR

Michael Kaivelata (Manukau Rovers)

CLUB PLAYER OF THE YEAR

Siosiu Kaifa (Manukau Rovers)

PROMISING COACH OF THE YEAR

Chad Hopa (Pakuranga)

PREMIER CLUB COACH OF THE YEAR

John Clough (College Rifles)

GALLAHER SHIELD WINNING COACH

Charlie McAlister (Suburbs)

SPECIAL TROPHIES

Southland Shield

Average Championship Points for Under 21, Under 20 and Under 85kg – Ponsonby

Jordan Rosebowl

Club with highest standard of event management, sideline behaviour and on field discipline – Suburbs

Silver Football

All Championship Grades – average points – Ponsonby

Junior Club

- Increased human resource for the administration and development of Junior Rugby from 2.5 FTE to 6.5 FTE
- 422 teams with 6700+ players registered for Saturday Junior Club Rugby
- Every registered Junior Club player received free Ball and complimentary pass to all home Mitre 10 Cup game
- Delivery of 21 Junior Coaching courses

TROPHY WINNERS

Winner Pre-Season Rounds

Waka Nathan Challenge Cup – Pakuranga

Pollard Cup – College Rifles

Winner Round Robin

Alal McEvoy Memorial Shield – College Rifles Challenge Cup

Sir Fred Allen Challenge Cup – College Rifles

Winners of Final Round

Premiers

Gallaher Shield – Suburbs

Jubilee Trophy – Waitemata

Portola Trophy – Eden

Presidents Cup – Manukau Rovers

Premier Reserve Championship

George Nicholson Cup – Ponsonby

Tramways Memorial Cup – Ponsonby

Lawrie Knight Challenge Cup – Pakuranga

Peter Fatialofa Memorial Cup – Marist

Under 21

Whetton Brother Cup (Round Robin winners) – Pakuranga

Sir Wilson Whineray Memorial (Challenge Cup) – Papatoetoe

Arthur Bayliss Cup – Pakuranga

Under 20

Keven Mealamu Challenge Cup – Marist

ARU Challenge Cup – Grammar TEC

First Grade

Bryan Williams Challenge Cup – Marist

Reuben O'Neill Cup – Marist

Peter Hall Cup – Ponsonby EPs

Restricted 85kg

Maurice O'Connor Cup – Varsity Squids

Speight's Shield – Varsity Squids

Speight's Plate – Pakuranga Rattlers

Women's

Coleman Shield – College Rifles Thunderbirds

Richards-Martin Plate – Glenfield

JRC GRADE CHAMPIONSHIP

Under 13

Russell Moonie Cup – Manukau Rovers

Tony Jane Cup – Waitemata

Under 12

Barry Smith Cup – University

Charles Klink Cup – Pakuranga



“WITHOUT THEM, I WOULD PROBABLY BE WORKING IN A FACTORY. I KNOW THAT FOR SURE.”

Andrew Wilson, Pro Sport graduate



Leaving high school, Andrew Wilson could never have imagined he would become Massey University's Pasifika Student Recruitment Advisor. He explains how Pro Sport turned his life around.

I never took education seriously. I was quite lazy. A typical Islander boy that just turned up to school, ate his lunch, hung out with his mates and played rugby. I just thought what I was going to do in the future was just play rugby. It was all I really cared about.

But Pro Sport are real big on planning the next phase of your life. That goes hand in hand with rugby – we all do the programme because we have a passion for rugby – but they are real big on what next? What happens if rugby doesn't go to plan? Aunty [one of the tutors] encouraged us to do some study at uni. I was like, “Awwwww” because reading and writing – that wasn't me. But she pushed me and said, “What are you going to do next year? You are not going to just sit at home.”



It obviously worked, because you went on to do four more years of study – including a year at teacher's college.

Pro Sport taught us a lot of valuable life skills; putting that work ethic into us. Simple things, like

PRO SPORT CAREER PROGRAMME

- Classified as a NZQA Category 1 provider
 - Run by qualified NZ registered teachers
 - Operated by Auckland Rugby since 2002
-

if you say you are going to do something or if you give your word, it means something. Make sure you follow through with it. Time management and being organised; all those skills contributed towards me finishing my undergrad and my graduate diploma and getting me to where I am today.

And now you are encouraging other young people into tertiary education.

I have always had a massive passion for helping out Pacific students, just from my Pacific background. I know what most of the Poly boys are like when they turn up to classes. They're in the back row, just talking. They don't really care about school – just here for sports. I try to help them see education is cool as well. You can succeed at both.

Running Pro Sport is just one way that Auckland Rugby supports the game in our community.
See aucklandrugby.co.nz.



AUCKLAND RUGBY

RUNNING RUGBY IN OUR COMMUNITY

Pro Sport



The ARU Pro Sport Career Programme remains the only programme of its type to be run by any of the Provincial Unions across New Zealand. The programme continues to provide learning and employment related opportunities, experiences, systems and expectations through which all learners are equipped with the necessary learning, life and personal skills.

Students will either advance into long term sustainable employment (not exclusively in the Recreation and Sport Industry) or further tertiary studies to support chosen career pathways while achieving a recognized qualification by the end of the study period. The programme also supports them to further develop their own rugby, strength and conditioning, nutrition and personal well-being.

All trainees are able to achieve:

- The National Certificate in Recreation and Sport Level 3
- Rugby Referee qualifications
- St John NZ Certificate in First Aid

In 2016, all trainees have:

- Officiated and assisted with administration at 38 ARU primary and intermediate school Rugby and Ripa tournaments and the Walter Dixon/Bill McLaren Memorial tournament.
- Provided event management and logistics assistance and support for two All Black test matches, eight Blues matches and five NPC matches held at Eden Park.
- Delivered six community events including a week long school holiday programme for 200 intermediate aged pupils.



School Rugby



Secondary

- 5692 players
- 203 teams from 43 schools
- 581 coaches, teachers and support staff
- 26 girls' rugby teams across three winter grades – 1st XV, 10-a-side, U15 Sevens Series
- Seven Cities in Seven Days tour events as part of the Wider Auckland Strategy
- Inaugural International Students Rippa Rugby Tournament hosted at Sacred Heart College featuring teams from six schools representing 10 nations
- Inaugural Under 15 Girls XV's Representative team takes out Northern Region Championship
- 590 players attended the Development Skill Days for our U14 and U16 Regional Sides
- 140+ players attended the Maori Rugby Skill Days for U15, U17 and U19 teams
- All Auckland Maori age group sides finish runner-up in Northern Region Championship
- 11 Auckland Maori players selected for Northern Region training camps
- 1 Auckland Maori player selected to the New Zealand U18 Maori
- Auckland West win the Blues U14 Regional Tournament; Auckland Central win the Blues U16 Regional Tournament
- Central West and South East combined teams and an Auckland U16 hosted their NSW and NSW Country counterparts
- 37 of 58 players in the Blues Schools Camp
- 17 players selected for NZ Schools Camp
- 11 players selected in NZ Schools; six in NZ Barbarians
- Auckland Secondary School U18 team to Otago; hosted Wellington; two wins
- Auckland U18B wins Northern Region; Auckland U18 Divisional finish 3rd
- Boys Champions: Mt Albert Grammar 1A; Tamaki College and Liston College Share 1B; Marcellin College 1C
- A crowd of 8600 spectators for the 1A & 1B finals at Eden Park
- Girls Champions: Southern Cross (1st XV), Mt Roskill Grammar (10s)
- Mt Albert Grammar crowned National 1st XV Champion; Aorere College runners up in National 1st XV Co-ed Championship
- 59 boys and girls Sevens teams competing in the Auckland Championships for Seniors and U15.
- Aorere College (Boys) and Howick College (Girls) crowned Senior Sevens Champions
- De La Salle (Boys) and Howick College (girls) crowned U15 Sevens Champions
- Additional development opportunities with the Auckland Rugby Academy

Primary

- Delivery of 37 Primary and Intermediate School Tournaments with 4800+ players
- Non-tournament engagement with over 150 schools and 7000 players
- Successful delivery of Walter Dickson Tournament (U13/U15kg)
- Winner (East) and 4th (West) at Roller Mills Tournament
- Increased fixtures for Under 13 Open Representative team





Players competing in a tournament staged for international students from across Auckland

Referees



- 178 active referees
- 650 games of senior rugby were covered by qualified referees over the 2016 season (98% of all games)
- 901 games of secondary school rugby were covered by qualified referees over the 2016 season (91% of all games)
- 44 New Referees this season
- Ben Skeen was TMO for ten Super Rugby matches (including a semi and the final) and seven Internationals (which included Six Nations, Wales vs All Blacks Series and The Rugby Championship).
- Angus Mabey oversaw four Mitre 10 Cup games. He was also selected to AR the Mitre 10 Cup semi-final and final. He was given his first Ranfurly Shield game. Once again was an Assistant Referee at the Wellington Sevens.
- James Doleman refereed his first two Mitre 10 Cup games. In addition, he controlled three Heartland games resulting in his appointments to the Lochore Cup semi-final and Meads Cup final. James was also included in the HSBC World Rugby Sevens Series for the 2016/17 season. Earlier in the season James was an Assistant Referee at the Wellington Sevens.
- Richard Loten was invited to referee at the Jock Hobbs Memorial National U19 Tournament in Taupo.
- Kyle Harris (3) and Richard Loten (1) were Assistant Referees for home Mitre 10 Cup games while Ben Deakin was the TMO for all five Mitre 10 Cup home games.



"THE DIFFERENCE BETWEEN WOMEN'S AND MEN'S RUGBY? I'D SAY THE AMOUNT OF MULTI-TASKING."

Charlene Gubb, Auckland representative



With her goal of playing in the women's World Cup squad next year, and the Bledisloe Cup curtain raiser this year, Charlene Gubb is working around the clock.

There are three compulsory morning trainings that you need to attend – two gym, and a cardio session. They're 5.45am starts. Then you can come in for an extra session, and there's one evening skills session. Plus you're expected to do your own stuff. So you're training six to seven times a week, with club games on top of that. I'd say it's 20–30 hours a week.

How do players juggle all that around family, and a full-time job?

Some of the players bring their kids to club training and they just chill out on the side and muck around while we train. My husband's really supportive, too. He does all the cooking 'cause I wake up before him and I get home after him. I sit down on a Sunday and I'll put in my diary what I need to do over the next seven days. I showed my husband, and he's like, "I can't even get two things done in a day." He doesn't know how I fit it all in. But it's the pressure to get things ticked off that you just get it done, or else.



WOMEN'S RUGBY IN AUCKLAND

- 41 female rugby teams across all levels
- More than 1,800 registered players
- Winners of every women's NPC since 2007

When you play for the Auckland Storm, how much pressure is on you to win?

A couple of years back we lost the J.J Stewart Trophy, the equivalent to women's rugby's Ranfurly Shield. It was the first game we had lost in so many years and girls were crying after the game. Oh, it was terrible. Just terrible.

And equally when you won it back, how did that feel?

It was like, thank God! I want to say there was a big celebration, but there wasn't really. We were in Christchurch, and we'd travelled down, and we had to travel back the same night. So yeah, we celebrated... and then got off the plane and went straight home. Ready for work on Monday.

Running women's rugby is just one way that Auckland Rugby supports the game in our community. See aucklandrugby.co.nz.



AUCKLAND RUGBY

RUNNING RUGBY IN OUR COMMUNITY

Auckland Rugby Academy International Programme

The Auckland Rugby Academy (ARA) has grown progressively over the last twelve months and this has included the introduction of players and coaches from new countries: Denmark, Sweden, New Caledonia, Malaysia, and South Africa alongside our more established territories South America (predominantly Argentina), Japan, USA and Italy. The global profile and success of both the All Blacks and Auckland Rugby has provided significant leverage for us in attracting new clients and reaffirms that our programmes do follow a best practice philosophy.

Programme Highlights

- We have seen a growing number of athletes and coaches return to Auckland for a second time which has reinforced to us that our programmes, always subject to a rigorous review process, continue to add significant value to countries looking to progress their rugby development.
- Eight players have returned home and been elevated to either their national Under 18 or Under 20 teams, or first team (premier) squads. In particular Benjamin Bonasso (Argentina Under 20), Gonzalo Bertranou (Jaguars) and Kaito Shigeno (Sunwolves and All Japan halfback) have achieved a high level selection in 2016.
- We had more than 350 coaches and players through the Academy this year, which whilst from a facility perspective it extended us at times, it provided an insight into what lies ahead in terms of capacity and ultimately the ability to sustain a very good product.
- A series of very successful outbound coaching seminars including URBA (the regional governing body of rugby across the Buenos Aires Region, including 88 clubs) and Tucuman. Also a similar programme was delivered to 21 Italian Clubs in April who sent a number of new players to us this year.

Critical Partners

- We have continued to work extensively with some well-established agency partners and this includes consolidating those relationships who operate from the “one flight” regions which present Auckland as a conveniently accessible destination. At the same time we have established a number agencies in Europe and other areas who provide the necessary logistical framework to provide those players and coaches from further afield, easier access to our programmes.
- We have also increased the number of “Game on English” providers who facilitate student athletes into our programme which fundamentally includes a half day of English and a half day of rugby skill development. This year we managed a total of seven programmes.

The Season Ahead (Pipeline 2017)

- We have already confirmed several player and coach placements for 2017 including having to close the door on our initial January cycle 1 & February cycle 2 which has been over subscribed.
- A strong push into the USA market not only through our agencies, but also a series of outbound coaching clinics which provide both on field and off field sessions to players and coaches.
- A High Performance coaching course in June to coincide with the Lions Tour to New Zealand.

A massive thanks to all who have contributed the growth of our programme this year including our Board, ARU staff, in particular coaches Bevan Cadwallader and Brent Semmons and the RDC coaching team, Jeremy Giles our head S & C coach and Tanya Browne, our physiotherapist.



Auckland Rugby Academy High Performance Unit

The purpose of the Auckland Rugby Academy High Performance Unit (HPU) is to recruit, develop, and retain talent for Auckland and convert this talent into New Zealand Under 20, Mitre 10 Cup, Super Rugby players and ultimately produce All Blacks.

We are continually challenged by a market that is being inflated by other Unions, franchises and League trying to attract talent out of Auckland. In addition, many Auckland schools are recruiting from other parts of New Zealand which puts added pressure and financial strain to try and retain many of these players in Auckland post school.

In 2015 we performed poorly at the Jock Hobbs Memorial National U19 Tournament, following the aggressive recruitment of 2014 school leavers by other Unions. For 2016, we countered that with support from the Board and retained a large number of the 2015 elite school leavers and as a result, narrowly lost the final of the National U19 Tournament. 12 players have recently been named in the 2017 NZ Under 20 training squad which should see our New Zealand Under 20 representation return to its normal average of four players per year.

The HPU continues to convert players to Mitre 10 Cup with an average of 80% achieving this level since 2010. 60% are progressing further in to Super Rugby. Based on these conversion statistics we are ranked number one in New Zealand in terms of the conversion from Academy to Mitre Cup.

We work extensively with the Mitre 10 Cup coaching and support team and their contribution to the programme is critical to ensuring we are developing the right players and people for the professional game. Our relationship with the Blues is excellent and they are supporting us well in terms of helping to retain and develop our Auckland talent.

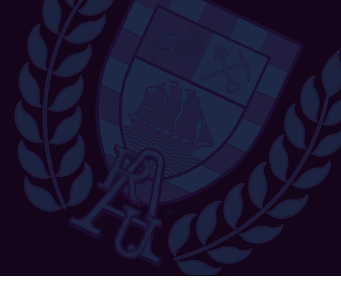
Our nutrition, mental skills and personal development programmes are extensive and we are moulding young boys into quality men. We maintain a culture of hard work and discipline and at times find some players are not ready to commit to that culture, so we move them on.

Our community involvement continues to grow and the work we do with Gardens 4 Health sees many of our players engaging in helping people, working hard, and understanding the importance of growing healthy food. We continue to ensure all players are undertaking meaningful work and/or study away from rugby.

Another busy year with over 40 athletes to manage and 2017 will be an exciting year as we grow our culture, strive to win the National Under 19 title and promote a few more players to help Auckland win the Mitre 10 Cup.



National Honours & Representative Awards



ALL BLACKS

Charlie Faumuina, Ofa Tu'ungafasi, Patrick Tuipulotu, Jerome Kaino, Steven Luatua, Malakai Fekitoa, George Moala, Rieko Ioane

BLACK FERNS

Aleisha Nelson, Eloise Blackwell, Fiao'o Fa'amausili (c), Aldora Itunu, Charmaine McMenamin, Charlene Gubb, Kiritapu Demant

MAORI ALL BLACKS

Akira Ioane, Rieko Ioane, Marcel Renata

NZ U20s

Dalton Papali'i

NZ Secondary Schools

Sione Havili, Rob Cobb, Waimana Reidlinger-Kapa, Hoskins Sotutu, Ajay Mua, Carlos Price, Caleb Clarke, Ciarahn Matoe, Paul Roache, Damon Abraham, Harry Plummer

NZ SS BARBARIANS

Joe Johnston, Tevita Mafleo, Cameron Suafoa, Taniela Bakulich- Tele'a, Niven Longopoa, Jamie Spowart, AJ Lam

BLACK FERNS SEVENS

Tyla Nathan-Wong, Kayla McAlister, Niall Williams, Huriana Manuel, Theresa Fitzpatrick

ALL BLACKS SEVENS

Rieko Ioane, Akira Ioane, Ben Lam, Rocky Khan

NZ REFEREES

Angus Mabey, James Doleman, Richard Loten, Ben Skeen (TMO)

Representative Awards

MEN'S SEVENS PLAYERS OF THE YEAR

Rocky Khan

WOMEN'S SEVENS PLAYER OF THE YEAR

Theresa Fitzpatrick

UNDER 19 B PLAYER OF THE YEAR

Taina Fox-Matamua

UNDER 19 A PLAYER OF THE YEAR

Loketi Manu

COLTS PLAYER OF THE YEAR

Max East

Bs PLAYER OF THE YEAR

David Afamasaga

STORM PLAYER OF THE YEAR

Charmaine McMenamin

MITRE 10 CUP TEAM MAN OF THE YEAR

Sam Prattley

MITRE 10 CUP DEFENSIVE PLAYER OF THE YEAR

Scott Scrafton

MITRE 10 CUP PLAYER OF THE YEAR

Simon Hickey

SIR FRED ALLEN SUPREME AWARD

Sam Prattley



"I PRACTISE WITH THE SENIORS. THEY'RE LIKE TWICE THE SIZE OF ME."

Noah Duffin, 7, Oratia Primary School



Although Noah Duffin happily plays rugby with the seniors at school, he thought there should be something for the other juniors too. So he decided to do something about it.

Who is your favourite All Black?

Aaron Smith, because he is a halfback like me.

And what do you like most about rugby?

Tackling. And runaway tries.

Have you scored many of those?

Yes.

Can you give us an example?

I was feeding the scrum. There was no wing on the other team on that side so I dummied a run straight up... and scored.

You play with the seniors – do they look after you?

<Nods head>

I'm not really scared.

Ms Swanepoel says you always have to go a little bit easier on small people.

And now you're teaching rugby to the kids at school?

There were no lunch sports for the Juniors, so I asked Miss Mac if I could do rugby.



JUNIOR RUGBY IN AUCKLAND

- 17 junior grades for all sizes and ages
- Rippa Rugby is a non-contact form of rugby
- Free coaching courses provided

How do you get them to come along?

By putting out messages on the classroom speakers. And putting signs up. Then people go to the hall and we take them for some warm-ups on Mondays. On Tuesdays, if the field is not closed, we take them for a little game of touch.

How do you sort people into teams?

If they are friends, I put them in different teams.

Why is that?

Because otherwise they will just talk around.

At this rate, will you be adding more teams soon?

Yes. That will be like in two weeks.

Like Noah, Auckland Rugby works hard to get more kids playing the game. To see what else we do in your community, visit aucklandrugby.co.nz.



AUCKLAND RUGBY

RUNNING RUGBY IN OUR COMMUNITY



AUCKLAND RUGBY

20,667
PLAYERS



1,553
COACHES

28%

OF ALL MITRE 10 CUP PLAYERS IN 2016 HAVE PASSED THROUGH THE AUCKLAND RUGBY DEVELOPMENT SYSTEM



SOCIAL MEDIA



18,400

INSTAGRAM FOLLOWERS



121,496

FACEBOOK FOLLOWERS



8,900

TWITTER FOLLOWERS

7

OLYMPIANS

8

ALL BLACKS



4,510

MEMBERS



178

 REFEREES

COVERING

1,561

 MATCHES

MAGS



WIN 1ST XV 1A COMPETITION
AND GO ON TO CLAIM NZ
SECONDARY SCHOOL TITLE

\$3M

INVESTED IN COMMUNITY RUGBY



11

 NZ SECONDARY
SCHOOLS REPRESENTATIVES

7

BLACKS FERNS

21



SUPER RUGBY PLAYERS

Auckland Mitre 10 Cup Team



AUCKLAND RUGBY UNION

MITRE 10 CUP REPRESENTATIVE TEAM - 2016

WINNERS OF: JOHN DRAKE BOOT (v Bay of Plenty); LIN COLLING MEMORIAL CUP (v Otago)

HOLDERS OF: BRIAN PURDY MEMORIAL TROPHY & NEWSTALK 12B TRANS-HARBOUR CUP (v North Harbour); FRED LUCAS MEMORIAL TROPHY (v Wellington)



BACK ROW: Michael Fatialofa Scott Scrafton Taleni Seu

FIFTH ROW: Josh Yarnton Marcus McCartney Ben Nee Nee Akira Ioane Joseva Ravouvou Jo Moore Dr. Warren Groarke

(Analyst) (Hydration) (Personal Dev. Manager) (Doctor)

FOURTH ROW: Rieko Ioane Isi Tu'ungafasi Latiume Fosita Sinclair Dominikovich-Murray Siosua Kaifa Marcel Renata Blake Gibson Melani Nanai

THIRD ROW: Mark Plummer Tyrone Elkington-Macdonald Pryor Collier Blake Hill Leon Fukofuka Tom McHugh Liam Steel Greg Pleasants-Tate Jon Dalton

(Physiotherapist) (Manager) (A.R.U. Chairman) (Head Coach) (Assistant Coach) (Defence Coach) (Captain) (Muscular Therapist) (A.R.U. C.E.O.) (Strength & Conditioning)

SECOND ROW: Lewis McClintock Mike Donovan Kurt Eklund James Lay Calvary Fonoti Pasquale Dunn Jono Hickey Tinoai Faiane Jarrod Bear Brad Anderson

FRONT ROW: Geoff Moon Vince Tavae-Aso Nick White Steven Luatua Liaki Moli Simon Hickey Lolagi Visinia Joseph Edwards

Bevan Cadwallader Sam Prattley Sean Polwart

ABSENT: Jerome Kaino Malaki Fekitoa Charlie Faumuina Ofa Tu'ungafasi Patrick Tuipulotu George Moala Ben Lam Stacey Ili

Date	Opposition	Result
20 Aug	Canterbury	L 3-43
26 Aug	Northland	W 37-15
1 Sep	Southland	W 51-16
7 Sep	Hawkes Bay	W 25-24
11 Sep	Waikato	L 32-35
18 Sep	Counties-Manukau	L 26-30
25 Sep	Bay of Plenty	W 44-38
1 Oct	Otago	W 54-17
6 Oct	Tasman	L 31-49
13 Oct	Taranaki	L 32-35
Played: 10	Won: 5	Lost: 5
Points For: 335	Points Against: 302	

Auckland Storm



AUCKLAND RUGBY UNION

AUCKLAND STORM WOMEN'S PROVINCIAL REPRESENTATIVE TEAM - 2016

FINALISTS IN: FARAH PALMER CUP PROVINCIAL COMPETITION; WINNERS OF: JJ STEWART MEMORIAL TROPHY



BACK ROW: Shannon Willoughby Eloise Blackwell Aleisha Nelson Nora Baltruweit Rebecca Burch

THIRD ROW: Lydia Crossman Cynthia Apineru Doris Taufateau Charmain McMenamin Aldora Itunu Amy Robertshaw Georgia Milne

SECOND ROW: Veronica Bickerton (Manager) Shane Harris (Assistant Manager) Hastings Leiataua Onjeurlina Leiataua Kiritapu Demant Karina Stowers Lose Mafi Tanner Vili (Physiotherapist) Kylie Cribb (Trainer)

FRONT ROW: Delzea Salamo-Tu'ua Dean Bickerton (Head Coach) Emma Jensen Fiao'o Fa'amausili (Co Captain) Linda Itunu Tyla Nathan-Wong John Fa'amausili (Assistant Coach) Aeron Warbrooke

ABSENT: Aimee Lenssen Naite Faitala-Mariner Teuila Fotu-Moala Theresa Fitzpatrick Charlene Halapua Mele Hufanga Alaiumu Sao-Taliu Charlotte Scanlan Malia Tova



Date	Opposition	Result
6 Aug	Wellington	W 34-27
13 Aug	Manawatu	W 30-25
20 Aug	Bay of Plenty	W 62-0
3 Sep	Canterbury	W 29-25
10 Sep	Otago	W 62-0
17 Sep	Counties Manukau	L 3-7
24 Sep	Canterbury (semi)	W 33-3
2 Oct	Counties Manukau	L 22-41
Played: 8	Won: 6	Lost: 2
Points For: 275	Points Against: 128	

Auckland Sevens 2016



AUCKLAND RUGBY UNION
MEN'S SEVENS REPRESENTATIVE TEAM – 2015-16
 WINNERS OF NEW ZEALAND RUGBY UNION NORTHERN REGIONAL CHAMPIONSHIP
 PLATE WINNERS AT NEW ZEALAND RUGBY UNION NATIONAL CHAMPIONSHIPS; PLATE WINNERS AT AUCKLAND SEVENS TOURNAMENT

AUCKLAND SEVENS

NORTHERN REGIONALS versus Bay of Plenty Won 38- 0
 North Harbour Won 36- 7
 Counties Manukau Lost 7-19
 CUP SEMI FINAL North Harbour Won 19-12
 CUP FINAL Counties Manukau Won 26-12

AUCKLAND SEVENS

NATIONAL CHAMPIONSHIPS versus South Canterbury Won 38- 5
 Northland Won 40- 7
 Bay of Plenty Won 40-12
 CUP QUARTER FINAL Wellington Lost 19-24
 PLATE SEMI FINAL Waikato Won 38- 5
 PLATE FINAL Manawatu Won 19-14

BACK ROW: Rieko Ioane Matt Mattich Sam Livingston Akira Ioane
(Vice Captain)
THIRD ROW: William Geel Akuila Rokolisoa Shaun Devine David Afamasaga Heather McCrae
(Physiotherapist) (Manager)
SECOND ROW: Varasiko Duisokosoko Pasquale Dunn Sapati Peniata Tana Fotofili Stacey Ili
FRONT ROW: Waisake Sotutu Gareth Williams-Speirs Rocky Khan Eddie Fidow Ed Cocker
(Head Coach) (Vice Captain) (Captain) (Assistant Coach)
ABSENT: Luke Cunis Lofa Silipa

AUCKLAND RUGBY UNION
WOMEN'S SEVENS REPRESENTATIVE TEAM - 2016

AUCKLAND SEVENS

AUCKLAND SEVENS

BACK ROW: Tysha Ikenasio Charlotte Scanlan Shannon Leota Kiritapu Demant
MIDDLE ROW: Tiana Ngawati Phillipa Symes Anastasia Sekene Delzea Tu'ua Niall Williams
FRONT ROW: Dean Jennings Tyla Nathan-Wong Charmaine McMenamin Huriana Manuel Theresa Fitzpatrick Brett Kingstone
(Coach) (Captain) (Manager)
ABSENT: Tasha Davie Kayla McAlister Nathalia Moors Alexis Tapsell Alanis Toia-Tigafua Darryl Menzies Jeremy Giles Sharon Choie
(Coach) (Trainer) (Physiotherapist)

Auckland Under 19s 2016



AUCKLAND RUGBY UNION UNDER 19 REPRESENTATIVE TEAM - 2016 RUNNERS-UP IN JOCK HOBBS MEMORIAL NATIONAL U19 TOURNAMENT



GAMES
Played ... 6
Won ... 5
Lost ... 1



POINTS
For ... 208
Against ... 78

BACK ROW: Fatai Finau Jacob Pierce Samuel Slade Isitolo Maka Ben Sa'u Nikolai Foliaki
THIRD ROW: Jeremy Giles Olle Polson Ezekiel Lindenmuth Michael Kaivelata Jerry Samania Adrian Choat Afi Ielemia Will Geel
(Trainer) (Physiotherapist)
SECOND ROW: Dave Askew Grant Wilson Freedom Vaha'akolo Andrew Hewetson Dominic Maupese Sam Ward Chris Wilson
(Assistant Coach) (Manager) (Coach) (Assistant Coach) (Assistant Physiotherapist)
FRONT ROW: Lino Leiataua Charles Na'apa Dalton Papalii Otu Mausua Loketi Manu TJ Vaega Henry Saker
(Captain) (Vice Captain)
ABSENT: Iose Brown Wiseguy Faiane JP Sauni Wesley Tameifuna Toma Tia Ian Vermeulen



AUCKLAND RUGBY UNION UNDER 19 REPRESENTATIVE TEAM - 2016



BACK ROW: Aisea Fainga'anuka, Shaun Oliver, Gus Stone, Otto Faiva, Darren Kellet, Noah Mataia, Tania Fox-Matamua, Leauma Tuuga,
Niukula Osika, Bryan Mulitalo, Iose Brown
MIDDLE ROW: James Hantz, Joe Snee, Chris Wilson, Ken Johns, Brandon Boyle, Julius Togafau, Toma Tia, Fe'ao Teutau, Sam Milne,
Aaron Boslem, Pita Alatini
FRONT ROW: Sefita Fakaosi, Matthieu Olo-Whaanga, Roman Blackman, Laga'ali Schuster, Zac King, Toafilmoeunga Ahio, Awanui Morris,
Sebatian Mataele, Xaiver Nu'u, Campbell Busby

Auckland Representative Results

Bs

Date	Opposition	Result
20 Aug	North Harbour	W 51-21
27 Aug	Northland	W 40-15
3 Sep	Taranaki	L 31-36
11 Sep	Waikato	W 37-33
24 Sep	Counties Manukau	L 16-41
1 Oct	Counties Manukau	W 22-20

Played: 6 **Won:** 4 **Lost:** 2

Points For: 197 **Points Against:** 166

Coaches: Mark Hooper, Neville Shirley, Junior Poluleuligaga

Manager: Paul Gionotti

Colts

Date	Opposition	Result
20 Aug	Waikato	L 21-24
27 Aug	Counties Manukau	W 29-25
3 Sep	North Harbour	W 30-24
18 Sep	Northland	W 27-25
24 Sep	Counties Manukau	W 10-5
1 Oct	Bay of Plenty	L 17-18

Played: 6 **Won:** 4 **Lost:** 2

Points For: 134 **Points Against:** 121

Coaches: Mark Kennelly, Scott Palmer, Sio Taimalata

Manager: Mark McHattie

Under 19 A

Date	Opposition	Result
20 Aug	Auckland B	W 41-8
27 Aug	Northland	W 68-0
3 Sep	North Harbour	W 22-17
15 Sep	Taranaki	W 36-11
18 Sep	Wellington	W 19-17
21 Sep	Waikato (final)	L 22-25

Played: 6 **Won:** 5 **Lost:** 1

Points For: 208 **Points Against:** 78

Coaches: Andrew Hewetson, Dave Askew, Sam Ward

Manager: Grant Wilson

Under 19 B

Date	Opposition	Result
20 Aug	Auckland A	L 8-41
27 Aug	North Harbour	L 18-20
3 Sep	Northland	W 27-19
15 Sep	Waikato	L 0-41
18 Sep	Manawatu	L 10-52
21 Sep	Taranaki	W 29-27

Played: 6 **Won:** 2 **Lost:** 4

Points For: 92 **Points Against:** 200

Coaches: Joe Snee, James Hantz, Pita Alatini

Manager: Ken Johns

Under 85kg

Date	Opposition	Result
10 Sep	Counties Manukau	W 18-6
17 Sep	North Harbour	W 18-6
24 Sep	Waikato	W 15-8
1 Oct	Wellington	W 21-3

Played: 4 **Won:** 4

Points For: 72 **Points Against:** 23

Coach: Richard Inglis

Manager: Jono Crawford

Under 18 A

Date	Opposition	Result
10 Sep	Otago	W 71-0
24 Sep	Wellington	W 28-22

Played: 2 **Won:** 2

Points For: 99 **Points Against:** 22

Coaches: Jason McLean, Ofisa Tonu'u

Manager: John Sullivan

Under 18 B

Date	Opposition	Result
27 Aug	Auckland Div	W 27-17
3 Sep	Northland	W 46-11
10 Sep	North Harbour	W 29-20
24 Sep	Bay of Plenty	W 15-8

Played: 4 **Won:** 4

Points For: 117 **Points Against:** 56

Coaches: Duncan McGrory, Elliot Sharp, Chad Hopa

Manager: Dave Clark

Under 18 Div

Date	Opposition	Result
27 Aug	Auckland B	L 17-27
3 Sep	North Harbour	L 17-19
10 Sep	Bay of Plenty	L 17-20
17 Sep	Northland	W 36-0

Played: 4 **Won:** 1 **Lost:** 3

Points For: 87 **Points Against:** 66

Coaches: Mani Toailoa, Joe Blundell

Manager: Nigel Chang

Under 18 Girls East

Date	Opposition	Result
3 Sep	Auckland West	W 32-22
17 Sep	North Harbour	L 20-35
24 Sep	Counties Manukau	W 20-5

Played: 3 **Won:** 2 **Lost:** 1

Points For: 72 **Points Against:** 62

Coach: Jaxs Roper



Under 18 Girls West

Date	Opposition	Result
3 Sep	Auckland East	L 22-32
10 Sep	North Harbour	W 22-19
24 Sep	Waikato	W 25-17

Played: 3 **Won:** 2 **Lost:** 1

Points For: 69 **Points Against:** 68

Coach: Michael Mau'u

Under 16 West

Date	Opposition	Results
3 Sep	Northland South	L 13-18
10 Sep	North Harbour White	L 19-32
17 Sep	Auckland South	W 17-13
24 Sep	Auckland East	L 5-8

Played: 4 **Won:** 1 **Lost:** 3

Points For: 44 **Points Against:** 71

Coaches: Mike Legge, Les Woof

Under 16 Central

Date	Opposition	Results
3 Sep	Northland North	W 65-0
10 Sep	North Harbour Cardinals	W 34-6
17 Sep	Auckland East	W 8-3
24 Sep	North Harbour White	W 19-0

Played: 4 **Won:** 4

Points For: 126 **Points Against:** 9

Coach: Matt Atiga

Under 16 East

Date	Opposition	Results
3 Sep	North Harbour Cardinal	L 17-20
10 Sep	Northland North	W 31-3
17 Sep	Auckland Central	L 3-8
24 Sep	Auckland West	W 8-5

Played: 4 **Won:** 2 **Lost:** 2

Points For: 59 **Points Against:** 36

Coaches: Taniela Namoa, Vaimoso Faafo

Under 16 South

Date	Opposition	Results
3 Sep	North Harbour White	L 16-23
10 Sep	Northland South	W 54-8
17 Sep	Auckland West	L 13-17
24 Sep	North Harbour Cardinal	W 43-0

Played: 4 **Won:** 2 **Lost:** 2

Points For: 126 **Points Against:** 48

Coaches: Andre Morris, Mike Veukiso

Under 14 West

Date	Opposition	Results
3 Sep	Northland South	W 32-7
10 Sep	North Harbour White	W 48-5
17 Sep	Auckland South	W 29-13
24 Sep	Auckland East	W 5-0

Played: 4 **Won:** 4

Points For: 114 **Points Against:** 25

Coach: Matt Howling

Under 14 Central

Date	Opposition	Results
3 Sep	Northland North	W 20-15
10 Sep	North Harbour Cardinal	W 27-10
17 Sep	Auckland East	L 14-22
24 Sep	Auckland South	L 7-19

Played: 4 **Won:** 2 **Lost:** 2

Points For: 68 **Points Against:** 66

Coaches: Malo Mauga, John Ofanoa

Under 14 East

Date	Opposition	Results
3 Sep	North Harbour Cardinal	W 24-0
10 Sep	Northland North	W 89-5
17 Sep	Auckland Central	W 22-14
24 Sep	Auckland South	L 7-19

Played: 4 **Won:** 3 **Lost:** 1

Points For: 142 **Points Against:** 38

Coaches: Eddie Jones, Jason Husband

Under 14 South

Date	Opposition	Results
3 Sep	North Harbour White	W 33-5
10 Sep	Northland South	W 24-12
17 Sep	Auckland West	L 13-29
24 Sep	Auckland Central	W 19-7

Played: 4 **Won:** 2 **Lost:** 2

Points For: 89 **Points Against:** 53

Coaches: Mike Bull, Anthony Brown

Rieko loane – a break-out year

Mitre 10 Cup - Most metres gained (812) Most defenders beaten (62) Most tries (10)
Represented All Blacks, Maori All Blacks & NZ Olympic team in one year



Steve Hansen talks to Rieko loane.
New Zealand All Blacks v Ireland test match rugby at Soldier Field in Chicago, USA.
Saturday 5 November 2016.

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Wider Auckland Sport Of Choice

The Wider Auckland project combines resources of the three Provincial Unions (Auckland, Counties Manukau, North Harbour), as well as the Blues and NZ Rugby in our endeavours to make rugby the sport of choice across the wider Auckland region.



This is to be achieved by:

GROWING every aspect of our game,

ADAPTING to meet the changing needs of our market, and better improving our collective ability to **CONNECT** with our communities.

Some of the highlights from 2016

- This year collectively the Wider Auckland project team successfully completed 93% of agreed projects. Our key measurement criteria is the number of registrations achieved. In 2016 this grew by over 4% across the region.
- We acknowledged and supported our volunteer coaches through successful initiatives such as “Thanks Coach” and the “Best Coach Conference.” These were collectively attended by almost 500 coaches from across Wider Auckland.
- We brought the Rugby World Cup to the people of Auckland, Counties Manukau and North Harbour via a rugby roadshow.
- Keven Mealamu came on board as a Rugby Ambassador and spent countless hours out across our rugby community.
- We reached out to our traditional and non-traditional rugby audiences, providing playing opportunities and discovering how rugby can become more inclusive.
- We worked very closely with our secondary schools and communities to better understand the changing needs of our young men and women. As a result there are some exciting initiatives in the pipeline for 2017.

Looking ahead to 2017 the Wider Auckland team has again developed a full project plan with some very exciting projects and opportunities which we hope will further enhance participation and engagement, in our great game across our city.



Post-Match Interview

After 10 years at the helm of Auckland Rugby, Andy Dalton shares some insight to his role and some of the major points over the past decade.

As tenants, Auckland Rugby has a special relationship with Eden Park, talk about how that has developed and some key points over the past ten years.

I came into the CEO role aware that Rugby World Cup was coming in 2011 and there was opportunity for Auckland to bid for games at Eden Park.

The first thing that needed to be done was get a stadium that would hold 60,000 people. We negotiated with the government for the redevelopment of Eden Park and that led to a massive change in the Trust Deed, meaning we were giving up our primary beneficiary rights along with Auckland Cricket. To amend the Deed we needed to go through parliament, but we negotiated a position which protected Auckland Rugby's historical rights and that is entrenched in the amended deed.

Out of that came the redevelopment, working with John Waller and his team on that was great and we ended up with an international stadium that we can all be proud of. There is nothing better than seeing it full at Test matches.

A key part of that development was the Tripartite Contribution Agreement, which sees New Zealand Rugby playing two Test matches here at Eden Park in every year other than Rugby World Cup years; that's a major bonus for Auckland Rugby.

We went on to Rugby World Cup – it was a wonderful experience. Working with ATEED and Eden Park, we ended up being allocated 11 matches at Eden Park, it was the most any venue had had in any World Cup. To be fair it put our people under a fair bit of pressure and was a phenomenal effort.

On a similar theme, the Venue Hire Agreement; explain what it is and why it is so important to Auckland Rugby.

The Venue Hire Agreement took forever to negotiate which was an issue at times but patience prevailed and the outcome is that we now have an agreed set of conditions for Auckland Rugby to use Eden Park. It sets out clearly the commercial terms and again puts Auckland in a strong position protecting our rights and benefits.

The establishment of the Blues as a separate entity has forced Auckland Rugby to look innovatively at ways to generate revenue. What have been some of the things that have been introduced?

I think the need for all Provincial Unions to look at revenue streams is critical and our Board has been very supportive with some of the initiatives we've put to them.

The hospitality and accommodation agency we had in 2011 for the Rugby World Cup was a very profitable venture for Auckland Rugby and Eden Park. We had to take a bit of a gamble, and the Board was prepared to do that; the outcome was a profitable one.

Also in recent times, we've led the way with the streaming of the 1st XV, it may be a bit ahead of its time but I'm sure it will be a very common occurrence going forward.

The International Academy that Ant Strachan has driven. The board has shown a lot of commitment in giving us two or three years to get that up and profitable and now it is in a very strong position; I can only see that growing and becoming better and better.

Possibly not considered innovative, but an added boost last year was the review of the Provincial Union Funding Model. It resulted in Test matches being considered a separate commercial venture, and not part of the funding model, so all unions got an increase and there is a substantial advantage in having the Test matches regarded as a commercial venture in their own right. And that is very valuable for Auckland Rugby.

The High Performance programme has developed dramatically in the past five years. What are some of the points there that have contributed to this?

When I came on board, there were 16 All Blacks and in one year, 13 of them left. At the time, I was asking if we had the players coming through behind and we didn't. For a number of years we did not produce an All Black.

We had a massive review of the high performance structure. We changed the strategy at the representative level, we split the Union into regions and had regional trials so we had a lot more players in our system at Under 14, Under 16 and Under 18.

We're in the position now where we have eight All Blacks on the books

and that's a very rapid improvement and I can see with the boys coming through there is another wave of talent. Over 100 players from our system are playing Mitre 10 Cup, so we are certainly generating the talent. The frustration has been the results of our Mitre 10 Cup team but it's something everyone is focused on to remedy.

The downside of the high performance piece is the facilities. While Unitec were very helpful in allowing us to train on their site we haven't had a dedicated facility. But I'm very hopeful we can remedy that with Nixon Park being allocated for our use and we're currently looking at designs for a potential high performance training facility – that is the missing piece of the jigsaw.

Community Rugby is an area that is changing and presenting challenges. What is Auckland Rugby doing to counter those?

There are some massive challenges in the community space, one of which is demographics that Auckland has particularly. I think societal changes, parents are time-poor, working weekends, etc so getting kids into sport is harder.

We increased human resource in the secondary school space four years ago and halted the slide of players, in fact we're growing them. Just this year we have additional resources in junior rugby and we're very confident we'll see the benefit of that commitment by the Board coming through in the next few years. New Zealand Rugby has recognized Auckland has specific problems and through Simon Devoy and the Wider Auckland strategy have assisted us in this area.

You have always been a big advocate for Pro Sport – why is that?

I think Pro Sport is one of the best things we do and one of the least known. We take up to 30 students each year through a Level 3 Sport and Recreation course. We have two very dedicated teachers in Shirley Syman and Danny Gautusa and they do a fantastic job in taking these kids through; many come from challenging environments but by the time they finish their self-esteem is through the roof.

Pro Sport provide the vehicle for us to take rugby into primary schools across our region and it would be impossible to do that without them. They also provide event support for the big fixtures here at Eden Park which is a great experience for them.

You have a small but dedicated team of employees...

If there was one thing I had to pick out from my time here it is unquestionably the quality of the people, the commitment the staff show here, they all go beyond the call.

Auckland Rugby and New Zealand Rugby is very well served by the fantastic contribution they make. I must also acknowledge the many volunteers involved in the game and without them we couldn't do it. We need to find ways to make it easier for them and we desperately need to get more young people involved in that space.



AUCKLAND RUGBY UNION INCORPORATED

ANNUAL REPORT

FOR THE YEAR ENDED 31 OCTOBER 2016

The Directors are pleased to present their annual report, including the special purpose financial statements, for the year ended 31 October 2016.

For and on behalf of the Board of Directors on 21st November 2016



Mike Donovan
Director



Brandon Jackson
Director

**AUCKLAND RUGBY UNION INCORPORATED
ANNUAL REPORT
FOR THE YEAR ENDED 31 OCTOBER 2016**

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AUCKLAND RUGBY UNION INCORPORATED
SPECIAL PURPOSE STATEMENT OF FINANCIAL PERFORMANCE
FOR THE YEAR ENDED 31 OCTOBER 2016

		Group	
	Note	2016	2015
		\$'000	\$'000
Operating revenue			
Mitre 10 Cup		731	499
Sponsorship		1,317	1,408
North and South Trust Limited grants	12	2,438	2,126
Test match fees		720	71
NZR funding	3	2,751	2,197
Other income		1,218	933
Interest income		169	257
Investment income		145	209
Blues shared services fee	3	159	171
Oceania Broadcast income	3	0	114
Gain on sale of Oceania Broadcast	3	0	37
Blues Limited Partnership income	3	2,861	2,152
Total operating revenue		12,509	10,174
Expenditure			
Mitre 10 Cup		571	462
Sponsorship		776	512
Marketing		422	242
Representative team		2,104	2,022
Amateur Rugby & Rugby Development		2,966	2,740
Administration		1,523	1,235
Depreciation		115	107
Other expenses		740	477
Oceania Broadcast expenses	3	0	116
Blues Limited Partnership expenses	3	2,658	2,118
Total expenditure		11,875	10,031
Net surplus before distributions to clubs		634	143

AUCKLAND RUGBY UNION INCORPORATED
SPECIAL PURPOSE STATEMENT OF MOVEMENTS IN RETAINED FUNDS
FOR THE YEAR ENDED 31 OCTOBER 2016

	Group	
	2016	2015
	\$'000	\$'000
Net Surplus before distribution to clubs	634	143
Less distribution to clubs	0	0
Net movement in retained funds	634	143
Retained funds at 1 November	9,920	9,777
Retained funds at 31 October	10,554	9,920

AUCKLAND RUGBY UNION INCORPORATED
SPECIAL PURPOSE STATEMENT OF FINANCIAL POSITION
AS AT 31 OCTOBER 2016

	Note	Group	
		2016	2015
		\$'000	\$'000
Current Assets			
Cash and cash equivalents		6,264	2,353
Bank deposit	4	800	800
Trade and other receivables		615	533
Prepayments		200	107
Merchandise shop inventory		101	146
GST receivable		0	453
Loans and advances to related parties	6	107	82
Owing from related parties	3	560	202
Investments in managed funds	5	2,176	2,122
Bond Investments	7	1,174	0
Total Current Assets		11,997	6,798
Non-Current Assets			
Bond investments	7	1,000	2,174
Loans and advances to related parties	6	1,043	1,043
Property, plant and equipment	8	1,461	710
Intangible assets	9	347	407
Training facility in development		0	240
Total Non-Current Assets		3,851	4,574
Total Assets		15,848	11,372
Current Liabilities			
Creditors and accruals		(654)	(507)
Employee entitlements		(410)	(362)
GST payable		(359)	0
Deferred income		(762)	(329)
Owing to related parties	3	(2,959)	(104)
Total Current Liabilities		(5,144)	(1,302)
Non-Current Liabilities			
Deferred income		(150)	(150)
Total Liabilities		(5,294)	(1,452)
Net Assets		10,554	9,920
Represented by:			
Accumulated Funds		(10,554)	(9,920)

The accompanying notes form part of these financial statements

AUCKLAND RUGBY UNION INCORPORATED
SPECIAL PURPOSE STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 31 OCTOBER 2016

	Note	Group	
		2016	2015
Cash flows from operating activities		\$'000	\$'000
Cash was provided from:			
Receipts from customers, funding & sponsorship		10,061	7,216
Grants received from North and South Trust Limited		2,438	2,126
Interest received		161	234
		12,663	9,576
Cash was disbursed to:			
Payments to suppliers and employees		(8,143)	(9,438)
Net cash inflow from operating activities	10	4,517	138
Cash flows from investing activities			
Cash was provided from:			
Dividends received from managed funds		91	87
Cash was applied to:			
Purchase of property, plant and equipment		(697)	(196)
Development of broadcasting rights		-	(300)
Training facility in development		-	(240)
Investment in managed funds		-	(2,000)
		(697)	(2,736)
Net cash inflow/ (outflow) from investing activities		(606)	(2,649)
Cash flows from financing activities			
Cash was applied to:			
Distributions to clubs		-	-
Loan to subsidiary		-	-
		-	-
Net cash (outflow) from financing activities		-	-
Net increase/(decrease) in cash held		3,911	(2,511)
Add: Opening cash and bank deposits		3,153	5,664
Closing cash and bank deposits at 31 October		7,064	3,153

AUCKLAND RUGBY UNION INCORPORATED

NOTES TO THE SPECIAL PURPOSE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 OCTOBER 2016

1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICES

A. BASIS OF PREPARATION

Auckland Rugby Union Incorporated ('ARU') is an incorporated entity under the Incorporated Societies Act 1908. The consolidated financial statements include the ARU and its subsidiaries and jointly controlled entities. Combined this forms the Group.

The special purpose financial statements comprise the special purpose statement of financial position as at 31 October 2016, the special purpose statements of financial performance, movements in retained funds and cash flows for the year then ended, a summary of significant accounting policies as well as notes to these special purpose financial statements.

The special purpose financial statements are prepared on a going concern basis, presented in thousands of New Zealand dollars (\$NZ) and on the basis of historical cost with the exception of investments in managed funds which are stated at fair value.

Special purpose financial statements have been prepared for the ARU based on accounting policies approved by the Board.

B. SPECIFIC ACCOUNTING POLICIES

The following specific accounting policies which materially affect the measurement of financial performance and financial position have been applied:

Consolidation

The consolidated financial statements include ARU and its subsidiaries and jointly controlled entities and combined this forms the Group.

The subsidiaries and controlled entities of the group include Auckland Rugby Promotions Limited (ARPL), Gallagher Investments Limited, Potters Park Limited, Auckland Blues Limited, and Rugby Holdings Limited Partnership who has joint control of operations over Blues Limited Partnership.

Jointly controlled entities

The ARU have elected for the consolidated special purpose financial statements to include their share of the assets, liabilities, revenues and expenses of jointly controlled entities on a line-by-line basis using the proportionate consolidation method.

Subsidiaries

Subsidiaries are entities controlled by the Group. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases. On a group level, investments in subsidiaries are eliminated upon consolidation.

On the loss of control, the ARU derecognises the assets and liabilities of the subsidiary, any non-controlling interests and the other components of equity related to the subsidiary. Any surplus or deficit arising on the loss of control is recognised in profit or loss. If the Group retains any interest in the previous subsidiary, then such interest is measured at fair value at the date that control is lost. Subsequently it is accounted for as an equity-accounted investee or as an available-for-sale financial asset depending on the level of influence retained.

Revenue

Test match fees are shown net in these financial statements as revenue from New Zealand Rugby (NZR).

Mitre 10 Cup income is recognised on an accruals basis, when the matches occur.

Funding with specific use is recognised when the requirements under the agreement have been met. Any funding with specific use for which the requirements under the agreement have not been completed are carried as liabilities until all the conditions have been fulfilled. Funding which is not subject to restrictions or conditions is accounted for at the time of receipt.

Merchandise shop revenue is recognised as a sale arises.

Interest income from loans and investments is recognised on an accrual basis.

ARU have various sponsorship contra arrangements, whereby the transactions are not settled by cash, but through offsetting services/products supplied. Non-cash contra revenue is recognised at normal commercial rates in the period it arises with an offsetting contra expense recognised.

Cash sponsorship is recognised on an accrual basis.

AUCKLAND RUGBY UNION INCORPORATED

NOTES TO THE SPECIAL PURPOSE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 OCTOBER 2016

B. SPECIFIC ACCOUNTING POLICIES (continued)

Goods and services tax

All amounts are shown exclusive of Goods and Services Tax (GST), except for receivables and payables which are shown inclusive of GST.

Creditors and accruals

Payables are stated at amortised cost.

Trade and other receivables

Receivables are stated at estimated realisable value after providing against debts where collection is doubtful. Bad debts are written off during the period in which they are identified.

Property, plant and equipment

Items of property, plant and equipment are stated at cost less accumulated depreciation and impairment losses, and have been depreciated on a straight line basis over their estimated useful lives as follows:

Buildings & Improvement	5-15 years
Furniture and equipment	5-10 years
Transport equipment	5-10 years
Advertising equipment	5 years
IT equipment	3 years

Where an item of property, plant or equipment is disposed of, the gain or loss recognised is calculated as the difference between the sale price and the carrying amount of the asset.

Intangible assets

Expenditure on development activities involve a plan or design for the production of new or substantially improved products and processes. Expenditure on the projects in development have been capitalised where costs can be reliably measured, the rights are commercially feasible, future economic benefits are probable and ARU intends to and has sufficient resources to complete the project for ongoing use or sale in the future. Any other development expenditure is recognised in profit or loss as incurred.

Capitalised development expenditure on definite life intangibles are measured at cost less accumulated amortisation and accumulated impairment losses.

Other intangibles that have finite useful lives are measured at cost less accumulated amortisation and accumulated impairment losses. Intangibles that are determined to have an indefinite useful life are measured at cost and indicators of impairment are assessed annually with any impairment losses recognised in profit or loss as incurred.

Expenditure on the development of online streaming and television content, establishment of viewership and associated broadcast asset for Auckland Secondary Schools 1A Competition has been capitalised as an intangible asset. The broadcast assets will be amortised over 5 years from the date of completion.

Inventory

Inventories are stated at the lower of cost and net realisable value. Net realisable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and selling expenses. Cost is based on the first-in first-out principle and includes expenditure incurred in acquiring the inventories and bring them to their existing condition and location.

Taxation

ARU is exempt from income tax under the promotion of amateur sport exemption of the Income Tax Act 2007.

Investments

Bond investments are carried at amortised cost less any impairment losses as they are held to maturity. Managed fund investments are stated at their fair value based on the quoted price as at year end. Any gains or losses generated as a result of the revaluation is recognised in the profit or loss.

All interest on investments is recognised in the profit or loss as it accrues.

AUCKLAND RUGBY UNION INCORPORATED
NOTES TO THE SPECIAL PURPOSE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 OCTOBER 2016

B. SPECIFIC ACCOUNTING POLICIES (continued)

Operating leases

Payments made under operating leases are recognised in the profit or loss on a basis representative of the pattern of benefits expected to be derived from the leased asset.

Employee entitlements

A provision for employee entitlement is recognised as a liability in respect of benefits earned by employees but not yet received at balance date. Employee benefits include salaries, wages and annual leave. The provision is the estimated amount expected to be paid by the entity.

Cash and cash equivalents

Cash and cash equivalents includes cash on hand, deposits held at call with financial institutions, other short-term, and highly liquid that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value. Any bank overdrafts are shown within loans and advances as part of current liabilities.

For the purpose of the special purpose statement of cash flows, cash comprises cash balances (net of bank overdrafts) and demand deposits.

Comparatives

To ensure consistency with the current year, comparatives have been restated where appropriate.

C. CHANGES IN ACCOUNTING POLICIES

The accounting policies adopted and applied are consistent with those of the previous year.

2. EXPENDITURE

	2016	2015
	\$'000	\$'000
<i>Expenditure includes the following specific items:</i>		
Audit fee	27	27
Other fees to auditors	6	6
<u>Depreciation</u>		
Buildings	77	53
Furniture and fittings	106	102
Transport equipment	1	-
Advertising equipment	2	3

Included in depreciation charges above are amounts with respect to proportionately consolidated jointly controlled entities which are separately presented in the special purpose statement of financial performance as expenses from the respective jointly controlled entities. The depreciation charge in respect of the jointly controlled entities for the ARU totalled \$186,000 (2015: \$50,884).

AUCKLAND RUGBY UNION INCORPORATED

NOTES TO THE SPECIAL PURPOSE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 OCTOBER 2016

3. RELATED PARTIES

During the financial year ended 31 October 2016 the following transactions were undertaken with significant related parties.

Eden Park Trust

ARU hire the Eden Park Stadium from the Eden Park Trust and have provided the Trust with loans, the terms of which are set out in note 6.

Auckland Rugby Clubs

ARU operates for the benefit of amateur rugby and provides operational support to affiliated rugby clubs.

New Zealand Rugby (NZR)

ARU transact with the NZR in respect of the staging of test matches at Eden Park. ARU receives bulk funding based upon current registered player numbers and is received from NZR on a calendar year basis. Auckland Rugby Promotions Limited (ARPL), a subsidiary of ARU, transact with the NZR in respect of the contracting of professional rugby players. The profit or loss also includes the ARU's share of BLP's NZR funding for high performance and professional development, other grants, and sponsorship royalty income.

	2016	2015
	\$'000	\$'000
Bulk funding	1,011	1,233
ARPL funding	273	215
Other grants and funding	1,467	749
Total	2,751	2,197
ARU's share of BLP's NZR funding	163	92

Auckland Rugby Promotions Limited (ARPL)

ARPL is a subsidiary of the ARU and its principal activity is to act as the employer of professional players and coaching staff of the ARU.

Oceania Broadcast Limited (OBL)

Effective 31 October 2015, the joint partners agreed to dissolve Oceania Broadcast Limited and Oceania LED Limited was transferred ownership of the fixed assets, goodwill, intellectual property, and employees to continue the business within its existing operations. The agreed consideration was \$100,000 by way of Oceania LED Limited forfeiting its initial investment in OBL.

Rugby Holdings Limited Partnership (RHLP) and Blues Limited Partnership (BLP)

During the year ended 31 October 2013, ARU (64.58%) entered into an agreement with North Harbour Rugby Union (29.58%) and Northland Rugby Union (5.84%) to establish RHLP. The purpose of RHLP is to hold a 60% ownership interest in the BLP to which NZR granted the license to operate the Blues Super Rugby franchise from the 2014 season onwards. BLP replaced the former Blues Trust as the license holder.

Bolton Equities Limited holds the other 40% interest in BLP. As at 31 October 2016, BLP had called \$1,576,000 of its initial \$4,000,000 partner capital (2015: \$1,576,000). RHLP and Bolton Equities entered into a loan agreement during the year ended 31 October 2015 to make available loan advances totalling \$1,500,000 for the purpose of funding the outfit and training equipment at the new administration and training facility based at Alexandra Park.

The NZRU agreed to a reduction in capital commitments of the partners on the basis that this funding commitment was replaced by shareholder loans. This reduction is reflected in the total capital commitment position as at 31 October 2016 of \$2,180,770 (2015: \$4,000,000).

By virtue of ARU's 64.58% interest in RHLP, the ARU holds an indirect 38.75% interest in BLP. Included within BLP income includes \$423,758 NZR funding, grants and royalty income (2015: \$236,705). For the year ended 31 October 2016, ARU's share of BLP's income was \$2,860,897 (2015: \$2,152,277) and expenses of \$2,658,485 (2015: \$2,118,077). BLP has a balance date of 31 August.

AUCKLAND RUGBY UNION INCORPORATED
NOTES TO THE SPECIAL PURPOSE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 OCTOBER 2016

3. RELATED PARTIES (CONTINUED)

ARU received a shared service fee from BLP of \$259,389 during the year ended 31 October 2016 (2015: \$279,845) which amounts to \$158,540 at the ARU consolidated level (2015: \$170,823).

In accordance with the Group special purpose accounting policies, ARU have accounted for BLP as a jointly controlled entity and have proportionately consolidated.

Related party balances outstanding at year end were as follows:

	Balances receivable		Balances payable	
	2016	2015	2016	2015
	\$'000	\$'000	\$'000	\$'000
New Zealand Rugby Union	560	54	(2,959)	(20)
Oceania Broadcast Ltd	-	100	-	-
Blues Limited Partnership	-	44	-	(8)
ARU Clubs	-	4	-	-
Eden Park Trust	-	-	-	(76)
Total	560	202	(2,959)	(104)

Directors

All Directors are required to disclose all possible conflicts of interest at the Board of Directors' meetings and are required to abstain from any vote on those proceedings. The group complies with all requirements of the Companies Act 1993 in terms of registers and notices for Directors' conflict of interest. There have been no dealings with Directors or parties related to the ARU Directors on terms other than in the ordinary course of business.

Directors' remuneration

Administration expenses include time reimbursements to Directors of \$36,000 (2015: \$36,000)

4. RUGBY UNION HOUSE TRUST

Proceeds from the sale of Rugby Union House in 1985 were invested as bank term deposits and now stand at \$800,000 as shown in the statements of financial position (2015: \$800,000).

AUCKLAND RUGBY UNION INCORPORATED
NOTES TO THE SPECIAL PURPOSE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 OCTOBER 2016

5. INVESTMENTS IN MANAGED FUNDS

On 12 November 2014, \$1,000,000 was invested in the Milford Diversified Income Fund as managed by Milford Funds Limited. Dividends received during the year totalled \$45,358 (2015 \$43,232). On 14 November 2014 \$1,000,000 was invested in the Harbour Australasian Equity Income Fund as managed by Harbour Asset Management. Dividends received during the year totalled \$45,305 (2015: \$44,161). There were no additional investments of this nature entered into during the year ended 31 October 2016.

The carrying amounts of the investments are as follows:

	2016		2015	
	Milford Funds Limited \$'000	Harbour Asset Management \$'000	Milford Funds Limited \$'000	Harbour Asset Management \$'000
Opening Value	1,047	1,075	1,000	1,000
Fair Value Movement	52	1	47	75
Carrying Amount	1,099	1076	1,047	1,075

The investments in managed funds are highly liquid and readily convertible to cash within 3 business days, and therefore are considered current assets.

6. LOANS AND ADVANCES TO RELATED PARTIES

	2016 \$'000	2015 \$'000
Current		
Loans to Eden Park Trust	47	47
Loans to Clubs	44	19
Loans to Northland	16	16
Total Current	107	82
Non-Current		
Loans to Eden Park Trust	1,043	1,043
Total Non-Current	1,043	1,043

Current loans to Eden Park Trust are in respect of the Gate 24 Kiosk, which have no fixed repayment date as long as the merchandise shop remains rent-free.

Non-current loans to Eden Park Trust have no fixed repayment date and are interest free and ARU has no intention of recalling these loans within the next financial year.

AUCKLAND RUGBY UNION INCORPORATED
NOTES TO THE SPECIAL PURPOSE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 OCTOBER 2016

7. BOND INVESTMENTS

The bond investments held by ARU are carried at amortised cost as they are held to maturity. Had they been measured at fair value, this would result in a loss of \$44,375 being recognised in the statement of financial performance (2015: \$19,500 loss).

8. PROPERTY, PLANT AND EQUIPMENT

	2016			2015		
	Cost	Accum Depn	Book Value	Cost	Accum Depn	Book Value
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Buildings	1,828	950	878	1,351	935	416
Furniture & fittings	1,056	512	544	845	573	272
Transport equipment	19	8	11	12	11	1
Advertising equipment	28	0	28	31	10	21
	2,931	1,470	1,461	2,239	1,529	710

9. INTANGIBLE ASSETS

	2016			2015		
	Intellectual property	Broadcasting asset	Total	Intellectual property	Broadcasting asset	Total
	\$'000	\$'000	\$'000	\$'000	\$'000	\$'000
Cost	107	300	407	107	300	407
Amortisation	0	60	(60)	0	0	0
Impairment losses	0	0	0	0	0	0
Carrying amount	107	240	347	107	300	407

Intellectual Property

As a result of the ownership structure put in place to operate the Blues Super Rugby franchise in the period ended 31 October 2013, the Blues Limited Partnership (BLP) acquired certain intangible assets, including but not limited to the True Blue membership database and other IP material, from Rugby Holdings Limited Partnership, which were contributed by Rugby Holdings Limited Partnership's partners (as outlined in note 3). ARU proportionately consolidates its effective share of BLP, including these intangible assets, which in the view of BLP, have an indefinite useful life.

Auckland Secondary Schools 1A Competition Broadcasting Asset

Expenditure on the development of online streaming and television content, establishment of viewership and associated broadcasting asset for Auckland Secondary Schools 1A Competition has been capitalised as an intangible asset. The broadcasting assets is considered to be a definite life intangible and will be amortised over 5 years from the date of completion.

AUCKLAND RUGBY UNION INCORPORATED
NOTES TO THE SPECIAL PURPOSE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 OCTOBER 2016

10. RECONCILIATION OF SURPLUS WITH CASH FLOW FROM OPERATING ACTIVITIES

	2016	2015
	\$'000	\$'000
Surplus before distribution to clubs	634	143
Non-cash items		
Depreciation	186	158
Amortisation	60	0
Interest receivable	(7)	(24)
Gain on sale of Oceania Broadcast	0	(37)
Fair value gain on investments	(54)	(122)
Contra sponsorship revenue/ Deferred Revenue	(54)	(428)
	765	(310)
Movement in working capital:		
Decrease / (Increase) in current assets	243	594
(Decrease) / Increase in current liabilities	3,509	(146)
	3,752	448
Net cash flows from operating activities	4,517	138

ARU have various sponsorship contra arrangements, whereby the transactions are not settled by cash, but through offsetting services/products supplied. As these items are non-cash, they are shown net in the cash flow.

11. OPERATING LEASE COMMITMENTS

	2016	2015
	\$'000	\$'000
Operating lease commitments		
<i>Non-cancellable operating lease rentals are payable as follows:</i>		
Not later than one year	446	179
Later than one year but not later than five years	1,331	228
Later than five years	759	5
Total	2,536	412

During the year ended 31 October 2016, \$389,761 (2015: \$382,353) was recognised as an expense in respect of operating leases.

AUCKLAND RUGBY UNION INCORPORATED
NOTES TO THE SPECIAL PURPOSE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 OCTOBER 2016

12. EXPENDITURE OF GRANTS RECEIVED FROM NORTH AND SOUTH TRUST LIMITED

Under the terms of the authorised purpose statement of North and South Trust Limited, the grants received are required to be used to support and encourage amateur games or sport where the game or sport is conducted for the benefit of the general public. All gaming machine grants received from North and South Trust Limited have been appropriately used for the authorised purpose of the promotion and support of amateur rugby.

13. CAPITAL COMMITMENTS

As at 31 October 2016, BLP had no capital commitments (2015: \$1,253,753 and the ARU's share of this amounted to \$487,453).

The ARU have not issued any other guarantees in the ordinary course of business during the year ended 31 October 2016 (2015: nil).

14. SUBSEQUENT EVENTS

There have been no subsequent events between 31 October 2016 and the approval of these financial statements by the Directors (2015: nil).

AUCKLAND RUGBY UNION INCORPORATED
ANNUAL REPORT
FOR THE YEAR ENDED 31 OCTOBER 2016

Independent Auditor's Report

To the members of Auckland Rugby Union Incorporated

We have audited the accompanying special purpose financial statements of Auckland Rugby Union Incorporated ("ARU") and its subsidiaries and jointly controlled entities ("the group"), on pages 39 to 53. The special purpose financial statements comprise the special purpose statement of financial position as at 31 October 2016, the special purpose statements of financial performance, movements in retained funds and cash flows for the year then ended, and a summary of significant special purpose accounting policies and other explanatory information for the group. The special purpose financial statements have been prepared based on accounting policies approved by the Board.

This report is made solely to the members as a body. Our audit work has been undertaken so that we might state to the entity's members those matters we are required to state to them in the auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the entity's members as a body, for our audit work, this report or any of the opinions we have formed.

Directors' responsibility for the special purpose financial statements

The directors are responsible for the preparation and fair presentation of these special purpose financial statements, in accordance with accounting policies approved by the Board, for determining the acceptability of the basis of accounting, and for such internal control as the directors determine is necessary to enable the preparation of special purpose financial statements that are free from material misstatement whether due to fraud or error.

Auditor's responsibility

Our responsibility is to express an opinion on these special purpose financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing (New Zealand). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the special purpose financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the special purpose financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the special purpose financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the group's preparation of the special purpose financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the group's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of special purpose accounting estimates, as well as evaluating the presentation of the special purpose financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Our firm has also provided other services to the entity in relation to compilation services. Subject to certain restrictions, partners and employees of our firm may also deal with the group on normal terms within the ordinary course of trading activities of the business of the group. These matters have not impaired our independence as auditor of the group. The firm has no other relationship with, or interest in, the group.

Opinion

In our opinion the special purpose financial statements on pages 2 to 16 present fairly, in all material respects, the financial position of the group as at 31 October 2016 and the financial performance and cash flows of the group for the year ended on that date, in accordance with accounting policies approved by the Board.

Basis of accounting and restriction on distribution and use

Without modifying our opinion, we draw attention to note 1A to the special purpose financial statements, which describes the basis of accounting. The special purpose financial statements are prepared to provide the member's information about the results of operations, financial position and cash flows and illustrate the financial performance of the ARU and the its subsidiaries and jointly controlled entities. As a result, the special purpose financial statements may not be suitable for another purpose. Our report is intended solely for the members of ARU and should not be distributed to or used by any parties other than the members of ARU.



21 November 2016

Auckland

Sponsors Acknowledgement

Auckland Rugby would like to acknowledge the tremendous support of our fantastic team of sponsors.



