

SRASA BOARD OF DIRECTORS MEETING

MEETING: Board Meeting Monday 14 December 2011

LOCATION: 6pm, Squash SA 440 Goodwood Road, Cumberland Park

1 ATTENDANCE

1.1 Present:

S. Abishara (SAb) G. DeVizio (GD) C. Johnstone (CJ) A. Proctor (AP) left at 9pm
C. Psaromatis (CP) A. Ryan (AR) P. Teale (PT)

Ex Officio:

P. Sinnott (PS) - General Manager

1.2 Apologies:

M. Goldstone (MG) L. Franzi (LF)

1.3 Guests: Patti Wilson, Member Services Manager
James Rogers, Development Officer

2. CONFIRMATION OF THE MINUTES

2.1 Confirmation of the Minutes of the Board of Directors Meeting held on 29 October 2011.

Moved: George DeVizio Seconded: Alex Ryan Carried.

3. ITEMS ON AGENDA (Reports Circulated Electronically Prior to Meeting)

3.1 Online Player Registration

Patti spoke to the briefing paper, and showed an example of the IMG online registration website which will be linked to Squash SA's website. Benefits for Clubs include:

Benefits for the clubs

- Eliminates paper work for clubs: Player registration form
Club registration form
- Eliminates the necessity for the club to collect fees
- Club has options to have its club's fees collected via online registration (the Club liaises direct with IMG to implement this)
- Membership list are supplied to clubs, these list would have accurate up to date details of their members
- Clubs can log in directly to email to all club members improving communication between club and member

Junior tournaments operate via the online registration system. Online Squash SA registration will be implemented for the 2012 Autumn Pennant.

ACTION

- 3.1.1 The Board approve the Online Registration system in principle.
- 3.1.2 PW to check legal obligations regarding privacy rules and secure username and passwords.
- 3.1.3 PW to provide further information regarding IMG contract which covers Squash SA's risk exposure and payment online security.

3.2 Club Affiliation Fees

Patti discussed the Club Affiliation process, explaining the affiliation form and the Clubs agreement to adhere to Squash SA policies. All affiliated clubs receive an official Squash SA certificate to display at their Centre.

The Board discussed State Associations registration/affiliation fees and found other sports vary from \$200 to \$700 a year.

RECOMMENDATION

- 3.2.1 The Board ratified the \$80 annual Club affiliation fee commencing from January 2012.

Unanimously ratified by the Board.

3.3 Customer Satisfaction Surveys

Survey will be sent out to all current players registered on the Matrix, as well as Pennant Clubs/key stakeholders. All people who complete the survey will be eligible to win one of two \$100 Rebel Sport vouchers. The survey covers customer satisfaction relating to facilities, Board and Squash SA.

The information from this will be used to determine what is important to members and their level of satisfaction, in order to determine member expectations of Squash SA and Clubs.

Suggested to add a question at the front page of the survey to ask the person completing it if they are a 'player', 'club', 'referee'. Refine who we send what questions to.

Add a question (10 or 12) asking what is MOST IMPORTANT in general to a Club, as well as rating your own Club.

Proposed to send out in January, after the next Board meeting. Tanya to remind before next Board meeting for changes to the survey (send test surveys to Board).

3.4 Exit Surveys (Players)

Tanya tabled the results for the Player Exit Survey. Key discussion points from the data:

- Player Referee Sessions to be available online
- Squash SA has zero tolerance to swearing and intimidatory behaviour (this was deemed a main issue for past and present players in relation to refereeing)
- Explore online court booking option (added value for affiliated Clubs)
- Promote stretching to players, as injury the main reason players have left pennant.

CP spoke of running sessions about players respecting referees and appropriate oncourt player behaviour. Con to speak to Referees and set up plan.

Survey results to be summarised and published on the Squash SA website.

3.5 Talented and Emerging Athlete Program Structure Review

James Rogers provided an overview of the Talented and Emerging Athlete Review Outcomes and Briefing Paper. There are 3 juniors currently in the squad, Stacey Cope, Jasmin Burnard and David Fumpson. CP queried how do we get talented players in to squash? Good club structure, start with good participation base. Drivers at Club level integral to encouraging juniors. Current junior players to become future leaders and ambassadors of the sport.

RECOMMENDATIONS

3.5.1 The State Junior Development Squad (SJDS) program structure is extended until December 2012.

3.5.2 The Emerging Athlete Squad program structure is extended until December 2012, with the following modifications

3.5.2.1.1 Maximum of up to 8 athlete placements

3.5.2.1.2 Athletes to receive up to \$3,000 per annum financial support from Squash SA for travel to interstate events/ match play exposure. Increments will be 6 monthly to balance budget expenditure January – June 30, 2012. Funding will be determined on a case by case basis dependent upon individual athlete performance plans.

3.5.3 The Talented Athlete Fund is extended until December 2012. The Performance Pathways budgets incorporate both the Talented Athlete Fund and Player Sponsorship Program. Player Sponsorship applications will be considered on a case by case basis by the Board.

CJ queried if it is possible to source sponsorship for upcoming junior players “adopt a junior” – email/mail results regularly to their sponsor. PS advised sponsorship packages have been drawn up, which will provide to players and clubs to seek smaller sponsorships.

Moved: Alissa Proctor

Seconded: Cheryl Johnstone

Carried.

3.6 Rodney Eyles Workshop

27 people attended the Rodney Eyles workshop, from that, a number of people have expressed interest in coaching pool. AR endorsed it was a great workshop, well run, and great to hear ideas from a former world champion. Another workshop with Rod Eyles is scheduled for November 2012.

3.7 2012 AJC

The 2011 AJC volunteers have met to evaluate the event. Team Cooks Karen Cope and Karen Burnard, and State Team Manager Katrina Jones have expressed an interest to renominate for the 2012 AJC. Squash SA would like to appoint them these positions now, as it gives them an early start in their planning.

Board approved the appointment of the State Team Manager – Katrina Jones, and Team Cooks Karen Burnard and Karen Cope.

Move: Sam Abishara

Second: Con Psaromatis

Carried.

3.8 Outdoor Multi Court

Postpone to January/February 2012.

3.9 South Adelaide Squash Centre Loan

PS tabled and discussed the South Adelaide Squash Centre loan, and the intent for South Adelaide Masters Squash to pay the loan out in its entirety. PT advised the Finance and Risk Advisory Committee recommends to allocate the funds to members equity (so as not to show an artificial gain). Only show as a profit if the building is sold. Finance Committee in agreeance.

RECOMMENDATIONS

- 3.9.1 As at October 2011, the South Adelaide Building Loan balance is \$287,000
- 3.9.2 In December 2011, SAMS will acquire a loan of \$287,000. Term: up to 10 years. The loan Security will be 2a Midera Avenue, Edwardstown SA. (Rather than 1303 St Marys, Racquets SA). Borrowings will not be in joint names.
- 3.9.3 The current SRASA Balance Sheet loan liability of \$287,000 will be removed and the \$287,000 Squash SA loan with the ANZ bank will be paid out in full.
- 3.9.4 Squash Rackets Association of SA Inc will provide a corporate guarantee to the SAMS loan of \$287,000 (per item 3.9.2 above). The bank requires a corporate guarantee, as SRASA is named as joint owners on the property title, 2a Midera property, which is the security over the loan.
- 3.9.5 The spirit of the original MOU will continue in good faith between both parties.

Moved: George DeVizio

Seconded: Alex Ryan

Carried.

4. GENERAL MANAGER'S REPORT

4.1 General Overview Report

4.1.1 Staffing Restructure

4.1.2 OHS Report

No accidents/incidents

4.1.3 Budget Variations

To be tabled in January 2012.

4.1.4 ANZ Loan (Barossa Squash Courts, \$250,000)

Financed by a separate loan over 5 year period

5. FINANCE (Reports Circulated Electronically)

PT provided an overview of the Finance and Risk Advisory Committee meeting held on 13 December 2011. Overall the 2011/2012 operating budget to December, 2012, is running \$90,000 in deficit.

This is due to a short fall of \$90,000 projected income that did not eventuate due to 3 primary factors to date (July-December).

1. \$40,000 down - Net Gaming (YTD)
2. \$40,000 repair to ceiling not budgeted
3. \$10,000 inflated bar sales (YTD)

Accordingly spend levels will be reduced on account income projections have not been met.

A five year plotting of the consumer confidence spend patterns found that gaming spend follows a similar pattern. Consumer confidence down, gaming spend is down etc.

The Finance and Risk Advisory Committee is confident the shortfall will be rectified over the next 6 months.

PS and DH to investigate Club One options.

The Board accepted the cash finance report.

Moved: George DeVizio Seconded: Alex Ryan Carried.

6. GENERAL BUSINESS

6.1 Sale of Glass Court

Loxton Squash Club who have expressed an interest in purchasing the Glass Court with the assistance of Government Funding. PS and Grant Norman to follow up with the Club.

6.2 Police Clearance - OLGC

Thanks to all that have completed the Board Member fingerprint requirement and police clearance.

6.3 Strategic Plan Workshop Notes

The Board approved the 2011/2012 Workshop notes as a true and accurate record.

Moved: Cheryl Johnstone Seconded: Alex Ryan

7. POLICY

There were no policies tabled.

8. CORRESPONDENCE

In:

ANZ Bank Loan Agreement (Barossa Courts)

Out

Memo Staff Restructure

9. SQUASH AUSTRALIA

9.1 EOC Outcomes October 2011

9.2 SA Board Outcomes November 2011

Squash SA to investigate a suitable representative to nominate for a position on the Squash Australia Board. The Squash Australia AGM is scheduled for March 2012.

10. NEW BUSINESS

No new business.

11. CONFIDENTIAL ITEMS

Nothing to note.

12. BOARD DIARY

Next Meeting Wednesday 18th January 2012.

13. CLOSE MEETING

The Board would like to thank Squash SA staff for all their efforts during 2011.