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Oceania Squash Federation
Confederation of Australian Sport
Australian Olympic Committee

6th December 2012

Memo To; Squash Australia Member States & Territories (President, President's Council representatives & EOC members) and Squash Australia Directors
Cc Squash Australia staff
Re: Specific Outcomes of Squash Australia President's Council (1st) & Board meeting (2nd) December 2012.
From: Gary O'Donnell CEO

Amongst numerous discussion items considered by the President's Council and subsequently the Squash Australia Board, over the weekend of 1st and 2nd December in Melbourne, two matters required input of the Member States and Territories and then consideration and advice of Squash Australia Board decisions to the Members, those matters being the Australian Open and 2013 Subscriptions/ Squash Matrix.

Australian Open

The President's Council discussed the 2013 Australian Open in the context of the substantial loss associated with the 2012 edition and the location of the Open from 2014. The outcome of which was the formation of a Working Group (coordinated by Mark Goldstone) which would include representatives of each of the Members, to look towards finding a 'new future' for the Australian Open.

The SA's Board at its meeting subsequently discussed the 2013 Open and resolved that the organisation could not risk an unfunded loss and it would be irresponsible to do so. The Board being cognisant of the President's Council's wishes, requested Steve Bowen speak with Mark Goldstone on the matter and in particular provide the thoughts of the Board with respect to the 2013 delivery.

A summation of those discussions is.

File note Monday 3rd December 2012 - Formation of Australian Open 2013 Working Group

At the President's Council meeting held in Melbourne, Saturday 1st December 2012 at the suggestion of Mark Goldstone (South Aust) and with him as Chairman, a Working Group was resolved to be established to consider and make suggestions on the Australian Open for 2013 (and possibly beyond) on various matters including:

- 1. Minimising financial risks*
- 2. Reducing losses*
- 3. attracting sponsors*
- 4. etc, etc, etc*

The Working Group, with an expected representative from each S & T, was not fully populated at the meeting with further nominations to come from members.

As a result of the Board discussions on Sunday 2nd December Steve Bowen was requested to contact Mark Goldstone and advise him of the following:

- 1. The Board was very strongly opposed to taking the risk of incurring any large losses for 2013 and was only prepared to expend \$25,000 or incur losses to this level.*

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2. *The Board was not opposed to NOT having an AO in 2013 if the financial risk of having it was too high.*
3. *Time is of the essence, as contracts are needed to be actioned on the ACT facilities (venue, accommodation) if the Open is to be delivered in a like form to 2012, SQ A needs to finalise its 2013 operational budget and the AO is a very significant component or could be of that budget.*
4. *It is believed that the normally acceptable planning for tournaments was that if sponsorship was received equivalent to the prize money, then the tournament could be run at a break even or better financial result. With Squash Aust providing effective financial support/ sponsorship then prize money needed to be capped at this amount. i.e. \$10,000 - \$12,500 for each of men and women.*
5. *That it would be almost impossible to make a change of this nature in ACT (as amongst other matters the facilities available were not suitable)*
6. *That it was proposed that an EOI be promoted on which S & Ts would be interested in running the 2013 AO. NSW had already expressed their willingness to fill the void if required and would also respond positively to the EOI. NSW Open prize money is currently \$10,000 plus \$10,000 and is included in the Calendar for the weekend prior to the AO.*
7. *That hopefully the chosen venue (S & T) could be ongoing for 2-3 years or more.*
8. *It was vital that the proposed working group be consulted with prior to a final decision.*

Steve Bowen spoke to Mark Goldstone on these issues with the hope that the Board's views could be actioned asap and that 'no toes were trodden on' in the proposed Working Group.

Mark was totally supportive, given his main intent was to ensure that a tough (very tough) financial line was taken in this regard and as the Board had clearly taken a strong stand as he hoped for he was happy that the Working Group not proceed.

Steve Bowen advised that he would provide details to GO'D who would advise S & T's of this situation and action.

Steve Bowen Director

As a result, the Board's view that an EOI or like will be distributed concerning the 2013 Australian Open will be actioned ASAP.

Subscriptions & Squash Matrix

The President's Council discussed both the Squash Matrix redevelopment and the change of the current subscriptions program to a per participant registration system. *[Nb for purposes of consistency our aim is to use registration as a term for individual participants while organisations (i.e. clubs to state/territory or state/territories to SA) join by becoming an affiliate.]*

The Matrix rollout and 'realities of the change' were discussed and the 'just launched' Matrix mobile site was toured by the Council members. The Council rightly acknowledged the achievements with Matrix since the July 2012 President's Council.

Subscriptions - The members were aware of the Board's view that a 'full pennant player having a \$30 per participant price point to SA including IT, Insurance and registration fee' should come into operation. Aspects such as the system's method to distribute funds and what can be vended through the system were clarified. Director Marcus Smith overviewed the invoicing process which the new Matrix will be able to facilitate. The Council discussed the benefits and time saving aspects of an integrated system and sought that the education/communication tools be developed to assist the projects implementation. The conduct of trials was also discussed at some length with ACT and Tasmania the nominated candidates in 2013.

The Board discussed at length Squash Australia subscriptions for 2013 and the immediacy of a decision for 2014 subscriptions consistent with the provisions of the SA Articles that 2014 fees are to be set at the 24 March 2013 AGM. The Board resolved;

1. The 2013 Subscription level be based on the 2012 system (banded) plus CPI at 2.0% (*ABS advice for the year through to September 2012 quarter*) to be collected over four payments as per the process used in recent years.
2. For the members whom trial the per participant system in 2013, the registration fee component be deducted from the subscription payable under item 1.
3. The per participant registration structure be developed for a motion to be put to the March 2013 AGM for 2014 implementation.
4. The IT fee be set at \$5.00 per player per annum effective 1st July 2013.

The 2013 Member Service Agreement to be drafted and distributed to Members, reflective of these determinations ASAP, with the due date for MSA's to be in late January.

For advice and necessary member information and action.

Yours sincerely,



Gary O'Donnell
Chief Executive Officer