

# Blue Gum Squash Club (Inc)



## Monthly Committee Meeting

Monthly Committee Meeting - online only

When 13-12-2023 at 19:30

Location: Squashworld Brentwood, 33 Moolyeen Rd, Brentwood WA 6153, Australia

Chairperson Steven JONES

Minute taker Steven JONES

Present Mike HIPKINS , Steven JONES (President), Belinda Martella , Louis MEYER , Jonathan RAFOLS

Apologies Rob BLACKETT , Anthony CAMPBELL (Mens Club Captain), Brett Hainsworth , Audrey LAZAROO (Ladies Club Captain), Frank LUPIS

## Minutes

### 1. 2024 Committee Meetings

Following the meeting with Mike Corren, the committee meetings will continue to be held more every third meeting in person at the club, and Mike to be invited to attend.

2024 Meeting dates - 17th Jan (club), 14th Feb (online), 13th Mar (online), 10th Apr (club), 8th May (online), 12th Jun (online), 10th Jul (club), 14th Aug (online). AGM 14th Sept.

### 2. Priorities for 2024

The committee met with Mike to discuss his plans for the future, and how the club and Mike could work together to continue to improve the facilities, promote and grow squash, build participation at centre, membership of the club, and involvement in Squash WA events.

The meeting was productive and it was agreed that Mike would be invited to attend a committee meeting each quarter so that we could continue to develop our relationship but could meet as throughout the year.

A summary of the discussion was as follows:

- Mike's plan for the business in the next 2 months
- Aim is to grow participation in squash, how do we get more people into the centre (keys

how do we convert more people to join the club, how do we get more people involved in WA events (pennants & tournaments)

- Facilities - what needs to happen to make our facility the best it can be, needs to be well and attractive to players, needs to be visible, needs to be well maintained, contemporary friendly, clean, tidy and inviting.
- What are the priorities of the club / Mike / Squash WA - need to come up with a list and for next 12 months
- Club - we want to be Blue Gum Squash Club, not a copy of another club. We need to develop identity, and build our club profile around this. What do we have to offer that others do would people choose to join our club?
- Stakeholders - the club is the biggest stakeholder for the centre, but we also need to include Squash WA, Blue Gum Park Tennis Club, City of Melville, State and Federal Member of Parliament, who else?
- Missing - some form of centre based competition for new players. Wednesday night round has almost ceased, so can something be developed in its place. Juniors - some schedule for junior members to come and play for a nominal fee, say \$5 per person for an hour - couple of time slots a week, during off peak times, maybe Saturday morning before the Thursday afternoon after school.

Summary of committee discussion since meeting in November, and at this meeting.

#### **Facility:**

- Finalise the front walls, as many courts as we can do with the funding we received
- Paint the remaining court walls so our courts are all up to date by June 2024 – Mike C flc idea of coloured walls, as a means of standing out in the industry – pastel colours
- General tidy up and clean up of the centre – dust, clutter, repair anything broken, remove furniture, organise noticeboards, update electronic display, etc
- Ensure that the facility reflects a good business standard - it should be inviting, professional, easy to locate and access, have excellent customer service and have clear and concise information readily available
- Fit new door downstairs to allow air flow during summer - Rob Blackett
- Is there a way to open up the door at Eastern End to allow for air flow as well?
- Ensure maintenance issues are reported and repaired as soon as possible, especially those as they impact playing environment
- Upgrade the Men's change room / toilet
- Air conditioning - what are the options
- Ensure facility has a range of pictures on display, male / female, young / old, some diverse boys club vibe at present
- Staff / players to take some responsibility to empty bottle / recycle bins, not just the club (mostly)
- Question - could we support the funding of a commercial cleaner to do a one-off 'spring clean' to set the standard?

#### **Centre:**

- Continue to employ Junior coach and run a Junior program, maybe expand options for junior members to play at certain times for \$5-\$10
- Offer a range of 'programs' to encourage new players to the centre, improve skills of casual players, convert casual players to in-house events, and club membership
- All staff to promote the existence of the club and benefits of joining to non-members

#### **Club:**

- Create promotional material to advertise the club and benefits of membership to non-n
- Explore merchandise options to promote the club – Jacket / Hoodie, stubby holder, next shirt?
- Improve our level and style of communication with members, and potential members
- Increase our junior membership, support the junior program, find a junior co-ordinator coaches
- Continue to offer a Club Development Squad in 2024 – look at how this might expand to talented players, ie U11
- Run several in-house events across the year to attract players in competition – Doubles, Teams event – either afternoon, 1 day, or evening/day event
- Ensure our website, social media, and general communication is welcoming, attractive a at our target audience
- Increase our level of volunteers within the club
- Provide social events for members and families to join in, eg bowls, 10 pin bowling
- Ensure our committee is as effective as it can be, explore weaknesses and address these our strengths, allocate roles to committee members
- Do we need to focus on enticing girls / females into the club / game as a priority

### **Relationships:**

- Establish link with City of Melville – particularly around maintenance needs
- Connect with State and Federal members – ensure they know we exist, grant options
- Continue to work with Squash WA to develop the game, promote involvement in Squash WA/ help grow participation at all levels

### **Decision**

To be discussed with Mike at next meeting.

### 3. Committee Members

The following committee members were elected for 2023-24:

Steven Jones - President

Louis Meyer - Vice-President

Vacant - Secretary

Belinda Martella - Treasurer

Audrey Lazaroo - Ladies Club Capt, Anthony Campbell - Mens Club Capt

Committee - Rob Blackett, Frank Lupis, Jonathan Rafols, Brett Hainsworth, Mike Hipkins

Steve Tapley - will continue to manage the website

Discussion around roles that the committee needed to fulfil in order to keep the club running, all committee members should have a role. Steven to circulate a list of roles and some role descriptions for discussion.

Roles needed at the club - President, Secretary, Treasurer, Club Captain x 2, Media/publicity/sponsors/newsletter, Govt liaison/grants, social events, merchandise, maintenance/repairs, junior co-ordinator, membership.

Committee to allocate roles for next 12 months.

**Secretary** role is vacant, main duties are to organise and document the meetings. No volunteer meeting for the role.

**Newsletter** - Steven will send out the final newsletter for 2023. We may move to Mailchimp for details to be explored.

### 4. Membership

**Membership** - priorities for 2024 - We finished with 203 members for 2023 (209-2022)

1. Aim to keep our current members - membership renewal to be sent out this week.

2. Work with Mike to increase participation at the centre and convert casual players to club members

3. Aim for all juniors participating in the Junior Program to join the club, term fee will be tied to membership

Club membership runs out at the end of December so we will be encouraging all existing members to renew for 2024, and then work with Mike to increase membership numbers.

#### Summary of 2023 membership - 203 members

- Total - 203 - 10 (Life), 113 (Squash WA), 80 (club only) / 49 (25%) female / 154 (75%) male
- Senior - 179 - 10 (Life), 98 (Squash WA), 71 (club only) / 32 female / 147 male
- Junior - 24 - 15 (Squash WA), 9 (club only) / 17 female, 7 male

#### **4.1. Membership - Juniors**

We finished 2023 with 24 juniors members (15 Squash WA, 9 club only) (50-2022).

The junior program has an average of 25 juniors each week, and runs during school term

Last term we ran a beginners court, two courts for Club Development players (aim to get up for WA talent squad selection), and five courts of general coaching. This appears to be well, and we will review for 2024.

***If we expand our Junior Program and options, then we are going to need more coaches. support any person who is interested in attending a coaching course and helping out, support the committee if you are interested. Next coaching course is scheduled for January 20-21***

We've had some recent interest in new kids joining the program, and we do receive referrals from Squash WA from kids who have attended a school clinic and receive free vouchers if they complete the survey. These referrals often don't result in kids attending, so we follow these up directly next term.

#### **5. Bills Received / To Pay**

Current balance - \$46,204.48\*\* @ 10th November 2023.

- All invoices have been paid

- \$420 in outstanding fees to be collected for 2023 (all have been invoiced)

\*\* Includes \$1000 set aside for Girls Program in 2023, \$1600 Fuel to play and go grant, \$2900 grant, and \$35,217 for front walls

#### **6. Calendar of Events**

##### **Events planned for 2024**

- Jan - Brentwood Cup - Monday 15th, 22nd & 29th - 7.30 start, teams event

- Jan - Open Day - proposed afternoon of squash, food (TBC)

- Feb - Doubles Tournament - Saturday 3rd - 12.00pm start (max 16 teams)

- Aug - Club Champs (doubles) - Saturday 31st - 12.00pm start

- Sep - Club Champs (singles) - Monday, Tuesday, Thursday, Saturday 9th to 14th - evening and

- Sep - AGM - Saturday 14th - 4.30pm

- Oct - Annual Awards Night - Saturday 12th - 6.00pm start

- Nov - Annual Golf Day - TBC

## 7. Volunteer Awards

**The winner of the Bernice Gryguc Award for "Outstanding Contribution to the Club" for YVETTE CLEMENT.**

Yvette has now been nominated for the Squash WA volunteer of the year, due to be announced December 2023.

### **2024 NOMINATIONS ARE NOW OPEN - WHEN YOU SEE A WORTHY PERSON NOMINATE TH**

Blue Gum Squash Club - **The Bernice Gryguc Award for "Outstanding Contribution to the** nominations are now open for the 2024 award, and will remain open until the 30th September club member can make a nomination to recognise the efforts of another club member throughout the year, the committee will select a winner from the nominations received.

Nominations for 2024 can be made via this link - [CLICK HERE](#)

## 8. Life Members

We currently have 10 Life Members (plus 2 deceased)

Our Life Members are:

1983 - Trevor Osborne, 1987 - Sandie Davis, 1993 - Jenny Marsh, 1993 - *Helen Collins (dec)*, Lyn Anthony Scurry (all from Rossmoyne), 2001 - Christine Cooper, 2002 - Maddy Tushingham, 2004 - *Dean (dec)*, 2004 - Ken Tushingham, 2015 - Ric Nicholas 2015 - Jan Ingram

## 9. Pennants

Spring season has finished, we won three pennants and had half of our teams playing in finals result!

The Autumn season commences 12th Feb, with teams needing to be nominated by 22nd January. Contact the committee if you are interested in being in a team for future pennant seasons, or on the reserve.

### **Refereeing - What to know more about the rule and how to referee matches?**

The World Squash Officiating website has courses for referees and players to help them better understand and apply the rules during competition. It's free to access so check it out! [WSO W](#)

### **Fees for WA Squash 2024 - refer table below (current registration expires 30/6/2024)**

Transition from SportyHQ to MySquashAus has commenced, all current registered players have their profile on the new system. System will come live for registrations from 24th August, and all competitions by the end of the year. At this stage we are looking at this only managing the players competing in WA Squash competitions, but it can cater for casual and in-house players as well.

All current players registered with Squash WA are covered until 30 June 2024. Fees for future years will increase next year, and will be collected directly by Squash WA, via a link provided by the club. Further information will be provided closer to the expiry date, but the fee structure is going to follow (as at 10th November):

## Squash WA Registration Fees to 30 June 2024

	All amounts below Incl GST							
	Metro				Country			
	SQA Fee	SWA Fee	Club	Total Rego Fee	SQA Fee	SWA Fee	Club	Total
Compete Adult	\$49.50	\$71.50		\$121.00	\$49.50	\$49.50		\$99.00
Compete Jnr	\$38.50	\$27.50		\$66.00	\$38.50	\$27.50		\$66.00
Local Adult	\$27.50	\$82.50		\$110.00	\$27.50	\$60.50		\$88.00
Local Jnr	\$16.50	\$38.50		\$55.00	\$16.50	\$38.50		\$55.00
Lifestyle Adult	\$11.00	\$33.00		\$44.00	\$11.00	\$33.00		\$44.00
Lifestyle Jnr	\$11.00	\$11.00		\$22.00	\$11.00	\$11.00		\$22.00
Social Adult	\$11.00	\$11.00		\$22.00	\$11.00	\$11.00		\$22.00
Social Jnr	\$11.00	\$5.50		\$16.50	\$11.00	\$5.50		\$16.50
Support	\$11.00	\$11.00		\$22.00	\$11.00	\$11.00		\$22.00
Digital	\$0.00	\$0.00		\$0.00	\$0.00	\$0.00		\$0.00

**Compete** - this is for any players competing at a National Level

**Local** - This is for any players competing at a State Level - pennants, tournament etc - most of this group

**Lifestyle** - This is for club members who would like insurance coverage, can reserve for penna before needing to upgrade

**Social** - Probably not a category that would be used, aimed at non-competition players **(this may be deleted)**

**Support** - For those who are in a support role and what to keep connected to Squash WA and Aus

**Digital** - Free option for all players at any level to keep in touch with what it happening

Most of players will fit into the LOCAL or LIFESTYLE category, fees are increased from \$70 / \$40 to \$88 / \$44. There will be benefits attached to some memberships (Squash TV for Compete and Local) discounts, which are still to be determined.

## 10. Squash WA - Masters

Steven met with Squash WA in relation to Masters squash being managed by Squash WA in the present WA Masters Squash (WAMS) manages most of the Masters squash in WA. WAMS originally started as a sub-committee of WA Squash and incorporated about three years ago into its own. At the recent Squash WA AGM, WAMS requested to become affiliated with Squash WA, however the member clubs weren't supportive of this occurring, as it creates a precedent for other groups to be separate, and the ultimate aim is for squash in WA to be united in its approach.

Masters squash is the biggest demographic of players. BGSC has 119 registered players with Squash WA. 97 (80%) of those are aged 35+, which qualifies for Masters, so it is vital that these players have a particular focus on their needs and participation.

Squash WA has put together a Masters committee and is applying to manage the 2025 Australia Championships in Perth. Ideally this will be done in conjunction with WAMS, and further discussions will be held in this regard.

Further information about Masters competitions for 2024 will be advised soon. Masters categories to be included in all major Squash WA events, are already included in many country tournaments. There will continue to be Masters only tournaments held locally.

## 11. Girls only squash coaching

**ON HOLD - THIS NEEDS FURTHER DISCUSSION - NOTHING HAS BEEN ORGANISED AS YET.**

## 12. Grants

**October 2022** - Fuel to Play and Go - \$2000 grants available to promote healthy food and drink. Application made. Waiting for meeting with Healthway to final grant. Grant of \$1600 offered to Healthway, waiting for payment. (SUCCESSFUL). Funds have been received and will be spent over the next few months to support the Fuel to Play and Go message. Had to replace the Water Cooler so these funds will be allocated to this or towards the new fridge. Steven to request approval to use the funds for this purpose.

**July 2023** - Facilities (state) - Twice a year to support the upgrading of playing surfaces, looking for a third of the front wall costs. For 2023 this grant can now be for up to 50% of the cost of the project. Application made via the Tennis Club for \$110,000. We should know the outcome of this grant by the end of November at the latest. **(Application SUCCESSFUL - full amount - \$110,000)**

**August 2023** - Volunteer grant - new round coming up - new fridge, tables, benches, bag storage. Application made for \$5000 (Aug 23). Advised by Sam Lim we have been 'approved' for \$3000, finalise the grant application with the Federal department this month. Funds won't be available until 2024, to be spent in the next financial year.

### Potential Grants:

Community (federal) - Louis will contact Sam Lim's office to try and 'find' some funding for the community. The Lim's office contacted to arrange a meeting to discuss the following:

- Infrastructure Grant - paint walls, bathroom facilities, air con - discussion with Sam Lim's office. A letter detailing our needs has been provided, waiting to hear back from his office.



### 13. Facilities - Court renovations

The ongoing development of facilities is critical for the future of squash in WA, and as the large of the centre, the club is committed to the continual development of our centre for the benefit members, all squash players, and the wider community. The current focus of the club is to work a permanent solution for the front walls in conjunction with other key stakeholders. This and other items are listed below.

**Grant Application - Front Walls** - aim to upgrade to glass (SUCCESSFUL)

- CourtTech Australia currently supply and install glass front walls over old plaster walls, the cost per court is \$23,000 +GST
- COURTDesigns HALF SYSTEM Renovation is a permanent solution to reoccurring front wall problems. COURTDesigns offers renovations for plaster courts and panel courts. \*guarantee \*Low maintenance, same surface as the professionals \*Height adjustable \*Installation of the 40mm thick COURTDesigns Half System Wall on existing plaster walls, dimensions still comply with WSF guidelines
- <http://fitzsquash.com/index.php/courttech1/squash-courts/renovations/>
- 8 courts = \$220,000, DLGSC Funding \$110,000, Tennis Club \$77,000, Melville Council \$110,000
- Jan 2024 - building approval to be provided by Melville Council - application is being processed
- Feb - Mar 2024 - all courts will be painted (side and back walls) professionally
- Mar 2024 - Court Designs will install the glass front walls by the 31st March

Huge thanks to everyone who donated to the club to fund our portion of the court renovation: forward to having the best courts in Perth by the end of March. Thank you!

### 14. Sponsorship and Fundraising

#### Sponsorship

Currently the club has nine sponsors, and we thank them for their support of the club. Members are encouraged to use our sponsors services when they are able and support these businesses. Sponsor details can be found on our website, and on display at the centre.

Current sponsors are as follows:

1. Vince - **Perth Hills Accommodation** - <https://www.perthhillsaccommodation.com.au/> - Renewed for 2023
2. Phil - **Scott & Associates** - <http://www.scotteng.com.au/> - Renewed for 2023
3. Hadden - **Slab & Garden City** - <http://www.slabandgardencity.com.au/> - Renewed for 2023
4. Frank - **2B Chauffeured** - <https://2bchauffeured.com.au/>
5. Frank - **Frank's Lawnmowing Services** - <https://www.facebook.com/frankslawnmowing/>
6. Mike - **Adept Building Services** - <https://www.adeptbuilding.net.au/>
7. Kane - **The Racquet Shop** - <https://racquetshop.com.au/> - Renewed for 2023
8. Ryan - **Pritchard Francis** - <https://www.pfeng.com.au/> - Renewed for 2023
9. Dan - **Massage on the Run** - <https://massageontherun.com.au/> - New for 2023
10. Craig - **Lumen IT** - <https://www.lumenit.com.au/> - NEW for 2023
11. Belinda - **Simply Magic Drycleaners** - Southlands Shopping Centre - NEW for 2024

Sponsors to be contacted and invited to support the club for 2024.

**Business Directory** - this has been updated for 2024 and will be sent out to all members, past members displayed at the centre, and Steve will add to our website. This is an opportunity to thank our supporters and also include recent donors. We can also use this to try and attract new advertisers, smaller adverts etc.

### **Bunnings BBQ - November 2024**

Huge thanks to Frank and Jodie for co-ordinating the BBQ again at Bunnings, and to everyone who donated goods and their services on the day. Thanks to Belinda and Harvey Beef for supplying sausages.

The day was huge success again, with the club making a profit of \$2300. This money will be allocated as follows:

- \$500 - advertising, marketing, printing, videos
- \$950 - junior program, food and materials
- \$850 - general club funds - ie open day

It's likely we will hold at least one BBQ next year, so if you are able to support us with your time and donations of goods - drinks, rolls, sausages - then we'd love to hear from you.

### **Fundraising**

**iSponsor** - This is a FREE fundraising app that turns everyday spending into fundraising dollars. There are over 900+ brands at your fingertips ready to sponsor your group. I've signed Blue Gum Surf as a recipient of sponsor funds. Anyone can use this app and choose who their sponsorship goes to. You can register a card and use online or in-store (check first) and we will get a percentage of your purchase. iSponsor Facebook page - <https://www.facebook.com/isponsoraus/>

Some brands on the app - BWS, Puma, Bonds, Subway, The North Face, Gazman, Lenovo, Foot Specsavers, Bed Bath n Table.

It's easy to use, and as an example a purchase of two shirts via Gazman results in \$5 for the club. As you are going to spend the money anyway, it is a useful way of also supporting the club. Further details will be emailed out to members shortly.

**Container for Change** - This scheme, recycling eligible containers for 10c refund, is one of our fundraising avenues. We are currently generating around \$25 per week through the bins at the centre and this funds our junior program entirely. You can support this scheme by putting your containers in the bins provided at the centre (caps removed), or donating your containers to the club when you bring them to the refund point (just quote our scheme number - C10309447)

**Entertainment Books** - we have been doing this for a few years now, but now it is all electronic. You can purchase your entertainment book memberships via this link - <https://www.entertainment.com.au/orderbooks/83556g> - \$14 from every book sold goes to the club. Books can be purchased any time and are valid for a year from date of activation.

**Australian Sports Foundation (ASF)** - This organisation allows people to make a Tax deductible donation to sporting clubs. We have two projects listed on the website

- Refurbishment of Front Walls - these funds are solely for updating our front walls

Tax deductible donations can be made via the ASF website: [ASF WEBSITE](#)

### **Donations**

**Any person, or business, can donate directly to the club via cash, or bank transfer (ANZ 4382-78509).**

If you would like to make a donation to the club for any of our projects please contact any com member.

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*End of minutes.*

*Summary of matters arising are tabled on the following page.*

# Minutes of Monthly Committee Meeting on 13-12-2023

## Summary of Matters Arising

### Decisions

Item	Decision
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2.	To be discussed with Mike at next meeting.
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