



SRASA BOARD OF DIRECTORS MEETING

MEETING: Board Meeting Monday 2 June 2014

LOCATION: 5.30pm, Racquets SA, 1303 South Road, St Marys

1 ATTENDANCE

1.1 Present:

S. Abishara (SA) (to 7pm) B. Cochrane (BC) L. Franzi (LF) H. Martin (HM)
P. Stevens (PSt) K. Tessari (KT) D. Whan (DW)

Ex Officio: P. Sinnott (PS) - General Manager

Guest Speaker: Shane Barton-Ancliffe (SBA), Venue Manager Racquets SA
James Rogers (JR), Development Officer Squash SA

1.2 Apologies:

G. DeVizio (GD)
E. Todd (ET)
P. Teale (PT)

2. CONFIRMATION OF THE MINUTES

Minutes of the Board Meeting held on 31 March 2014 were unanimously confirmed as a true and accurate record by the Board.

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

3.1 Board Recruitment (PS)

In the absence of Philip Teale, PS will chair this meeting. PS explained we have a number of Board vacancies, and interested people to fill these positions.

The potential Board introduced themselves to the new Board Members.

- Bill Cochrane - Deputy President Clubs SA, Chairman ClubSafe. Bill was involved in the establishment of ClubOne and has a long history in the licenced Club Industry. Bill is active in lobbying Government to better support of Clubs. Bill is a Life Member Central Districts F.C.
- Dave Whan– Licenced Commercial Property Agent, non practicing Barrister/Solicitor. Former squash player, now regular racquetball player.
- Helen Martin – former General Manager of Clubs SA (17 years), ongoing association with ClubOne (since 2005) and is presently the bookkeeper for ClubOne.
- Elroy Todd – due to the postponing of the original meeting, Elroy was an apology. PS gave a brief summary advising Elroy is the General Manager Board Services Risk and Compliance, Statewide Super. Elroy was previously employed at Deloitte, and has an Audit background.

Board approve and ratify the appointment of the casual Board vacancies.

Moved: Kym Tessari Second: Patrick Stevens.

LF spoke on the need for consistent and strong leadership of SRASA. LF spoke that he would like to recommend Sam Abishara for the role of (interim) President. SA spoke it is an exciting time with the Tonsley Development, and new Board members who have licenced club industry knowledge. LF nominated Sam Abishara, Sam Abishara spoke he is prepared to accept. The Board accepted Sam Abishara's nomination as interim President.

SA requested it be minuted that a formal thank you be extended to Philip Teale as a Board Member and as President (from September 2013 to June 2014).

3.2 Racquetball National Championships Evaluations (SA)

Deferred to August Meeting.

3.3 Tour of Racquets SA (SBA)

SBA gave the Board a tour of Racquets SA, showing them the improvements that have been made during the past 3 months and other planned changes scheduled to be made.

Planning approval 2-3 weeks, builder will apply for building approval.

PS and SAB convened a prelodgement meeting with David Altmann, Director, Development Answers, and Rachel Knuckey, Planning Officer, Mitcham Council to discuss the signage application. The following summary outlines the key changes as a result of that meeting.

- The concept plan provides an considerable visual improvement on the current situation – noting the area of façade signs is reduced
- Application plans (and annotate) to show the repositioning signwriting and signs to below 3.7m in height on the façade and that they do not move, do not flash, do not reflect light to cause distraction to motorists, and are not internally illuminated.
- Council to consider against the Schedule 3 exemptions under Development Regulations) – this would include the two 'Anvers logos' and also the 'oval shaped sign' facing Brookman Avenue
- Apply for the Digital Screen at a later date (after the current project is approved), as it will need referral to Highways Commissioner. Flightpath should liaise with DPTI to ascertain their requirements
- South Road façade sign ('the southern bar and bistro' and 'the oval shaped sign') will require planning approval, but is less than 12m² and is also smaller than existing façade signage – therefore likely to be a 'merit' assessment
- Annotate the 'square metre' area (eg m²) for all signage
- Identify type of landscaping species
- Rebranding of existing freestanding sign – will not require approval as is a 'rebadging' scenario, however show details on plans
- Other general works will need approval, eg verandah, entry modifications, fascia's modifications, columns
- Prepare photographs of existing South Road and Brookman Avenue facades to help illustrate the proposed changes to Council

The below plan was lodged with Mitcham Council on 22 May 2014 and takes into account the above points as well as the Board and Finance Committee's decision to replace 'West End' branding.



01 SOUTH ROAD PERSPECTIVE



02 SOUTH ROAD PERSPECTIVE

PRELIMINARY

Planning Application: 3149.SD07

Drawn: CHENIC Date: 20/03/14

Scale: 1:100

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Address: 1323 South Road, St Marys, SA

Scale: AS SHOWN

Drawing: Perspectives

Drawing No: 3149.SD07

Date: 20/03/14

SBA spoke on gaming turnover etc, new menu, bingo – run by Bedford industries, letterdrop out to 20,000 homes in area – advising of changes, promoting kids eat free and general bar specials.

SBA spoke on working on the team atmosphere, and encouraging the staff to be friendly and chatty with patrons. KPI's to be set for staff, and new policies to be introduced.

4. GENERAL MANAGER'S REPORT

4.1 General Manager's Report

STRATEGY

Board Recruitment

The Board will need to determine the appointment of incoming Board Members and a succession strategy for the President. The following Board candidates have expressed a willingness to fill the casual vacancies available;

- Helen Martin, former CEO Licenced Clubs Association of SA (Clubs SA)
- Bill Cochrane, Vice President Licenced Clubs Association of SA (Clubs SA)
- Dave Whan, Barrister/Solicitor, Commercial Real Estate (Our Club Racquets and Fitness)
- Elroy Todd, General Manager, Board Services Risk and Compliance, State-wide Super (Norwood Squash Club)

The Board will need to formally approve and ratify the appointment of the above candidates.

FACILITIES

Whyalla Squash Club



Squash SA has recommended to the Whyalla Squash Club that they sell their property (owned freehold), repay their loan to Racquets SA and relocate the Club to the Whyalla Recreation and Leisure Centre. The sale of the property could be reinvested to upgrade the 3 existing squash courts located at the Whyalla Recreation and Leisure Centre. This would provide the Club with long term surety and access to squash facilities and is based on the 21 year right of access Barossa model (Squash SA and Barossa Council). No response has been provided by the Club.

Racquets SA Gaming Performance

Gaming performance has been consistent over the past two months and trends reflect turnover this same time last year. Net Gaming profits exceed budget expenditure to date

SERVICES

The Rex

On 21 May 2014, the Rex hosted the Squash SA Daytime Pennant Competition. Squash SA organised buses to transport forty players to the venue, followed by winery tours at our sponsors St Halletts and Charles Melton. Maggie Beer Products sponsored the morning tea. The objective of this event was to showcase to Adelaide players, Squash SAs newest squash courts within a multipurpose environment.

The following table summarises the key operational initiatives that have been introduced by the Squash Development Staff over the past two months.

Coach and Player Development (J.Rogers, A Edwards)

Key Actions
<ul style="list-style-type: none">• Club Development Coaching Course dates set for 2014. Will be run on Thursday nights in June and July to accommodate interested persons.• The Australian Junior Open was a success, 17 players from SA (same as last year) travelled to Geelong. Overall national number were down due to location compared to last year in Sydney.• Lauren McInerney 2nd GU15, Alex Oswald 2nd BU17, Lauren Aspinall 3rd GU17, Alex Haydon 4th GU15 (playing up).• The 4 successful players listed above were selected in the Australian Junior Team to travel to Penang to play in the Penang Junior Open and test matches against the Malaysian Junior Team in June.• Media release created to promote national selection. Parents of selected players completing School Sports Awards nominations to gain extra exposure.• Development Squad training is now being run weekly unless there is a tournament on. The new uniforms have been distributed and were well received. Anvers money paid for the hooded jumpers.• State Team Officials have been selected and notified. Danny Haydon-Assistant Coach, Katrina Jones-Team Manager, Katherine Ashworth-Team Cook, Belinda McInerney-Team Cook.• Millicent junior tournament 40 entries• Women's Classic 26 entries• South Adelaide Senior Event 52 entries• Riverland Classic Senior Event 40 entries• All events up on entries from last year.• 54 high school teams, up from 51 last year and new western zone created on Wednesday night at West Adelaide.• High School bookings continue to be serviced at most centres.

- Our Club at Christies Beach are enthusiastic and are working on a new junior club structure where new juniors are recruited and offered free squash all days of the week once they pay a nominal fee.
- New SMS service set up to contact members. Works well with our members and demographic.
- D.O's undertook Tournament Software training from Squash Australia on new software to run tournaments live online.
- Karadinga Grand Prix 13 juniors attended.
- Ingle Farm Grand Prix 30 May.
- New pilot program being trialled at South Adelaide Squash Centre. D.O's to visit 5 schools (125 students per school) and invite players to attend a fun beginner tournament with prizes as their first experience on real courts. Whole pilot initiated and run by Squash SA, South Adelaide are being accommodating. Same pilot will be trialled at West Adelaide.

Performance Pathways (J.Rogers)

Key Actions

- The Australian Junior Open was a success, 17 players from SA (same as last year) travelled to Geelong. Overall national number were down due to location compared to last year in Sydney.
- Lauren McInerney 2nd GU15, Alex Oswald 2nd BU17, Lauren Aspinall 3rd GU17, Alex Haydon 4th GU15 (playing up).
- The 4 successful players listed above were selected in the Australian Junior Team to travel to Penang to play in the Penang Junior Open and test matches against the Malaysian Junior Team in June.
- Parents of selected players completing School Sports Awards nominations
- Development Squad training is now being run weekly unless there is a tournament on. The new uniforms have been distributed and were well received. Anvers money paid for the hooded jumpers.
- State Team Officials have been selected and notified. Danny Haydon-Assistant Coach, Katrina Jones-Team Manager, Katherine Ashworth-Team Cook, Belinda McInerney-Team Cook.

COMMUNICATION

Representation

The General Manager represented Squash SA at:

- Life Members Meeting and Tonsley Tour, 4 May
- Malcolm Kennewell funeral, 7 May
- Sport and Recreation State Conference – Roundtable Panel- Industry Trends, 8 May
- Minister Recreation and Sport, 19 May
- Daytime at the Rex, 21 May

GM and Venue Manager met with Clubs SA HR Advisor to discuss a restructure of the Southern and any industrial relation issues that needed to be considered prior to introducing a restructure.

Promotion

The following press release has been distributed via D.J Promotions to print and digital media outlets to attract media coverage and profile awareness of Squash SA.

Media Release May 2014

SA Junior Squash Players make National Selection

The Squash Australian Junior Team selection has seen 4 South Australian players chosen to represent Australia. This is a record number of South Australian junior squash players selected in a single National team.

The team will play in a test match against the Malaysian Junior Team on 5 June, 2014 before competing in the Penang Junior Open from 7 to 12 June 2014. The Penang tournament will bring together players from across the Oceania and Asian regions including strong squash nations such as Pakistan and India.

Selected from South Australia are:

- Alexandra Haydon, Girls U13 (Adelaide Malibu Squash Club, Henley Beach)
- Lauren McInerney Girls U15 (Clare Squash Club)
- Lauren Aspinall Girls U17 (Campbelltown Squash Club)
- Alex Oswald Boys U17 (Norwood Squash)

James Rogers, State Coach says "I was so pleased to see that we got four players selected in the national team, it shows that the hard work of the past few years has paid off."

In Malaysia, squash is considered a national sport and is supported with strong regional institutes and a squash program in the national sporting school (Kuala Lumpur) where elite players train daily in world-class squash facilities.

Squash SA General Manager, Phil Sinnott understands the importance of world-class facilities on player performance and development. "Our model is to partner with government in multi-purpose sporting hubs which has resulted in the new squash centres being built in South Australia. Modern Squash courts are now designed with moveable walls which enable them to be used for a variety of activities."

A six court multi-purpose facility have been built in the Barossa (Tanunda) and plans are approved for a similar facility at the Campbelltown Leisure Centre.

Squash SA contribute approximately \$155,000 per annum to junior squash in South Australia through grass roots and talent development programs. Squash SA spend more on junior development than all other Australian State Body's combined but are the only Australian State without a State Facility. Discussions have commenced with Renewal SA to develop a State Squash Facility at Tonsley, with multi-use for additional sport and fitness activities.

Former World No 1 and Squash Legend, Chris Dittmar, says "Squash SA have a solid facility strategy that creates a pathway for players, supported with a commitment to see new facilities developed in partnership with government. As a junior squash player, I remember squash was available to me with new centres always popping up around the corner to play at. As today's training needs are becoming more sophisticated, and facility numbers are less, facilities must remain in the forefront of development to attract and provide for young players."

The Southern Club Name Change

The Venue Manager in consultation with the Member Communications Officer has prepared a communication plan that will promote the transition of name from Racquets SA to the Southern Bar Gaming Bistro. The venue will trade as the Southern commencing 1 July 2014.

The logo for the Southern has been amended (removal of the word Club).



GOVERNANCE AND ADMINISTRATION

Governance

Policy

The GM has lodged an application with the Australian Security and Investment Commission for the business name “the Southern Bar Gaming Bistro”. The business name holder being, Squash Rackets Association of South Australia Incorporated.

A new chart of accounts has been established in Xero software which will commence reporting financial activities under the trading name ‘the Southern Bar Gaming Bistro’, effective from 1 July 2014.

2014 Gala Dinner

The 2014 Gala Dinner will be held at the Stamford Plaza, 150 North Terrace Adelaide on Saturday 13 September 2014 from 7pm. The deposit has been paid for the venue. Promotion of the event to players has commenced.



The 2014 Annual General Meeting to be held at the Southern on Monday 15 September, 2014. This will comprise of a sit down meal with the following program:

- Life Members Induction
- Hall of Fame Induction
- Key highlights presentation
- Annual General Meeting

2014 Finance and Administration Staffing Structure

The new finance staffing structure will commence from 1 July, 2014. The replacement staff have been appointed and have commenced training in the Xero software program. During the month of June, a new chart of accounts, budget projections and financial reporting processes will be prepared for both Squash SA and the Southern. (to take affect from 1 July, 2014).

Racquets SA

The following table summarises the key operational initiatives that have been introduced by the Venue Manager over the past two months.

Gaming

Key Actions
Move the gaming wall and redefine gaming room licensed area (to create more space in bar)
Application to update license trade of hours to reflect members and non members access to the Club (under consideration by OBCA)
Machine Placement to stimulate gaming room interest and play.
Two mini coin dispenser machines installed.

Bistro

Key Actions
Review Bar / counter meal combo deals
Training of second chef.
Review main menu
Install Coffee Machine

Bar

Key Actions
Internal refurbishments – memorabilia, carpet install
Social Club meetings
Review counter meal deals

General

Key Actions
First Aid Staff Training
Signage application meetings
Club SA and Venue Manager Meetings
Asbestos Register
Bedford Bingo
Community use of Board Room
Staff Uniforms

Executive Report High Level CASHFLOW

	CASH FLOW TO 30 JUNE 2014	
	MAY	JUN
Bank B/F	67000	71500
LIABILITIES		
Gaming Machines		22000
Racquets ANZ	4000	4000
Accrued Insurance	2000	2000
Squash	29000	36000
Club Manager Upgrade	20000	20000
Accruals AJC	18500	
GST Payment		84000
TOTAL	73500	84000
RACQUETS INCOME	50000	35000
Depreciation	8000	8000
GST Accrued	20000	20000
Total	78000	0 63000
Bank C/F	71500	50500

14-May-14

NOTE Bank B/F APR is \$14000 below Apr Cash Flow Prediction due mainly to Club Managers Expenses pushed forward.

Upgrade



Racquets Capital Expenditure

The following table was tabled with the Finance and Audit Committee. Prepared by the Club Manger, the items as listed are based on medium, short and long term capital expenditure requirements to improve the operational and physical aspects of Racquets SA. The expenditure is approved by the Finance and Audit Committee (represented in the above cash flow as Club Capital upgrades).

Gaming Machines purchases/ game changes will be cash flowed based upon a 36 month finance agreement. The highlighted items have been completed (Mid May, 2014)

	A	B	C	D	E	F	G
1	Wish List	NOW	Mid Term	Long term			
2	New PA System and Mic etc	\$3,100				* Replaced old unit as we will be commencing eyes down bingo and gaming promo's	
3	Touch screen	\$699				* Replaced old unit as was old blurry and cabinet was very dated. Was quoted \$2500 for this but I just replaced	
4						screen and moved to where proticket was located	
5	H&L Clock in system	\$4,800				* This will save time in rostering and entering payroll and also assist in stopping keying errors	
6	Change of Gaming Wall	\$5,000				* To provide a bigger front bar area, this is our biggest complaint (Customer survey completed)	
7						* Will also stop people using gaming room as a lounge which is not ideal for a gaming room	
8	Coolroom floor	\$850				Food health inspection last May required this to be completed within 12 months	
9	Carpet		\$28,000			* If we are marketing to new customers we need them to be impressed when they walk in not run down. Both of our main competitors	
10						have just recently completed renovations	
11	Safe Shelf		\$1,000			* This will save just under \$50 per week that we currently get charged for Chubb to pick up. I will now take banking and the staff are	
12						still protected as daily takings will be locked in a seperate section of the safe that only myself and Phil will have access too.	
13	Drip trays at urinals		\$1,300			* To assist in the cleanliness in the mens toilets due to long term uric acid being dripped into tiles	
14	Darts and display cabinet		\$1,000			* To clean up the lounge area to make this an area in its own right when not being used by darts which is once a week.	
15	Shane & Phil Comp		\$3,800			* Shane currently using own laptop as old laptop not to a decent standard but it will be used for streaming music to the entire venue	
16	Change Machines x2			\$10,400		* Located next to both \$1 shoguns so \$1 machine punters do not have to move to get change. Will assist in increasing turnover	
17	Paint internal			\$8,800		Can hold off for a little bit but needs to be done to have us looking fresh and clean again	
18	Andale Taps and Co2 hose			\$1,200		* New taps have less moving parts meaning less wear and tear = less wastage. Co2 hose replacement dont require spanned to change	
19	Touch Screen Dining			\$7,500		* This would make ordering and taking orders more accurate and save time making orders and less errors	
20	Coffee Machine			\$5,000		* Need into the cooler months people prefer a good barista style coffee which will assist the lounge area Coffee & Cake.	
21						Plus there is better GP in coffee than in beer so its an area we need to improve on	
22	Uniforms			\$0		* We will use our promotion account for this through lion Nathan	
23	Signage	\$2,000		\$28,000		* Capital expense awaiting council approval regarding this and also awaiting Lion Nathan as they have shown interest in putting money	
24						into this project to geth their logo on our building.	
25		\$14,449	\$35,100	\$60,900			
26							
27	Konami China Shores 1c	\$18,000					
28	Konami Norse Warrior 1c	\$0					
29	Konami Black Rose 1c	\$0					
30	IGT Lions Crown \$1 ????	\$18,000					
31		\$36,000					



Executive Report: April 2014 Financials

Racquets SA

Racquets SA SUMMARY NET PROFIT / (LOSS)	Month Apr	Month Apr	Year to date 2013/2014	Variation	Annual Budget	
	Actual	YTD Actual	Budget	TYD / Budget	EOY	Comment
Admin	16,592	177,744	146,445	Over 31,000	172,206	Rates and taxes (\$57k over). FAC to confirm this allocation be removed from the P&L Statement based upon there has been no invoice issued by Revenue SA. The land tax is in dispute with Revenue SA/lawyers. \$30k variance is a combination of computer expenses, investigation / consultancy, repairs maintenance, Admin wages. Some costs recoverable with insurance claim.
Bar	7,429	59,058	47,961	Ahead 12,000	58,450	Performing ahead of budget.
Bar Catering	138	1,121	1,200		1,440	Tracking to budget.
Gaming	58,872	601,988	578,856	Ahead 23,000	687,695	Performing ahead of budget.
Kitchen	444	22,399	32,350	N/A	N/A	Cost of sales at 41.3% an average of 40% will be achievable as Bistro turnover grows. Wages managed to 41.4% (less than previous month).
NET PROFIT	49,403	462,024	449,222	Ahead 13,000	535,759	Tracking ahead of budget. Preparation of the 2014/15 Budget and Chart of Accounts has commenced.



Executive Report Financials: Period Ending April 2014

Squash SA

Squash SA SUMMARY NET PROFIT / (LOSS)	Month Apr	Month Apr	Year to date 2013/2014	Variation	Annual Budget (EOY)	Comment
	Actual	YTD Actual	Budget		Budget	
Admin	17,531	233,493	223,797	Over 10,000	262,282	\$9,875 Extraordinary expenses – this is a book entry figure as a result of tidying up the Balance sheet (Electronic Clearing Account). Other non-budgeted items include \$1,800 glass court storage cost and \$4,000 late FEG project payment (West Adelaide)
Pathways	8,244	124,118	123,650	Over 500	149,750	A total staff bonus allocation is factored in Admin (not individual departments). Staff bonuses have been reported in individual jobs/departments to be transferred by Finance Officer at EOY.
Pennant	17,440	2,460	12,800	Over 10,000	2,550	Income \$7,500 down. Autumn Pennant fee increase not actioned per Board direction. A total bonus allocation is factored in Admin (not individual departments). Staff bonuses have been reported in individual jobs/departments to be transferred by Finance Officer.
Racquetball	300	4,119	4,900	Under 800	200	Tracking to budget.
Racq Nationals	1,938	738	0		2,750	Tournament overall financial report close to budget.
Regional Dev.	426	6,533	3,790	Over 3,000	400	Services Provided (income) below budget projections due to local vintage. Vince Trotta has been appointed on an incentive basis.
Senior Tourn.	2,663	3,955	4,000	Over 4,000	4,000	Tournament expenses (prize money) sponsorship income will balance/cover cost. SA Open Tournament Directors contract fee.
TOTAL	9,186	361,958	329,537	Over 32,000	410,132	Overall budget expenditure variations as a result of extraordinary expenses (book entry admin) and late FEG grant. Projected income down due to Board decision not to increase Autumn Pennant squash and racquetball fees. Preparation of the 2014/15 Budget and Chart of Accounts has commenced.

INFORMATION THAT IS WORTH SHARING

Mike Corren won 2 recent PSA events in NT, now has 49 career titles and is gaining a lot of media exposure on FB and squash websites worldwide.

RECENT GLORIOUS SUCCESS

The Squash Australian Junior Team selection has seen 4 South Australian players chosen to represent Australia. This is a record number of South Australian junior squash players selected in a single National team.

- Alexandra Haydon, Girls U13 (Adelaide Malibu Squash Club, Henley Beach)
- Lauren McInerney Girls U15 (Clare Squash Club)
- Lauren Aspinall Girls U17 (Campbelltown Squash Club)
- Alex Oswald Boys U17 (Norwood Squash)

South Road 'the Southern' Signage and Building Plans lodged with Mitcham Council, after 18 months of drafting and re-drafting.

4.1.1 2014 Strategic Planning

PS and Donna Evans, Director, Making Things Happen, have commenced the Strategic Planning framework and planning process. Staff met on 29 May 2014, to prepare an initial plan for review and input by the Board and key stakeholders. The strategic plan will take the following format;

- Re-defining who we are and what we do
- Review - Organisational and Governance framework that forms the basis of our Strategic Focus
- Review Strategic priorities - key areas of focus for the organisation for the next 3 years derived from Member feedback (surveys), 360 Stakeholder Review, Strategic Planning learnings paper
- A call to action – a 20 point plan

PS spoke on the **Pyramid of Strategic Priorities**, where organisational excellence underpins five critical areas for improvement. This demonstrates where time, resources and priorities will be spent.



A Board Strategy Workshop will be held to review and provide input to the draft Strategic Plan.

- Links to and reflection of the SDOG Board paper
- Debate and challenge the vision, aims and objectives of the Association
- Discuss and refine the draft 20 point plan

It is proposed the Board Strategy Session will be held in June 2014. The Board preference is to have the workshop in a central location. PS to speak to Elroy Todd who previously offered his workplace board room. PS to send a few date options to the Board for late June, early July.

The Board suggested the draft Strategic Plan is a good starting point, and noted additional items to be incorporated such as club/venue operations, new markets for squash, delivery, changes and resources. Need people on the ground to make these things happen.

The Board asked for an overview of South Australia's current squash and racquetball venues, including the status on the ownership and management models for each venue. The Board offered it is essential to have clubs on board, with a level of compliance and to cultivate continual improvement in current Clubs. The Board also mentioned that for insurance purposes, the venue needs to be up to standard and well maintained.

4.1.2 Tonsley Park Development Tour

The Finance Committee and PS have discussed preparing a preliminary scoping study to investigate the development of a squash and fitness facility with licensed bar/bistro at the Tonsley Park Precinct. The scoping study would determine

- Order of things that would need to happen
- Who are the stakeholders?
- What are the resources and timeframes?
- What business models would need to be considered?

The Finance Committee resolved that rather than appointing an outside consultancy to carry out a scoping study, the Finance Committee has the skillset to undertake this. PS will prepare a detailed brief and recruit a specialist working group to be assigned to this project.

PS has met with Renewal SA and Colliers International to discuss an itinerary/ program for the Tonsley Park Tour. The Tour will be conducted for Board and Finance Committee Members, the working group and other key stakeholders. It is anticipated the tour will take place in June 2014 pending availability of the various stakeholders.

4.1.3 Campbelltown Redevelopment

Further to the March Board discussion - Campbelltown Council lobbying strategy:

- PS met with Kevin Lowe, General Manager, Urban Planning and Leisure, Campbelltown Council, to request a deputation to Council by Squash SA.
- Kevin confirmed that Council has adopted Option B (\$22.7M redevelopment) and has assured PS that the provision of 6X squash courts will be included in the redevelopment and has the support of Council.

- Kevin confirmed that Council had received (and considered) the submissions lodged by Squash SA, Campbelltown Squash Club and squash players (rate payers) during Council's consultation period.
- PS has extended the offer for Squash SA to deputise to Council at a later stage (and as the project develops), which Kevin will raise with Paul De Iulio, CEO, Campbelltown Council. Kevin seemed quite supportive of an individualised deputation by Squash SA (as a key stakeholder) sometime in the future.
- A delegation from Campbelltown Council visited the Rex on 21 May 2014, to look at the squash court design and multi use aspects.
- Council have indicated work will commence on the new Campbelltown Leisure Centre Redevelopment in December 2014
- It is recommended that either PS or a Board representative nominate to join the Councils Leisure Centre Redevelopment Working Group. PS to follow up with GD.

4.2 OHS Report

No OHS incidents or accidents to report.

5. FINANCE (Reports Circulated Electronically)

5.1 Income Statements Squash SA and Racquets SA

SBA spoke to the Racquets SA financials. SBA is in the process of trying to analyse the demographic and preferences of patrons at the venue. From this, there will be an overhaul of the menus and member discounts which will help to keep the venue profitable.

Upgrades to gaming machines will be added to the Budgets for the next financial year. BC spoke on gaming technology, and potential improvements required for gaming machines over the next few years.

Racquets/Southern is tracking to budget. Insurance claim outstanding.

PS spoke on the Squash budget explaining; a book entry error in Admin. Pennant income is under due to the decision not to increase fees for 2014 Autumn Pennant. The Finance Committee recommended a \$5 fee increase in place for 2014 Spring Pennant, which the Board endorsed. PS explained a deposit was paid for the Gala Dinner being held next financial year.

New chart of accounts is being prepared ready to start with the new Xero accounting software on 1 July 2014. Staff training for the Xero software has begun.

In addition to the summary provided in the GM Report and explanations, the Finance Reports were accepted by the Board.

5.2 High Level Cash Flow

Table and discussions included in the General Manager's report.

6. GENERAL BUSINESS

6.1 2014 Spring Pennant Team Nomination Increase

As discussed in the Finance, the pennant fees have been held for the past two years. The Finance Committee have recommended a fee increase of \$5 per player, with a view that the fees shall remain fixed a further two years (if viable)

The Board adopt the Finance Committee recommendation of increasing fees by \$5/player.

6.2 D Whan General Discussion Paper

Land tax issue is an ongoing which Dave Whan has summarised in a 2 page report issued to the Board. When the investment properties were demolished to become a car park, the titles were amalgamated to one (1303). Revenue SA identified this and decided SRASA needed to pay land tax. An Appeals process to have the land tax withdrawn has commenced by our lawyers without an outcome to date. DW would like to talk direct to Revenue SA to appeal for either whole exemption status, or partial exemption (carpark). The Board agreed on terminating Andrew Rogers Lawyers appointment, and are comfortable with DW to act on SRASA's behalf in negotiations with Revenue SA. DW to report to PS after discussions with Revenue SA.

6.3 James Rogers

JR introduced himself to the new Board members, explaining his role at Squash SA. JR spoke to his report in the GM report. Congratulations to the Juniors who played in the AJO, and juniors who have travelled to Malaysia to play for Australia. JR explained a number of media releases were sent out, the Northern Argus ran this release.

JR made mention and thanks to Anvers/Ramelec for sponsoring junior squash in South Australia.

JR mentioned the new implementation of SMS Broadcast, and how it is proving to be a great way to advertise Squash SA events. Plans to expand on this to advertise future tournaments.

The Board spoke on junior programs currently being implemented by Squash SA, and what the conversion and dropout rates are. The next strategic plan will focus on ways to improve this. Venues play a big part in this, clubs need to encourage junior players and have good quality facilities that make juniors proud of playing squash.

7. POLICY

Drug and Alcohol Policy – The Southern to be implemented. Thorough document, allows us to drug test if needed, and the repercussions of a positive test.

Board to endorse the policy. Policy to be circulated via email.

8. CORRESPONDENCE

In

Karadinga Premier League Team

Out

9. SQUASH AUSTRALIA

9.1 Squash Australia AGM

The Squash Australia National Workshop will be held in Brisbane on Saturday 14 June 2014, followed by the Annual General Meeting held on Sunday 15 June 2014. Squash SA's Board delegate will be Kym Tessari and second delegate Phil Sinnott.

PS will be presenting the following papers at the National Workshop:

- "Get Moving, Play Racquetball" a National approach.
- "Sustainable Sporting Hubs, the future of partnering with government facilities"

Eight candidates have nominated for three available Directorships on the Squash Australia Board. The candidates are:

Mark Goldstone	Squash SA
Matthew Hansen	WA Squash
Carol Kawaljenko	Squash NT
John Lee	NSW Squash
David Mandel	Squash Vic
Michelle Martin	NSW Squash
Dale Robbins	Q Squash
Marcus Smith	Defence Squash

PS and KT discussed Squash SA's voting preferences with the Board.

The below statement has been prepared by Mark Goldstone in consultation with PS on behalf of the Squash SA Board;

"There is no doubt that Squash Australia is in need of urgent intervention, if it is to redress issues of concern to many of its members. I feel that an injection of new Board members is critical to delivering necessary reform across all facets of the organisation.

I am prepared to offer my assistance on the basis of a strong reform agenda.

I have over 25 years experience in management within Local Government, and I am currently employed as CEO with the City of Prospect in South Australia (a position I have held for the past 6 ½ years). I have been a member on a number of Boards and committees and have extensive experience in corporate governance.

Until recently I was associated with Squash SA (7 years) as Board Member and President (4 years). During that time I worked to achieve a progressive, high performing organisation respected by its members.

I have recently stood down from the position of President of Squash SA to pursue other interests. As any potential conflict between squash SA and Squash Australia has now been removed, I feel it is opportune that I put forward a nomination for a position of Board Member, Squash Australia. It should be noted that the Squash SA Board are unanimous in their support of my nomination. Ongoing discontent with the current practices and performance of Squash Australia is an issue of concern. I believe that should decisive action not be taken there is a real danger of the squash community being irretrievably damaged.

It is my view that this election is critically important to the future sustainability and viability of Squash Australia. The creation of a high performing, stable Board, with strong support from members is vital.

*I would appreciate your support for my nomination
M.Goldstone .”*

10. NEW BUSINESS

Squash SA received a faxed letter from the Karadinga Premier League Player regarding Player Referee Sessions, as they felt that Premier League players should not be required to attend the sessions. The Board discussed the letter, with further input from PSt who is a part of that team. The Board decided no teams should be except from attending the Player Referee Sessions, as it is a good education and reminder on all of the squash rules.

The Board suggested to reduce the players required to attend to 2 team members, and promote self-education through their team. They also requested considering online training or a session via a group skype webinar.

Letter to be sent to Karadinga Premier League, believe all players should attend, but review of other aspects.

11. CONFIDENTIAL ITEMS (IN CAMERA)

12. BOARD DIARY

Next Meeting: Monday 5.30pm, 28 July 2014

2014 SA Open Finals – 14 June 2014

Gala Dinner – 13 September 2014

Squash SA AGM – 15 September 2014

13. CLOSE MEETING

Meeting closed at 8pm.