

IT'S AN EXCITING TIME TO BE A PART OF SVNSW!

1. We've set aggressive goals and have our sights on New South Wales being “the significant contributor to the growth of volleyball nationally.”
2. We're investing in the future and growth of our sport – doing more than ever before.
3. We're administering the sport in a transparent, legal and professional way—laying the groundwork for future growth and success in the state and country.

We've set aggressive goals and have our sights on New South Wales being “the significant contributor to the growth of volleyball nationally.”

- We've provided additional and comprehensive on-the-ground support to major events, including the State Cup series, in order to deliver members a consistent experience throughout the season.
- We've increased our focus on participation in regional NSW: created a Regional Development Plan 2014-16 targeting 4 parties in Sth/Riverina, as well as Hunter/North, and West. Secured funding to deliver a junior development program in 2014 in Sth/Riverina to complement existing activities and underpin the annual U15 Championships in Albury.
- We've overhauled the National Participation Model for VA and member states (at the Sports Commission's request) to facilitate the alignment of state and national programming and events, to increase volleyball's standing in order to compete and be eligible for increased funding from the Sports Commission.
- We've overhauled the NSW Junior State Team program by:
 - Introducing an open coach and assistant coach/manager appointment processes
 - Introducing a Mentor Coach to provide support and guidance to the appointed coaches
 - Requiring athletes to sign Player Agreements comprising codes of conduct and parental consent
 - Proactively addressing risk issues associated with Junior State Team accommodation and travel
 - Hosting an AJVC pre-departure uniform presentation featuring the NSW Minister for Sport and Olympian, Kerri Pottharst
 - Launching an end of season presentation function celebrating the program and recognising team and individual excellence
 - Conducting a formal end of program review for players and coaching personnel

- Engaging SVNSW's beach volleyball affiliates to assist in the delivery of a consolidated beach state team trials, selection and preparation program, for a NSW Delegation (14 teams) to attend AJVBC January 2014
- We've created volunteer management processes including engagement letters, event day run-sheets, post-event review and end of year appreciation certificates
- We're building our profile to enable our organisation to begin delivering on its brand potential. Activities to date include:
 - Hosting an AJVC pre-departure uniform presentation featuring the NSW Minister for Sport and Olympian, Kerri Pottharst
 - Re-designing SVNSW's events portfolio logos to enable the organisation to begin delivering on its brand potential
 - Launching a new website via the Volleyball Australia Digital Master Strategy, including the creation of training documentation and Member site templates (subject to project continuance).
 - Delivering comprehensive campaigns for website and social media content regarding state and national team programs and performances, event participation, organisation announcements.
 - Investing in signage, posters and collateral to increase brand awareness

We're investing in the future and the growth of our sport and we're doing more for the sport than ever before.

- We've invested in building relationships with:
 - Volleyball Australia: attending all stakeholder and executive director meetings; AVF funding support applied to a part-funded Administration Assistant and Club Development Co-ordinator. Roles will implement the ASC and AVF's Club Health Check program, engage Affiliates, determine up-skilling and support requirements delivering membership processing solutions via DMS.
 - State volleyball organisations – increased collaboration between Executive Directors
 - NSW Sport and Recreation, Office of Communities
 - Office of the Children's Guardian – to enable us to address our obligation as child safe organisations
 - Wagga, Newcastle, Orange, Albury local councils
 - Growth in affiliates, from 21 members in 2012 to, 25 members in 2013 to 28 members 2014
 - Regional outreach, including a focus on Wagga and Newcastle school events, and initial discussions with four parties in the Southern/Riverina region who will benefit from SVNSW funding

- We've increased staff to enable the organisation to deliver more, and set us up to continue to grow our sport well into the future

We're administering the sport in a transparent, legal and professional way—laying the groundwork for future growth and success in the sport, state and country.

- We undertook a governance analysis of the SVNSW Board decision-making processes and conduct of strategic meetings.
- We've created an Excel-based Member Register, with reconciliation of paid and unpaid Individual Members.
- We've engaged a bookkeeper to transfer all excel and handwritten budget records into online transactions in coded accounts, providing reporting tools for the EO & Board, importing annual budgets to MYOB, created debtor and creditor processing guidelines for staff training – allowing us to budget, plan and report quarterly and annually, and giving greater visibility to the board and transparency for members.
- We've updated standard document templates (letterhead, invoices, expense reimbursements) to comply with legal and regulatory standards.
- We've formalised internal communication processes (meetings, calls, quarterly and annual operational planning, event run-sheets, leave planning, performance review & monitoring), giving greater visibility to the board and transparency for members; and ensuring the long term future of the organisation (succession planning, sustainability of processes etc... so they're not dependent on an individual).
- We've developed an annual operational budget submitted to the Board (January 2013) to complement the 2013 SVNSW Calendar released to Members in December 2012.
- We've analysed all event revenues (every event/program breaks even at a minimum), insurance premiums, membership category incomes and outgoings and external income sources (Govt Grants)
- We've created Risk Registers and event-specific risk assessments plans, while incorporating Sports Medicine/First Aid appointments to all School and State Cup events.
- We've introduced a formal process of applications for Affiliation to be received, reviewed and approved by the SVNSW Board (per the constitution)
- We've produced of a Child-Safe Child-Friendly organisation checklist, and delivered staff and State Team coach training program.
- We've begun to better recognise NSW participation on the international stage through the Annual Report.

QUESTIONS RECEIVED REGARDING STATE VOLLEYBALL NSW INC. FINANCIAL STATEMENTS

2012 Audited Financial Statements

Q1. Is it correct that the 2012 profit of \$12,081 included consolidating two funding reserves, specifically Bonds held, and NSW Coaches Association funds?

A1. Yes. After consultation with the Auditor, the Board at that time, made this decision.

Q2. Does the Board agree that the underlying deficit for 2012, if these two reserves were not rolled into consolidated revenue, would have resulted in a loss?

A2. In 2012 SVNSW recorded a profit of \$12,081. This included income from Bonds held (\$3,500) and NSW Coaches Association funds (\$20,000) totalling \$23,500.

2013 Audited Financial Statements

Q1. On what date was the original 2013 budget projected loss of \$12,297 endorsed by the Board?

A1. At the board meeting on 21 January 2014, the board approved a deficit of \$5,000 - \$10,000. At this time, assumptions were made based on available records.

Q2. When was the Board first made aware that the projected loss would not be achieved?

A2. Detailed financial updates were provided to the board on 25 July and 10 October, ahead of the audited end of year accounts being presented to the board for approval. We refer Members to Page 5 of the Annual Report, for the Treasurer's Report and the "Explanations regarding the change in income and expenditure between 2012 and 2013".

Q3. When was the Board first made aware that the loss had quadrupled to \$54,484?

A3. As per the previous answer, detailed financial updates were provided to the board on 25 July and 10 October, ahead of the audited end of year accounts being presented to the board for approval. We refer Members to Page 5 of the Annual Report, for the Treasurer's Report and the "Explanations regarding the change in income and expenditure between 2012 and 2013".

Q4. Why did the organization spend \$8,132 on "Legal Costs"? What was this for?

A4. A SVNSW employee lodged a workers' compensation claim. The association was involved in a conciliation process before the Fair Work Commission, resulting from an application by a SVNSW employee. SVNSW sought legal advice in the management of these matters. In 2014, a Claim was lodged with SVNSW's Association Liability Insurer. The claim was subsequently accepted.

Q5. The Treasurer's Report states that the \$15,000 NSWDSR SADP grant was not received in 2013 as it was "no longer available"? Did NSWDSR cancel this program, was SVNSW deemed ineligible or did we simply miss the submission deadline?

A5. The SADP grant no longer exists.

Q6. What is our insurance claims history for the past three years? Is the 78.6% increase in our 2013 premium more a result of increases in membership from 2011 to 2012 than simply 2012 claims history?

A6. Due to our newly developed member register, SVNSW has seen an increase in members over the past two years (from 1,133 to 1,861 members), resulting in an increase in the amount of insurance paid. Additionally, SVNSW has been more proactive in communicating this benefit to its members, resulting in an increase in claims. Finally, the nature of claims received during 2013/2014 were assessed as significantly high value claims, as such our premiums were adjusted accordingly.

Q7. The statement in the Treasurer's Report that "the increase in insurance premiums was due to an increase in player accident and injury insurance premiums" is a nonsensical statement. Seriously, premiums increased because of increased premiums?

A7. To clarify, the "insurance expense" line item includes premiums for two insurance policies – 1) The player accident and injury insurance and 2) the Association's Liability insurance. As stated above, due to our newly developed member register, SVNSW has seen an increase in members over the past two years (from 1,133 to 1,861 members), resulting in an increase in the amount of insurance paid. Additionally, SVNSW has been more proactive in communicating this benefit to its members, resulting in an increase in claims. Finally, the nature of claims received during 2013/2014 were assessed as significantly high claim values, as such our premiums were adjusted accordingly.

Q8. U/15 income was \$23,281 in 2013 how has this figure decreased from \$48,344 in 2012 not be less entries.

A8. Please note advice from the Auditors and Addendum tabled at the 2014 AGM that states that the 2013 Income and Expenditure Statement incorrectly states the income value for "DSR Grant" and "AUS U/15". In 2012, the correct revenue from AUS U/15S was \$33,344. In 2013, the revenue for AUS U/15S was \$23,281. This difference in revenue can be explained in part by there being 23 teams in 2013 compared to 27 teams in 2012. There are no additional details about revenue structure for the 2012 event and therefore additional context is not possible.

Q9. You show bonds received of \$3,455 this is not revenue or not bonds?

A9. At the time of finalising the 2013 Accounts, SVNSW was still pursuing bank details to return Bonds held, valued at \$3,455.

Q10. In revenue, Official Education \$2,136, what is this?

A10. The Official Education revenue of \$2,136 is due to registration fees for a level 2 coaching course.

Q11. Expenditure of \$4,211, what is this for?

A11. SVNSW invested \$4,211 in the Level 2 coaching course and also coaching payments for regional activities, and the junior volleyball academy.

Q12. What is the Provision for Employee benefits of \$6,043?

A12. This is the provision for annual leave.

Q13. You have mentioned the cost of a Consultant to conduct the review. What was the cost and where is it shown?

A13. The cost was \$5,500 and it is recorded under Board and Conference expenses.

Q14. Why are there no increase in assets? What and where are the costs of the office equipment (computers, etc)?

A14. Office equipment under \$3,000 is not recorded as a depreciable asset, but office equipment costs have been recorded under Computer Expenses.

Q15. The Treasurer states that the Albury City grant was not received in 2013. Was it received in 2012? Was it applied for in 2013 and how much was it for?

A15. SVNSW received \$1,500 from Albury Council in 2012 to run the u15s tournament. In 2013, SVNSW applied for a grant of \$1,500. This was not received in cash, however, the total venue hire for the tournament was reduced by \$1,500.

Q16. The Treasurer makes reference to “State Cup costs were accounted for separately in 2013. Previously, the expenditure for these competitions had not been itemized in the Financial Statements, and was merely reported as a net income figure”. This is incorrect.

A16. The Income and Expenditure statements for the years ending 31 December 2011 and 31 December 2012 do not contain an expense line for “State Cup”. In 2013, SVNSW included a line item for costs associated with State Cup.

Q17. The final page of the audited figures indicates that we have (used up) -\$77,297 net cash position in 2012 & 2013 combined? Does the Board agree that if this continues at the 2013 rate that SVNSW will run out of cash and equity some time in 2015?

A17. The board made some strategic spending decisions in 2013 in order to invest in the future and the growth of our sport. This Board cannot speak to the decisions of future Boards.

2014 Budget

Q1. What is the projected overall surplus or deficit for the FY2014 adopted budget?

A1. The Budget approved by the Board is responsive to changes within our State and National marketplace. Forward-looking statements can often be misleading. For full context and understanding of the Budget, the Board is happy to provide Members with the Minutes in which budget and other matters about the Organisation have been discussed. We continue to encourage Members to attend Board Meetings.

Q2. What is the total staff salary budget for 2014 compared to 2013?

A2. As stated above, the Budget approved by the Board is responsive to changes within our State and National marketplace. Forward-looking statements can often be misleading. For full context and understanding of the Budget, the Board is happy to provide Members with the Minutes in which budget and other matters about the Organisation have been discussed. We continue to encourage Members to attend Board Meetings.

Q3. What is the Board’s short to medium term strategy to re-build equity in the organization?

A3. While the Board cannot speak to the decisions of future Boards, his Board has been committed to building equity (both financial and non-financial) in the organisation, for instance:

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- c. We're administering the sport in a transparent, legal and professional way—laying the groundwork for future growth and success in the state and country.