

SRASA BOARD OF DIRECTORS MEETING

MEETING: Board Meeting Monday 24 May 2010

LOCATION: 6.15pm for a 6.30pm start
Prospect Council Offices
128 Prospect Road, Prospect

1 ATTENDANCE

1.1 Present:

M. Goldstone (MG)	C. Johnstone (CJ)
R. Tisher (RT)	J. Wass (JW)
S. Cope (SC)	D. Giles (DG)

1.2 Ex Officio:

P. Sinnott (PS)

1.3 Apologies: S. Allan (SA) ; A. Proctor (AP)

1.4 Guests: Jane Intini, Marketing Manager
Patti Wilson, Membership Manager
John Cranwell, Pathways Manager
Tanya Virgens, Competitions and Administration &
Will Gray, Pennant Registrar
Rod Shearing, Auditor

2 PRESENTATIONS – 6 MONTH STRATEGY

Presentations made by new staff members outlining strategy for next 6 months. Leading points from each presentation included:

Jane Intini, Marketing Manager

- The Logo
- Re-Branding
- Social Networking (SN)
- Website
- Raising the profile of Squash
- Developing the media message
- Research – marketing survey
- Facilities
- Ideas

Patti Wilson, Membership Manager

- Member Services
- Re-establish Relationships
- Standards – Systems and Service
- Why become a member? – To belong
- Member benefit Scheme

John Cranwell, Pathways Manager

- Formalise and Initiate Agreements with Focus Schools/Clubs
- Review Schools Programs
- Build Sustainability of Junior Specific Club Programs
- Focus on Social and Grassroots Participation and Retention
- Convene Pathways Planning Workshop

Tanya Virgens, Competitions and Administration & Will Gray, Pennant Registrar

- Define and Review Pennant Structure
- Player Communication
- Matrix.

Mark Goldstone thanked Jane, Tanya, Will, John & Patti for their presentations and commented it was good to see the new strategy coming together. He felt the presentation itself outlined a clear way forward for Squash SA which will make SA the leading Squash Association in Australia.

Mark reiterated that the Board offers strong support for the new initiatives and encouraged new team members to continue to engage with the Board in their roles.

Mark raised the question “How can the Board promote itself to the squash community” to the new team members, whose responses included:

- Transparency, by attending events on mass – show a presence, communicate with members – introduce yourself and position, visibility at squash centres, branding (clothing).

3. URGENT BUSINESS ARISING FROM PREVIOUS MEETING

3.1 Purchase of ICA Facility

Briefing paper presented to Board by Phil Sinnott regarding possible long term investment option for Squash SA.

Action	Responsible	By When
Board discussed briefing paper and have agreed to adopt points 1 to 6. 1. SRASA <u>does not</u> proceed with the purchase of the ICA property, as we do not have the financial capacity to carry out the strategies identified in the 2010 strategic plan as well as service a loan to purchase the ICA property. 2. SRASA <u>does not</u> proceed with the purchase of the ICA Centre, as this project would see financial resources directed into a single project for up to (or exceeding) 10 years. 3. Squash SA continue to explore avenues to strategically position new squash facilities including within sports hubs and multi use venues that will service population growth and ‘gap’ areas as detailed in the 2010-2013 Strategic Plan. 4. To develop and implement a staged state wide facilities maintenance program. 5. Financial investments should be staged over a period in order to cash flow and fund several smaller scale facility developments 6. Squash SA maintains a strong commitment to rebuilding participation numbers to ensure sustainable facilitates. Moved: Danny Giles, Seconded Cheryl Johnstone. Carried.	Phil Sinnott	24.5.2010

3.2 2010-2013 Cash Flow Projections

Paper presented by Rod Shearing PNA Auditor and Phil Sinnott, providing an overview of cash flow and investments outlining:

- Investing in Squash infrastructure – fix or redevelop
- Purchase property, looking at existing owned properties – what are their best uses?
- Trends in hospitality – gambling, staff retention, need to reassess income growths from Racquets.

Board to discuss investment strategy for Squash SA.

General Board discussion points included:

- Partner with clubs through grants program - need to work alongside new “drive” of Squash SA.
- Some clubs may be able to obtain government funding for capital expenditure
- Initial outlay will be high, with ongoing maintenance a smaller cost
- Suggestion to contact Rural Councils who own courts, to partnership with Squash SA for investment
- Court owners – improve facilities – with Squash SA plan to send people to facilities. More people – more income, court owners will have more funds to assist with facility upgrades.

Discussion to be carried over to Board Meeting 31.5.2010

3.3 2010-2011 Draft Operating Budgets

Carry over to meeting 31.5.2010

3.4 Racquets Car Park

Action	Responsible	By When
Continue with recommendation from December 2009 briefing paper. (November 2009 Minutes 5.3; December 2009 Minutes 5.8; January 2010 Minutes 5.5; Workshop Minutes Feb 2010 5.2 – Engage ADS Architects)	Phil Sinnott	Ongoing.

3.5 State Presidents Dinner (Squash Oz)

Action	Responsible	By When
Mark Goldstone endorsed to attend. RSVP to be forwarded.	Phil Sinnott	June 1 st 2010.

3.6 Employment Contracts and Position Descriptions sign off

Action	Responsible	By When
Employment contracts and position descriptions people below have been signed off by Phil Sinnott and Mark Goldstone: <ul style="list-style-type: none">– Jane Intini, Marketing Manager– Patti Wilson, Membership Manager– Tanya Virgens, Competitions and Administration– John Cranwell, Pathways Manager		Information Item.
Accept contracts and position descriptions. Moved Cheryl Johnstone, Seconded Jack Wass. Carried.		

3.7 Country Development Proposal

Proposal tabled to board to pursue country squash development to work towards survival of clubs.

Action	Responsible	By When
Call for expression of interest (along with 3.8 below) for person to undertake project.	Phil Sinnott	31.5.2010

3.8 Stage two - Organisational Structure

Action	Responsible	By When
<ul style="list-style-type: none">▪ Expressions of interest for upcoming development roles to be called for via Squash SA media systems.▪ Position Description to be worked up in broad terms. Moved: Richard Tisher, Seconded: Steve Cope. Carried.	Phil Sinnott	June Board Meeting

4. OTHER BUSINESS

4.1 Registrar – Player Nominations

Will Gray Pennant Registrar presented paper outlining current bylaws troubling members.

- Bylaws on website are old ones - 2009.
- Updated bylaws are in Pennant Booklet which should be held by all Pennant Players, but not updated on website.
- It was noted that Bylaw (17)i - was introduced after demand from players.

Action	Responsible	By When
Bylaw 17(i) <ul style="list-style-type: none">– To be enforced.– Approach teams directly affected :<ul style="list-style-type: none">○ teams that have attended training session - review competency session section○ those who did not attend will have bylaw applied.– Old Bylaw reference to be removed from website as a matter of priority.	Will Gray	25.5.10
Review player referee accreditation program next season and look at alternate referee user pay system.	Will Gray	Next Season.
Will to draw together list of people who have expressed an interest to join the Pennant Committee, present to Board for approval by next meeting.	Will Gray	31.5.2010
Pennant Committee to perform a complete overhaul of all bylaws when appointed, and report recommendations to Board.	Pennant Committee	When After Appointment.

4.2 Letter from Whyalla Squash Club

Letter from Whyalla Squash Club seeking assistance and advice regarding sustainability challenges being experienced by club.

Action	Responsible	By When
Phil Sinnott to engage Grant Norman to undertake a joint meeting with the Whyalla Squash Club. Moved Jack Wass, Seconded Danny Giles. Carried.	Phil Sinnott	ASAP

4.3 General Manager - Review

Action	Responsible	By When
Recommendations from outcome of General Manager review will be forwarded to Board members for review and approval.	Mark Goldstone	ASAP

4.4 6 Month Strategy Presentation & Newsletter

Action	Responsible	By When
Copy of presentation to be electronically forwarded to Board members and published online.	Phil Sinnott	ASAP
Coloured copy of newsletter to be printed and displayed on each clubs notice board.	Phil Sinnott	ASAP

4.5 Junior Rankings

Action	Responsible	By When
Board ratifies junior ranking as circulated. Moved Danny Giles, Seconded Jack Wass. Carried.		Information Only.

5. NEXT MEETING

Meeting: 31 May 2010
6.15pm for a 6.30pm start
Racquets SA, 1303 South Road