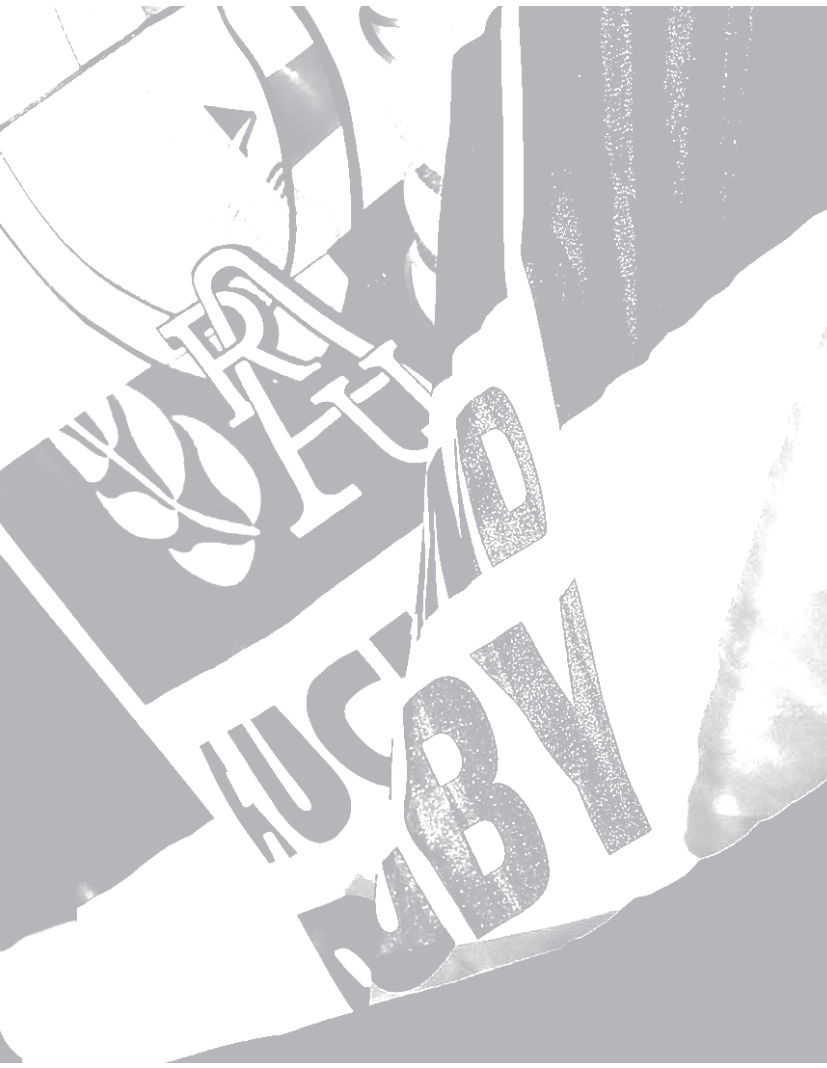




**AUCKLAND
RUGBY**



**134th
Annual Report &
Financial Statements
2017** Auckland Rugby Union Inc.

Patron

Waka Nathan

ARU Life Members

Ken Baguley
Rex Davy
Malcolm Dick
Rob Fisher
Bob Graham
Peter Hall
John Hart
Sir Graham Henry
Barrie Hutchinson
Wally Jelichich
Don McKay
Dennis Mullins
Waka Nathan
Keith Nelson
Tom O'Hanlon
Merv Smith
Bryan Williams

President

Bruce Gemmell

Board of Directors

Mike Donovan (Chairman)
Bruce Gemmell (President)
Kate Daly
Nicky Duggan
Greg Edmonds
Brandon Jackson
Stu Mather
Ken Rackham
Peter Thompson
Brian Wilsher



Contents

4. Chair's Report
6. CEO's Report
7. Balanced scorecard
10. Auckland Rugby staff
11. Obituaries
12. Council of Delegates and Junior Rugby Committee
13. COD Report
14. Club rugby
16. Pro Sport
17. Schools rugby
18. Referees
19. National honours and representative awards
20. Auckland Rugby International Academy (ARIA)
21. Auckland Rugby Academy High Performance Unit
22. Community rugby
23. Representative results
24. Auckland Mitre 10 Cup 2017
26. By the numbers
28. Auckland Storm 2017
30. Auckland Sevens and Under 19s 2017
31. Financials
34. Independent Auditor's Report

Chair's Report

It has again 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 2015.

This year has seen a continuation of our efforts to leverage our strong financial base and the implementation of the 2015-17 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. A revised Strategic Plan has been adopted from 2018 forward and it will also be addressed within this report. October 2016 saw Jarrod Bear commence as Chief Executive Officer following the decision of Andy Dalton to step down from this role. Andy was retained as Projects Manager, involved in several projects, including the commercialisation of the British and Irish Lions tour and the Nixon Park project. One of Jarrod's early undertakings was the restructuring of the ARU staff to enable an improved execution of the Strategic Plan.

Financials

The financial year has seen a number of highlights, confirmed by the audited accounts presented in detail elsewhere in this report. These include:

- A net result of \$2.7m, which exceeded budget by \$668k this is the best financial result achieved in the ARU's history
- Investments in Managed Funds provided a return of 11.11%
- The Key Performance Indicators from the two British and Irish Lions test matches achieved 98% and 99%, levels that reflect the great work done by Auckland Rugby staff in the delivery of test matches
- \$2.462m in grants received from North South Trust Limited with over \$700k provided directly to clubs
- A strong balance sheet with just over \$10m in cash, bonds and managed funds and \$1.1m invested in the Blues franchise
- Net equity increased from \$10.55m to \$13.30m

Provincial union funding

Following New Zealand Rugby's most recent broadcast deal and following extensive consultation with Provincial Unions during 2015, a revised Provincial Union Funding Model was implemented for the five years starting from 2016. Auckland Rugby's total funding in 2017 under the funding model amounted to \$2.710m compared to \$2.751m in 2016. 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 July 1, 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 enabled Auckland Rugby to dedicate more resources to the community game and to employ additional staff to promote the game at primary schools, secondary schools and clubs.

Mitre 10 Cup

The Auckland team's finishing position in the 2017 Mitre 10 Cup Premiership division can only be considered as unsatisfactory. Finishing in sixth position out of seven teams came as a result of losses by Waikato in the final two rounds, and should they have won either, Auckland would have been relegated to the Championship division in 2018. Whilst it is possible to cite any number of explanations for this result, including a high injury rate and the late availability of Super Rugby players, the reality is that with the playing talent available, the outcome was simply not good enough. The 2017 result (sixth) saw 18 competition points achieved with 235 points scored for and 298 against. This compares with the 2016 result of 30 competition points achieved with 335 points scored for and 302 against. The ARU board decided that, in addition to the internal end of season reviews, that an external independent review be undertaken and, to this end, Don Purdon of Purdon Associates was commissioned to undertake this review. His recommendation as to what improvements may be implemented are in process at the time of writing. An international search for a replacement Head Coach was undertaken. The Mitre 10 Cup competition remains the premier Provincial Union competition, and whilst recent outcomes have not been at the level considered satisfactory, successes in other competitions have been achieved and these must not be overlooked. In particular, the Auckland U19 team were victorious in the Jock Hobbs Memorial Under 19 tournament for the first time since its inception, winning the final 30-17 against Waikato, the defending champions. There will be more said about this success and other competition successes elsewhere in this report.

Eden Park

Auckland Rugby has a significant economic and historical investment in Eden Park and strongly supports its retention as Auckland's pre-eminent sporting

stadium. Recent and ongoing 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. This year has seen a change to the Eden Park Trust executive team with the appointment of a new CEO, Nick Sautner, who replaces Guy Ngata. We appreciate the spirit of co-operation Chairman Doug McKay has generated with Auckland Rugby and look forward to this continuing with he and Nick. Doug has an exciting vision for the longer-term development of Eden Park and we are looking forward to working with both him and Nick in delivering this vision as well as continuing the strong relationship we share in delivering world-class rugby fixtures at Eden Park. 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.

British and Irish Lions

The much-awaited DHL Lions Series took place during June and July 2017, producing a drawn test series, with the All Blacks winning the first test 30-15, the Lions the second test 24-21, with the third test resulting in a 15-15 draw. Eden Park also hosted the Blues v Lions, with the Blues prevailing in a meritorious victory by 22-16. With this tour coming around every 12 years, this was an opportunity for Auckland Rugby to realise commercial opportunities around membership, sponsorship and hospitality. This successful commercialisation contributed significantly to the union's financial success in 2017.

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. This shareholding was previously through equity in Rugby Holdings LP, although toward the end of the current financial year, Rugby Holdings LP was disestablished at the wish of all shareholders, Auckland Rugby Union, North Harbour Rugby Union and Northland Rugby Union. The three constituent Provincial Unions will now hold direct equity in Blues LP. The appointment of Tana Umaga as Head Coach for the 2016 Super Rugby season saw improved results over those of the 2015 season in 2016 and 2017 and we hold high expectations for an improvement in 2018. Auckland Rugby's interest and investment in the Blues have been protected by Auckland Rugby directors Kate Daly and Brian Wilsher, who sit on the Blues LP board. Kate and Brian have effectively represented Auckland Rugby's interests in the Blues and have contributed positively toward engendering a positive relationship between Auckland Rugby and the Blues that has not always been there in the past. ARU is encouraged by the improved relationship with the Blues, as well as with our fellow shareholders, North Harbour and Northland, who are working closely to ensure a contribution to not only success of the Blues, but also our own success in the Provincial Union sphere. Auckland Rugby's financial results in 2017 have been positively impacted by the profit produced by the Blues. Financial results from the Blues, from September 1, 2017, are now equity accounted for in Auckland Rugby's financial report. In 2017, Auckland Rugby had budgeted for a positive result (based on Blues budget) with Auckland Rugby's actual profit share achieved of \$49k being brought to account in 2017. The ARU has just over \$1.1m invested in the Blues.

Wider Auckland Strategy

2017 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, previously the NZR co-ordinator for this strategy, has joined the Auckland Rugby staff, 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.

Clubs

Congratulations to University on winning the Gallaher Shield in an outstanding final against last year's winners, Suburbs. The Council of Delegates, chaired by Stu Mather, has introduced a number of initiatives for 2018, including:

- Introduction of an U22 grade, designed to both attract and retain age grade players who could be lost to our game
- A review of the By-laws (which is almost complete)
- Continuation of the focus on increasing participation
- Working to improve the club/school connect

There remains a wide range of capabilities within clubs. Barry George initiated some excellent work as Club Capability Manager which will be continued, following Barry's departure, by Brett Young. Auckland Rugby continues to

identify clubs 'at risk', these being those clubs who need some support in progressing toward and meeting their own aspirations. One significant advance through 2017 has been the continuation 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 2018. It is a non-confrontational forum and some of the contributions made in sharing successes between clubs have been in the spirit of our game and have been outstanding. Stu will elaborate on these matters in his COD Chairman's Report.

Health and safety

With the Health and Safety at Work legislation enacted from April 1, 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, took 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. During 2016, 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, implementation and ongoing management of the ARU Health and Safety Management Plan. The Blue Card concussion initiative was successfully introduced in 2017, being implemented across adult and secondary school rugby where a registered referee is officiating. This requires a mandatory three-week stand-down for any player 'blue carded' by a referee. With both the Health and Safety and Blue Card programmes, player safety is paramount and all clubs are urged to treat them accordingly. The ARU board sets an appropriate example in that it requires that Health & Safety be the first item on its monthly board meeting agenda.

Strategic Plan 2018-20

Our Strategic Plan for 2018 to 2020 consists of a number of aspirational elements that can be summarised as follows, but with the over-arching objective of playing to win:

Our purpose

This proposes to excite and engage Aucklanders through rugby, by

- Inspiring participation
- Focusing on performance
- Being stakeholder-orientated with a focus on collaboration with the community

Our values

- Belief
- Leadership
- Unity
- Excellence

Our behaviours

- Putting safety first
- Collaboration – creating rugby environments/experiences where all involved are motivated to perform at their best
- Focusing on support over control – simplifying processes and systems; supporting to prioritise
- Keeping it simple – simple, lean, agile organisation with focus on fewer, bigger, better
- Learning to improve and innovate

Our aspiration

To be the most successful regional sports organisation in NZ, ensuring rugby is the #1 sport in Auckland

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 – and remain dependent upon a variety of facilities. After lengthy negotiation with Albert-Eden local board, led by Andy Dalton, access to Nixon Park was conditionally secured with the playing surface to be upgraded to Xtragrass and high quality lighting both to be provided by the Council and to be shared with the wider community. Unfortunately, there was significant cost creep with the design concepts agreed and this also impacted unfavourably on future costs to the union of maintaining this facility. Obtaining a suitable lease term also remained a challenge. Accordingly, the ARU board took the decision to terminate the project and to absorb the costs incurred in feasibility, design and approvals into the 2017 expenses. It remains the intent of the union to continue to work toward providing a suitable venue and several potential opportunities are under investigation. We thank Andy Dalton for his tireless efforts in endeavouring to bring this project to fruition.

The Auckland Rugby Union board of directors

Two vacancies have occurred on the board with Greg Edmonds having served

his first term of four years. The second vacancy has occurred due to the decision by Peter Thompson not to stand for his third term. These two vacancies were widely advertised and the Appointments Committee, established in compliance with the requirements of the Auckland Rugby Union Constitution and Rules was duly convened and met to review and establish a short list from the applications received. The applications were of a high standard and provided a challenge to the Appointments Committee in reaching its decisions. Greg Edmonds, being eligible, and Keven Mealamu, were recommended to the Annual General Meeting by the Appointments Committee to fill these two vacancies. I thank the members of the Appointments Committee for their diligence in reaching these recommendations. I would like to make special mention of retiring director Peter Thompson. Peter has made a magnificent contribution to our game, not only in his time on the board, but also in his direct involvement in the game at many levels: and in the sponsorship he fosters as the Managing Director of Barfoot and Thompson. I do not think for one minute that Peter's contribution will cease. Peter has been nominated as a Life Member of the union and I am sure that, should his nomination be approved by this Annual General Meeting, that he will continue through that august body, to make an ongoing contribution. I take this opportunity to express my sincere thanks to the support provided by my fellow directors through this past year. 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.

NZR Respect and Responsibility initiative

Last year saw the launch of the Respect and Responsibility initiative by NZR. The original panel involved in this launch included director Kate Daly, Sir Michael Jones and Keven Mealamu. Subsequent to this launch, an internal NZR project team was established with Karen Skinner appointed as project manager. A number of steps have been taken by the project team, including:

- An initial workshop has been held (October 31) involving a range of rugby stakeholders, including representatives from Provincial Unions and Super Rugby clubs. Feedback from these representatives is being used to develop a draft charter that will be included in the agenda for the next Provincial Union and Super Rugby club chairs and CEOs on December 14
- Development of a project plan for the remainder of 2017 and calendar year 2018 to be presented for approval to the December NZR board meeting
- The formation of an independent advisory panel of four members is in progress
- The establishment of a complaints process – this being one of the recommendations of the panel
- The project team will be inclusive and intends to keep all rugby stakeholders informed as to progress

Other matters

Kevin Kilgour has been the union's Honorary Lawyer for the past 14 years and has decided to step back from this role. Kevin's contribution and wise counsel over this time constitutes a magnificent contribution and we are sorry to see him go. His service will not be entirely lost as he has most generously volunteered to continue to advise the Council of Delegates on an as required basis. The search for a replacement for Kevin is underway. We also lost the services of Libby Boggs from her role in communications with Auckland Rugby. Libby's contribution has seen her promoted to a role as Media Advisor at New Zealand Rugby and we wish her the very best in her new role.

Nick White took the decision at the end of this year's Mitre 10 Cups to step down from his role as Head Coach of the Auckland team. Nick's contribution to Auckland Rugby, in particular, and rugby generally has been significant and we wish him well in his future endeavours. Our rugby community is saddened by the passing of a number of our fellows. This year we lost Life Members Sir John Graham, Charlie Klink and Ces Wilson. We extend our condolences to the families of all of our rugby community who have passed and offer our appreciation of jobs well done in their service to our game. We acknowledge the succession of Maurice Trapp to the position of President of New Zealand Rugby and wish he and Gail an enjoyable tenure.

I would like to thank the executive and staff 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 who have seen significant changes through the restructuring programme that was undertaken by CEO Jarrod Bear and their support has been and will continue to be, critical to the union's ongoing growth.



ARU Chair

Mike Donovan

CEO Report

Being a year of opportunities and challenges, 2017 was a season of mixed achievement for Auckland Rugby.

There were some pleasing successes, with achievements that will deliver far-reaching benefits for rugby in Auckland, but also some disappointments which have been confronting.

Auckland Rugby achieved a score of 70 out of 100 for the full year Balanced Scorecard (which is captured in detail on the opposite page).

Outside of the Auckland Mitre 10 Cup team performance, the organisation scored 70/80 = 87.5 percent.

However, we didn't get everything right. The Auckland Mitre 10 Cup performance is a lead indicator on how Auckland Rugby is measured internally, by our stakeholders, by our fans and by media. This year's performance did not meet expectations, as we ran very close to the edge of relegation from the Mitre 10 Cup Premiership to Championship.

We at Auckland Rugby are committed to reviewing and refining the Mitre 10 team programme/environment, which includes Auckland Rugby conducting an independent review. The key insights and recommendations will contribute to shaping the right supporting resources and structures to provide Auckland Rugby the best opportunity for both success in 2018 and longer-term.

Whilst the Mitre 10 Cup team under-performed, it is important to be diligent in acknowledging and valuing the contribution across the wider organisation and of our stakeholders in achieving ARU's other key organisational scorecard measures.

Some of the key highlights of the year included, but not limited to:

High Performance

- The Auckland Under 19 men's team was victorious in winning the Jock Hobbs Memorial National U19s tournament.
- Seven Auckland Rugby players represented the All Blacks, along with eight Auckland Rugby women's players representing the World Champion Black Ferns – ARU is very proud of these players and their achievements.
- Attendance at our Mitre 10 Cup round-robin home games increased by 46% compared to 2016.

Community Rugby

- Total registered participation was on par with 2016 numbers. This is the first time this has been achieved since the early 2000s, except for years immediately following Rugby World Cups
- Female participation grew 11% and one in seven players are now female.
- Collaboration with our community in clubs and schools to successfully facilitate over 10,000 games of rugby. Our Participation Development team and Pro Sport trainees executed over 70 tournaments in our community incremental to senior, schools and junior rugby competitions
- Another positive club rugby season, with University winning the Gallaher Shield. Thirty players from club rugby were selected for the Auckland Mitre 10 Cup team, with 18 players making their debut, highlighting the importance and need for healthy club rugby
- Successful planning and implementation for the rugby programme at the World Masters Games in April

Organisation Sustainability

- ARU membership programme reached 4314 members
- Successful delivery at Eden Park of two All Blacks v Lions Test matches in June/July, achieving a KPI score of 98% and 99% (not achieved before) measured by NZ Rugby
- Successful delivery at Eden Park in a two-week period leading into the All Blacks v Lions Test matches: Blues v Lions, All Blacks v Samoa and Tonga v Wales matches
- The Auckland Rugby International Academy (ARIA) returned a profit for the first time since its inception three years ago
- ARU financial objectives were exceeded with the EBIT exceeding budget by 35%, delivering a record surplus of \$2.7m. It must be noted, this is an extraordinary result which was driven by the All Blacks v Lions Test matches, which would not reside within normal operations

Auckland Rugby 'Playing to Win' Strategy

As per the reference within the Chair's report, Auckland Rugby has reviewed and redefined its challenges/opportunities and developed a 'Playing to Win' strategy.

Following the strategy, it was imperative to review the organisation's resources and staffing structures with the objective of establishing the best operational structure for the organisation to achieve its strategic plan.

This resulted in the organisation being restructured with the establishment of five functional teams, each with clearly defined scope and objectives:

Rugby Operations and Facilities

Participation Development

High Performance

Commercial and Partnerships

Business Support and Planning

With the new structures and performance objectives/measurements now embedded, the organisation is well positioned and focused on delivering to the organisation's strategy.

'Playing to Win' Strategy: key strategic focus areas in 2018

Win in high performance/competition

- Quality high performance strategies and process
- Best in class, succession planning and talent identification
- Best in class, selection/contracting structures and processes
- Collaboration with key partners, including the Blues
- Creating high performance environments and supporting facilities

Grow participation

- Create and deliver relevant rugby participation products
- Promote benefits to participating and drive registration
- Collaborate with clubs and schools to promote participation
- Grow coaches, providing resources to make coaching easier

Shape strong and sustainable community rugby

- Access funding for community rugby
- Provide thought leadership and support on best practice administration, operation and governance
- Promote participation welfare; best practice health and safety, and event management
- Collaborate with stakeholders to create and implement relevant and meaningful competitions
- Develop strategy for sustainable community facilities

Be commercially innovative and financially sound

- Optimise execution of commercial revenue model
- Develop and nurture innovative revenue streams
- Grow membership through increased value offering to members
- Optimise relationship and benefits from the rights associated with Eden Park Trust
- Implement best practice financial reporting and evaluation

Engaging content and communications

- Promote positive community rugby stakeholder engagement
- Positive story-telling promoting Auckland Rugby to drive wider engagement
- Optimise media channels to create an army of Auckland Rugby fans and ambassadors

Fighting Fit, always at our best

- Everyone home safe, every day. Put health and safety first
- Right structures, right people, equipped with the right focus and tools to succeed
- Concise and clear focus aligned with organisation strategy
- Be the best we can be. Having fun doing it

Board and staff

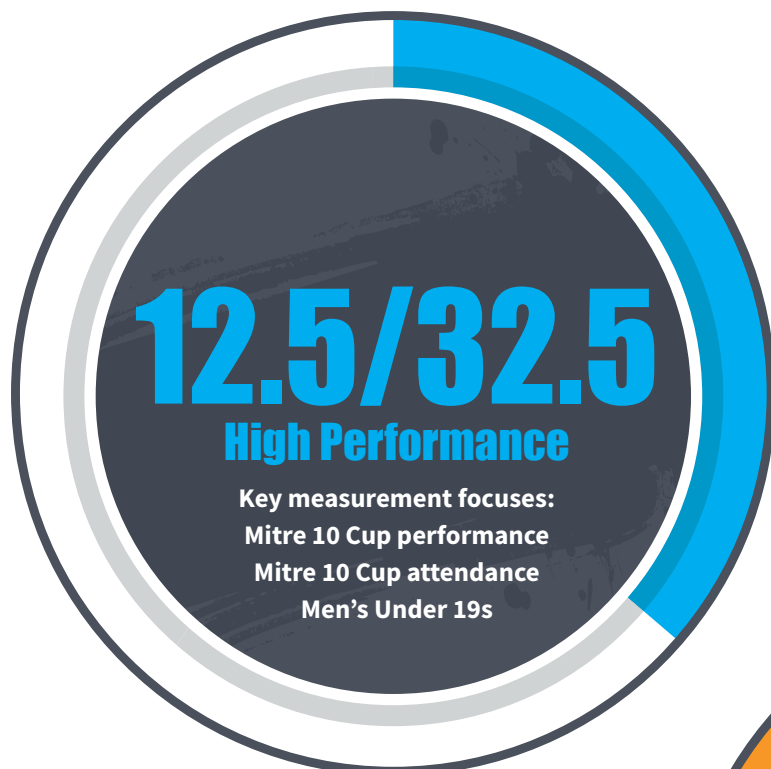
I would like to extend my sincere thanks to the board and acknowledge the contribution made by Mike Donovan in his role as Chair.

The staff at Auckland Rugby are a very passionate and dedicated hard-working team and I applaud the work that they output. To you and the stakeholders of Auckland Rugby, I extend my gratitude for your contribution to the game we all love.



ARU CEO

Jarrod Bear



Partners' acknowledgement

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

Major Sponsors:



AUCKLAND  **HYUNDAI**

PLATFORM  **GROUP**

PropertyPress

abcphotosigns
NZ LIMITED
www.photosigns.co.nz 0800 222 8786

Johnston's
COACHLINES®

Health&Sports
FITNESS CLUB

KensingtonSwan
*LAWYERS

 **QuickCount**
SMART MONEY MACHINES

AXIOM
PROJECTS
construction . commercial . interiors

W sport

RADIO SPORT 
The New Zealand Herald

 **CONTRACT**
CONSULTANTS

 worldtravellers **Fuzion Travel**

RICOH

pdq
PRINT

DEPOT
EATERY

KPMG

WESTIE
PIES


GILBERT


ROYAL WOLF

TRA

 **CHOOSE**
WELLNESS
Nestlé Good Food, Good Life

SPEIGHT'S
— MASTER BREWERS SINCE 1876 —
James Speight

Coca-Cola
zero

Auckland Rugby staff



Jarrold Bear	Chief Executive	Katie Tahana	Women's Development Co-ordinator
James McKee	Head of Commercial	Nooroa Tokahere	Senior Rugby Development Officer: South
Warrick Nansett	Head of Business Support and Planning	Jarrold Syman	Senior Rugby Development Officer: West
Simon Devoy	Head of Participation and Development	Joe Blundell	Senior Rugby Development Officer: East
Matt McHardy	Head of Operations and Facilities	JP Fa'amausili	Senior Rugby Development Officer: Central
Ben Meyer	Head of High Performance	Karl Pokino	Junior Rugby Development Officer: South
Lewis McClintock	High Performance Academy & M10 Cup Team Manager	Joseph Tuitavake	Junior Rugby Development Officer: West
Jenna McCarthy	Executive Assistant	Jared Letham	Junior Rugby Development Officer: East
Kylie Marginson	Event Manager	Sean Brookman	Junior Rugby Development Officer: Central
Grant McKenzie	Marketing and Membership Manager	Jeremy Giles	ARIA Trainer
Brent Ward	Partnership Development Manager	Pauline Williams	Ticketing Services Manager
Jacinta Caldwell	Business Support Partner/Accountant	Nick White	Mitre 10 Cup Head Coach
Nikki Neild	Assistant Accountant/Office Manager	Bevan Cadwallader	Mitre 10 Cup Assistant Coach
Smudge McNeillage	Match Officials Manager	Geoff Moon	Mitre 10 Cup Assistant Coach
Cody Neilson	Match Officials Co-ordinator	Paul Downes	Mitre 10 Cup Head Strength and Conditioning Coach
Shirley Syman	Pro Sport Education Manager	Warren Groarke	Mitre 10 Cup Doctor
Danny Gautusa	Pro Sport Teacher	Mark Plummer	Mitre 10 Cup Physiotherapist
Ant Strachan	Head of Auckland Rugby International Academy (ARIA)	Jon Dalton	Mitre 10 Cup Muscular Therapist
Brent Semmons	ARIA Resource Manager	Josh Yarrnton	Mitre 10 Cup Video Analyst
Brett Young	Community Liaison and Facilities Manager	Jo Moore	Personal Development Manager
David Gainsford	Competitions and Participation Analyst	Campbell Burnes	Media Manager
Richie Harris	Coach Development Manager	Madeline Pickering	Social Media Manager
Sam McKenzie	Junior Coach Development Manager		



Obituaries

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

Norm Brown (1935-2017)

The former five-eighths and fullback appeared in 29 games for the union from 1955-60, scoring 17 points, including four tries.

In his final season with the union, 1960, he appeared at the start of one of the finest Auckland Ranfurly Shield eras. A multi-skilled and versatile operator, Brown also won three Gallaher Shields with his beloved University club from 1955-57, often alongside the best man at his wedding, the late Sir John Graham.

He also appeared for North Island Universities, the Barbarians club, of which he was a member, and New Zealand Universities. He played for the latter against the touring British and Irish Lions in 1959, while one of his most significant career moments came in 1956 when he scored a late try for Auckland against the Springboks at Eden Park in a 6-3 defeat.

Brown, who was 82, is survived by his wife Marion, and three children Susan, Michael and Ann, along with nine grandchildren and two great-grandchildren.

His brother-in-law Bob Burnes and nephew Campbell Burnes also played first-class rugby, while another nephew, Chris Brown, played cricket for Auckland and is now an international umpire.

Sir John Graham (1935-2017)

They came from far and wide in their thousands for the funeral, in August, of Sir John 'DJ' Graham, a great man of rugby, a great educationalist, and an impressive allround man.

His list of achievements is too great to list in full here, but he did play 22 tests (out of 53 matches in all) for the All Blacks from 1958-64 as a light, but smart loose forward. That he scored no less than 42 tries in 180 first-class games is testament to his ability to be in the right place at the right time.

He played his early rep rugby for Auckland (nine tries in 20 appearances in 1956-57) and NZ Universities, and latterly Canterbury. An early example of his leadership was evident when, as the young 21-year-old skipper of University, he refused to be cowed into playing unscheduled extra time when the Gallaher Shield decider with Otahuhu was tied at 80 minutes.

A forthright, very black and white character, Graham (pictured below) brought discipline and high standards to his time as Auckland Grammar School headmaster from 1973-93, as he did to his work as Auckland assistant coach in 1974-76, with Eric Boggs, and in 1992-94, with Graham Henry. He filled many roles within education, rugby and sport in general, and was knighted in 2011. He served terms as President of both Auckland and New Zealand Rugby.

In latter years, he enjoyed getting back to grassroots rugby with his old Auckland University club and his old school ethos was exemplified with a superb after-match speech, at his accession as patron of that club, extolling the virtues of club rugby. Just days before he died, he watched proudly on the live stream as University won the 2017 Gallaher Shield final.

Graham's brothers, Sir Jim and Bob, the union's first playing centurion, also both played rep rugby, for Waikato and Auckland respectively.



Charlie Klink (1925-2017)

Charlie gave many years of voluntary service to the game as a referees' administrator and on the junior advisory board (JAB), working for the union well into his 80s.

Though his playing and refereeing background was limited, he threw himself into rugby after his working days as a chef came to an end, and proved to be a genuine and loyal man of rugby. He was, it was said, succinct in his delivery.

Be it distributing copies of the draws and referees' appointments to all delegates, or ensuring members in the old Eden Park South Stand always had copies of match programmes, Charlie was omnipresent at the ground, hence one of his nicknames, 'Back room Charlie.'

Charlie was always welcoming to younger referees, and some would be invited to share a drink at his unofficial table in the corner of the Old Members' Stand with his late wife Trish.

Highly respected and liked, Charlie was accorded life membership of Auckland Rugby in 2001 and was also a valued life member of the Auckland Rugby Referees' Association.

Ces Wilson (1935-2017)

Ces Wilson's administrative services to the union, spanning many years, including managing representative sides such as the 1979 Auckland Ranfurly Shield-winning team, is unlikely to be surpassed.

A proud life member of the Mt Roskill club, he will be remembered as a well-loved and truly respected member of our community.

Council of Delegates

Stu Mather	Chairman
Ken Rackham	Deputy Chairman
Andrew Lees/Craig Lawson	College Rifles
Brian Taka	East Tamaki
Junior Williams	Eden
Jock McNeil	Grammar TEC
Jonathan Tukerangi	Manukau Rovers
Parker Cline	Marist
Warren Makaua	Mt Wellington
Jason Wordsworth	Otahuhu
Iain Leigh	Pakuranga
Rick Steedman	Papatoetoe
Brent Metson	Ponsonby
Gary Donovan	Suburbs
Gary Froggatt	Te Papapa-Onehunga
Kevin Murphy	University
Ken Rackham	Waiheke Island
Don Urquhart	Waitakere City
Eddie Bluegum	Waitemata
Don Crawford	ARRA (referees)
Alex Bing	ARUSSA (secondary schools)
Bruce Young	ARUPSA (primary schools)
Rick Steedman	Auckland Maori

Junior Rugby Committee

Brian Francis	Chairman (retired October 2017)
Matt Fenton	Chairman (appointed October 2017)
Dave Hickey	Deputy Chairman
Dave Hickey	Carlton
Bernie Ward	College Rifles
Brian Taka	East Tamaki
Paul Saggars	Eden
Matt Fenton	Grammar
Jono Hickey	Grammar TEC
Gordon Ward	Manukau Rovers
Hamish Fraser	Marist
Graeme Casey	Marist-Eastern
Roka Pekopo	Mt Wellington
Tommy Roache	Otahuhu
Joe Bolton/Marc Diffey	Pakuranga
Nerina Emery	Papatoetoe
Geoff Buchanan	Ponsonby
Chris Mankin	Ponsonby-Kelston
James Cameron	Roskill Districts
Phil Webb	Suburbs
Sifa Saafi	Te Papapa-Onehunga
Gavin Sanderson	University
James Bailey	Waiheke Island
Grant Duncan	Waitakere City
Josh Hyde	Waitemata
Russell Geddes	ARRA (referees)
Bryan Ofamo'oni	ARUPSA (primary schools)



Council of Delegates' Report

Club rugby

We can look back on the 2017 season of club rugby in Auckland with some pride.

There were some notable achievements both on and off the field, but first and foremost the challenge remains to keep rugby the sport of choice at the junior level, and retain players through their teenage years and into adulthood. Participation numbers remained static, but we did achieve good growth in both junior and women's playing numbers.

Eden provided an early highlight by winning the Middlesex national club sevens tournament, which will see that club host it in early 2018. The DHL Lions Series and World Masters Games provided a great kick-start to the 15-a-side year, and it was pleasing that many clubs seized on the opportunity of these events to both financially boost their revenues and create connections with visiting clubs, players and supporters. A special thanks to the Pakuranga club for hosting the World Masters Games and the British and Irish Lions Community Engagement Forum in conjunction with NZ Rugby.

On the field, the senior club rugby season was as intense and competitive as ever. Unfortunately, a judicial ruling relating to a 2016 incident forced the withdrawal of the Te Papapa premier team, reducing the premier team numbers to 15.

The pre-season Waka Nathan Challenge Cup was taken out by 2016 champions Suburbs, who sent out an early warning to all that they would once again be the team to beat. The second tier Pollard Cup was won by Eden. Once again, the quest for the top eight spots proved a tight affair. In Pool A, Suburbs and College Rifles set the pace, while in Pool B University went through undefeated and returned to the top flight after missing out in 2016. Another notable achievement saw Eden make the top eight for the first time. The competitive nature of Auckland premier rugby was once again illustrated in the second round, which saw five clubs end on the same win-loss record (5-2), the teams separated by just three points. Suburbs added to the trophy cabinet, winning the Alan McEvoy Memorial Shield, while Eden were the unlucky side, missing out by one point. Both semifinals were tight affairs with Varsity accounting for Ponsonby and Suburbs prevailing over College Rifles.

Onto the 2017 Gallaher Shield final, the students making their fourth visit to Eden Park in five years, facing off against defending champions Suburbs. Great weather and a good size crowd greeted the teams. Inspired by the words of a gravely ill patron, Sir John Graham, Varsity controlled the game from the outset, with the speed of their loose forwards and domination of the set-piece key factors. Suburbs were unable to find the rhythm of 2016, and Varsity claimed their 19th title 39-18. In the curtainraiser, Marist defeated Papatoetoe 37-27 to win the Under 20 championship for the first time in its new format. Although there was some concern over the loss of the U21 grade, the U20 competition proved extremely competitive, with 14 teams involved, and was positively received by both players and clubs.

Elsewhere, Eden won the Jubilee Trophy, East Tamaki the Portola Cup, Otahuhu the Presidents Cup, Pakuranga claimed the Premier Development grade, Ponsonby Hustlers the U85kg Maurice O'Connor Cup and Eden the first grade title.

In the women's game, Marist claimed the Coleman Shield with a last minute try against College Rifles, and Eden completed a great year for the club winning the new women's development grade, the Richards/Martin Shield. Women's rugby has had great growth in 2017 across the Auckland isthmus and the hope is to be able to expand the competitions as more women take up the game.

Club health and participation

This continues to be a focus for the COD and the ARU.

For our game to remain viable, we require a strong club base to ensure we have the structures to grow and survive. On a positive note, this year's Club Summary Survey saw the number of clubs at risk reduce from four to one. It also saw a marked improvement of scores across the board, with all clubs gaining a higher score than the previous year. This is an ongoing survey and remains a key tool for us to monitor the status of clubs across a number of areas. Special mention must be made of the contribution of Barry George, the ARU's former Club Capability Manager, for his efforts in this space.

This year also saw the launch of the Club A-Z portal on the ARU website. This contains all the information and templates required for a club to function effectively and will be regularly updated. Although some clubs are well resourced, the reality is the bulk are still run by volunteers with some functions performed by paid staff. This link is a vital tool in battling the

complexities of administration that clubs now face.

The Club Chair's Forum also continued in 2017. The forum covered a large number of topics this year, from club-school connect to innovative revenue streams. The linkages and connections achieved have been extremely positive. I would, however, note that not all clubs have embraced the concept and would encourage the handful not attending to get involved with the opportunities and information that these meetings provide.

On a participation front, it has been identified that the loss of the U21 grade did see a falloff in numbers. The reality is, to retain age grade players who have no desire to play premier rugby, we need an attractive, more social, competition. It was decided by Adult Rugby after an in-depth survey conducted by ARU Head of Participation and Development Simon Devoy, to introduce an U22 grade in 2018. It is hoped that this will fill a gap that currently exists and encourage more players to stay in the game longer. I urge all clubs to assist in helping make this a success.

Blue card

The 2017 season saw the introduction of the blue card initiative into club rugby.

Trialled by NZR in Northland for two seasons prior to its introduction nationwide, the blue card is a mechanism whereby rugby confronts its biggest issue, concussion.

The blue card sets out rigorous protocols that a player must go through to return to the field after a head injury. Referees, players, coaches and clubs must all be thanked for the seamless introduction and positive response to this new initiative.

Council of Delegates and sub-committees

I would like to express my thanks and appreciation to all the club delegates for their hard work this year.

I am not sure if the promise of Lions tickets proved the catalyst, but the meetings this year were well attended and full of positive debate. Special thanks to my deputy, Ken Rackham, for being my right-hand man and sounding board. I would also like to mention the efforts of the sub-committee convenors, Rick Steedman and Jonathon Tokerangi for chairing Adult Rugby, Gary Donovan for chairing standards, Eddie Bluegum for chairing Technical, Gary Froggatt for his involvement in Disciplinary and the retiring Brian Francis as Chair of the JRC. Club rugby needs good people to volunteer their time and I sincerely thank everyone involved in the club game for their efforts in 2017.

I would like to finish with a final thanks to my fellow board members and the ARU staff. All have a passion for club rugby and their continued support of the grassroots game keeps our union front and centre in an extremely challenging environment.

Chair COD

Stu Mather





Senior Club

- 106 senior club teams with 4425 registered players
- University's second Gallaher Shield triumph in four seasons after placing 10th in 2016, and a notable double in winning the Auckland Club Sevens title
- Suburbs clinch two premier trophies, the Waka Nathan Challenge Cup and Alan McEvoy Memorial Shield
- 18 players selected for Mitre 10 Cup debuts out of club rugby
- Under 22 grade to be established in 2018
- 942 senior and junior club coaches in all

Auckland Rugby Union club awards

BARRIE CONNELL MEMORIAL TROPHY

(Volunteer club administrator of the year)
Jody Wong (Suburbs/Ponsonby)

ASH EDWARDS MEMORIAL TROPHY

(Outstanding Contribution to Auckland Rugby)
Brian Francis (Grammar Juniors)

ALAN TOHILL MEMORIAL TROPHY

(Premier Grade: most tries by a forward)
George Crichton (East Tamaki)

GEORGE WHYE KICKING TROPHY

(Premier Grade: most points gained from goal kicking)
Tyrone Elkington-MacDonald (University)

TOP PREMIER TRYSORERS

Brody Lam (Eden)/Salesi Rayasi (Marist)

TOP PREMIER POINTSCORER

Tyrone Elkington-MacDonald (University)

BEST AND FAIREST CLUB PLAYER OF THE YEAR

Waha Waitohi (Ponsonby)

WOMEN'S CLUB PLAYER OF THE YEAR

Aldora Itunu (Ponsonby)

CLUB REFEREE OF THE YEAR

Angus Mabey

CLUB ROOKIE OF THE YEAR

Sebastian Visinia (Suburbs)

CLUB PLAYER OF THE YEAR

Blake Hill (Eden)

MOST PROMISING CLUB COACH OF THE YEAR

Nick Evans (Pakuranga)

PREMIER CLUB COACH OF THE YEAR

Cameron Mather (University)

GALLAHER SHIELD-WINNING COACH

Cameron Mather (University)

SPECIAL TROPHIES

Southland Shield

(Average championship points for Under 20 and Under 85kg)
Ponsonby

Jordan Rosebowl

(Club with highest standard of event management, sideline behaviour and on-field discipline)
University

Silver Football

(All championship grades, average points)
College Rifles

Junior Club

- 416 teams with 7062 players registered for Saturday junior club rugby
- Every registered junior club player received a free Milo ball
- New open weight grades in 2018 for Under 8, U11 and U13
- Delivery of more than 30 junior coaching courses

TROPHY WINNERS

Pre-season winners

Waka Nathan Challenge Cup: Suburbs

Pollard Cup: College Rifles

Round-robin (second round) winner

Alan McEvoy Memorial Shield: Suburbs

Sir Fred Allen Challenge Cup: College Rifles

Finals winners

Gallaher Shield: University

Jubilee Trophy: Eden

Portola Trophy: East Tamaki

Presidents Cup: Otahuhu

Premier Development championship

George Nicholson Cup: Pakuranga

Tramways Memorial Cup: Waitemata

Lawrie Knight Challenge Cup: Otahuhu

Peter Fatialofa Memorial Cup: Suburbs

Under 20

Whetton Brothers Cup (round-robin winners): College Rifles

Keven Mealamu Challenge Cup: University

ARU Challenge Cup (championship): Marist

Stan Foster Memorial Trophy (plate): University

First grade

Bryan Williams Challenge Cup: Waitakere City

Reuben O'Neill Cup (championship): Eden

Peter Hall Cup (plate): College Rifles

Restricted weight (Under 85kg)

Speights Shield: Ponsonby Hustlers

Maurice O'Connor Cup/Speights Trophy: Ponsonby Hustlers

Lizard Plate: Waitemata

Speights Plate: Waitemata

Women

Coleman Shield (premier): Marist

Richards-Martin Plate (development): Eden

Sevens: Men

Supporters' Club Trophy (championship): University

Plate: Manukau

Under 20 (championship): East Tamaki

Sevens: Women

Championship: College Rifles

JRC GRADE CHAMPIONSHIP

Under 13

Russell Moonie Cup: University

Tony Jayne Cup: Pakuranga

Under 12

Barry Smith Cup: Pakuranga

Charles Klink Cup: Pakuranga



University won its second Gallaher Shield in four seasons.



College Rifles marked Anzac weekend rugby with a poignant jersey reminder to those who fell in the First World War.

Pro Sport



The ARU Pro Sport Career Programme is a tertiary education initiative which was established in 2002 for young school leavers who have a passion for sport. It continues to achieve outstanding success in delivering outcomes where the students are provided with realistic pathways to move on to further tertiary study and/or sustainable employment in other fields. Each cohort includes some of what may be considered 'at risk' students but also includes students who would not fit this classification but feel they need the life skills and pastoral support provided by the programme to further their future aspirations. The programme is classified by NZQA as a Category 1 provider.

In 2017 the trainees were able to undertake study and practical experience to achieve:

- The National Certificate in Recreation & Sport Level 3 OR the National Certificate in Recreation & Sport Level 4
- NZR Referees qualification
- Coaching qualification
- St John NZ First Aid qualification

All trainees have actively:

- Officiated and assisted with administration at 43 Rippa, Tackle, 7s and Touch tournaments and the week-long Walter Dixon/Bill McLaren Memorial tournament
- Provided event management and logistics support for the sport of rugby for the highly successful World Masters Games, three All Blacks test matches, Tonga v Wales test match, Blues v Lions match, two Blues pre-season matches, six Blues matches, and five Auckland Mitre 10 Cup matches at Eden Park
- Planned and delivered five community events, including a week-long school holiday programme for 200 intermediate-aged students



Schools rugby



Schools rugby

The Auckland Rugby Union would like to acknowledge the considerable contribution made to the game by all those involved in Auckland secondary school rugby – principals, directors of sport, rugby administrators, coaches and the ASSRU executive committee who, along with ARU staff, are responsible for the delivery of 25 secondary school rugby competitions and are key in continuing with the promotion, growth and development of rugby in secondary schools.

First XV rugby

The First XV competition continues to be the pinnacle of Auckland secondary school rugby.

Once again, 1A and 1B finals were played at Eden Park in front of thousands of vocal supporters. Congratulations to St Kentigern College (1A), Botany Downs (1B) and Sancta Maria (1C) for winning their respective grades. St Kentigern went onto represent the Blues region at the National Top 4 tournament in Palmerston North.

Grade rugby

Grades finals day was again hosted by Marist Rugby Club – this was a massive day of schools rugby with 23 finals of the various grades being played.

Girls rugby

This year saw seven 15-a-side teams and 14 10-a-side teams play on Mondays.

Both finals were held at Manukau Rovers Rugby Club, where Southern Cross Campus won their fourth consecutive 15s title, whilst the 10s competition was won by Tangaroa College.

Southern Cross went on to represent the Blues region at the Top 4 qualifiers in Palmerston North.

Sevens rugby

The Marist Rugby Club again played hosts to the Auckland Schools Sevens tournament, where 31 teams (16 boys and 15 girls) entered the annual event.

The boys' final was won by Kelston Boys' High School, with Southern Cross winning the girls' title. Both teams qualified for the Condors Sevens in December. Qualifying schools are:

Boys – Mt Albert Grammar, Botany Downs, Pakuranga, Sacred Heart

Girls – Aorere, Howick, Mt Roskill Grammar, Mt Albert Grammar

The Under 15 sevens tournament was held at the Waitemata Rugby Club, with Mt Albert Grammar overcoming Kelston in the boys' final and Aorere overcoming One Tree Hill in the girls' final.

Thanks to both Marist and Pakuranga for their assistance in making these events possible.

ARU secondary school representative teams

U14/16 Blues regional tournament:

It was another successful season for our representative teams.

The Blues' U14/16 tournament was played throughout September, culminating in a finals day at Marist. Again Auckland teams dominated both grades, where the Under 14 grade was won by Auckland East, whilst the Under 16s was won by Auckland South. Each region had an initial skills day, which involved a total of 180 students in the U14 age group, and 238 students in the U16 age group. As a whole, it was a very successful programme in 2017.

Girls:

Auckland U15 repeated their efforts of 2016 to again win the Northern Region tournament hosted by Counties Manukau.

Auckland U18 South/East won back the Northern Region title after losing it in 2016 by defeating Bay of Plenty in the final. Congratulations to all players and coaches with their successful campaigns.

Boys:

The U18 Divisional team won the Northern Region tournament after a good win over BOP to finish on top. It was a short programme in 2017, with a number of teams withdrawing from the competition. They were lucky enough to gain an extra game against the U18A squad, which also acted as a final trial for the 2017 U18A team. A top game was played in the spirit of fair competition. The U18A programme took on a slightly different look this year. The squad was provided with a range of development opportunities, varying from onfield skills and game development to mental skills and nutrition, as well as preparation and decision-making for both on and off-

field environments. The squad boasted players from 11 different schools, including two 1B schools. The squad played two games, earning a strong 43-25 win over North Harbour, and a close 33-36 loss to Taranaki.

Auckland Rugby would like to thank the schools for their continued support of our representative programme and in particular the coaches, administrators for the time and effort during the representative campaign. A huge thank you to all the Rugby Development Officers as well as the coach development team in assisting all the representative teams in 2017.

Blues camp and NZ Schools

Mt Albert Grammar again hosted the Blues U18 Schools camp.

51 players across three regions attended the five-day camp with 41 boys coming out of Auckland secondary schools.

Two teams were selected, and both travelled to Hamilton to play the Chiefs U18, with the Blues and Chiefs winning a game each.

Auckland was well represented at this year's NZ Schools camp. Nine players were selected – five representing the NZ Schools and four in the NZ Barbarians Schools.

Congratulations to the following players on their selections:

NZ Barbarians Schools

Saula Ma'u	Auckland Grammar
Tovo Faleafa	Auckland Grammar
TJ Ane	De La Salle
Lemeki Namoa	Sacred Heart

NZ Schools

Etene Nanai	St Kentigern
Rivez Reihana	St Kentigern
Tamaiti Williams	St Kentigern
Fatongia Paea	Sacred Heart
Taufa Funaki	Sacred Heart

2017 grade final results:

1A	St Kentigern	26	Sacred Heart	19
1B	Botany Downs	18	One Tree Hill	15
1C	Sancta Maria	24	Rutherford	12
2A	Auckland Grammar	17	Mt Albert Grammar	8
2B	Tangaroa	22	King's	11
2C	De La Salle	10	St Peter's	7
15A	Kelston BHS	38	Sacred Heart	13
15B	Botany Downs	12	Mt Roskill Grammar	8
14A	Kelston BHS		St Peter's	WBD
14B	Liston	31	Tangaroa	0
14A Plate	Wesley	20	Aorere	5
4A	Auckland Grammar	3	Sacred Heart	0
4B	Rutherford	22	Howick	12
4C	Glendowie	21	St Kentigern	8
5A	Sacred Heart	19	Auckland Grammar	8
5A Plate	St Kentigern	20	Rangitoto	17
5B	Howick	24	Takapuna Grammar	15
5C	Howick	27	Sacred Heart	14
6A	Auckland Grammar	22	Sacred Heart	22
6B	Pukekohe	25	Glendowie	12
6C	Auckland Grammar	31	Rosehill	7
6D	Sacred Heart	14	Avondale	5
15R	Mt Albert Grammar	15	St Kentigern	10
Girls First XV	Southern Cross			
Girls Development	Tangaroa			

Referees



- 183 active referees in Auckland
- 574 games of senior rugby were covered by qualified referees over the 2017 season
- 813 games of secondary school rugby were covered by qualified referees over the 2017 season
- 42 new referees joined the Auckland Rugby Referees' Association in 2017
- Ben Skeen continues as our premier Television Match Official. He covered seven Super Rugby matches and nine internationals (which included Six Nations, the June series and The Rugby Championship)
- James Doleman remained in the national squad for 2017. He refereed five Mitre 10 Cup games and a Ranfurly Shield match. He was also selected to be assistant referee for a Mitre 10 Cup semifinal. James was included in the HSBC World Rugby Sevens Series for the 2016-17 season, officiating in six tournaments. The highlight was refereeing the final of the Wellington Sevens in February. The magnitude of this achievement cannot be overstated
- Angus Mabey remained in the national squad, controlling certain key Mitre 10 Cup games. He was in charge of five Mitre 10 Cup games, and was an assistant referee at the Wellington Sevens
- Robert Parkes once again was selected as a NZR referee resource coach, looking after four national referees
- Maggie Cogger-Orr made her Farah Palmer Cup debut, refereeing six matches in total, including the Championship final and assistant refereeing the Premiership final
- Angus Mabey and James Doleman both assistant refereeing home Mitre 10 games with Richard Loten, Geoff Willmott, Marcus Playle and Kyle Harris. Ben Deakin acting as TMO for five Mitre 10 Cup games (four home and one away)
- A big thanks to our new family of sponsors, Westie Pies (Principal), Doorways, Barfoot and Thompson and Physio Rehab



National Honours & Representative Awards



ALL BLACKS

Charlie Faumuina, Ofa Tu'ungafasi, Patrick Tuipulotu, Jerome Kaino, Malakai Fekitoa, Rieko Ioane, Akira Ioane

BLACK FERNS

Aleisha-Pearl Nelson, Eloise Blackwell, Fiao'o Fa'amausili (c), Aldora Itunu, Linda Itunu, Charmaine McMenamin, Charlene Gubb, Theresa Fitzpatrick

MAORI ALL BLACKS

Akira Ioane, Marcel Renata

NEW ZEALAND UNDER 20s

Adrian Choa, Dalton Papali'i, Ezekiel Lindenmuth, Jacob Pierce, JP Sauni, Samuel Slade, Caleb Clarke

NZ SCHOOLS

Fatongia Paea, Tamaiti Williams, Etene Nanai, Rivez Reihana, Taufa Funaki

NZ BARBARIANS SCHOOLS

Tovo Faleafa, Saula Mau, Lemeki Namoa, TJ Ane

BLACK FERNS SEVENS

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

ALL BLACKS SEVENS

Joe Ravouvou, Rocky Khan

NEW ZEALAND REFEREES

Angus Mabey, James Doleman, Maggie Cogger-Orr, Ben Skeen (TMO)

Representative Awards

MEN'S SEVENS PLAYER OF THE YEAR

Tutu Tairea

WOMEN'S SEVENS PLAYER OF THE YEAR

Kiritapu Demant

UNDER 19 DEVELOPMENT PLAYER OF THE YEAR

Simon-Peter Toleafoa

UNDER 19 A PLAYER OF THE YEAR

Harry Plummer

COLTS PLAYER OF THE YEAR

John 'JP' Sauni

B PLAYER OF THE YEAR

Nico Costa

STORM PLAYER OF THE YEAR

Karina Stowers

MITRE 10 CUP TEAM MAN OF THE YEAR

Kurt Eklund

MITRE 10 CUP DEFENSIVE PLAYER OF THE YEAR

Blake Gibson

MITRE 10 CUP PLAYER OF THE YEAR

Blake Gibson

SIR FRED ALLEN SUPREME AWARD

Sione Havili



Auckland Storm prop Aldora Itunu in Black Ferns' WRWC mode.

Auckland Rugby International Academy (ARIA)

The Auckland Rugby International Academy (ARIA) has continued to grow in 2017 and was pleased to deliver a surplus position for the first time. With the introduction of a more consolidated (fewer, bigger, better) approach to targeting three primary areas; South America (currently our No 1 client), Asia and North America (Canada and the USA), we were able to focus on delivering a more significant range of products. We continue to take clients from other parts of the globe, through a growing number of agencies who provide an effective conduit between ARIA and our end customers. Our global profile has certainly been enhanced by the continued success of NZ Rugby and the results of our Auckland Rugby Under 19 programme which has created momentum, including winning the national tournament. We have been able to attract new clients and provide an opportunity to showcase our programmes which continue to rate prominently in the International Academy market place.

There have been a number of programme highlights this year including:

- The appointment of Brent Semmons as a resource manager who came to us with extensive international and domestic coaching experience
- Facilitating two cycles of 60-player capacities for January and February (including many repeat customers)
- Increased number of coaches during our 'inbound-tour window'
- Ongoing pathway advancement for a number of players including: Santiago Chocobares (Puma U20s and Rosario Regional A selection), Sudharshana Muthuthantri (Sri Lankan national sevens captain), Teodore Molin (Denmark U20), Stefano and Ezio Jorga Prat (Tucuman Lawn Tennis premier team), Hugo Garcia (Auckland U19 Development team)
- Outbound player development clinics in Argentina, USA and Spain
- The introduction of an international tertiary programme in conjunction with NZR, Study Auckland and ARIA providing assimilation opportunities for the vast number of students studying in Auckland city. Thanks must go to Ketaki Khane for facilitating the administrative side of this project

Agency expansion

We have continued to work extensively with some well-established agency partners (Rugby Exchange NZ, NZTS and Heartland NZ Ltd) and are pleased to announce new agencies in Japan (including JAOS) Sri Lanka (Ceylon Tours), USA, Spain (Rugby Advance) and France (BPro).

Agencies provide a comprehensive platform to market and manage our inbound and outbound programmes, minimising the time-consuming process to satisfy client needs when deciding on an ARIA programme. A special mention to Martino Nenda and Juan Pablo (Rugby Exchange NZ) who have been superb in growing the ARIA brand in South America.

ARIA programmes

From feedback received in 2016, we were able to amend and adapt many well established and attended programmes whilst at the same time deliver a series of new programmes including:

- Domestic high school programme in October
- Two-week July programme for Japanese high school players
- Outbound coaching and player development programme in Texas

The 2018 season forecasts

We are tremendously proud of the fact that 2018 will see further growth in numbers with 100 player capacities filled for January and February (consequently the 2019 season has already seen subscribers for this period) alongside further growth in our June-August seasonal window.

We have also confirmed several team and coach placements for 2018.

Thanks must go to all who have contributed to the growth of our programme this year including our board, CEO Jarrod Bear, Brent Semmons, ARU staff (including our support and participation coaching team), our strength and conditioning coaches Jeremy Giles and Scott Crawford, David Shaw (nutritionist), Jacinta Caldwell (business support) and physiotherapist Tanya Browne.

Head of ARIA

Ant Strachan



Auckland Rugby Academy High Performance Unit

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

We were proud to see seven players in 2017 gain selection to the New Zealand Under 20s who went on to win the World Rugby Under 20 Championship in Georgia.

The challenge to secure (and retain) talent from our school and club systems, driven by other unions, franchises and codes, continues to inflate the developing talent market. We retained several quality school leavers from 2016 and focused on preparing them for club rugby and the Jock Hobbs Memorial Under 19 tournament. In 2017, we went one better than the previous year, winning the national Under 19 title for the first time. No less than 10 players from this champion team have been selected to attend the first NZ Under 20 development camp in December.

One of our priorities for the year was to grow our culture of working hard, challenging each other, asking questions and enjoying ourselves. It has been pleasing to see the standards many of the players are setting for themselves and driving with their teammates.

We continue to ensure all players are undertaking meaningful work or study and make it a requirement to be in the programme. It is very rewarding to see a handful of players who have spent time with us now close to graduating from university and their apprenticeships. Our commitment to our community is also important and has seen us spend many hours on the end of spades and wheelbarrows caring for the community gardens as part of the Gardens 4 Health initiative. We believe the need to help people is critical to development of quality young men, knowing better people make better rugby players.

The 2018 year provides an opportunity to grow our programme as we look to incorporate aspiring Storm players into the academy programme. We have a large number of talented female athletes who should be benefiting from the academy environment and we are excited about the opportunities this will present for both player and programme.

Our Mitre 10 Cup results frustrate us and challenge us to be better with how we prepare the players. We are excited with what lies ahead and are committed to doing what is needed to ensure we help return Auckland back to the top of the provincial rugby table.

Head of High Performance

Ben Meyer



The Auckland Under 19s were the shining lights of the high performance programme.

Community rugby

Auckland Rugby remains the largest provincial union in New Zealand with 21,000 registered players and well over 10,000 games of rugby being facilitated across Auckland.

Participation is on par with 2016, something which has not been achieved since the early 2000s. With the well-publicised declining participation in rugby, except for the years immediately following a Rugby World Cup, this is an extraordinary effort. Auckland Rugby would like to thank the entire rugby community for their collective efforts to make this possible.

The largest growth in participation came from junior rugby, which is growing at 12%. Female rugby continues to go from strength to strength, growing 11% in 2017, following on from 14% growth in 2016.

This growth is reflective of the resources Auckland Rugby has committed to these areas in the last 18 months. It is now our objective for our rugby development officers to collaborate with our clubs and schools to drive greater integration and participation pathways from junior rugby into secondary schools through senior club rugby.

There are continuing opportunities and ongoing efforts to grow our participation across players, coaches and referees and continued support of the rugby community will be required to achieve this together.

Congratulations to University on taking out the Gallaher Shield in an enthralling match played at Eden Park. Thank you to Eden Park for allowing us this opportunity, along with the Under 20 final and both 1A and 1B First XV finals, for these big games to be played on Eden Park No 1.

In the other marquee grades, Pakuranga took out the Premier Development competition, while Marist scored a double, winning the Women's Premier competition and Under 20s. Congratulations to all teams who took part in 2017.

Junior and intermediate rugby

ARU's Junior Rugby Development Officers have had an extremely busy 2017, facilitating well over 50 Rippa Rugby and tackle tournaments across Auckland.

Along with teachers, parents and volunteers, our thanks goes out to Auckland Rugby's Pro Sport team, who largely provide the work force and the referees to make these tournaments possible. These events provide opportunities to thousands of primary and intermediate aged kids across Auckland. It is hoped that with this positive rugby experience, our young people will go on to form a lifelong love of rugby.

Walter Dickson and Bill McLaren tournaments

Our intermediate age intra-Auckland tournament provided an experience at a representative level for a select group of talented rugby players.

A whole new set of gear – jerseys, socks and shorts – were purchased this year and all players looked great out on the playing fields. The University Rugby Club were once again great hosts during the week-long tournament at Colin Maiden Park.

The Walter Dickson tournament (restricted grade, Under 55kg) pitted two teams from each of the four regions against each other in two separate pools over the course of a week during the school holidays in July. After fiercely contested pool games and semifinals, the final two teams came down to Pakuranga and Otara. Pakuranga looked to go one better than a finals placing in 2016 only to once again be pipped at the final hurdle by a passionate Otara team (which included a female player). This was to be Otara's first-ever Walter Dickson tournament win.

The Bill McLaren tournament (open weight grade) which ran alongside the Walter Dickson event over the same week saw the four Auckland rugby regions (East, South, Central, West) play off in a round-robin. Closely contested character-building games saw Central and West end up in a third place playoff and South and East in the final. East, for the fourth year in a row, took home top prize.

East and West Roller Mills representative teams were then selected from these tournaments (restricted grade, Under 57kg) and those in the open weight grade were selected for the Auckland Under 13s team.

Roller Mills

The annual week-long Roller Mills tournament was held in Cambridge at St Peter's School. Both Auckland East and Auckland West presented extremely strong teams. After some large wins and hard-fought games during pool play, East met West in the semifinal with East the victors. Auckland East went on to beat Bay of Plenty in the final 29-17. This is Auckland East's sixth tournament win from the last seven years. Auckland West went on to beat Counties Manukau 17-12 to take third place.

Representative: Under 13s

Auckland hosted Wellington at Cornwall Park on September 2 for our third annual fixture between the two unions. As always, it was a tough and exciting game played in great spirit, with Auckland coming out the victors 22-12.

Auckland's second fixture was against Northland in Whangarei at Kensington Park on September 30. As always, the Northland team came to play and showed great heart throughout the game. However, Auckland were too strong on the day and ran away convincing winners 76-0. The hospitality shown by the Northland union was second to none.

In total, 43 players were used throughout the U13 campaign, 22 of whom currently play club rugby and 21 that either play rugby league or other sports. Special mention must be made to the coaching and management team of Karna Luke, Rob Loto and Sally Va'afusuaga for their tireless work this year.

2018 looks like a promising year for the U13 representative side, with talks of an open weight northern region tournament to be held in Taupo.

Women's rugby

Overall, the state of rugby within Auckland is strong, with substantial growth in the junior girls' space.

The women's competition was contested by 10 teams in the development grade and six teams in the premier grade. Newcomers Eden topped the favoured Waitakere side in the development final 22-10 and the premier grade saw a changing of the guard, with a youthful Marist beating experienced campaigners College Rifles on their home ground with a nail-biting 15-10 scoreline.

This year the ARU piloted a new initiative targeted at U15 year-old girls. Ten clubs signed up to be a part of the pilot which saw 190 girls from a range of 31 schools participate over a four-week period. The aim was to offer an age appropriate opportunity for girls who are either currently involved or are new to rugby and would like to give it a go. 119 were new to the game (62% of total participants). Additionally, Pakuranga and Otahuhu successfully entered teams, having previously not offered any female-only rugby. We will look to build on the success of this pilot and continue to offer this opportunity in 2018.

Coaching development team

This year we saw the departure of Shane King to the Blues, however we were fortunate to obtain the services of the very experienced Richie Harris and Sam McKenzie to the coaching development team.

A player's experience with their coach is the single largest influence on the decision of a young person on whether to play rugby. Therefore the coach development team are working hard to develop ways of making coaching easier and delivering greater coaching resource to the ARU coaching community, delivering positive rugby experiences to young people.

In 2018 you will see a number of new coaching initiatives which have been designed to provide greater resource to our community coaches and make coaching easier.

Head of Participation and Development

Simon Devoy

Auckland representative results

Bs

Date	Opposition	Result
Aug 20	Northland	W 20-19
Aug 26	Auckland Colts	W 55-21
Sep 3	Waikato	W 41-27
Sep 9	North Harbour	W 26-15
Sep 16	Counties Manukau Red	W 29-28
Sep 23	Counties Manukau Black	W 35-19
Sep 30	Taranaki	L 35-37
Oct 14	Wellington	L 28-50

Played: 8 Won: 6 Lost: 2

Points for: 269 Points against: 216

Coaches: Mark Hooper, Aukisitino Poluleuligaga, Mani Toailoa

Manager: Paul Gianotti

Colts

Date	Opposition	Result
Aug 19	North Harbour	L 19-39
Aug 26	Auckland B	L 21-55
Sep 2	Counties Manukau Black	D 22-22
Sep 9	Taranaki	W 17-5
Sep 16	Northland	L 22-38
Sep 23	Counties Manukau Red	W 45-12
Sep 30	Waikato	W 43-39

Played: 7 Won: 3 Drawn: 1 Lost: 3

Points for: 189 Points against: 210

Coaches: Mark Kennelly, Scott Palmer, Sio Taimalietane

Manager: Mark McHattie

Thunder (women)

Date	Opposition	Result
Aug 19	Waikato Development	L 7-10
Aug 19	Northland	D 12-12
Aug 19	Harbour Hibiscus	L 0-26
Aug 19	Taranaki	W 12-7

Played: 4 Won: 1 Drawn: 1 Lost: 2

Points for: 31 Points against: 55

Coaches: Richie Harris, Joe Blundell

Manager: Danny Gautusa

Under 19 A

Date	Opposition	Result
Aug 19	Northland	W 55-0
Aug 27	Auckland Dev	W 35-5
Sep 3	North Harbour	W 57-12
Sep 10	Manawatu	W 71-5
Sep 13	Canterbury	W 44-10
Sep 16	Waikato (final)	W 30-17

Played: 6 Won: 6 Lost: 0

Points for: 292 Points against: 49

Coaches: Andrew Hewetson, Dave Askew, Sam Ward

Manager: Grant Wilson

Under 19 Development

Date	Opposition	Result
Aug 19	North Harbour	L 19-32
Aug 26	Auckland A	L 5-35
Sep 2	Northland	W 43-14
Sep 10	Heartland XV	L 16-19
Sep 13	Taranaki	L 26-34
Sep 16	Northland	L 19-27

Played: 6 Won: 1 Lost: 5

Points for: 128 Points against: 161

Coaches: Joe Snee, James Hantz, Brent Semmons

Manager: Greg Bovaird

Under 85kg

Date	Opposition	Result
Aug 26	Thames Valley	L 18-20
Sep 2	North Harbour	L 18-27
Sep 9	King Country	W 20-17
Sep 16	Counties Manukau	L 16-18
Sep 23	Waikato	W 46-12

Played: 5 Won: 2 Lost: 3

Points for: 118 Points against: 94

Coaches: Richard Inglis

Under 18 A

Date	Opposition	Result
Sep 16	Auckland U18 Divisional	W 15-13
Sep 30	Taranaki	L 33-36
Oct 5	North Harbour	W 43-25

Played: 3 Won: 2 Lost: 1

Points for: 91 Points against: 74

Coaches: Richie Harris, James Maher, Matt Skeen

Manager: John Sullivan

Under 18 Divisional

Date	Opposition	Result
Sep 2	Bay of Plenty	W 52-3
Sep 9	Northland	W 33-12
Sep 16	Auckland U18 A	L 13-15

Played: 3 Won: 2 Lost: 1

Points for: 98 Points against: 30

Coaches: Jason McLean, Chad Hopa

Manager: Kevin Dick

Under 18 Girls South-East

Date	Opposition	Result
Sep 9	Auckland Central-West	W 24-10
Sep 16	Wellington	W 12-0
Sep 23	North Harbour	W 33-17
Sep 30	Bay of Plenty	W 36-12

*Won Northern Region U18 competition

Played: 4 Won: 4

Points for: 105 Points against: 39

Coaches: Luamanuvae Chanel Alataua, Anthony Brown, Tuks John Fihaki

Manager: Manu Hunt

Under 18 Girls Central-West

Date	Opposition	Result
Sep 9	Auckland South-East	L 10-24
Sep 16	North Harbour	W 20-10
Sep 30	Counties Manukau	W 22-14

Played: 3 Won: 2 Lost: 1

Points for: 52 Points against: 48

Coaches: Michael Mau'u, Tony Lafatonoa

Manager: Daniel Mau'u

Under 16 West

Date	Opposition	Result
Sep 6	Auckland South	L 3-27
Sep 9	North Harbour White	W 17-14
Sep 16	Northland South	L 0-12
Sep 23	North Harbour Cardinal	W 39-26

Played: 4 Won: 2 Lost: 2

Points for: 59 Points against: 79

Coaches: Tracy Davis, Jack Cutler

Under 16 Central

Date	Opposition	Result
Sep 6	Auckland East	W 17-7
Sep 9	North Harbour Cardinal	W 22-15
Sep 16	Northland North	W 65-0
Sep 23	Auckland South (1 v 2)	L 12-30

Played: 4 Won: 3 Lost: 1

Points for: 116 Points against: 52

Coaches: Matt Atiga, Dave Thomas

Under 16 East

Date	Opposition	Result
Sep 6	Auckland Central	L 7-17
Sep 9	Northland North	W 65-0
Sep 16	North Harbour Cardinal	W 60-0
Sep 23	North Harbour White	W 29-21

Played: 4 Won: 3 Lost: 1

Points for: 161 Points against: 38

Coaches: Jeremy Adams, Scott Mansell

Under 16 South

Date	Opposition	Result
Sep 6	Auckland West	W 27-3
Sep 9	Northland South	W 27-10
Sep 16	North Harbour White	W 46-12
Sep 23	Auckland Central	W 30-12

Played: 4 Won: 4

Points for: 130 Points against: 37

Coaches: Andre Morris, Leaua Tamati

Under 15 Girls

Date	Opposition	Results
July 19	Counties Manukau	W 19-7
July 19	North Harbour	L 10-12
July 19	Bay of Plenty	W 47-0

Played: 3 Won: 2 Lost: 1

Points for: 76 Points against: 19

Coaches: Rod Ratu, Melodie Kapita Nathan, Parusi Lemalu

Manager: Katie Tahana

Under 14 West

Date	Opposition	Result
Sep 4	Auckland South	L 15-17
Sep 9	North Harbour White	W 38-5
Sep 16	Northland South	W 51-10
Sep 23	Auckland Central	D 22-22

Played: 4 Won: 2 Drawn: 1 Lost: 1

Points for: 126 Points against: 54

Coaches: Murray Jackson, Peter Meecham

Under 14 Central

Date	Opposition	Result
Sep 4	Auckland East	L 7-33
Sep 9	North Harbour Cardinal	W 5-0
Sep 16	Northland North	W 24-14
Sep 23	Auckland West	D 22-22

Played: 4 Won: 2 Drawn: 1 Lost: 1

Points for: 58 Points against: 69

Coaches: Malo Mauga, John Ofanoa

Under 14 East

Date	Opposition	Result
Sep 4	Auckland Central	W 33-7
Sep 9	Northland North	L 5-10
Sep 16	North Harbour Cardinal	W 62-3
Sep 23	Auckland South	W 29-18

Played: 4 Won: 3 Lost: 1

Points for: 129 Points against: 38

Coaches: Darren Jardine, Duncan McGrory

Under 14 South

Date	Opposition	Result
Sep 4	Auckland West	W 17-15
Sep 9	Northland South	W 27-10
Sep 16	North Harbour White	W 33-10
Sep 23	Auckland East	L 18-29

Played: 4 Won: 3 Lost: 1

Points for: 95 Points against: 64

Coaches: Mike Bull, Johnny Richmond-Rex

Under 13 Open

Date	Opposition	Result
Sep 9	Wellington	W 22-12
Sep 30	Northland	W 76-0

Played: 2 Won: 2

Points for: 98 Points against: 12

Coaches: Karna Luke, Robert Loto

Roller Mills West

Date	Opposition	Result
Sep 30	North Harbour	W 36-24
Oct 10	Bay of Plenty	D 20-20
Oct 12	Thames Valley	W 109-0
Oct 13	Taranaki	W 39-15
Oct 14	Auckland East (semifinal)	L 10-33
Oct 15	Counties Manukau (3 v 4)	W 17-12

Played: 6 Won: 4 Drawn: 1 Lost: 1

Points for: 231 Points against: 104

Coaches: James Graham, Steve Salton

Roller Mills East

Date	Opposition	Result
Oct 7	Counties Manukau	W 43-5
Oct 10	King Country	W 105-0
Oct 11	Waikato	W 20-5
Oct 13	Northland	W 19-11
Oct 14	Auckland West (semifinal)	W 33-10
Oct 15	Bay of Plenty (final)	W 29-17

Played: 6 Won: 6

Points for: 249 Points against: 48

Coaches: Bond Tagalao, Bryan Ofamo'oni

Auckland Mitre 10 Cup Team



AUCKLAND RUGBY UNION MITRE 10 CUP REPRESENTATIVE TEAM - 2017



BACK ROW: Ben Nee-Nee Sam Slade Akira Ioane Scott Scrafton Michael Fatialofa Taleni Seu

FIFTH ROW: Jo Moore Latiume Fosita Dalton Papali'i Hoskins Sotutu Otumaka Mausia Samiuela Ulufonua
(P.D.M.)

Jamason Fa'anana-Shultz Isi Tu'ungafasi Josh Yarnton
(Analyst)

FOURTH ROW: Leon Fukofuka Blake Gibson Siosuia Kaifa Melani Nanai Joeeseva Ravouvou Dexter Faamoana Marcel Renata

Jordan Trainor Marcus McCartney
(Hydrologist)

THIRD ROW: Warren Groatke Lisati Milo-Harris Tyrone Elkington-Macdonald Pryor Collier Sione Talitui Havili Harry Plummer Caleb Clarke
(Doctor)

Emersen Tamura-Paki Tom McHugh Paul Downes
(Head S&C Coach)

SECOND ROW: Mark Plummer Mike Donovan Nico Costa Tumua Manu JP Sauni Greg Pleasants-Tate Wiseguy Faiane Dan Bowden Jarrod Bear Jon Dalton
(Physiotherapist) (A.R.U. Chairman)

FRONT ROW: Bevan Cadwallader Kurt Eklund Lewis McClintock Malakai Fekitoa Sam Prattley TJ Faiane Patrick Tuipulotu George Moala
(Coach) (Manager) (Captain) (Captain)

Nick White Jono Hickey Geoff Moon
(Head Coach) (Coach)

ABSENT: Sinclair Dominikovich-Murray Lyndon Dunshea Marco Fepuleai Rieko Ioane Jerome Kaino Jamie Lane Ofa Tu'ungafasi



Date	Opposition	Result
Aug 19	Counties Manukau (Premiership)	L 14-16
Aug 26	Northland (crossover)	W 10-8
Aug 30	Waikato (P)	L 27-35
Sep 3	North Harbour (P)	L 10-57
Sep 9	Taranaki (P)	L 38-49
Sep 15	Southland (c)	W 27-17
Sep 21	Otago (c)	L 26-34
Sep 30	Bay of Plenty (c)	W 38-19
Oct 8	Tasman (P)	L 18-31
Oct 13	Canterbury (P)	L 27-32
Played: 10	Won: 3	Lost: 7
Placing: 6th/7	Points For: 235	Points Against: 298

Patrick Tuipulotu

The Auckland captain's strong Mitre 10 Cup form led to an All Blacks' recall.





AUCKLAND RUGBY

21,000+

REGISTERED PLAYERS



1,562
COACHES

AUCKLAND UNDER 19



WIN THE

JOCK HOBBS MEMORIAL NATIONAL U19 TOURNAMENT

FOR THE FIRST TIME

SOCIAL MEDIA



22,200

INSTAGRAM FOLLOWERS



120,833

FACEBOOK FOLLOWERS



10,003

TWITTER FOLLOWERS

11%

GROWTH IN WOMEN'S RUGBY

7



ALL BLACKS



4,314

MEMBERS



183

REFEREES
COVERING
1,387 MATCHES

ST KENTIGERN

WIN THE FIRST XV 1A
COMPETITION FOR THE
SIXTH TIME



\$2.7m

INVESTED IN
COMMUNITY RUGBY

9

NZ SECONDARY
SCHOOLS REPRESENTATIVES



8



BLACK FERNS

20



SUPER RUGBY PLAYERS

Auckland Storm



AUCKLAND RUGBY UNION AUCKLAND STORM REPRESENTATIVE TEAM - 2017



BACK ROW: Charlene Gubb Manutalaaho Huni Rebecca Burch Joanna Fanene Aleisha Pearl Nelson Eloise Blackwell Clementine Varea

THIRD ROW: Bridie Reeves Linda Itunu Ruahei Demant Charmaine McMenamin Allie Wright Moana Fineaso-Levi Eleni Leिताua
(Manager)
Leanne Thompson Fiao'o Fa'amausili

SECOND ROW: Aldora Itunu Emma Jensen Onjeurlina Leिताua Corina Nanai Tiana Ngawati Umu Sao Taliu Faasea Sao Taliu Vicky Henry

FRONT ROW: Georgia Milne Aeron Warbrooke Ricshay Lemanu Karina Stowers JP Fa'amausili Mele Hufanga Hinemoa Watene Lose Mafi Kylie Cribb
(Physiotherapist) (Co Captain) (Coach) (Co Captain) (Trainer)

ABSENT: Chris Tautiaga Waisake Sotutu Jacqui Aiono Kalo Cuthers Chinatsu Fukuda Hasting Leिताua Maki Saena Malia Tova
(Coach) (Coach)



Date	Opposition	Result
Sep 2	Bay of Plenty (crossover)	D 10-10
Sep 9	Canterbury (Premiership)	W 41-12
Sep 16	Counties Manukau (P)	L 12-36
Sep 23	Wellington (P)	W 31-30
Sep 30	North Harbour (c)	W 37-5
Oct 7	Manawatu (P)	D 15-15
Oct 14	Waikato (P)	L 34-43
Oct 21	Counties Manukau (semifinal)	L 17-22
Played: 8	Won: 3	Drawn: 2
Points For: 197	Points Against: 128	
	Lost: 3	



Storm players raise the ton

Storm halfback Emma Jensen (top), became the first woman to play 100 NPC games, while Fiao'o Fa'amausili (below), later became the first woman to play 100 games for one province, Auckland.



Auckland Sevens and Under 19s 2017

AUCKLAND RUGBY UNION MEN'S SEVENS REPRESENTATIVE TEAM – 2016-17 PLATE WINNERS AT NEW ZEALAND RUGBY UNION NATIONAL CHAMPIONSHIP



AUCKLAND SEVENS
NORTHERN REGIONALS versus
Northland Won 19- 5
Bay of Plenty Lost 14-26
North Harbour Won 22- 5
CUP SEMI FINAL
Northland Lost 10-24
3-4 FINAL
Bay of Plenty Lost 17-29



AUCKLAND SEVENS
NATIONAL CHAMPIONSHIPS versus
Otago Won 19-12
Horowhenua Kapiti Won 40-12
Wellington Won 12- 5
CUP QUARTER FINAL
Taranaki Lost 17-22
PLATE SEMI FINAL
Northland Won 14- 7
PLATE FINAL
Tasman Won 28-21

BACK ROW: Brody Lam Lolagi Visinia Eddie Fidow Jona Sawailau Sebastian Visinia

THIRD ROW: David Afamasaga Tutu Tairea Lisati Milo-Harris Sam Livingston

SECOND ROW: Rodrigo Costa Heather McCrae Nico Costa
(Manager)

FRONT ROW: Ignacio Costa Nathan Foulagi Rocky Khan Jeremy Innes Edwin Cocker Loketi Manu
(Physiotherapist) (Co Captain) (Co Captain) (Head Coach)

ABSENT: Amasio Valance Laga Faasavalu Ben Nee Nee Moses Pepa Moses Sokiveta
(Assistant Coach)



AUCKLAND RUGBY UNION UNDER 19 REPRESENTATIVE TEAM – 2017 WINNERS OF N.Z.R. JOCK HOBBS MEMORIAL NATIONAL UNDER 19 TOURNAMENT



GAMES Played ... 6
Won ... 6
Undefeated
POINTS For ... 292
Against ... 49



SIR DJ GRAHAM TROPHY (PLAYER OF TOURNAMENT)
Sione Havili Talitui

BACK ROW: Godinet Tinei Rilloy Suesue Te Arika Te Puni Caleb Faalili Aleks Dabek Matt Storm Hoskins Sotutu Wiseguy Faiane

AJ Lam Sebastian Visinia Penisoni Fineanganofu

MIDDLE ROW: Dave Askew Sam Ward Scott Crawford Chris Wilson Fe'ao Teutau John Akauola-Laula Cameron Suafoa
(Assistant Coach) (Assistant Coach) (Strength & Conditioning) (Assistant Physiotherapist)

Andrew Hewetson Will Geel Keishi Ogara Grant Wilson
(Coach) (Physiotherapist) (Video Analyst) (Manager)

FRONT ROW: Anzelo Tuitavuki Siave Togoiu Kaynan Siteine-Tua Tanielu Tele'a Harry Plummer Waimana Riedlinger-Kapa Sione Havili Talitui
(Captain)

Caleb Clarke Ben Sa'u Leka Tu'ungafasi Rob Cobb

Auckland Rugby Union Incorporated

Special Purpose Financial Statements
For the year ended 31 October 2017

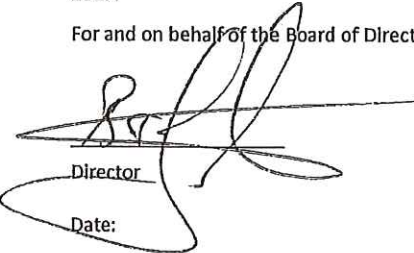
Report contents

Directors' declaration	33
Auditor's report	34
Financial statements	
Statement of financial performance	37
Statement of financial position	38
Statement of movements in retained funds	39
Statement of cash flows	40
Notes to the financial statements	41

Directors' declaration

The Directors are pleased to present the special purpose financial statements of Auckland Rugby Union Incorporated for the year ended 31 October 2017.

For and on behalf of the Board of Directors:


Director
Date: 20/11/2017


Director
Date: 20/11/2017

This statement is to be read in conjunction with the notes to the financial statements



Independent Auditor's Report

To the members of Auckland Rugby Union Incorporated

Report on the special purpose consolidated financial statements

Opinion

In our opinion, the accompanying special purpose consolidated financial statements of Auckland Rugby Union Incorporated (the incorporated society) and its subsidiaries (the group) on pages 37 to 50:

- i. present, in all material respects the group's financial position as at 31 October 2017 and its financial performance and cash flows for the year ended on that date in compliance with accounting policies approved by the board.

We have audited the accompanying special purpose consolidated financial statements which comprise:

- the consolidated statement of financial position as at 31 October 2017;
- the consolidated statements of comprehensive income, changes in equity and cash flows for the year then ended; and
- notes, including a summary of significant accounting policies and other explanatory information.



Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (New Zealand) ('ISAs (NZ)'). We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

We are independent of the group in accordance with Professional and Ethical Standard 1 (Revised) Code of Ethics for Assurance Practitioners issued by the New Zealand Auditing and Assurance Standards Board and the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code), and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code.

Our responsibilities under ISAs (NZ) are further described in the auditor's responsibilities for the audit of the special purpose consolidated financial statements section of our report.

Our firm has also provided other services to the group 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.



Emphasis of matter – Basis of Accounting

Without modifying our opinion, we draw attention to Note 1A to the consolidated special purpose financial statements, which describes the basis of accounting. The consolidated 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 group. As a result, the consolidated special purpose financial statements may not be suitable for another purpose.

Other information

The Directors, on behalf of the group, are responsible for the other information included in the entity's Annual Report. Our opinion on the consolidated special purpose financial statements does not cover any other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated special purpose financial statements our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated special purpose financial statements or our knowledge obtained in the audit or otherwise appears materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.



Use of this independent auditor's report

This independent auditor's report is made solely to the members as a body. Our audit work has been undertaken so that we might state to the members those matters we are required to state to them in the independent 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 members as a body for our audit work, this independent auditor's report, or any of the opinions we have formed.



Responsibilities of the Directors for the consolidated special purpose financial statements

The Directors, on behalf of the incorporated society, are responsible for:

- the preparation and fair presentation of the consolidated special purpose financial statements in accordance with accounting policies approved by the board.
- implementing necessary internal control to enable the preparation of a consolidated special purpose set of financial statements that is fairly presented and free from material misstatement, whether due to fraud or error; and
- assessing the ability to continue as a going concern. This includes disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless they either intend to liquidate or to cease operations, or have no realistic alternative but to do so.



Auditor's responsibilities for the audit of the consolidated special purpose financial statements

Our objective is:

- to obtain reasonable assurance about whether the consolidated special purpose financial statements as a whole are free from material misstatement, whether due to fraud or error; and
- to issue an independent auditor's report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs NZ will always detect a material misstatement when it exists.



Misstatements can arise from fraud or error. They are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated special purpose financial statements.

A further description of our responsibilities for the audit of these consolidated special purpose financial statements is located at the External Reporting Board (XRB) website at:

<http://www.xrb.govt.nz/standards-for-assurance-practitioners/auditors-responsibilities/audit-report-7/>

This description forms part of our independent auditor's report.

A handwritten signature of 'KPMG' in blue ink, written in a cursive style.

KPMG
Auckland

21 November 2017

Statement of financial performance

For the year ended 31 October 2017
in thousands of New Zealand dollars

		Group	
	Note	2017 \$'000	2016 \$'000
Operating revenue			
Mitre 10 Cup		701	731
Sponsorship		1,249	1,317
North and South Trust Limited grants	13	2,462	2,438
Test match fees		2,471	720
NZR funding	3	2,710	2,751
Other income		2,716	1,218
Interest income		258	169
Investment income		242	145
Blues shared services fee		115	159
Blues Limited Partnership income		2,829	2,861
Total operating revenue		15,753	12,509
Expenditure			
Mitre 10 Cup		(368)	(571)
Sponsorship		(480)	(776)
Marketing		(683)	(422)
Representative team		(2,280)	(2,104)
Amateur Rugby & Rugby Development		(3,226)	(2,966)
Administration		(1,919)	(1,523)
Depreciation		(122)	(115)
Other expenses		(1,253)	(740)
Blues Limited Partnership expenses	3	(2,577)	(2,658)
Total operating expenditure		(12,908)	(11,875)
Net income/(loss) from equity accounted investments	4	(143)	-
Net surplus before distributions to clubs		2,702	634

This statement is to be read in conjunction with the notes to the financial statements

Statement of financial position

As at 31 October 2017

in thousands of New Zealand dollars

	Note	Group	
		2017 \$'000	2016 \$'000
Assets			
Current assets			
Cash and cash equivalents		7,388	6,264
Bank deposit	5	800	800
Trade and other receivables		275	615
Prepayments		109	200
Stock on hand		51	101
Loans and advances to related parties	8	105	107
Owing from related parties	3	343	560
Investments in managed funds	6	2,330	2,176
Bond investments	7	1,000	1,174
Total current assets		12,401	11,997
Non-current assets			
Bond investments	7	-	1,000
Loans and advances to related parties	8	1,620	1,043
Property, plant and equipment	9	585	1,461
Intangible assets	10	-	347
Equity accounted investments	4	554	-
Total non-current assets		2,759	3,851
Total assets		15,160	15,848
Liabilities			
Current liabilities			
Creditors and accruals		777	654
Employee entitlements		454	410
GST payable		200	359
Deferred income		344	762
Owing to related parties	3	29	2,959
Total current liabilities		1,804	5,144
Non-current liabilities			
Deferred income		100	150
Total non-current liabilities		100	150
Total liabilities		1,904	5,294
Net assets		13,256	10,554
Represented by:			
Accumulated funds		13,256	10,554

This statement is to be read in conjunction with the notes to the financial statements

Statement of movements in retained funds

For the year ended 31 October 2017
 in thousands of New Zealand dollars

	Group	
	2017	2016
	\$'000	\$'000
Retained funds at 1 November	10,554	9,920
Net surplus before distributions to clubs	2,702	634
Less distributions to clubs	-	-
Net movement in retained funds	2,702	634
Retained funds at 31 October	13,256	10,554

This statement is to be read in conjunction with the notes to the financial statements

Statement of cash flows

For the year ended 31 October 2017
in thousands of New Zealand dollars

		Group	
		2017 \$'000	2016 \$'000
Cash flows from operating activities			
Cash received from customers, funding and sponsorship		10,181	10,061
Cash paid to suppliers and employees		(12,575)	(8,143)
Grants received from North and South Trust Limited		2,462	2,438
Interest received		224	161
Net cash from/(to) operating activities	11	292	4,517
Cash flows from investing activities			
Dividends received		88	91
Acquisition of property, plant and equipment		(84)	(697)
Receipt from maturity of bond investments		1,174	-
Net cash from/(to) investing activities		1,178	(606)
Cash flows from financing activities			
Distributions to clubs		-	-
Loan to subsidiary		-	-
Net cash from/(to) financing activities		-	-
Net increase/(decrease) in cash held		1,470	3,911
Net increase/(decrease) in cash due to deconsolidation of RHL P		(346)	-
Opening cash and bank deposits 1 November		7,064	3,153
Closing cash and bank deposits 31 October		8,188	7,064

This statement is to be read in conjunction with the notes to the financial statements

Notes to the financial statements

1 Statement of significant accounting policies

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 2017, the special purpose statements of financial performance, movements in retained funds and cash flows for the year then ended, 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 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.

Classification of Investments

Classifying investments as either subsidiaries, joint arrangements or associates requires the Directors to assess the degree of influence which the Group holds over the investee. In arriving at a conclusion the Directors take into account the constitutional structure of the investee, governance arrangements, current and future representation on the Board of Directors, and all other arrangements which might allow influence over the operating and financial policies of the investee.

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 Group 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.

Investments in joint arrangements

A joint arrangement is an arrangement whereby parties that have joint control of the arrangement have rights to the net assets of the arrangement. Joint control is the contractually agreed sharing of control of the arrangement which only exists when decisions about the relevant activities require the unanimous consent of the parties sharing control. The Group 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.

Investments in associates

An associate is an investee over which the Group has significant influence, which is the power to participate in the financial and operating policy decisions of the investee but not to control or jointly control those policies. Investments in associates are accounted for as equity-accounted investees, whereby the initial investment in the Group financial statements is measured at cost and adjusted thereafter for the Group's share of profit and loss and other comprehensive income of the associate.

Notes to the financial statements (continued)

B Specific accounting policies (continued)

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.

Distributions including grants from associated parties are recognised as revenue in the period to which the funding relates.

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.

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:

Leasehold improvements	5 to 10 years
Furniture, fittings, IT and equipment	3 to 10 years
Transport equipment	5 to 10 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.

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.

Notes to the financial statements (continued)

B Specific accounting policies (continued)

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 and rental income is recognised in the profit or loss as it accrues.

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

All accounting policies have been consistently applied to all periods presented in these financial statements.

2 Expenditure

Expenditure includes the following specific items:

	2017 \$'000	2016 \$'000
Audit fee	27	27
Other fees to auditors	6	6
Depreciation		
Buildings	53	77
Furniture, fittings, IT and equipment	68	106
Transport equipment	1	1
Advertising equipment	-	2

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 up to 31 August 2017. The depreciation charge in respect of the jointly controlled entities for the ARU totalled \$385,929 (2016: \$186,000).

Notes to the financial statements (continued)

3 Related parties

During the financial year ended 31 October 2017 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 8.

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.

	2017 \$'000	2016 \$'000
Bulk funding	1,023	1,011
ARPL funding	181	273
Other grants and funding	1,506	1,467
Total	<u>2,710</u>	<u>2,751</u>

ARU's share of BLP's NZR funding for the year ended 31 October 2017 was \$nil (2016: \$163,000).

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.

Related party balances outstanding at year end were as follows:

	Balances receivable		Balances payable	
	2017 \$'000	2016 \$'000	2017 \$'000	2016 \$'000
New Zealand Rugby	279	560	(6)	(2,959)
Auckland Rugby Promotions Limited	58	-	-	-
ARU Clubs	6	-	(1)	-
Eden Park Trust	-	-	(22)	-
Total	<u>343</u>	<u>560</u>	<u>(29)</u>	<u>(2,959)</u>

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 expense includes time reimbursements to Directors of \$36,000 (2016: \$36,000).

Notes to the financial statements (continued)

3 Related parties (continued)

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

By virtue of ARU's 64.58% interest in RHLP, the ARU held an indirect 38.75% interest in BLP. As a result of the disestablishment of RHLP on 1 September 2017, ARU's share of BLP income and expenses up to and including 31 August 2017 were consolidated as part of the Group.

Included within BLP income for the 10 months ended 31 August 2017 was \$3,507,668 relating to NZR funding, grants and royalty income (2016: \$423,758).

For the 10 months ended 31 August 2017, ARU's share of BLP's income was \$2,828,892 (2016: \$2,860,897) and expenses of \$2,577,038 (2016: \$2,658,485). BLP has a balance date of 31 August.

4 Equity-accounted investment - Blues Limited Partnership (BLP)

RHLP has been proportionality consolidated into the financial statements of ARU on the basis of joint control to 1 September 2017. RHLP was dissolved effective 1 September 2017 which gave rise to a reassessment of ARU's control of BLP. As this transaction occurred on 1 September 2017, the financial statements reflect 10 months of proportionate consolidation of the investment in RHLP.

From 1 September 2017, ARU has derecognised the assets and liabilities of RHLP on the basis that this entity is dissolved. ARU have subsequently recognised their ownership in BLP as an associate on the basis of significant influence. The Group have elected to transfer the net book value of the assets from RHLP to ARU, which results in no gain or loss on the dissolution of RHLP. ARU holds a 38.75% ownership interest in BLP.

<u>Equity-accounted investment (BLP)</u>	Note	2017 \$'000	2016 \$'000
Opening balance as at 1 November 2016		-	-
Equity-accounted investment recognised as at 1 September 2017		697	-
Share of profit/(loss) - current year		(143)	-
Closing balance as at 31 October 2017		<u>554</u>	<u>-</u>
Blues Limited Partnership - Loans and advances	8	<u>577</u>	<u>-</u>

5 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 (2016: \$800,000).

Notes to the financial statements (continued)

6 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 (2016: \$45,358). 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 \$42,443 (2016: \$45,305). There were no additional investments of this nature entered into during the year ended 31 October 2017.

The carrying amounts of the investments are as follows:

	2017		2016	
	Milford Funds Limited \$'000	Harbour Asset Management \$'000	Milford Funds Limited \$'000	Harbour Asset Management \$'000
Opening value	1,099	1,076	1,047	1,075
Fair value movement	78	77	52	1
Carrying amount	<u>1,177</u>	<u>1,153</u>	<u>1,099</u>	<u>1,076</u>

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

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 gain of \$7,100 being recognised in the statement of financial performance (2016: \$44,375 loss).

8 Loans and advances

	2017 \$'000	2016 \$'000
Current		
Loans to Eden Park Trust	47	47
Loans to Clubs	42	44
Loans to Northland	16	16
Total current	<u>105</u>	<u>107</u>
Non-current		
Loans to Eden Park Trust	1,043	1,043
Loans to Equity-accounted investee (BLP)	577	-
Total non-current	<u>1,620</u>	<u>1,043</u>

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.

Notes to the financial statements (continued)

9 Property, plant and equipment

	2017			Book value \$'000
	Cost \$'000	Accumulated Depreciation \$'000	Impairment Loss \$'000	
Leasehold improvements	1,320	(977)	-	343
Furniture, fittings, IT and equipment	732	(501)	-	231
Transport equipment	18	(7)	-	11
Advertising equipment	16	-	(16)	-
	<u>2,086</u>	<u>(1,485)</u>	<u>(16)</u>	<u>585</u>

	2016			Book value \$'000
	Cost \$'000	Accumulated Depreciation \$'000	Impairment Loss \$'000	
Leasehold improvements	1,828	(950)	-	878
Furniture and equipment	1,056	(512)	-	544
Transport equipment	19	(8)	-	11
Advertising equipment	28	-	-	28
	<u>2,931</u>	<u>(1,470)</u>	<u>-</u>	<u>1,461</u>

Notes to the financial statements (continued)

10 Intangible assets

	2017			Book value \$'000
	Cost \$'000	Accumulated Amortisation \$'000	Impairment Losses \$'000	
Broadcasting asset	300	(60)	(240)	-
	<u>300</u>	<u>(60)</u>	<u>(240)</u>	<u>-</u>

	2016			Book value \$'000
	Cost \$'000	Accumulated Amortisation \$'000	Impairment Losses \$'000	
Intellectual property	107	-	-	107
Broadcasting asset	300	(60)	-	240
	<u>407</u>	<u>(60)</u>	<u>-</u>	<u>347</u>

Intellectual property

Due to the deconsolidation of the RHL, the intellectual property rights are no longer included as part of the Group's intangible assets.

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 project terminated during the 2017 year and the carrying value was fully written down.

Notes to the financial statements (continued)

11 Reconciliation of surplus with cash flows from operating activities

	2017 \$'000	2016 \$'000
Surplus before distributions to clubs	2,702	634
Non-cash items		
Depreciation	122	186
Impairment loss	256	60
Interest receivable	(34)	(7)
Fair value gain on investments	(154)	(54)
Contra sponsorship revenue/deferred revenue	(25)	(54)
Total non-cash items	165	131
Movement in working capital:		
Increase/(decrease) in current assets	389	243
(Increase)/decrease in current liabilities	(3,215)	3,509
Increase/(decrease) in RHL P's net working capital due to deconsolidation	251	-
	(2,575)	3,752
Net cash flows from operating activities	292	4,517

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.

12 Operating lease commitments

	2017 \$'000	2016 \$'000
<i>Non-cancellable operating lease rentals are payable as follows:</i>		
Not later than one year	277	446
Later than one year but not later than five years	398	1,331
Later than five years	-	759
Total	675	2,536

During the year ended 31 October 2017, \$415,833 (2016: \$389,761) was recognised as an expense in respect of operating leases.

Notes to the financial statements (continued)

13 Expenditure of grants - 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.

14 Capital commitments

As at 31 October 2017, ARU had no capital commitments (2016: \$Nil).

The ARU have not issued any other guarantees in the ordinary course of business during the year ended 31 October 2017 (2016: nil).

15 Subsequent events

There have been no subsequent events between 31 October 2017 and the approval of these financial statements by the Directors (2016: nil).

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



