

SRASA BOARD OF DIRECTORS MEETING

MEETING: Board Meeting Monday 15 August 2011

LOCATION: 6pm for a 6.15pm start
Squash SA, 440 Goodwood Road at Cumberland Park

1 ATTENDANCE

1.1 Present:

M. Goldstone (MG) – Chair	G. DeVizio (GD)	L. Franzi (LF)
C. Johnstone (CJ)	A. Ryan (AR)	P. Teale (PT)

Ex Officio:

P. Sinnott (PS) - General Manager

1.2 Apologies:

S. Abishara (SAb)	S. Allan (SA)	A. Proctor (AP)
-------------------	---------------	-----------------

1.3 Guests:

Damien Hill, Racquets SA Club Manager (DH)
Will Gray, Pennant Registrar (WG)
John Cranwell, Pathways Manager (JC)

2. CONFIRMATION OF THE MINUTES

2.1 Confirmation of the Minutes of the Board of Directors Meeting held on 18 July 2011.

Moved: George DeVizio

Seconded: Alex Ryan

Carried.

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

3.1 Racquets SA – Bistro Catering Agreement (DH)

Finance and Advisory Committee has suggested DH review the current contract including a comparison of Outsource v Inhouse costs. Racquets SA need to look at new income streams. Bistro does not pay rent or contribute to marketing. Need to define who market is – family friendly? CJ suggested to work out the demographic of the area. See what the opposition in the area are offering, help find our niche. GD put forward that we need a return on that space. Drive thru option suggested, but need to check legislation.

Options:

- a) Extend current contract, add stipulations – profit share and marketing contribution (with new or current contractor)
- b) Inhouse management of food services, would need right staff in place to make it work

Finance and Audit Committee to review, and create a 3 year plan. 1 year left in current contract. Suggested we need a new model with some return – rental or inhouse management. No change to current trade/hours of operation for period of contract. Seek external Hospitality consultants – DH/PS to follow up.

Moved: George DeVizio

Seconded: Lynton Franz

Carried.

3.2 Racquets SA – Sports Bet (DH)

DH explained that Keno are not giving out any new licences, so has been exploring other revenue options. One option is Sportsbet where people go online to “squashbet” with a password, betting on any sport anywhere in the world, online. This is available to everyone online, not just at our venue. No setup fee or ongoing costs. A percentage of the money bet via the squashbet website would go back to Squash SA. Sportsbet cover the launch of the “squashbet”, and provide \$100 birthday vouchers to people that join online. The major drawback is the moral dilemma.

Is there a way to introduce sports betting responsibly? Don’t want to encourage “problem gambling”. Earning potential: monthly income, \$30,000 profit with 100,000 people. Do Sportsbet monitor “problem gamblers”?

DH to confirm if Sportsbet email players directly or is this driven by Squash SA. We would prefer to control this aspect.

MG suggested further research, including online ‘problem gambling’ statistics.

3.3 Pennant - Misconduct (WG)

WG spoke on Tribunal Processes, we need to have a defined step by step plan for misconduct. Implement “official warning” process/mediation as opposed to Tribunal Process. Original hearing, 1 appeals process – process over in 2 weeks at the most. Have it written that punishment applies to each level of misconduct.

(3 person) Working Party – Board Member (AR), Pennant Committee Member (WG or TS), Independent (check State Dispute Centre) with law background.

Move: Philip Teale

Seconded: Cheryl Johnstone

Carried.

3.4 Pennant Committee Report (WG)

WG spoke that the Pennant Committee are the ‘eyes and ears’ for the Board, bringing what they hear players want. Reward current pennant players for bringing friends to the game.

Encourage north/south split – less travel.

Advise players of statistics, acknowledge how long people play pennant, winning streaks.

Pennant Committee suggested State 1 players receive a reduction of fees, as opposed to prize money (this could work online?). For this to happen we would need to get Clubs on board – LF this would be driven by individual Clubs.

Find out what players are dropping out of pennant – ages, male/female, areas? Need to get exit survey created. PS informed that a University student is undertaking data analysis to find out the above, and will report back with the findings.

WG, PS, TV to discuss further and bring back to the Board.

MG thanked the Committee for their report.

3.5 Development Squad ‘1 on 1’ Training (JC)

Bring together all parties – Coaches and experienced mediator to work through specific issues people have and make the model clearer to all.

Option 1. (Coaching pool and coaches, Squash SA) “Coaching Model Consultation”

Move: Cheryl Johnstone

Seconded: Philip Teale

Carried.

3.6 Draft Operational Plan 2012 (PS)

PS spoke on Draft Operation Plan, explaining the format

3.7 Organisational Chart (PS)

PS spoke on modified organisation chart, to be published on website.

4. GENERAL MANAGER’S REPORT

4.1 General Overview Report

4.1.1 Referee Association PRAP Format

Referees still prefer face to face player interaction as opposed to online. Look towards a format that incorporates both.

Review a penalty for not attending Referee Courses, penalty too harsh?

Suggested not to use West Adelaide for the Referee Sessions as the room is L shape and not conducive to everyone hearing all player and referee comments.

4.1.2 ORS Update

PS met with ORS, moving away from “be active”. Grants – sport participation outcomes oriented. Community “street sports” encouraged. . PS and NB to work on applying for Grants through more non-traditional avenues eg. . Dept of Health, Dept of Education, Crime Prevention Dept.

Work on street squash angle, increase profile of squash – out in public, not hiding in a building.

4.1.3 2011/2012 Financial Audit

Sign off this Wednesday.

4.1.4 OHS Report

No incidents.

No bullying/harassment. Electrical tag testing at Squash SA and Racquets SA – no faulty equipment.

Pulldown safety screen at Racquets SA back door.

4.1.5 Contractual Appointments

4.1.5.1 Mike Corren Sponsorship

4.1.5.2 OAMPS Loss of Trade – still in debate, recover \$36000 loss of trade.

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

5.1 Income Statement Racquets SA / Squash SA

Finance Committee meeting in 2 weeks time. Minor glitch in MYOB. Auditor working through discrepancy.

Beancrunchers working on streamlining financial reports and operating systems combining MYOB and excel.

5.2 Bank Statement

PS tabled bank statement.

5.3 Financial Summary Report

As above.

6. **GENERAL BUSINESS**

6.1 440 Goodwood Road, Cumberland Park

440 Goodwood Rd has been taken off the market, Squash SA has a 2 year lease. In future Squash SA may align with a sports hub – admin or sport.

6.2 2011 AGM (PS)

Suggested to invite Bill Spear (and partner) and Bruce Walker (and partner) to AGM. Publically acknowledge guest life members at the AGM.

PS made mention of a clip to be shown at the AGM showing our key achievements/highlights.

Suggested the outgoing Board Members vacate their seat on the night. New Board take their seats as voted in.

6.3 Minutes of AGM, Bruce Walker Life Member to attend (PS)

As above.

6.4 Campbelltown Leisure Centre (MG/PS)

Squash SA met with Campbelltown Council, alerting them of some concerns the Board have. Squash SA waiting to see outcome of the Federal Government funding.

Campbelltown is inline with our strategic plan.

Forward Campbelltown plans electronically to Board Members.

6.5 Glass Squash Court (PS)

NZ technician would need to be employed to erect court. Potential buyer put forward a price they are willing to pay, but lower than we would like.

Get best price, and let it go - prefer \$50,000 but accept \$40,000 or \$45,000?

6.6 Approval of Non-Operational Directions (PS)

PS tabled correspondence from Office of Liquor and Gaming, Board Members need to complete 15 page form and application to be a 'responsible person'. Waiting to hear back from OLG. Copies for Board Members to take home.

6.7 Australian Open (PT)

PT went to Australian Open. Booking process was simple. Small hiccup with timing, but Australian Open administrators emailed attendees (good for those that check email). Hotel near Gala Dinner and courts. Discounted rates weren't offered at the hotel. The matches were held on a court in the convention centre, big screen tv's (for instant replays), court on stage. Slow mo, video referee on appeals – first time it trialled. Sarah Fitzgerald interviewed players. Vendor stands with racquets, shoes – and "david palmer" packs.

Gala Dinner at convention centre, 120 people. Live jazz band that was maybe a little loud. Good to sit with international players.

7. POLICY

7.1 AJC Team Policy, SSA002

7.2 Junior Ranking Policy, SSA003

7.3 Visiting Coach and Mentor Policy, SSA049

Formal adoption/ratification by Board Move: Alex Ryan

Second: Philip Teale

Carried.

8. CORRESPONDENCE

In

M Parker – Declining FEG Funding offer

S Allan – Resignation of Board (PS to write back, MG/PS to meet with him)

Out

AGM Notice of Meeting (PS)

J Lee- Governance Audit and PSCAA Mediation (MG)

Referees Association, PRAP Format (PS)

N Boyd – Squash Week (PS)

G O'Donnell – World Coaching Conference (PS) (National, every 2 years)

9. SQUASH AUSTRALIA

9.1 Nothing to report

10. NEW BUSINESS

No new business.

11. CONFIDENTIAL ITEMS

Nothing to note.

12. BOARD DIARY

Next Meeting Monday 12 September 2011, follows AGM at Racquets SA

13. CLOSE MEETING

Meeting closed at 8.50pm. (partners to attending Tap Inn – suggested Board meet ½ hour earlier at the driving range). LF gave his apologies.