

**SRASA BOARD OF DIRECTORS MEETING**

**MEETING:** Board Meeting Wednesday 26 April 2012

**LOCATION:** 6pm, Squash SA, 440 Goodwood Road, Cumberland Park

**1 ATTENDANCE**

**1.1 Present:**

G. DeVizio (GD)      A. Proctor (AP)      C. Psaromatis (CP) left at 8pm      P. Teale (PT) Chair

**Ex Officio:**

P. Sinnott (PS) - General Manager

**1.2 Apologies:** S. Abishara (SAb)    L. Franzi (LF)    M. Goldstone (MG)    C. Johnstone (CJ)  
A. Ryan (AR)

**1.3 Guests:** Damien Hill, Club Manager Racquets SA (apology)  
Des Panizza, Barossa Valley Development (DP)

**2. CONFIRMATION OF THE MINUTES**

Minutes of the meeting held on 28 March 2012 confirmed

*Moved: George DeVizio*

*Seconded: Alissa Proctor*

*Carried.*

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

**3.1 Racquets SA Draft Catering Agreement (D. Hill (apology), P. Sinnott)**

It was resolved that discussions in relation to the catering agreement shall be moved to the 'In Camera' Agenda items.

**3.2 Barossa Valley Development Update (D. Panizza)**

Des spoke on the Barossa Briefing Paper. Good Club numbers with Kerry Ward as the 'driver' for the Club. Junior sessions have been introduced with good results. Des runs the junior primary sessions, 16 participants. Jay Kulak runs Saturday High School sessions, 6 participants.

Sponsorship: Maggie Beer and Barossa Valley Toyota, The Vine Inn, plus wineries offering wine sponsorship.

100 hours court time available to Squash SA, however there has been some availability issues with State 2 on Thursday nights clashing with group fitness use of 3 courts until 8.30pm. Barossa run inhouse tournaments Thursdays nights. Des to resolve.

Entries for Barossa Valley Toyota Open close in 2 weeks.

PSA – 50 players entered (to date).

WISPA – 11 players entered (to date).

After Schools program designed by Squash Australia 'Oz Squash' to be trialled. Des will be introducing social morning squash on Wednesdays and will be introducing multi sport opportunities for schools (ie. squash and swim).

Des plans to establish a regional competition/championships between Clare, Barossa and Loxton Clubs, encouraging interclub matches once per year. Des and Grant to speak to the drivers of each Club.

The Board noted the Operational Plan for the Barossa Valley needs to be updated to include participation measures and racquetball. PS noted that all staff will be reviewing and updating operational plans as they were developed prior to the organisational restructure that occurred late in 2011.

### **RECOMMENDATION**

The Board accept the Barossa Valley progress report, tabled and discussed by the Regional Development Officer, Des Panizza. Des to update timeline/operational plan to provide a clear evaluation of what has been achieved and is achievable over the coming 12 months.

*Move: George DeVizio                      Seconded: Alissa Proctor                      Seconded.*

The Board extend their thanks to Des Panizza for his work at the Barossa Valley.

### **3.3 Anchor Facilities, Venue Operators Development Plans (P. Sinnott)**

Item Deferred to next Board Meeting.

### **3.4 Gaming Machine Entitlements (GME)**

A Briefing Paper was circulated to the Board and Finance Committee outlining the opportunity to place Gaming Machine Entitlements (GME) on the market. Venues nominate the sale price for each GME. It is proposed Racquets sell 2 x worst performing GMEs. Net revenue will not reduce. Once sold, it reduces the licensed venue to 38 machines. Independent advice suggests a venue Racquets size is more suited to operate 36 machines.

Gaming machines remain in use until they are sold. It has not been announced if there will be a further round of GME trade opportunities after the May round. Cutoff date for poker machine sale notification is Friday 4<sup>th</sup> May 2012.

Sell price discussed by the Board was held 'In Camera'.

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

### **4.1 General Overview Report**

#### **4.1.1 OHS Report**

No accidents or incidents to be reported.

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

**Racquets SA**

Racquets SA has experienced significant decline in gross profit, and an increase in expenses. Borrowing costs a large portion, as well as repairs and maintenance. PS and DH to investigate immediate savings to staffing costs through a new roster system.

Monthly Income Statements have been reworked (now show year to date figures not monthly), so there may be some teething issues initially.

Rod Shearing to print out a balance sheet. Investigate Revenue SA tax.

**Squash**

Running fairly tightly, \$130,000 ahead of budget due to restructure and cost saving strategies. \$440,000 Racquets SA subsidy. Further savings need to be made as income streams cannot underpin expenses. ORS Funding application to be notified in May.

**ACTION**

The Board note the financial reports.

6. **GENERAL BUSINESS**

**6.1 Squash Week and Gala Night Budget (PS)**

PS presented to the Board the proposed costings for the Gala Night. Figures need to be reworked so to include 160 paying guests and 40 VIPs.

To date the SA Open does not have a sponsor. Discussions have commenced with Bernie Lewis.

Kim Murray (University Placement) is engaged to coordinate 2012 Squash Week, including sponsors packages. \$150 sponsorships for Squash Week no free ticket, second tier of sponsorship will include a free ticket.

Board are comfortable to go ahead with the Gala Dinner, after considering budget and financial risk of event (\$10,000-\$15,000 cost).

**6.2 Oswald**

Parents have raised concern regarding the Junior Squad Development policy.

Con to discuss concerns with Grant.

**ACTION**

Check selection criteria for State Team (comparing to a cross selection of sports), Junior Advisory Committee. Con to assist.

7. **POLICY**

No policies to note.

8. **CORRESPONDENCE**

In:

Revenue SA

Kym Leak, Spring-A-Foods

Out

Revenue SA

9. **SQUASH AUSTRALIA**

9.1 **Squash Australia National Insurance Program**

Substantial premium increase from last year (almost doubled). PS has written to Marsh.

10. **NEW BUSINESS**

10.1 **State Grade Women**

The Board discussed the pros and cons of the current format of State Grade Women. It was suggested to hold a brainstorming session with the State Grade Women players after their matches at Norwood on 24 May – Squash SA to provide supper. TV to Email players prior to this for feedback.

Suggested changes need to be in place for the upcoming 2012 Spring Pennant.

**Next Agenda - May**

Discussions Topics: Alternative ways to encourage players to attend Player Referee Sessions (as opposed to 20 bonus points per person)

- Referees attending matches
- Future online options

Invite a Referee Association spokesman to attend the next Board Meeting

11. **CONFIDENTIAL ITEMS**

11.1 **Catering Agreement**

11.2 **Gaming Machine Entitlements (GME)**

11.3 **General Manager's Development Plan and Appraisal**

12. **BOARD DIARY**

Next Meeting Wednesday 30 May 2012.

13. **CLOSE MEETING**

Meeting closed at 9.15pm.