



Questions and answers (Ed Gallois):

Are any of the candidates considering ways to reduce the amount of plastic used on match days? There seems to be a huge amount of plastic drinking glasses which appear to get thrown away after a single use.

It's not an area I'd given much thought to in the context of Exeter City if I'm honest, but now you pose the question I agree there could be a lot more done to recycle the plastic drinking glasses on match days. The club should be setting a good example in terms of the environment and I think most fans appreciate the need to recycle. A simple solution would be to make green bins a lot more visible - if they are there then I haven't seen them.

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Have you done any unpaid work for the Trust-Club over the last 5 years that we Supporters would know about if so what and why did you get involved?

I haven't. I've been too busy running my own business in Exeter, which I began in 2013 and now has over 50 full-time staff. As the company has grown, I have hired really good managers to take some of the burden of running the business off me, which means I now have time to devote to the Trust and Club.

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Why did you join The Trust?

I joined because I love Exeter City, my hometown club, and I want to help it become more sustainable and successful. My company is also a corporate member as I believe it's important that local businesses also help the club as we all share the same city.

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In your own household/family is anyone a Trust member if so who, if not do you think you could help them see why they should join.

My eldest brother is a Trust member, but my Mum currently isn't, even though she's a die-hard fan. I'm not sure why, to date, I haven't fully explained to her the benefits of joining the Trust, but I will do now you've prompted me. I have confidence I'll be able to convince her...mainly because I buy her season ticket!!!

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Why should new members join in the future?

I think new members should join for three key reasons. First, so that we can ensure we are sustainable as a club. Second, so that we can harness the power of fan ownership to drive more revenues to the club and push for promotion to League 1 and perhaps one day the



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Championship. Third, so that the people of Exeter, men and women, boys and girls, of all colours, all classes, and all orientations, can feel part of something special as a citizen of Exeter.

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Aside from whatever technical and business skills you feel you can bring to the role, what do you think is the best personal quality you possess that will make you an effective Trustee?

Enthusiasm and optimism. You have to be a realist in life in order to navigate its many twists and turns, but you can choose whether to view the problems we all face as challenges to overcome or burdens to bear. I am an enthusiastic, optimistic, problem-solver by nature who enjoys working with others to improve things. I think that should make me an effective Trustee.

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Would you have liked to see the hustings on a match day, like 6.30pm last Saturday after the Plymouth game with the Centre Spot closing then would have been a fantastic time for fans to meet the candidates.

I'm not sure to be honest. A lot of people go straight home after the football and will have other plans on a Saturday night. I thought the Friday night was a fair choice, but I haven't got a strong opinion on this matter at this point.

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How would you make the Elections more focused by the Club & Media to get more fans involved and understanding their vote counts.

Much more promotion online. We aren't even touching the sides at present. I can help with that after working on the Web for the past 20 years.

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The Trust Logo is missing from a lot of prominent locations within the Club how would you get more of a natural link between the Trust & Club

I think the Trust logo is in a fair few places at the club, but I agree not everywhere. I would be happy to see it everywhere. A quick win would be to put the Trust logo up next to every Club logo.

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Do you think the Trust should take more advantage of the in house Club media departments like The 360, Club Websites, Match Day Programme, internet outlets, Local & Nation media contacts.



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In a word, yes. Plaster it everywhere. It will keep current Trust members engaged and attract new members, which is what we need and something I am very keen to help with. I am especially keen to help us reach more Exeter City fans online and convert them to Trust members as most people live on their smartphones these days.

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How would you improve next years Trust Elections from encouraging fans to stand for election and how the Trust Focuses on bringing the candidates to the memberships thoughts.

More of the same, plus an announcement at a game would help.

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Would you like to see the Trust improve the assets for the Club and what opportunities do you feel we are missing at the moment that could bring long term gains for our football club.

Yes, I would. I believe the club are desperately missing their own website, which would be a huge long term asset. There are lots of areas that we could capitalise on if the club had its own website. Streaming is just one example.

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How would you make the Trust website more prominent with Exeter City FC Fans.

Promote it more on the Club website and social media accounts. We can do a lot, lot more in this area and it's low-hanging fruit in my opinion.

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Do you think that Exeter City AFC Limited should post the full company accounts and not the edited version on company's house, and also push for all EFL clubs to do the same?

I'm happy with the version on Companies House.

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What's the candidates views on GESP "Mid Devon, East Devon, Teignbridge and Exeter City Council, in partnership with Devon County Council, are teaming up to create the "Greater Exeter Strategic Plan" and the new sports venue?

I'm strongly against moving from St James' Park. The ground is in the heart of the city and I love that. Why would we want to become like MK Dons with a two-thirds empty stadium?! I would guide Trust members to vote against any such proposal.