



SRASA BOARD OF DIRECTORS MEETING

MEETING: Board Meeting Monday 31 March 2014

LOCATION: 5pm, Tennis SA, War Memorial Drive, North Adelaide

1 ATTENDANCE

1.1 Present:

G. DeVizio (GD) L. Franzi (LF) P. Stevens (PSt) K. Tessari (KT)

Ex Officio: P. Sinnott (PS) - General Manager

Guest Speaker: Shane Barton-Ancliffe (SBA) (Club Manager, Racquets SA)

Guests:

Helen Martin
Gael Tillbrook
Elroy Todd
Dave Whan

1.2 Apologies:

S. Abishara (SAb)
P. Teale (PT)

2. CONFIRMATION OF THE MINUTES

Minutes of the Board Meeting held on 3 February 2014 were confirmed as a true and accurate record.

Moved: Kym Tessari Seconded: Lynton Franzi Carried.

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

3.1 Board Recruitment (PS/PT)

PS advised that with the support of the President, he had met with the potential Board candidates to fill the current and Board future vacancies. They have been invited to the meeting as guests (observers) to meet the Board. The Board introduced themselves, and the guests provided a brief summary of their professional backgrounds;

- Elroy Todd – General Manager Board Services Risk and Compliance, Statewide Super. Elroy was previously employed at Deloitte, and had an Audit background.
- Dave Whan– Licenced Commercial Property Agent, Barrister/Solicitor. Former squash player, now regular racquetball player.
- Helen Martin – former General Manager of Clubs SA (17 years), ongoing association with ClubOne (since 2005) and is presently the bookkeeper for ClubOne.
- Gael Tillbrook– former Director of Engineers Australia. Compliance and Marketing at the Institute of Architects. 30 year squash player.



The Board Candidates have been approached based upon their professional acumen and connection to either the squash fraternity or licenced club industry. The Board will need to determine the appointment of incoming Board Members and a succession strategy for the President. The timing is critical given the forthcoming strategic planning program and workshops scheduled for May 2014.

3.2 Racquets SA – Club Manager Report (SBA)

PS gave a brief background of Racquets SA to the Guests. SBA spoke to his Club Manager report distributed to the Board prior to the meeting.

SBA mentioned how we took over the running of the Bistro in January, and have made a small profit in February. SBA looking to change the pricing structure of meals and Membership, as part of a gradual process. Menu to be reviewed in the next 3 months. A letterdrop to surrounding suburbs to promote kids eat free, Thursday 'schnitty night' will occur over the next month.

String curtains have been added to partition the lounge and Bistro area. Bistro and lounge area have been repainted, and new carpet has been installed.

Bar trade reasonable, recent price rise has been implemented. Social 8ball competition has begun, which is encouraging members to stay later.

Gaming room turnover down. SBA has introduced two new gaming machines and moved existing gaming machines around to give the room a fresher feel and stimulate play.

A new fingerprint scan roster system has been implemented. Cash registers have been moved so staff are now facing counter/patrons. This will assist with better service.

Outbreak area (smoking room) screens modified to provide more airflow and increase a South Road visual presence. Feedback is people passing by are now realising Racquets is a bar and coming into the venue.

PS suggested presenting board members with platinum membership cards, and encouraging them to bring their family and friends. Membership for squash playing community to be looked into – link to pennant registration

Promote photos of Racquets SA improvements for the website and facebook.

3.3 Racquets SA Signage (SBA)

SBA discussed the idea of Lion Nathan incorporating West End branding on the exterior of the building, at their cost. The Board discussed the pros and cons of this initiative.

PS and SBA to further discussion with Lion Nathan, pending contractual stipulations the signage could be self funded if this tied us in for an unacceptable period.

Other features of the exterior upgrade include wood, concrete, steel features to tie in with the Tonsley Park precinct redevelopment. A digital advertising board was also discussed, using this as tool to sell advertising for beer and wine brands, and upcoming Racquets SA functions and squash events.

It was reiterated that as you come of the Tonsley Precinct, the Racquets SA cornerpiece and building is the main thing you can see which will be fantastic exposure to the students, workers and residents at the precinct.

Drawings to be lodged with Council.



PS spoke on the new Southern Club branding. The Board queried the addition of 'Club' on the logo, and suggested 'bar gaming bistro' describes the venue. The Board agreed it was best to remove 'Club' from the logo. Feedback from the Board on the flyers generated was to remove the Racquets SA logo from the middle of the flyer as the two logos could confuse patrons.

PS spoke on generating house wines/cleanskins being branded after South Australian squash legends and stalwarts, including Chris Dittmar, Vicki Cardwell and Doug Stephensen.

The Board queried the feasibility of showing World Squash matches on Squash TV at the venue, and promote this to players. All agreed this was a great initiative.

MOTION: Board to pursue rebranding to 'the southern' (removing Club) and fade out of the Racquets SA branding.

Moved: Lynton Franzi

Seconded: Kym Tessari

PS to meet with Life Members.

3.4 Campbelltown Leisure Centre (PS)

Council now has Federal and State funding, Squash SA will not be contributing financially to the 6 ASB multi purpose squash courts, but will contribute intellectual property. GD and PS have met with Mayor and CEO of Campbelltown Council. PS suggested all Board Members contact Campbelltown Council and voice their opinions on Squash to keep Squash at the forefront of Councillors minds. Do not want squash cut from designs if it is decided that cost cutting needs to happen.

GD has spoken to the Council about Campbelltown Squash Clubs future, how many teams they could bring to this new facility. A Development Officer could be based at the new venue to promote squash to patrons, establish and run programs (junior and hits and giggles).

The Board suggested deputising (involving Campbelltown Club representatives) to Council at the next meeting, showing the Council what Squash SA can do to promote the facility. Also need to promote if the squash viewing area is opened up, Squash SA will be able to hold Events there showcasing the venue and the sport.

PS to organise a time to meet Council, organise deputation and lobby group.

3.5 Board Discussion Paper (LF)

Prior to Christmas, LF reflected on the SRASA Board and their responsibilities with running a licenced Club and a developing a grassroots sport. From this, LF wrote a paper outlining his thoughts. Hard copies of this report were distributed to the Board Members and Guests. How are we tracking? Have we been successful? What are the challenges? What are the solutions?

Board to reflect - what are we for, how can we contribute, how will our strategic direction reflect this? LF has received email feedback on the report from KT and PST.

PS suggested to use the paper to help with strategic planning schedule for May. PS to meet with Donna Evans, with LF's paper, to help map out strategic planning - a simplified plan with high end targets for 3-5 years (as opposed to 3 years with many targets). Board, stakeholders and staff to attend the Strategic Planning weekend. Lynton to set up a Board 'group' for email, to have discussions with all involved.

Facilitator will meet with the Board Members prior to the weekend. PS will provide the Board more details on the framework once he meets with the Facilitator.

4. GENERAL MANAGER'S REPORT

4.1 General Manager's Report

STRATEGY

BRM Racquets SA Review

President and GM met with Mark Booth of BRM Holdich to finalise the Racquets Review Report. The report has been reissued and reformatted to align with the Brief and feedback provided by the Board and Working Group.

2014 Strategic Planning

The GM has met with ORS to request an extension to the strategic planning timeline to May 2014. The planning process needs to commence prior to May for SRASA to meet its 360 implementation plan in accordance with funding obligations (\$40k pa). GM will meet with Donna Evans to refine the strategic planning program and provide preliminary background information.

Tonsley Park

The GM met with COURTTECH, Swanbury Penglase Architects, Renewal SA and Collier International to further investigate future development opportunities at Tonsley Park. Renewal SA are committed 'in principle', to negotiate the establishment of a Squash and Fitness Facility and have earmarked a prominent land position within the Town Square to house this facility. It is proposed that a special meeting of the Board, the Facilities Advisory Committee and Life Members, be scheduled in the coming month so to view first hand:

- Renewal SA's Town Square and Tonsley Park Precinct Plan presentation
- Renewal SA demographic and population projections
- Site tour of TAFE SA, Flinders University Site
- Town Square Site - infrastructure, services and facilities
- COURTTECH facility design examples and discussion presentation
- Opportunity for co-location and extension Racquets SA food and beverage licence to service a Squash and Fitness Club located in Tonsley Park

Whilst this opportunity remains in early preliminary discussion, it presents one of the best opportunities for squash to be showcased in exciting precinct redevelopment, adjacent to Universities, Manufacturing Outlets and Racquets SA.

The objective of the special meeting is to form a Representative Group that would progress a strategy to position, lobby and further investigate the Tonsley Park opportunity for both Squash and Racquets SA.

FACILITIES

Campbelltown Leisure Centre Redevelopment

Campbelltown Squash Club and Squash SA have provided feedback to Council's residential survey regarding 2 options for the Campbelltown Leisure Centre Redevelopment. The feedback has included

Option A

- The atrium severely limits the space behind the 3 courts at the top of the plan.
- The area behind the bottom court begins to get very restricted.
- However, if the plans were left unchanged – the preferred court layout.

Option B

- Appears to have sufficient room behind 3 of the courts, but insufficient space behind the other 3.
- The court at the bottom of the plan has a half solid and half glass back wall – not ideal
- The atrium severely limits the space behind the courts (at the top of the plan).

A campaign to lobby elected members will be discussed per Agenda Item.



Millicent Squash Club

Racquets SA have provided Millicent Squash Club with a \$20,000 interest free loan to undertake repair and replacement of the squash centre's roof. The works have been complete and the loan will be repaid over 5 years.



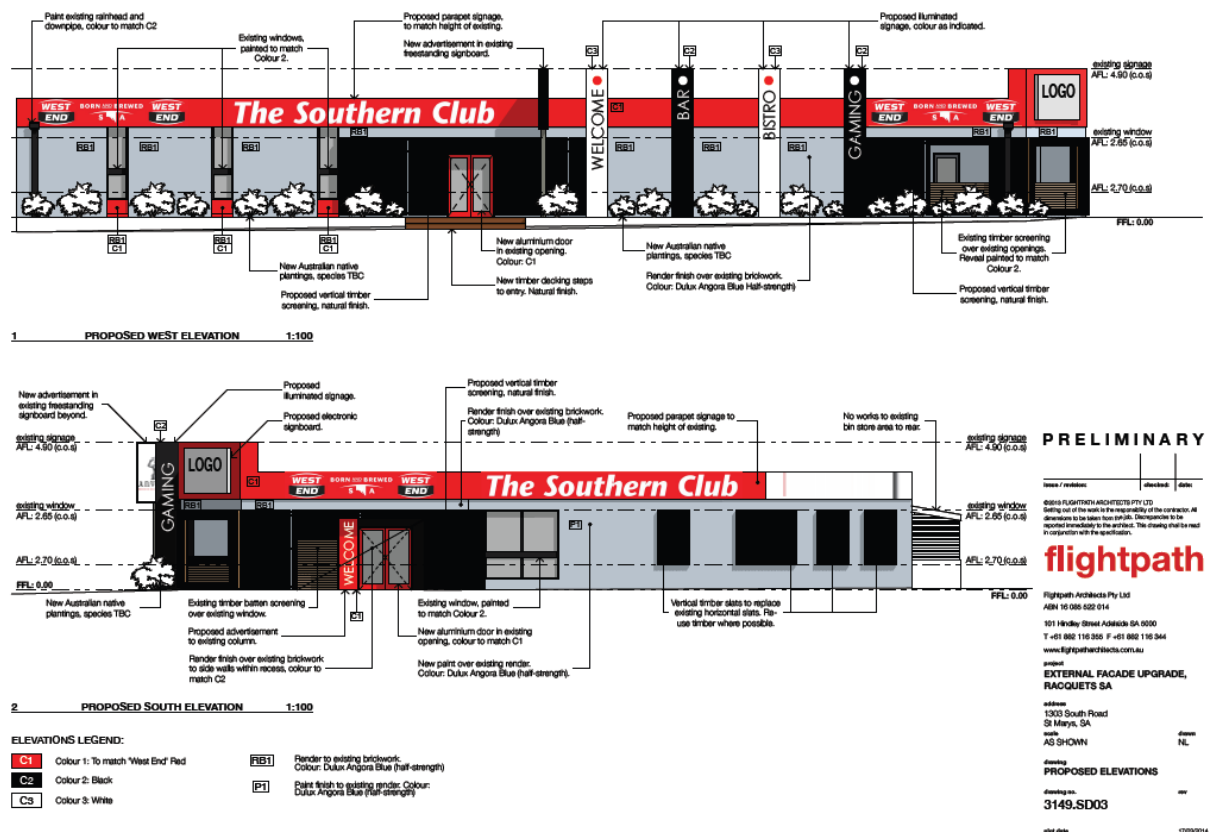
Whyalla Squash Club

Whyalla Squash Club have temporarily ceased loan payments (outstanding balance \$12,245) as the Club has experienced membership decline. Advice has been provided to the Club to investigate selling their property (owned freehold), repay their loan to Racquets SA and relocate the Club to the Whyalla Recreation and Leisure Centre. The sale of the property could be reinvested to upgrade the 3 existing squash courts located at the Whyalla Recreation and Leisure Centre. This would provide the Club with long term surety and access to squash facilities, his is based on the 21 year right of access Barossa model (Squash SA and Barossa Council).

Racquets SA Signage

The CM has initiated discussions with Lion Nathan Pty Ltd to fund the South Road signage at Racquets SA/the Southern Club. In doing so, the GM and CM have needed to revisit the signage design in order to meet the requirements of Lion Nathan. A sponsorship would cover the cost of the West End branding and enable the existing budget allocation for signage (\$35k) to be reallocated to upgrading the external aesthetics of the building. The proposed concept design leverages from the architectural elements of Tonsley Park to create a visual connection between the two facilities.

The Southern Club Signage





01 SOUTH ROAD PERSPECTIVE

PRELIMINARY

Issue / revision: 1
 Date: 10/10/2014

flightpath

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PROJECT
 EXTERNAL FACADE UPGRADE,
 RACQUETS SA

ADDRESS
 1303 South Road
 St Marys, SA
STATE
 SA B-K00N

PHASE
 PERSPECTIVES

ISSUING NO.
 3149.SD04

DATE
 10/10/2014

Tonsley Park, TAFE, Interior Design Elements





SERVICES

The Rex

The following events have been scheduled to be held at the Rex, Barossa Valley, in order to utilise the 'free' court access allocated to Squash SA programs and activities.

- 2014 Australian Open Racquetball Championships
- 2014 SA Open Squash Championships
- 2014 SA Junior Age Championships
- Squash SA Daytime visitation to venue and wineries
- Junior Development Squad Trainings (quarterly)

The following table summarises the key operational initiatives that have been introduced by the Squash Development Staff over the past two months.

Country Development

Key Actions
<ul style="list-style-type: none">• Renewed discussions with Whyalla Squash Club regarding relocation to a more viable facility (3 courts)• Discussions with Kangaroo Island regarding colocation of Squash Centre with Penneshaw High School (2 courts)• Country Pennant competition has commenced, with a similar number of players. Most clubs are utilising the Matrix.• Millicent roofing project.• New racquetball competition commencing at Broken Hill (Autumn)

Coach and Player Development

Key Actions
<p>Ingle Farm Pilot Centre</p> <ul style="list-style-type: none">• SA Graded Championships, 43 entries including 20 juniors (14-15 March)• \$30,000 Council Funding to upgrade Ingle Farm Squash Centre spectator area• \$4,800. Active Club Funding received• Negotiating junior development funding with Council.
<p>General</p> <ul style="list-style-type: none">• Inflatable courts – Orientation Week squash promotion at Flinders Uni, Uni SA Mawson Lakes and Adelaide Uni• South Adelaide Junior Tournament – 34 entrants (9 February)• Junior Grand Prix – 10 entrants, 7 of them first timers (28 February)• Xtream Nick' 1 day tournament 14 players at Next Generation• Establishment of a Junior Program at Adelaide Malibu - Stacey Cope accredited coach• Piloting a new junior development program through primary schools, inviting schools to compete against each other in a mini tournament on a Friday night.• Secured 11 High School Programs delivered over a 5 week sessions• Re-established showcourt and junior programs at Our Club, Racquets and Fitness• Permanent Squash SA signage installed to promote squash at Our Club (exterior building)• State Coaching conference was promoted to 35 accredited coaches. 12 coaches plus James, Andy, Grant and GM will attend the conference to be held on 22-23 March at the Rex

Performance Pathways

Key Actions
<ul style="list-style-type: none">• Oceania Junior Championships 18-21 January Alex Haydon and Lauren McInerney selected to represent Australia at the Trans-Tasman Test Series. Alex placed 3rd U13, Lauren 4th U15 Lauren Aspinall (7th U17), Sam Haydon (17th U17) and Alex Oswald (3rd U17) also competed.

- ETS Training continues with the 5 athletes.
- State Squad training occurs most Fridays at West Adelaide for 11 players. Sarah Fitzgerald guest coach on 7 March.
- Development Squad training full day training sessions at the Rex.
- Development Camp held at South Adelaide 9-10 January. 35 players attended.
- 13 Development Squad players will represent Squash SA at the Australian Junior Open, 18-21 April, held in Geelong.
- Development Squad member exit survey introduced
- State Team Official Position EOI's advertised
- Rod Eyles Visiting March 31-April 2 to work with Coaches (James, Andrew, Mike Nash) and ETS players
- National Rankings:
 - Open Mike Corren 6
 - B19 Simon Cope 9
 - B17 Alex Oswald 2
 - B13 Braeden Ashworth 13
 - G19 Jasmin Burnard 6
 - G19 Jen Jones 13
 - G17 Stacey Cope 2
 - G17 Lauren Aspinall 6
 - G17 Courtney Aspinall 8
 - G17 Bianca Burnard 10
 - G15 Lauren McInerney 2
 - G15 Cherie Surman 9
 - G13 Alex Haydon 1

COMMUNICATION

Representation

The General Manager represented Squash SA at:

- ORS Club Development Network Presentation – Squash SA's Strategic Plan (past 3 years)
- COURTTECH – South Adelaide, Tonsley, Karadinga, Ingle Farm, West Adelaide
- Anvers Sponsorship negotiations
- Government and Coalitions election platform discussions/debate forum (Sport SA)
- 2014 Australian Open Racquetball Championships



Bus Stop Promotion

The following bus stop promotion will commence from April to July 2014. Additional posters will be printed to A-frames and distributed to squash centres to aid squash promotion at their venues.

A vertical poster for a bus stop promotion. At the top, a dark blue horizontal band contains the text "Get Moving." in white. Below this is a red horizontal band with the text "Play Squash." in white. The central part of the poster is a photograph of a man and a woman playing squash on an indoor court. The man is in the foreground, wearing a dark blue Nike polo shirt and black shorts, holding a squash racket and a black ball. The woman is behind him, also in athletic wear, holding a racket. The background shows the white walls and wooden floor of a squash court. Below the photo, the text "Find your local courts today" is written in a white, italicized font. At the bottom of the photo area is the "SQUASH SA" logo. The bottom of the poster is a dark blue band containing a Facebook icon, a QR code, and the website address "www.squash-sa.com.au" in white.

Get Moving.

Play Squash.

Find your local courts today

SQUASH SA.

www.squash-sa.com.au



The Southern Club

The following logo and promotional flyer have been prepared to reflect the continuing co-association with the Squash Rackets Association of SA.



GOVERNANCE AND ADMINISTRATION

Policy

The JCAC have reviewed the policy Squash SA Junior Tournament Travel Policy (formerly policy SSA019) – now SSA001. The policy has been updated to reflect the travel requirements of the Australian Junior Tournament Tour. The policy outlines Squash SA's funding commitment to junior travel and is attached for ratification by the Board (Agenda Item 8.1).

2014 Finance and Administration Operational Restructure

In accordance with previous reports provided regarding the Finance and Administration restructure and succession plan, the following actions have been implemented:

- Finance Officer Bryan Ploenges to retire
- Staff recruited to carry out financial administration and reporting - M Sterry, C Winters, T Virgens, G Norman
- The new systems will include the transfer of the chart of accounts and bookkeeping to a web based software program that will enable offsite administration and management. The software of choice will be Xero Accounting and staff will commence training in this software program over the coming months.

Racquets SA

The following table summarises the key operational initiatives that have been introduced by the Club Manager over the past two months. A full report is attached to this document.

Gaming

Key Actions
Application to Consumer and Business Services to move the gaming wall and redefine gaming room licensed area (to create more space in bar)
Application to update license trade of hours to reflect members and non members access to the Club
Five machine changes and Machine Placement to stimulate gaming room interest and play.
Filtered water and coin dispenser equipment installed.

Bistro

Key Actions
Introduced POS system for all bistro meals to ensure accountability against cash transactions
Recruitment of second chef.
Carpets installed.

FEB 1st -2nd	FEB 3rd - 9th	FEB 10th - 16th	FEB 17th - 23rd	FEB 24th - 28th
Mains 88	Dinner Spec 89	91	77	71
Entrée 4	Lunch Spec 187	247	207	169
Bar 3	Mains 214	256	394	228
Snacks 0	Entree 31	16	34	32
	Bar 24	29	56	24
	Snacks 9	7	11	7
	Desserts 11	5	29	10
	Kids 3	5	2	2
TOTAL 95	TOTAL 568	TOTAL 656	TOTAL 810	TOTAL 543

Bar

Key Actions
Increased beverage pricing to more accurately reflect Club industry pricing.
Negotiated discounts with suppliers to ensure cost saving measures.
Introduce weekly stocktaking to ensure tighter accountability and monitoring of stock.
Relocation of cashier so that point of sale is facing patron.

General

Key Actions
Removed plant hire, cost saving of \$270/month.
Introduced new internal system for daily income summary to ensure shift inaccuracies are identified
Introduced Bluize accounts for 8ball, GM, CM to ensure all promotions are recorded through POS system.
Meeting with Anvers to establish and develop and amicable sponsorship relationship and agreement.
Negotiated with Lion Nathan to finance signage through promotion of their product on South Road.
Restructured membership discounts and categories to be more cost effective for the Club.
Staff meetings and individual staff relations conducted.
Lounge area updated.
Remodel exterior barriers to outdoor bar.
Renegotiated cleaning contract and cleaning standards.



Executive Report High Level CASHFLOW

CASH FLOW TO 30 JUNE 2014				
	MARCH	APRIL	MAY	JUNE
Bank B/F	131,000	112,000	84,000	92,000
LIABILITIES				
Gaming Machines	22,000			22,000
Racquets ANZ	4,000	4,000	4,000	4,000
Accrued Insurance	2,000	2,000	2,000	2,000
Squash	40,000	35,000	29,000	36,000
Racq Capital upgrades	14,000		35,000	60,000
Millicent SC	10,000			
GST Payment		65,000		
TOTAL	92,000	106,000	70,000	124,000
RACQUETS INCOME	40,000	50,000	50,000	35,000
Depreciation	8,000	8,000	8,000	8,000
GST Accrued	25,000	20,000	20,000	20,000
Total	73,000	78,000	78,000	63,000
BankC/F	112,000	84,000	92,000	31,000



Racquets Capital Expenditure

The following table was tabled with the Finance and Audit Committee. Prepared by the Club Manger, the items as listed are based on medium, short and long term capital expenditure requirements to improve the operational and physical aspects of Racquets SA. The expenditure is approved by the Finace and Auid Committee (represented in the above cash flow as Racq_Capital upgrades).

Gaming Machines purchases/ game changes will be cash flowed based upon a 36 month finance agreement.

	A	B	C	D	E	F	G
1	Wish List	NOW	Mid Term	Long term			
2	New PA System and Mic etc	\$3,100				* Replaced old unit as we will be commencing eyes down bingo and gaming promo's	
3	Touch screen	\$699				* Replaced old unit as was old blurry and cabinet was very dated. Was quoted \$2500 for this but I just replaced	
4						screen and moved to where proticket was located	
5	H&L Clock in system	\$4,800				* This will save time in rostering and entering payroll and also assist in stopping keying errors	
6	Change of Gaming Wall	\$5,000				* To provide a bigger front bar area, this is our biggest complaint (Customer survey completed)	
7						* Will also stop people using gaming room as a lounge which is not ideal for a gaming room	
8	Coolroom floor	\$850				Food health inspection last May required this to be completed within 12 months	
9	Carpet		\$28,000			* If we are marketing to new customers we need them to be impressed when they walk in not run down. Both of our main competitors	
10						have just recently completed renovations	
11	Safe Shelf		\$1,000			* This will save just under \$50 per week that we currently get charged for Chubb to pick up. I will now take banking and the staff are	
12						still protected as daily takings will be locked in a seperate section of the safe that only myself and Phil will have access too.	
13	Drip trays at urinals		\$1,300			* To assist in the cleanliness in the mens toilets due to long term uric acid being dripped into tiles	
14	Darts and display cabinet		\$1,000			* To clean up the lounge area to make this an area in its own right when not being used by darts which is once a week.	
15	Shane & Phil Comp		\$3,800			* Shane currently using own laptop as old laptop not to a decent standard but it will be used for streaming music to the entire venue	
16	Change Machines x2			\$10,400		* Located next to both \$1 shoguns so \$1 machine punters do not have to move to get change. Will assist in increasing turnover	
17	Paint internal			\$8,800		Can hold off for a little bit but needs to be done to have us looking fresh and clean again	
18	Andale Taps and Co2 hose			\$1,200		* New taps have less moving parts meaning less wear and tear = less wastage. Co2 hose replacement dont require spanned to change	
19	Touch Screen Dining			\$7,500		* This would make ordering and taking orders more accurate and save time making orders and less errors	
20	Coffee Machine			\$5,000		* Need into the cooler months people prefer a good barista style coffee which will assist the lounge area Coffee & Cake.	
21						Plus there is better GP in coffee than in beer so its an area we need to improve on	
22	Uniforms			\$0		* We will use our promotion account for this through lion Nathan	
23	Signage	\$2,000		\$28,000		* Capital expense awaiting council approval regarding this and also awaiting Lion Nathan as they have shown interest in putting money	
24						into this project to geth their logo on our building.	
25		\$14,449	\$35,100	\$60,900			
26							
27	Konami China Shores 1c	\$18,000					
28	Konami Norse Warriier 1c	\$0					
29	Konami Black Rose 1c	\$0					
30	IGT Lions Crown \$1 ????	\$18,000					
31		\$36,000					



Executive Report: February 2014 Financials

Racquets SA

Racquets SA SUMMARY NET PROFIT / (LOSS)	Month Feb	Month Feb	Year to date 2013/2014	Variation	Annual Budget	
	Actual	YTD Actual	Budget	TYD / Budget	EOY	<u>Comment</u>
Admin	12,537	144,058	120,683	Over 23,375	172,206	Computer expenses, investigation / consultancy, repairs maintenance. Some costs recoverable with insurance claim.
Bar	4,270	38,654	37,822	Ahead 800	58,450	Bar sales remain consistent. \$2K old stock has been written (out of date or stock that has not moved for over 12 months) Bar percentages will correct next month.
Bar Catering	130	868	960	Ahead 100	1,440	Slightly ahead of budget.
Gaming	61,169	495,683	464,115	Ahead 31,568	687,695	Slightly ahead of budget expectations
Kitchen	1,053	17,715	25,080	N/A	N/A	Kitchen made a \$1,000 profit in the month of trade. The kitchen cost centre requires a final quarter budget review.
NET PROFIT	54,085	373,432	357,134	Ahead 16,298	535,759	Tracking ahead of budget. A final quarter budget review is due.



Executive Report Financials: Period Ending February 2014

Squash SA

Squash SA SUMMARY NET PROFIT / (LOSS)	Month Dec	Month Dec	Year to date 2013/2014	Variation	Annual Budget (EOY)	Comment
	Actual	YTD Actual	Budget		Budget	
Admin	29,071	201,083	177,550	Over 23,500	262,282	\$9,875 Extraordinary expenses – this is a book entry figure as a result of tidying up the Balance sheet (Electronic Clearing Account). \$4,400 bad debt to be reversed and placed back on balance sheet. Other non-budgeted items include \$1,000 glass court storage cost and \$4,000 late FEG project payment (West Adelaide)
Pathways	1,001	97,999	104,950	Under 6,900	149,750	Tracking to budget
Pennant	11,760	15,403	10,000	Over 5,400	2,550	\$14,500 Insurance expense to be amortised. \$1,500 Referees Grant to be reallocated to Pathways. These changes will correct exp to budget.
Racquetball	300	1,419	1,950	200	-3,149	Grants and sponsorship up by \$2k
Racq Nationals	1,059	3,547	0	2,750	0	The bulk of the Racquetball Tournament income and expenditure will occur in March.
Regional Dev.	438	5,383	2,980	Over 2,000	2,400	Services Provided (income) below budget projections due to local vintage.
Senior Tourn.	59	815	0	Ahead 800	4,000	Tracking to budget
TOTAL	38,850	315,717	293,530	Over 22,000	410,132	Correctional measures will be put in place to meet budget expectations. A final quarter budget review is due.



INFORMATION THAT IS WORTH SHARING

Squash SA State Office Easter Closure

The Squash SA office will be closing Friday 18 April 2014 and recommencing operations on Monday 28 April 2014.

Squash Analysis

Squash SA is investigating introducing a new member benefit, 'Squash Analysis' to registered players. For more information, visit <http://www.squashanalysis.com/index.php>.

National Award Nominees

Squash SA nominated the following squash representatives/volunteers in the Squash Australia Annual Awards;

- Sam Abishara (and Paul Vear), Volunteer of the Year
- Peter Norman, Referee of the Year
- James Rogers, Coach of the Year

4.1.1 BRM Racquets Review – Final Report

Working Group met with BRM and refined the final report. The paper is complete, and has been circulated to the Board. PS to work on a communication plan to communicate findings to members.

4.1.2 Tonsley Park Development Tour

PS has met with COURTECH and developers, who are keen to have squash in a prominent allocated spot in the Tonsley Precinct Market Square. Board, key stakeholders – Chris Dittmar, Mark Goldstone, Life Members – to participate in a walk through with developers, see the huge potential. Large piece of land, government lease, high ceilinged area – fit a pod of squash courts and fitness facilities. High visibility to TAFE/uni students, and retail workers. Also handy to be in close proximity to Racquets SA.

PS stressed the need to demonstrate to the Government that Squash SA are keen to look into this proposal. Board suggested business case/feasibility plan. PS spoke that the developers will be able to help guide us with what we will need in this. Timing is key, we don't want to miss this opportunity.

PS to coordinate a formal program/tour in late April, incorporating a special Board meeting held at Precinct. COURTECH and developers to present at this meeting.

4.1.3 Gala Dinner

The GM met with George DeVizio to discuss the future format of the Gala Dinner based on previous player evaluations and stakeholder feedback regarding this event. It was resolved that the Gala Dinner format should remain operating under the same brand name 'Gala Dinner' based on this event being well supported and recognised by the player fraternity.

It is proposed the following policy position be adopted:

- An Annual Gala Dinner be programmed
- Event to be held at a central location
- Event to be cost neutral ie. No subsidy to guests
- Event to include Player of the Year Awards Squash and Racquetball – Premier League, State, Divisional, Ramelec Junior Player of the Year and Volunteer recognition
- Date to be conducive with staffing workload and resources available to organise and coordinate
- DJ format with multi media components and slideshows of photos/clips per previous years.

To capitalise and showcase the inhouse management of the Racquets SA bistro it is proposed that the Annual General Meeting be reformatted to include a meal and Awards component

- Life Members Induction
- Hall of Fame Induction
- Key highlights presentation
- Annual General Meeting

PS/GD meeting with Manfred Lang, Thursday (3/4) to look at the German Club as a potential venue.

4.2 OHS Report

No OHS incidents or accidents to report.

5. FINANCE (Reports Circulated Electronically)

5.1 Income Statements Squash SA and Racquets SA

New appointment of Finance Manager from 1 July, which will results in a different, more detailed reporting structure.

A review of the value plan on assets is presently underway.

In addition to the summary provided in the GM Report and explanations, the Finance Reports were accepted by the Board.

Moved: Lynton Franzi

Seconded: George DeVizio

5.2 High Level Cash Flow

Table and discussions included in the General Manager's report. Reposition budget from April.

6. GENERAL BUSINESS

6.1 Minutes of Finance and Risk Committee

The Board noted and approved the minutes of the Finance and Risk Committee dated 20 February 2014.

7. POLICY

7.1 SSA001 - Squash SA Junior Tournament Travel Policy

PS gave an overview of the policy. No budgetary change, changes to names of national tournaments.

The policies as presented were approved by the Board to become effective immediately.

8. CORRESPONDENCE

In

Out

Insurance Claim – Interruption to Business

Insurance Claim – Fraud

2014 Australian Open Racquetball Championships – Thank you

Squash Australia Award Nominations

9. SQUASH AUSTRALIA

9.1 Squash Australia AGM

KT all but 2 States in favour of the new Constitution. 1 more state to accept to be able to move ahead. MG may be interested in representing Squash SA at a National level – representative cannot be a member or President of the State Board.

10. NEW BUSINESS

PS thanked the Guests for attending the meeting and will meet with them individually in the coming weeks. PS to advise the Board of the candidates intentions to nominate for the Board casual vacancies.

PS to send On Agenda items to Elroy Todd.

Committee's have delegation of authority. KT nomination to Facility Advisory Committee.

11. CONFIDENTIAL ITEMS (IN CAMERA)

Racquets SA Gaming Performance

11.1 Suspected Misappropriation of Funds (Racquets SA)

12. BOARD DIARY

Next Meeting: Monday 5pm, 26 May 2014 (calendar invite TV)

13. CLOSE MEETING

Meeting closed at 7.30pm.