



The Board moved that Squash SA and Squash Victoria prepare and lodge a joint submission to the Squash Australia Governance Review.

*Moved: Sam Abishara*

*Seconded: Alex Ryan*

*Carried.*

#### **4. GENERAL MANAGER'S REPORT**

##### **4.1 General Overview Report**

###### **4.1.1 OHS Report**

No OHS incidents or accidents to report.

###### **4.1.2 General Report**

PS presented the General Managers Report noting:

###### **STRATEGY**

- The GM, Operations Coordinator, Grant Norman, and Metro Development Officers - James Rogers and Andrew Edwards, met to discuss the Participation and Pathways focus areas over the coming 6-12 months. The key outcomes included will be provided at the November Board meeting.
- Discussions continue with the AIS Squash Programs Head Coach around Squash SAs underpinning program model and funding levels. The J.A.C.C will consider the manual and governance structure as part of the overall program structure review, for future advice to the Board.
- The Senior Co Ordination Advisory Committee, Women's Committee, and Pennant Committee will meet collectively on 29 October, to debate changing the traditional format of State One Men's and State One Women's Competition (a full report is provided in 6.1).
- The Chair, Women's Development Committee, GM, and staff met with the SANFL Women's Development Officer to discuss the SANFL's success with introducing programs that target women and girls. The group developed a number of action strategies to be implemented as part of the Squash SA Women's Development Strategy.

###### **FACILITIES**

- The GM has provided input to the LGA Research Report for the Guidelines for the Sustainable Management of Community Recreation Facilities.
- The GM has provided input to the South Adelaide Squash Centre Management Committee Insurance Claim regarding the fire damaged administration office.
- The GM has approached Prince Alfred College Administration via PAOC Squash Club, to explore the potential for Squash SA to establish a Squash focus that would resource the school and maximise utilisation of the new courts at the multimillion dollar leisure centre, due to open in 2013. The GM was advised by PAOC Squash Club usage rights are still to be determined by PAC Administration, and that the school has not yet finalised its position regarding school and community use of the leisure centre.
- The General Manager has continued discussions with Tennis SA to investigate possible office space. Tennis SA is compiling rental fees and a timeframe, for further consideration by the Board.

- The GM and Club Manager negotiated a 12 month extension to the Catering Agreement with Spring-A-Food Services (to November 2012). A further right to exercise a 5 year option is conditional upon mutual agreement by both parties and is subject to the outcome of the Racquets SA Review.
- Racquets SAs point of sale loyalty software (Bluize) has been set up to track patron movement throughout the venue's Bar, Gaming and Bistro point of sale cash registers and loyalty nodes. The Club Manager will present a monthly analysis of patron spend trends and the connections between patron movement for the venue's bar, gaming and bistro areas.

## **SERVICES**

- On Sunday 21 October, Squash SA hosted the inaugural REX "Vintage Cup". Players from Barossa Valley Squash Club competed against the Clare Valley Squash Club in the tournament that was endorsed by the WSF's World Squash Day. Nationally, approximately 50 clubs took part in the World's Biggest Squash Game, in a global initiative for World Squash Day, which formed part of the 2020 Olympic Games Bid Campaign.
- The GM represented the Board and Squash SA at the State Development Squad uniform presentation and presented the 2012 State Team uniforms to team members. The GM acknowledged and thanked the contribution of the Junior Advisory Co ordination Committee, State Senior Coach, Coaching Pool Members, Parents and the 2012 State Team Officials. Team members and parents all agreed that having an official uniform presentation and get together was important.
- The GM also attended the Australian Junior Championships in Hobart from 06-09 October. This was a great opportunity to see the State Team in action. The State Squad illustrated talent, athleticism, passion and sportsmanship by Players throughout their matches. The squads overall professional conduct and team support /camaraderie was reflective of the relationships that have been established over the past 8 months of Development Squad trainings. Results include Under 15 Girls first place, Under 13 Girls second place and South Australia 5th place overall (where they were seeded).
- Squash SA Administration oversaw the practical implementation of the new Pennant Complaints and Tribunal Process.
- The GM has prepared a funding submission for the 'Back on the Ball Program' under the Sport and Recreation Development and Inclusion Program.

## **STAFFING**

- The GM appointed Michelle Sterry to the position of Member Communications (0.4 FTE). The Position is responsible for managing the IMG Online Player Registration System, delivering Squash SAs Member Communication Strategy and maintaining Squash SAs website.

## **COMMUNICATION**

- Following consultation with the Marketing Advisory Committee, the GM has engaged Honey Web communications to design a new look Squash SA Website Front Page and an Electronic Newsletter Publication.
- Squash SA widely promoted the Active Club Funding Program to metropolitan and country Clubs.
- Squash SA advised appropriate candidates of the SASI 2013 High Performance Scholarship, Talented Athlete and Country Athlete Award Scheme.

## **GOVERNANCE AND ADMINISTRATION**

- The Executive Officers Group attended the Opening of Squash NT's State Squash Centre and will meet to discuss the National Facilities Strategy, 2012 Australian Open evaluation, 2012 AJC Tournament evaluation, future format of the Australian Teams Championships, National Participation Strategy, National Insurance Program, and Matrix Fee structure.

## **RECENT GLORIOUS SUCCESS**

- Mike Corren won his 42nd and 43rd PSA titles with victory in the North Coast and Christchurch Open's

### **2012 Australian Junior Championships**

- Stacey Cope, Bianca Burnard and Lauren Aspinall, First Place, Under 15 Girls.
- Lauren McInerney, Alex Haydon and Cherie Surman, Runners Up, Under 13 Girls.
- South Australia finished 5th Place in the Teams Event (where they were seeded).
- State Team athletes represented South Australia professionally.
- Thank you to Team Manager Katrina Jones, and Team Cooks Karen Burnard and Karen Cope for their efforts throughout the entire event. Well done to Senior Coach James Rogers and Assistant coach Tanya Marlor for their tireless work on and off court over the 11 days.

PS spoke that the highlight of the AJC was the South Australian juniors professional behaviour and team camaraderie.

## **5. FINANCE (Reports Circulated Electronically)**

### **5.1 Bank Statement and Cash Flow Position (PT)**

The GM tabled the 2012/2013 First Quarter Budget Review. The report provided an analysis of the YTD actual figures compared to the EOY forecasted position. The report outlined possible variations.

Overall Racquets SA is tracking to budget. If current gaming trends continue, the EOY net profit should be favourable and ahead of budget.

Overall Squash SA is tracking to budget. Pathways income is not drawing projected income and expenditure will need to be managed tightly to prevent EOY over expenditure.

The Report noting the correction to the typographical error pathways \$200,000 to reflect (\$200,000) expense.

The Board approved the 2012/2013 First Quarter Budget Review with the above change to Pathways (\$200,000).

Philip Teale tabled the September income statements and discussed the cash flow position. Overall the organisation is tracking to budget as outlined in the GMs report, with Racquets SA performing well in the past few months.

P.Teale noted the voluntary pre commitment for gaming venues, which will be tabled for discussion in detail at the November Board meeting.

## **5.2 ANZ Loan Structure**

In August 2011, the Board resolved that the Finance and Audit Committee investigate restructuring the commercial bill and ANZ loans with the view to fix payments over an extended period of time, in order to free up cash flow.

The GM, Finance Director D.Lipschitz and Finance Officer have met with the ANZ Bank. The balance of the ANZ loan for the car park is \$230,000 and is the Barossa Courts \$137,000. The ANZ Commercial bill is due to expire late November.

The GM, Finance Director D. Lipschitz and Finance Officer recommend that SRASA consolidate both loans, under one loan (\$367,000). The loan would be structured 50% fixed and 50% variable for a period of 20 years.

Cash surplus as a result of easing up cash flow will be invested in the SRASA V2 Investment account attracting high interest return. The variable component of the loan would be paid down as determined by the Finance and Audit Committee and Board.

The Board moved that item 5.1 and 5.2 be accepted.

*Move: Sam Abishara    Second: Lynton Franzi    Carried.*

## **6. GENERAL BUSINESS**

### **6.1 Premier League Restructure (GD)**

The Pennant Committee, Senior Advisory Committee and Women's Committee met to restructure Premier League. It was proposed that 2013 Autumn Pennant remains as is, with the Spring Pennant to be replaced with a new format based on the top 24 players Matrix rankings. This will replace Premier League.

The Board discussed surveying players prior to introducing the new format.

It was resolved The Board supported in principle that the Committee(s) pilot the Super League Competition format.

The Board also suggested hosting a player information session, prior to the commencement of next pennant.

The aim of the Information Session would be to advise all State 1 players of the 'pilot competition structure' that will be introduced next Spring Pennant, and to answer any questions players may have around the competition structure and logistics.

Towards the end on the pilot season, Squash SA will conduct a player survey to evaluate the competition format. It was suggested hosting the Player information session from 7.00 to 7.30pm on 20th of November (the week of the minor round Pennant at Adelaide Malibu).

The Board supported the implementation to pilot the 2013 Spring Super League competition, with an information session to be held on 20 November 2012.

*Moved: Alex Ryan      Seconded: Alissa Proctor      Carried.*

## **6.2 Women's Development Strategy Update (CJ)**

In Cheryl's absence, PS provided an update regarding the Women's Development Strategy. The next step involves following up on the staff workshop, and engage players to support two key programs from within the Strategy. The final strategy and action plan will be distributed to the Board for comment.

## **6.3 2014 Racquetball Championship Update (SAb)**

SAb spoke that planning is underway for the 2014 Racquetball Championships. This will be tied in with other major SA Squash Events, Racquetball Championships on Fri, Sat, Sun – Barossa Open Tues, Wed etc, then SA Open. This should also attract top squash players to enter the Racquetball Championships. Sarah Fitzgerald to be approached to play an exhibition match at the SA Open. Having the events scheduled closely should also generate sponsorship interest. The racquetball dates need to be ratified by the Racquetball Working Committee. The Squash event dates are locked in for 2014 tournaments. Funding opportunities are being explored with Squash SA, Squash Oz, Barossa Tourism and Barossa Council.

Des is following up publishing the tournament with the local Barossa newspaper.

## **6.4 Michelle Sterry (Member Communications)**

Michelle spoke on her background, and her new role at Squash SA. Her role will include producing a monthly electronic newsletter, website updating and IMG registration system. Honeyweb are designing a new 'landing site', which will result in a cleaner promotional website.

## **6.5 Greg Hobba, West Adelaide Squash Centre Proposal**

Discussions recorded "in camera", Item 11.1.

## **6.6 Mark Parker, Somerton Squash Centre Proposal**

Discussions recorded "in camera", Item 11.2.

## **6.7 Tennis ACT**

LF showed a presentation demonstrating a private, public partnership involving Tennis ACT, Next Generation Health Clubs and ACT Government. LF spoke that the partnership couldn't go ahead without waiving of Government development application and lease variation fees. LF spoke that long term leases form a part of the strategy to secure the future of Tennis ACT facilities. Tennis ACT will be responsible for upkeep of their own courts.

## **6.8 Tennis SA**

LF presented the Tennis SA courts/Adelaide Oval redevelopment master plan showing the Western Stand will be 2 storey function centre, available for all tenants of Tennis SA.

To help optimise investment – outdoor broadcast vans/media implemented in the proposal. Also to further value, it is proposed to cover centre court which will be available to other sports who would like to run tournaments attracting high spectator numbers. Tennis SA has a vision for future development surrounding the Centre Court, which provides opportunity for Squash SA.

#### **6.8 Squash SA Office**

PS has approached Tennis SA to discuss leasing office space – cheaper lease, less space required now Squash SA has reduced staff levels. Timeline for Tennis SA is late February and Squash SA's lease expires at the end of January. PS will continue negotiations with Tennis SA regarding the meeting room, price and carparking logistics.

PS/GD to draft a letter to notify Brock Harcourts of the non renewal of the current lease at Goodwood Road, requesting a month by month extension if needed.

PS – Facility Committee to investigate Commercial properties to diversifying Squash income options.

The Board spoke of the need for more squash courts in Adelaide. Immanuel College may be interested in adding courts to lessen their school squash fees, with the option for Squash SA to lease courts after hours.

Action: Facilities Committee to meet and discuss preparing a consolidated facilities strategy that takes into account all of the options available and past learnings.

### **7. POLICY**

No policies to note.

### **8. CORRESPONDENCE**

#### In

8.1 Squash Australia Governance Review Terms of Reference

#### Out

8.2 Revenue SA Dispute (sent via Andrew Rogers Lawyers for Squash SA)

The Board discussed the wording “Has the *intention* to build squash courts at Racquets SA”. Racquets SA has housed administrative function of the sport, and building courts at Racquets SA has been discussed over the years. PS to draft an addendum to the correspondence to replace the wording with “*propose* to build squash courts at Racquets SA”.

### **9. SQUASH AUSTRALIA**

#### **Squash Australia Presidents' Meeting (M. Goldstone)**

MG reported that he will be attending the Squash Australia Presidents' Meeting on Saturday 1<sup>st</sup> December (at Squash Australia's cost). MG will table the outcomes following the Presidents' Meeting.

**10. NEW BUSINESS**

**10.1 Strategic Plan**

AR suggested to invite Neil McGackey to a SRASA strategic planning workshop in January. Neil specialises in grassroots programs and revitalisation of sports.

**10.2 Back on the Ball**

PS confirmed that Squash SA are committed to continue with the Back on the Ball program and that 8 juniors are still participating. Sanjeev to attend Rotary to discuss potential funding. Squash SA has submitted an application to ORS for \$8,000 program funding. PS to invite Sanjeev as a guest speaker at the Parks and Leisure, and Recreation SA State Industry Conference to promote the Back on the Ball program.

**11. CONFIDENTIAL ITEMS (IN CAMERA)**

**11.1 Greg Hobba, West Adelaide Squash Centre**

Discussions held 'in camera'.

**11.2 Mark Parker, Somerton Squash Centre**

Discussions held 'in camera'.

**11.3 Racquets SA Review Brief**

Discussions held 'in camera'.

**12. BOARD DIARY**

November Meeting Monday 29 November 2012 at Squash SA

December Meeting Monday 17 December 2012 (Brief meeting followed by Open House at Squash SA, drinks and nibbles for Christmas Celebration)

**13. CLOSE MEETING**

Meeting closed at 8.45pm.