

SRASA BOARD OF DIRECTORS MEETING

MEETING: Board Meeting Monday 28 November 2016

LOCATION: 6pm, The Southern Bar Gaming Bistro, 1303 South Road, St Marys

1 ATTENDANCE

1.1 Present:

S. Abishara (SA) (Chair)	E. Chrisakis (EC)	H. Martin (HM)	T. Melingakos (TM)
M. Naisby (MN)	M. Schmidt (MS)	P. Sinnott (PS)	P. Stevens (PSt)
R. Wait (RW)	D. Whan (DW)		

1.2 Apologies:

B. Cochrane (BC)

Staff Key (for actions):

Nyssa Bushby (NB)	Grant Norman (GN)	James Rogers (JR)	Michelle Sterry (MS)
Tanya Virgens (TV)			

PS welcomed Committees to the combined Board and Advisory Committee meeting (Presentation Discussions Items 3.1 to 3.6)

2. CONFIRMATION OF THE MINUTES

Minutes of the Board Meeting held on 8 August 2016 and the 2016 SRASA AGM held on 19 September were confirmed as a true and accurate record by the Board.

Move: Tom Melingakos Second: Helen Martin

Dave Whan notified the Board of his resignation. DW has been appointed to the Squash Australia Board, and in accordance with the Squash Australia Constitution, needs to step down from his position on the SRASA Board. SA thanked DW for his service to the SRASA Board and congratulated him on his appointment to the Squash Australia Board.

At the 2016 SRASA AGM George DeVizio advised he was not able to commit to a full further two years on the SRASA Board, but he would appreciate the opportunity to fill the casual vacancy. Dave Whan's resignation will create a one year casual vacancy position. Board will consider George DeVizio as a candidate to fill the casual vacancy position.

3. BOARD DISCUSSION ITEM

3.1 Women's Memorial Playing Fields

PS presented an overview of the investigations in to the Women's Memorial Playing Fields as a future site for the Southern and a multi use state squash centre. PS outlined;

- Multiple user groups on the site – Women's Memorial Trust Foundation, Football, Cricket, Hockey and Lacrosse
- Dependent on State, Federal and Local Government Funding
- Placement on site restricted
- Limited carparking
- 12,000 vehicles per day on Shepherds Hill Road

- Ayliffes Road Overpass – 13m above road height and cut into existing land. No access from Ayliffes Road to Women's Memorial Playing Fields

Action

1. To formally advise the Office for Recreation and Sport that the Women's Memorial Playing Fields is not a viable option for Squash SA.

Move: Matt Schmidt

Second: Patrick Stevens

3.2 Darlington Upgrade

PS presented;

- Original Tonsley Intersection Plans
- Tonsley Intersection Option 2 design plans
- Access to the Southern by South Road northbound

Action

1. To formally advise DPTI that the Tonsley Intersection Option 2 design plans are the preferred option.

Move: Patrick Stevens

Second: Ross Wait

3.3 Southern Catchment

The income from Members spend (over a one month period) has been mapped by postcode to show what side of South Road the majority of members come from and forecast the impact on the Southern during the Darlington Upgrade roadworks.

- Approximately \$200,000 per month spend east of South Road (behind the Southern)
- Approximately \$42,000 per month spend west of South Road
- This demonstrates the importance of communicating directly with patrons.

Action

1. Board to note.

3.4 1303 South Road Property Development

PS discussed the options that have been considered for 1303, and an overview of discussions had with various Members of Parliament. The only viable option is to look at a similar concept to the SA Health offices previously suggested, potentially replacing SA Health with a student accommodation. Timing is critical and should coincide with the interruption access to the venue during the Darlington Upgrade roadworks.

The Board suggested to look into a 'hardship grant' for Squash and Racquetball during the Darlington Upgrade roadworks interruption.

A quote has been submitted by John Rava to prepare a Business Study for the 1303 redevelopment. Critical to the business study is preparing building concept plans which will help illustrate and communicate to members and potential investors the vision for the site.

The Board discussed the quote by item, and made suggested changes. A Board Working Group to meet with John Rava asap to finalise the scope of work for the business study to be complete by the Board Planning Sessions.

The Board suggested Community consultation be added to the process to see the needs of the local area.

Patrick Stevens, Dave Whan and Ross Wait expressed an interest to be a part of the Working Group to assist with this project. Suggested that Bill Cochrane and David Lipschitz be invited.

Action

1. To formally endorse that 1303 is the preferred site to develop.

Unanimously agreed by the Board.

3.5 Tonsley on the Glass (JR)

JR gave an overview on the Tonsley on the Glass rollout strategy, speaking to the Gantt chart, and presenting logo options for Tonsley on the Glass.

The Board suggested to ensure proprietary/ownership of 24/7 software once created. Potential to sell program to Clubs in the future.

The Board gave feedback on the logo, suggesting the logo didn't need to follow the Tonsley Precinct 'feel' (logo colours and font) and 'squash 24/7' should be more predominant. Squash SA to organise a redesign of the logo.

Action

1. The Board note the report.
2. Squash SA to organise a redesign of the Tonsley Squash logo.
3. Secure proprietary/ownership of software.

3.6 South Adelaide Squash Centre (Held in Camera)

3.7 Squash SA Development Foundation Inc.

Grant Norman provided an overview of the Squash Development Foundation which currently sits dormant.

Squash SA Development Foundation has been established in order to have an independent group to fundraise for specific projects that Squash SA does not normally spend money on. The Foundation is incorporated and has been approved by the Office for Business Consumer Affairs.

The Foundation will seek bequests and host fundraising events.

The Committee recommended renaming the Foundation to The Squash and Racquetball Foundation. Board suggested adding South Australia, or as a separate line to the title.

The Foundation would operate independent to SRASA Board and Squash SA.

Action

1. Review the Foundation name
2. Investigate other Foundation models (including Board composition and membership)
3. Review current Constitution rules – membership. A lawyer to look over final version of Constitution.
4. Appoint Directors/Members
5. Have SRASA Board representation on the Foundation Board (one Board member)
6. Matter to be referred to the Finance and Risk Committee.

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

4.1 Strategic Direction, Strategy and Planning

4.1.1 Australian Racquetball Association Incorporated (SA/DW/PS)

The Australian Racquetball Association Incorporated has been approved by the Office for Consumer and Business Affairs. The Public Officer is Dave Whan and President is Sam Abishara. A website is being developed.

Action

To endorse and note the Incorporation of the Australian Racquetball Association.

Move: Ross Wait

Second: Matt Naisby

4.1.2 2016 Squash Australia AGM (SA/PS)

SA, DW and PS attended the 2016 Squash Australia Workshops and AGM. Dave Whan has been elected to the Squash Australia Board. Their Constitution requires Director's to resign from their respective State Boards. Dave will continue to be involved in SRASA Committee discussions and will report back to the SRASA Board on Squash Australia matters.

Squash Australia spoke of a new partnership with Schweppes - includes Gatorade and water. Squash SA to talk to local Clubs to see how this compares with their current contracts.

State bodies expressed concerns with the Affiliation structure and suggested Squash Australia trial the new CRM system first, iron out bugs, then look at incorporating. New CRM will give Clubs access to an online court booking system, which Clubs would need to pay a fee to use. Squash Australia intent to roll out the new CRM 1 January 2017.

Action

To note this report.

4.1.3 2017 SRASA Board Strategic Planning Sessions (PS)

2017 SRASA Board Strategic Planning Session has been scheduled for 11th and 12th February 2017 at a central location TBC. Day 1 The Southern, Day 2 Squash and Racquetball. Communication and marketing will be discussed on both days. A social dinner is planned for the Saturday evening. A facilitator from ORS will oversee the days with specialist presenters for each Workshop.

Board Members to nominate their preferred day, or both days to TV.

Action

The Board to diarise the date for the 2017 SRASA Board Strategic Planning Session. Briefing papers to be circulated in December.

Move: Tom Melingakos

Second: Matt Naisby

4.1.4 Marketing and Communication

Fuller Communications have been approached to develop a marketing and communication plan for;

- i. Tonsley on the Glass
- ii. Social media
- iii. Multi use squash courts

The Board suggested to look into Flinders Uni business college students who offer a full case study for marketing.

Action

Communications and Marketing to be included in the Strategic Planning Workshops.

Move: Matt Schmidt

Second: Matt Naisby

5. **GENERAL BUSINESS**

Reports from SRASA Staff and Committee Representatives

5.1 **The Southern Committee, 19 September 2016 (HM)**

HM gave a summary of the Southern Meeting held prior to the Board Meeting, explaining there was some discussion around the summer menu and cake display fridge. An effort has been made to scale back wages in recent weeks.

Bringing new business to the Bistro is key to improve Bistro patronage and performance.

Bill's consultancy role will come to an end at the end of this year.

Action

Board to endorse minutes and actions

Move: Ross Wait

Second: Tom Melingakos

5.2 **Squash and Racquetball Committee, 27 October 2016 (PSt)**

Squash SA is running to budget. CDON continues to be refined to improve efficiencies and participation growth. The Elite Athlete program was reviewed. Television coverage included Totally Wild and regular segments on the SA Sports Show.

Board suggested to look into holding a Youth Week event (April) – funding is available for this.

Action

Board to endorse minutes and actions

Move: Patrick Stevens

Second: Matt Schmidt

5.3 Financial Statements September and October 2016 (SA)

SA spoke to the October Financial Statements. Staffing costs under budget, bistro sales are down but improvement to cost of sales. Venue is operating at a good profit.

Action

Board to endorse September and October Financial Statements.

Move: Helen Martin

Second: Matt Naisby

6. POLICY

No policies to note.

7. CONFIDENTIAL BUSINESS (HELD IN CAMERA)

3.6 South Adelaide Squash Centre

8. BOARD DIARY

Board Strategic Planning
11 and 12 February 2017

SA thanked the Board, Committee's and Staff for their commitment and hard work in 2016, and is looking forward to exciting plans in 2017.

9. CLOSE MEETING

Meeting closed at 9.15pm.