



Annual Report

to the

Bankstown Sports Hockey Club

Annual General Meeting

23 November 2017

2016-17 Board of Management

The Board of Management (BoM) elected at the 2016 AGM held 11 BoM meetings during the year, one special planning meeting# in January and a special executive meeting*.

Below is a record of meetings attended by the Board members.

12 Dec 16	15 Jan 17	6 Feb 17	23 Jan 17 #	27 Feb 17
6 Mar 17	13 Mar 17	27 Mar 17	22 May 17	19 Jun 17
17 Jul 17	27 Jul 17 *	4 Sep 17		

Board Position	Incumbent	Meetings Held	Attended	Apologies	Absent
President	Graeme Barnard	13	13	0	0
Vice President	Garry Labana	13	13	0	0
Secretary	Ambi Thind	13	11	2	0
Treasurer	Kerry Barnard	13	13	0	0
Men's Convenor	Robert Easterbrook	12	6	5	1
Women's Convenor	Emma Howard	12	6	6	0
Junior Convenor	Ray Veleski	12	5	2	5
Development Officer	Darren Bowman	12	11	0	1
Registrar	Tiffany Blandford	12	2	2	8
Other 'special officers'	Not generally expected to attend BoM meetings				
Canteen Manager	Kerry Barnard *		13		
Publicity	Emma Howard *	-	6		
First Aid Officer	Jordan Barnard	-			
Records Officer	Patricia Hall	-			
Umpiring Co-ordinator	Robert Easterbrook *	-	6		
Fundraising/Social	Daniel Mills	-	2	1	9
Ground Manager	Mark Lopez	-			
Club Captain	Marc Collie	-	2	1	9
Equipment Officer	Vacant				

President's Report

The lead-up to 2017, saw some hard decisions to be made by the Board, with much of the pre-season focussed on our men's first grade team make-up and budget; and the merger with the two women's Macarthur teams in ML1 & ML3. The men's issues were eventually largely resolved, but the women's issues proved much harder and many went unresolved and caused some tension among the women's side of the club. In addition, the decision to secure four young Pakistani players for our top teams proved to be quite controversial in some circles.

The Club's on-field performances were again very pleasing this year, with more than 60% of our teams making the semi-finals in their respective competitions. The breakdown: 60% of men's teams (3 out of 5); 50% of our women's teams (2 out of 4); and 75% of our junior teams (3 out of 4) making the finals. Unfortunately, only two of these teams made it all the way to Grand Finals, with our U15B's coming out as champions in the SEHA competition.

The club's continued focus on developing, and increasing the numbers of our juniors, was evident again this season, with the U15 Metro experiment proving successful in its own way. Although this team did not win a game, they improved every week and seemed to thoroughly enjoy playing at this level. This also saw a number of our juniors making a successful transition to senior teams, in both the men's and women's competition. The 'Come & Try' sessions also saw a number of new players join the junior ranks this year. I would like to see some of these programmes continue into the future, where appropriate.

I believe the Club continues to provide a welcoming environment for new players and their families; this was noted by the Pakistani boys and their coach, who was very impressed by how the boys were treated at the club; they thoroughly enjoyed their time here. I also feel that they in turn, provided a valuable resource to our junior players and some of our senior men, improving the skill level and the intensity of training, which is always a good thing.

I extend my thanks to my fellow Board members, who have put in a lot of time and effort this year to progress the Club. A special mention to Garry Labana, who took on way more than he should have this year, with respect to much of the off-field issues and negotiations; as well as coaching the Metro side. As always, Ray Veleski and Warren Widger have done a great job, working tirelessly with the juniors.

Thank you to the Bankstown District Sports Club, Board and Directors, Marie Kanaan and Josh Carmichael and their team, for their support and interest in our club. The Sports Club recently decided to renew the lease on the Hockey facility, which gives us the opportunity to manage the facility, and fund the Club sustainably into the future. Without this, we would not enjoy the great facilities and reasonable fees and other rewards we enjoy. We look forward to this continued relationship.

Graeme Barnard
President

Treasurer's Report

The club is in a sound financial position. During the pre-season, the Board approved an increase in the men's first grade budget, which would utilise some of the Club's accumulated cash surplus. In addition, as part of the women's merger, we incurred some of the coaching costs for those teams. Total revenue was down 5% and expenditure was up by 19%.

Our main sources of income continue to be ground hire and canteen sales. Turf hire income was up by 8% on last year (\$48,094), however canteen income was down by 14% (\$22,531). We engaged a new accountant this year (by necessity), to audit the accounts and we depreciated some canteen and club equipment, which had been on the books at full value for about 5 years. We also wrote off a bad turf hire debt from 2012 (\$950), which we had no way of recovering. The club purchased a new junior goalie kit and we had to purchase a new cash register for the canteen. With all these factors in play, the Club showed a loss of \$116.

The fundraising efforts did not reach expectations, with 17 boxes left unsold (\$850 value) and a small number of members still to return money. In my opinion, the effort involved in attempting to raise a small amount of funds this way is not worth the benefits, even if all money was recouped as expected.

There were no major repairs carried out this year, but minor maintenance continues to be carried out. As stated earlier, the club is still in a good financial position and continues to subsidise playing fees for all members and fulfil its obligation to the Sports Club and set aside \$10,000 per year to a 'sinking fund'.

Attached are the auditor's report, profit and loss statement, and balance sheet for the 2016-17 financial year.

Summary of transactions since end of financial year:

Cash at Bank (as at 30/09/16):	\$ 82,374	(\$36,007 cash + \$ 46,367 invested)
Plus Sinking Fund	<u>\$ 40,458</u>	Preserved
Total cash on hand (30/09/17)	\$ 122,832	
Income since 30/09/17:	\$ 4,108	
Expenditure since 30/09/17:	\$ 10,728	
Cash at Bank (as at 20/11/17):	\$ 66,205	(\$19,838 cash + \$ 46,367 invested)
Plus Sinking Fund	<u>\$ 50,007</u>	Preserved
Total cash on hand (20/11/17)	\$ 116,212	

As of today, we have approximately \$500 income due and approximately \$2,000 in bills to be paid.

The Hockey Club would like to thank the Sports Club for their continued financial and moral support; it is always greatly appreciated.

Kerry Barnard
Treasurer

Linda Lowe - Principal

13 November 2017

Bankstown Sports Hockey Club
PO Box 130
Yagoona NSW 2199

Dear Committee

RE: Bankstown Hockey Club: ABN 73 502 772 628

I have reviewed the MYOB accounting file for Bankstown Sports Hockey Club for the period 1 October 2016 to 30 September 2017.

All balances in the Balance Sheet such as the bank balance and accounts receivable are correct as at 30 September 2017. Items recorded in the Profit and Loss Statement for the year 1 October 2016 to 30 September 2017 also appear to be correctly entered and classified based on my review.

There were a few adjustments which I want to highlight that have been made for the year as follows:

Accounts Receivable & Bad Debt

There was an amount owing from 2012 of \$950 and a credit from Sydney Hockey Association from 2014 of \$4,830. These two items have been cleared and written off given that they are more than 3 years old.

Equipment and Stock

There were asset figures in Canteen and Hockey Equipment which have been carried forward for a few years, with no detailed breakdown of what assets comprise these amounts. I have expensed the prior year balances in the Profit and Loss Statement under Depreciation. The only asset items in the Balance Sheet as at 30 September 2017 are the new canteen cash register and junior goalkeeping equipment purchased this year which will be gradually depreciated.

Overall, the MYOB accounting file and invoices folder was very well organised. The attached Balance Sheet and Profit and Loss Statement prepared reflect the financial operations during the year.

If you have any questions please do not hesitate to contact me on 0407 493 459.

Yours sincerely



Linda Lowe



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Bankstown Sports Hockey Club

Profit & Loss Statement October 2016 to September 2017

	FY 2017		FY 2016
Income			
Total Income - Hockey Fees	\$ 23,394.53	21%	\$ 19,403.55
Inc - Turf Hire	\$ 48,094.54	8%	\$ 44,730.45
Total Income - Canteen	\$ 22,531.09	-14%	\$ 26,047.83
Inc - Uniform Sales	\$ 518.20		\$ 900.01
Inc - Hockey Other	\$ 2,909.11		\$ 5,675.00
Income - Fund Raising	\$ 3,729.36		\$ 1,800.00
Income - Grants/Sponsorship	\$ 0.00		\$ 1,200.00
Grants/Sponsorship BDSC	\$ 0.00		\$ 6,590.91
Total Income	\$ 101,176.83	-5%	\$ 106,347.75
Expenses			
Exp - Hockey Comp Entry/Fees	\$ 28,181.61	10%	\$ 25,521.54
Exp - Other Hockey Fees	\$ 300.00		\$ 0.00
Exp - Umpire Fees & Expenses	\$ 2,935.00		\$ 300.00
Exp - Player Support & Grants	\$ 19,800.00	152%	\$ 7,845.00
Total Expenses - Coaching & Training	\$ 17,583.45	58%	\$ 11,117.28
Exp - Uniforms	\$ 2,817.11		\$ 5,056.36
Total Expenses - Hockey Other	\$ 0.00		\$ 0.00
Total Expenses - Canteen	\$ 9,217.64	-34%	\$ 13,884.47
Exp - Fund Raising	\$ 2,999.70		\$ 0.00
Total Expenses - Utilities	\$ 1,375.64		\$ 1,294.27
Exp - General Minor Maintenance/Repairs	\$ 1,720.33		\$ 1,579.14
Exp - Major Maintenance/Infrastructure	\$ 0.00		\$ 9,704.55
Exp - Cleaning - General	\$ 187.88		\$ 241.82
Exp - Other Office/Club Exp	\$ 2,059.15		\$ 2,422.57
Total Expenses - Presentation Day(s)	\$ 8,203.78		\$ 6,107.62
Total Expenses - Equipment	\$ 2,909.20		\$ 1,322.82
Depreciation - Equipment (Hockey & Canteen)	\$ 2,598.44		-
Total Expenses	\$ 102,888.93	19%	\$ 86,397.44
Operating Profit	-\$ 1,712.10	-109%	\$ 19,950.31
Other Income			
Inc - Miscellaneous	\$ 250.00		\$ 6,180.39
Inc - Banks Interest	\$ 1,951.48		\$ 2,101.13
Total Other Income	\$ 2,201.48		\$ 8,281.52
Other Expenses			
Exp - Miscellaneous	\$ 37.00		\$ 6,396.64
Exp - Bank Fees & Expenses	\$ 568.55		\$ 626.77
Total Other Expenses	\$ 605.55		\$ 7,023.41
Net Profit (Loss)	-\$ 116.17	-101%	\$ 21,208.42

Bankstown Sports Hockey Club

Balance Sheet

as at 30 September 2017

Assets

Cash at Hand/Bank		
St George EFTPOS - 002032532	\$ 36,007.27	
St George - Term Deposit 1	\$ 46,109.63	
St George - Sinking Fund	\$ 40,458.77	
A/C Receivable (Owed to us)	\$ 550.00	
Total Cash at Hand/Bank		\$ 123,125.67

Equipment / Stock		
Canteen Stock	\$ 500.00	
Canteen Equipment (not stock)	\$ 932.00	
Hockey Equipment	\$ 512.36	
Total Equipment / Stock		\$ 1,944.36

Total assets **\$ 125,070.03**

Liabilities

GST Liabilities		
GST Collected	\$ 2,655.93	
GST Paid	\$ 1,113.05	
GST Control Account	\$ 0.00	
Total GST Liabilities		\$ 3,768.98
Other Liabilities		\$ 0.00

Total Liabilities **\$ 3,768.98**

Nett Assets **\$ 121,301.05**

Equity

Opening Equity Balance	\$ 40,437.58	
Retained Earnings	\$ 85,003.76	
Current Earnings	-\$ 116.17	
Historical Balancing Account	-\$ 4,024.12	

Total Equity **\$ 121,301.05**

Women's Convener's Report

Overall our Women's side of the club had a relatively strong season. We commenced the season entering an affiliation with Macarthur which gave us teams in the ML1 and ML3 division in addition to Bankstown's teams in ML5 and ML6 (with 2016 relegation of ML4 pushing both teams down a grade).

We commence the season with a strong preseason and formal selection process but did struggle with numbers in our ML5 with some long term players of the Club defecting to other Clubs to play in higher divisions. However this was strengthened and provided opportunity for some of our Junior girls to take to the field in the senior competition – and with their pace we hope they return in 2018 on a permanent basis.

Merge with Macarthur Women's Hockey.

The merge with Macarthur has proven to be a challenge in the 2017 season. We started the season strong however the behind the scenes of the merge from naming and administration, uniforms and how we operate and budgets proved to be a challenge. After preseason selection and trials it felt like it was back to operating as two separate clubs under one name, and the Bankstown sides had a loss of identity playing under the Macarthur uniform.

The benefits of a strong coach appointment of Mark Stafford dissolved with his departure mid-season, and resulted in a player coach situation for both the ML 1 and ML3 sides. This also impacted our own coach volunteer Darren Bowman who was looking towards Mark as a mentor. All administration was handled by their Club President Zac Laurence and fees for these two teams have been handled by Macarthur.

Whilst invited to the Senior Presentation Night the ML1 and ML3 sides will be celebrating their season separately.

The ML1 and ML3 sides did have strong seasons finishing 6th and 2nd on the tables respectively.

ML5 and ML6 – The Bankstown Contingent

ML5 had a tough season with low registered number and the loss of two long term members of the club early in the season. Darren managed to get a contingent of junior plays to fill in and we had several players from ML6 double up to ensure the team could take to the field. We did acquire two players from the Macarthur merge who travelled from the highlands each week to play with the club. Overall the girls gave it their all and it became a numbers game on their ladder with goals for and against which saw them finish the season 6th on the ladder.

ML6 was a dynamic team with a season plagued with injury of bad knees to broken toes, yet we kept of getting draws and wins however were knocked out of the season in the semis to finish 4th on the ladder. The team did have 40% of new players to the club with acquisition of players with two coming across from Moorebank post their selections. We commenced the season with no coach – so thanks to Life Member Barry Deer for coaching the team and taking us back to basics and reminding us hockey should be fun. The girls did become very social and competitive with selling more than their allocation of chocolates to fundraise for the club, in addition to having all fees paid or payment plans in place making it easy to manage. Overall I expect 90% of these players will be back with the Club in 2018.

Recommendations for 2018

- Recommend planning starts before Christmas. Contact has been made to Macarthur about the 2018 season however no response was received.
- If the Club is to proceed with a merge suggest the due diligence including how the club will operate is completed before mid January. My overall recommendation is that is a full merge and everyone plays under Bankstown and all administration and communication is handled by the Club's executive to ensure Club dynamics, align to the growth strategy of the club but also financial benefit.
- If there is no merge we focus on growing our ML5 and ML6 team numbers so there is 14-15 players registered per side.
- Suggest our fees are increased and include the cost of a shirt – a recommendation of \$430 excluding NSW is proposed for the new committee to cover umpiring, team registrations, shirts and also allow a kitty for a coach of up to \$5,000 for the women's club or funds back in to the Club as a whole for development (based on 14 full fee paying players per team).
- Recommendation each team appoints a team manager to help build Club moral and assist with cascading communications to their teams. I personally took on this role and think it assisted the ML6 girls, but also gave me relevant insight.
- The need for a strong fee payment policy to help those with financial difficulty that is transparent to all members.

Thank you to our volunteer coaches Darren Bowman and Barry Deer and Congratulations to the following award recipients:

- Mel Nelson – ML6 Players Player
- Kiera Bryant – ML6 Coaches Award
- Georgie Wade – ML5 Players Player
- Jess Wade – ML5 Coaches Award
- Tiffanie Blandford – Top Goal Scorer
- Glenn Langley – Iron Women of the Year
- Catalina Lopez – Player of the Year

Emma Howard
Womens Convenor 2017.

Junior Convener's Report

2017 Season!

Firstly I want to Congratulate and thank ALL of our Boys and Girls that made 2017 another Great Season for the Mighty Boomerangs.

To all our Coaches (Garry, Warren, Cat and Tod) and Managers (Maggi, Tracey ,John and Jeff) thank you for your time and patience. It has been a long season but our Kids appreciate the effort you have all put in to make them better Players.

(Thank you to all the Parents and Grand Parents that took time out to bring the Children to training and Games- with your support our Club and Sport gets Bigger and Better each year).

Our numbers increased to field 4 Teams. We still had to juggle players between Teams but managed to get the under 11B's, under 13B's and under 15B's in to the Semi Finals, Finals and Grand Final.

We ran some Clinics for our Juniors this year in conjunction with our Men's 1st Grade which were a BIG hit with younger players. Thank you to Darren Baxter and his Team.



Under 15 Sydney Metro Competition

Our Club was fortunate enough to combine with MacArthur to put together a group of talented players to represent us in the Under 15s Sydney Metro Competition for the first time in 12 years.

The competition was very hard but our team got better with each game they played. Thank you to Garry Labana for Coaching and John Alderton for Managing this young and very talented Team.

Award winners:

Keiran Brook (Players Player)

Riley Alderton (Coaches Award)

Matthew Thompson

(Most Improved)



Under 15B's

Our Under 15's had a Great season winning the Grand Final in a nail biting finish against St George (3-2).

Thank you to Todd and Jeff for looking after the Team during the season.

Award winners:

Kaan Olmez (Players Player)

Caleb Wait (Coaches Award)



Under 13B's

Our Under 13's had a great season as well unfortunately they were beaten in the semi-finals.

Thank you to Cat for Coaching and Tracey for Managing this great side.

Award winners:

Samir Murphy (Players Player)

Nicholas Sainsbury

(Coaches Award)



Under 11B's

The Under 11s this season were all new to Hockey bar one Player.

They had lots of Fun and won a lot of games during the season. They drew their Semi-Final with Moorebank who advanced to the Grand Final, as they had finished higher on the Ladder with points for and against.

Thank you to Warren for Coaching and Maggi for Managing this very young, fun and talented side.

Award winners:

Siena Busdon (Most Valuable Player)

Amy McInnis and Abdallah Dannawi
(shared Rookie of the Year)

Vincent Wang

(Encouragement Award)



Congratulations to Morgan Veleski who played in the Under 13s Boys State Championships at Armidale and represented the Sydney South West Region in the PSSA.

Congratulations to Tanisha Streeter who played in the Under 13's Girls SEHA Squad.

Congratulations to Riley Alderton and Keiran Brook who have been selected in the train on squad for the NSW State under 15s Boys Team.

Other Award Winners:

Most Improved Team: Under 11B

Junior Player of the Year: Caleb Wait

Most Improved Player: Kaan Olmez

Encouragement Award: Charlotte Sainsbury

Junior Goalkeeper: Tanisha Streeter

Highest Representative Achievement: Morgan Veleski

Ray Veleski

Junior Convener.

Canteen Report

2017 saw a decrease in income of 14% from 2016, with turnover of over \$22,500. With prices largely remaining the same, this was most likely due to a decrease in patronage. An overall profit of \$13,313 was achieved however, which goes straight back into the club to assist players. We had to replace the cash register mid-way through the season, due to the old one breaking down and beyond repair.

I could not have managed without assistance, once again, from Pat Hall and Rhiannon Minett, especially during the SEHA School Girl's competition in school term 2. This season we also had some junior parents pop into the canteen to help out during their children's games, which was much appreciated.

We continue to receive great feedback not only on the canteen menu items but also the cleanliness of our facilities overall. Unlike some other hockey venues, we try to have our canteen open whenever there are games or other events on at the ground, so even if you are playing away, there's a very good chance that the canteen is open and serving other players at our ground, on both Saturday and Sunday. We could always use more help in the canteen, even just on the odd day would be great. This is your club, and the profits from the canteen assist you in some way.

Thank you to the rest of the Board and the Bankstown Sports Club for your continued support.

Kerry Barnard
Canteen Manager

Development Officer's Report

At the start of the year, we continued our Come and Try seasons with some success in attracting new players, including a new bunch of U11s.

Our junior numbers have been steadily improving, and with that, we need to increase our ability to source coaches for next season. We have high hopes to be able to obtain experienced and accredited coaches for next season, for both the men and women, to both coach and mentor any aspiring coaches for the future.

First grade men held some specials coaching sessions for the juniors throughout the year, which were very well received and enjoyed by the junior players.

I invested some time in the local schools, to promote hockey, with the hope of attracting new young players, with some success but more work in this area is needed.

We are currently in the middle of our social summer comp, with nearly 100 players participating, with majority of junior players involved, as well as Mums, Dads, new and existing players playing a part.

Development of the junior players and umpires one of the main focus.

Darren Bowman
Development Officer