

SRASA BOARD OF DIRECTORS MEETING

MEETING: 5.30pm, Monday 7 August 2017

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

1 ATTENDANCE

1.1 Present:

S. Abishara (SA)	B. Cochrane (BC)	C. Flower (CF)	T. Melingakos (TM)
R. Sanderson (RS)	M. Schmidt (MS)	P. Sinnott (CEO)	P. Stevens (PSt)
R. Wait (RW)			

1.2 Apologies:

E. Chrisakis (EC)	M. Naisby (MN)
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Staff Key (for actions):

N. Bushby (NB)	G. Norman (GN)	J. Rogers (JR)	M. Sterry (MS)
T. Virgens (TV)			

Guests:

J. Rava (JRv)	D. Whan (DW) – Finance Committee Representative
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2. CONFIRMATION OF THE MINUTES

Minutes of the Board Meeting held on 22 May were confirmed as a true and accurate record by the Board.

Moved: Matt Schmidt

Seconded: Ross Wait

Carried.

3. BOARD DISCUSSION ITEM

3. STRATEGIC PILLARS

The Southern

3.1 The Southern Committee, 7 August 2017 (PS)

Verbal update from Committee Meeting held prior to the Board Meeting. Key points included;

- There has been an increase in Platinum Members
- Provisional approval of temporary gaming venue licence. Formal application required to be lodged.
- Staffing levels have been reduced in order to manage back expenditure

Action

Board to note.

3.2 DPTI Darlington Corridor Upgrade (South Road)

CEO has nominated for a position on the Community Liaison Committee, Zone 7 representing businesses in the St Mary's area. The appointments were due to be announced in June 2017. DPTI have advised that an announcement will be made mid to late August.

There is still no confirmed date for Switch 5 (roadworks directly outside the Southern).

Several requests have been made to meet with Minister Bignell. The Minister's Advisor has postponed the original meeting date and has yet to confirm a new meeting date.

Action

CEO to request meeting with the Minister for Planning, John Rau MP.
Board to note.

3.3.2 State Facility and Licenced Club Design Plans Draft #5

The facility layout and floor plan has been reworked and was tabled with the Board. The next steps of the design process is to obtain quantitative surveying costings and lodge the Development Application with Mitcham Council. These costs are included in the 2017/18 budget.

Action

State Facility and Licenced Club Design Plans Draft #5 were tabled for formal ratification and adoption.

The Board accept the plans in principle but note there will need to be minor changes to the final plans.

Moved: Roger Sanderson

Seconded: Bill Cochrane

Carried.

Organisational Excellence

3.4 Finance and Risk Advisory Committee Outcomes, 6 July 2017 (SA)

The 2017/18 Budget has been prepared by the Finance and Risk Advisory Committee for consideration and endorsement by the Board.

The 2017/18 budgets take into account the financial impact of the Darlington Corridor roadworks.

- Squash SA operating expenditure has been reduced \$45k
- Southern income has been reduced \$200k
- Capital outlay for infrastructure design and development has been included.

Currently paying 'Interest Only' and Principle on loans. RS suggested reducing payments and build cash flow. CEO advised we have \$250k redraw facility available plus a \$100k overdraft facility with zero balance.

Auditor signed off on EOY Financial Reports. CEO to email to Financial Reports to the Board for circular resolution to adopt accounts.

3.5 2017/18 Budgets

The Board to consider;

Strategic Discussion – The Southern (PS)

- Reduce/close Bistro operations
- Gaming machine purchases
- Entertainment – Fox Sport, 888 Poker, Karaoke

Strategic Discussion – 1303 Redevelopment (PS)

- Property sale options
- Funding development application/design
- What is a realistic Capital Budget?

Strategic Discussion – Financing (PS)

- Loan repayments
- Activate overdraft if required
- Sale of South Adelaide

\$35k-\$40k reduction in the Squash Budget. Board suggested to generate a budget to show the normal squash budget (pre-cuts) to highlight what squash standards should be, but what cannot happen due to the reduction in earnings at The Southern from roadworks.

An excel report to be created to show the quarterly risk of cash flow over the next 3 years. Incorporate a formula to ensure at future meetings the Board can modify the % to see potential future outcomes.

The Board suggested separating the entities of The Southern and Squash SA, but it was noted that the SANFL tried this and it created other issues, including Land Tax.

Action

Board endorse minutes and actions.

Moved: Bill Cochrane

Seconded: Tom Melingakos

Carried.

3.6 Board Recruitment (PS)

CEO approached George DeVizio to determine if George would like to fill the one remaining casual Board vacancy (representing Campbelltown). George suggested he would like to stay involved with 1303 development, but not the SRASA Board.

Action

Board to note.

3.7 Business Plan – Second Quarter Progress Update (PS)

The Annual Business Plan has been prepared as an operational tool following the strategic planning workshops held in February. The Business Plan has been populated to report against the Second quarter. The Business Plan Second Quarter Progress report was emailed to the Board, any Board feedback can be send direct to CEO over the next week.

Action

Business Plan – Second Quarter Progress Report is endorsed by the Board.

Moved: Tom Melingakos

Seconded: Cindy Flowers

Carried.

Club and Venue Development

3.8 24/7 Squash @ Tonsley

Approximately 150 guests attended the Official Launch of 24/7 Squash @ Tonsley on 29 June 2017.

PS spoke about the benefits from the increased exposure of squash and racquetball by being located at Tonsley. 85 new players to the sport have booked a session on the glass court online, and now play regularly. Other local centres have also seen an increase in court bookings due to the increased profile of squash.

Squash SA to be included in the upcoming Hybrid World Festival (October) and Maker Faire Adelaide (November).

Action

Board to note.

3.9 South Adelaide Squash Centre

The Finance and Audit Committee have;

1. Prepared a short term loan agreement between SAMS (lendor) and Squash SA for \$75,000. The loan agreement is signed by both Presidents.
2. Prepared a lease agreement between SAMS and Squash SA (lessor) and the South Adelaide Management Committee (lessee) for the lease of the South Adelaide Squash Centre. The lease is signed by all 3 Presidents.

The SRASA's half share in the South Adelaide Squash Centre will be sold to the SA Masters Squash Association on 11 August 2017 for \$217,000. The sale of SRASAs share will provide cash flow to fund future infrastructure developments at 1303 South Road.

Action

The Board note and approve the sale of SRASAs half share in the South Adelaide Squash Centre for \$217,000 as recommended by the Finance and Risk Advisory Committee.

3.10 Facility Development – Local Government Partnerships

- Tea Tree Gully Council has yet to determine land allocation of land located on Golden Grove Road.
- Broken Hill YMCA – lobby YMCA to retain 3 court facility as part of a \$4.5m centre redevelopment. YMCA are suggesting to use one court as storage, Club lobbying to reinstate 3 courts.
- Port Lincoln Leisure Centre Redevelopment, 3 courts in new facility. Multi-use aspect.
- Convert Adelaide Hills 2 x courts back to squash (currently basketball offices).

The Board suggested a Local Government Recreation Forum should be held at The ARC Campbelltown to showcase the multi-use squash court capabilities.

Multi-use court brochure is progressing and due to be completed by Squash Australia AGM.

Action

TM to go to Broken Hill to assist with lobbying

Participation

3.11 Squash and Racquetball Committee Outcomes, 22 June 2017 (PS)

Squash SA ETS players Lauren Aspinall and Alex Haydon competed for Australia in the recent World Junior Championships held in New Zealand. The Board congratulated both girls on this achievement.

Lucas Norman and Lauren Aspinall have joined the Squash and Racquetball Advisory Committee.

Action

Board endorse minutes and actions.

Moved: Patrick Stevens

Seconded: Ross Wait

Carried.

3.12 Service Awards

The Squash and Racquetball Committee have recommended the following award recipients;

Inductees (2017 AGM)	Inductees (2018 and 2019 AGM)
P Walters	S Emery
B Kerr	K Jones
K Ward	S Gray
R Dickenson	R Wilson
C Cheetham	

Action

Board endorse 2017 Award Recipients

The Board to request the Awards Committee reconvene to determine future Life Membership and Hall of Fame candidates to be awarded 2018.

Moved: Matt Schmidt

Seconded: Tom Melingakos

Carried.

Innovative Technology and Events

3.13 Interactive Squash

ASB Interactive Squash estimate set up costs \$56,000 (plus ongoing licence fee). Squash SA is investigating funding opportunities through Innovation SA for this project. Preliminary discussions with 'We Are Sandpit' to quote on developing an interactive squash program to trial at 24/7 Squash @ Tonsley. We Are Sandpit gaming designers operated from the Tonsley Innovation District and are keen social squash players.

The Board suggested to be careful of Intellectual Property issues with creating a similar product to ASB. The risk of this would be on the developers, but the risk should be low.

The Board queried if it should be Squash Australia's role to develop Interactive Squash.

Action

Board to note.

Communication

3.14 2017 AGM and Annual Report

The SRASA AGM is to be held on Monday, 4 September 2017 at 6.30pm.

Board Director positions to become vacant are;

Tom Melingakos
Matt Naisby
Patrick Stevens

Notice of the AGM will be distributed Tuesday (8/8).

The AGM will be followed by a 2 course dinner and the Squash and Racquetball Service Awards.

The Annual Report is in production, focussing on the main areas of Innovation, Partnerships and Achievements.

IN CAMERA

3.3 1303 South Road Property Development (PS)

3.3.1 Progress Report #6

8. BOARD DIARY

Squash SA AGM: 6.30pm, Monday 4 September 2017

Board Meetings: 30 October 2017

9. CLOSE MEETING

Meeting closed at 8pm.