

The New South Wales Netball Association Limited

Notice of Council Meeting

Date: Saturday 06 November 2021
Time: 9:00am (Sydney time)
Venue: Hybrid: Via Zoom video conference & Netball Central, 2 Olympic Boulevard, Sydney Olympic Park

In accordance with clauses 13.13 and 13.14 of the Netball NSW Constitution (V1.11.2021), Netball NSW will be holding the Council Meeting as a hybrid meeting. Due to the continually evolving situation with COVID-19 restrictions, the meeting will be held at a physical location (Netball Central) with only the President (as Chairperson) and a small number of selected Netball NSW officeholders in attendance and via online technology (ZOOM Video Conference) for all other eligible participants.

Instructions on how to join the ZOOM Video Conference including login details will be provided directly to all Council members on Thursday 04 November 2021. Information on how to download the Zoom application and system requirements appears in the accompanying memorandum.

THE NEW SOUTH WALES NETBALL ASSOCIATION LIMITED (ACN 001 685 007)

NOTICE OF THE 6 NOVEMBER 2021 COUNCIL MEETING

Notice is hereby given that a hybrid Council Meeting of The New South Wales Netball Association Limited will be held on **Saturday 06 November 2021** via Zoom video conference and at Netball Central, 2 Olympic Boulevard, Sydney Olympic Park

Commencing 9:00am (Sydney time), Council Members are encouraged to connect via Zoom from 8:30am

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Stuart Corbishley
Company Secretary

NOTES:

- 1 As per clause 12.3 of the Netball NSW Constitution, delegates of Affiliate Members and other Voting Members may appoint a proxy to attend and vote at the Members' Meeting on their behalf.
- 2 The proxy must be a member of the Company
- 3 The document appointing a proxy must:

- a. Be in writing.
 - b. Include the name and address of the proxy.
 - c. Be signed on behalf of the Delegate of the Affiliate Member, or other Voting Member appointing the proxy.
 - d. Be received by the Company Secretary, Stuart Corbishley either at Netball Central, 2 Olympic Boulevard, Sydney Olympic Park, NSW, 2127 or by email netballnsw@netballnsw.com by **9:00am on Thursday 04 November 2021.**
- 4 No substitution of proxies may occur during the course of the Members' Meeting.

1. Apologies

2. Minutes of the previous Council Meeting

2.1 Confirmation of the Minutes of the previous Council Meeting held on Saturday 20 March 2021

A copy of the Minutes from the Council Meeting held 20 March 2021 is attached, pages 6 to 24.

There were no amendments received.

2.2 Business Arising from Minutes of the previous Council Meeting held on Saturday 20 March 2021

Nil.

The New South Wales Netball Association Limited

Minutes of General Meeting of the Council

Date: Saturday 20 March 2021
Time: at the conclusion of the Annual General Meeting of the Council
Venue: At the Tennis NSW Function Room, Rod Laver Drive, Sydney Olympic Park and via Zoom video conference (Hybrid)

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THE NEW SOUTH WALES NETBALL ASSOCIATION LIMITED (ACN 001 685 007)

MINUTES OF THE MARCH 2021 COUNCIL MEETING

hybrid Council Meeting of The New South Wales Netball Association Limited held on **Saturday 20 March 2021** at Tennis NSW Function Room, Rod Laver Drive, Sydney Olympic Park and via Zoom video conference

Commencing at the conclusion of the Annual General Meeting

The meeting commenced @ 10:51am

The Chairperson declared the meeting open at 10.51am, performed an Acknowledgement to Country and welcomed all delegates to the meeting.

Attendees were instructed to remain on mute, and to type their name and Association into the chat function to confirm their attendance.

The Quorum for the Council Meeting per the constitution is 25% of Affiliate Members (being 29 Delegates of Affiliate Members) and 50% or more of Netball NSW Directors (being at least 5 Directors). Actual Delegates in attendance is 40 with all 9 Directors in attendance. Hence the Chairperson declared that Quorum had been met.

The Chairperson noted the meeting is being recorded.

The Chairperson repeated the housekeeping matters for the meeting. She noted that Election Runner polling will be utilised for voting. To Move/second via Chat, please use full name and Association. Use Chat function for questions during the meeting.

1. Attendance

1.1 Attendees

	Association	Name
1.	Bankstown City Netball Association	Nicole Oram
2.	Baulkham Hills Shire Netball Association	Kylie Tzavaras
3.	Baulkham Hills Shire Netball Association	Monica O'Callaghan
4.	Blacktown City Netball Association	Dianne McKinnon
5.	Blacktown City Netball Association	Kathy Booth
6.	Blue Mountains Netball Association	Tracey Arnold
7.	Blue Mountains Netball Association	Denise Thrift
8.	Camden & District Netball Association	Jennifer Bazley
9.	Camden & District Netball Association	Lyndall Schuhmeier
10.	Campbelltown District Netball Association	Nancy Marshall
11.	Casino Netball Association	Kim Thomas
12.	Casino Netball Association	Melissa Dickson
13.	Charlestown Netball Association	Peta Forder
14.	Charlestown Netball Association	Dianne Pascoe
15.	Coffs Harbour Netball Association	Vicki Morris

	Association	Name
16.	Dungog Netball Association	Samantha Rumbel
17.	Eastwood Ryde Netball Association	Judith Watt
18.	Eastwood Ryde Netball Association	Karen Waud
19.	Fairfield Netball Association	Carol Baiton
20.	Gosford Netball Association	Joy Dasan
21.	Gosford Netball Association	Belinda Beresford
22.	Grafton Netball Association	Brooke Burton
23.	Grafton Netball Association	Kylie Rainbow
24.	Hawkesbury City Netball Association	Tracy Chalk
25.	Hawkesbury City Netball Association	Vivienne Bertenshaw
26.	Hills District Netball Association	Jennie Thompson
27.	Hills District Netball Association	Doug MacColl
28.	Illawarra District Netball Association	Lyn Holmes
29.	Inner Western Suburbs Netball Association	Anne Tait
30.	Inner Western Suburbs Netball Association	Leanne Blackmore
31.	Kiama Netball Association	Michelle Gregory
32.	Ku-ring-gai Netball Association	Jo-Anne Perry
33.	Ku-ring-gai Netball Association	Kathy Staggs
34.	Lakeside Netball Association	Grahame Lott
35.	Liverpool Netball Association	Rebecca Wakefield
36.	Liverpool Netball Association	Jennie Webster OAM
37.	Lower Clarence Netball Association	Shelly White
38.	Lower Clarence Netball Association	Tania Kane
39.	Maitland Netball Association	Leearna Bennett
40.	Manly Warringah Netball Association	Colette Longley
41.	Manly Warringah Netball Association	Cathy Hurditch
42.	Men's Netball Association	Brent Ferguson
43.	Men's Netball Association	Clare McCabe
44.	Nelson Bay Netball Association	Rebecca Keating
45.	Nelson Bay Netball Association	Amanda Wilks
46.	Newcastle Netball Association	Cheryl Hernando
47.	Newcastle Netball Association	Ellen Monaghan OAM
48.	Northern Suburbs Netball Association	Glenys Paranihi
49.	Northern Suburbs Netball Association	Marie Cherote
50.	Orange Netball Association	Tracey Greatbatch
51.	Orange Netball Association	Jane Dennis
52.	Parramatta Auburn Netball Association	Kim Higgins
53.	Penrith Netball Association	Joy Gillett OAM
54.	Penrith Netball Association	Patricia Mann
55.	Randwick Netball Association	Jenny Morrissey

	Association	Name
56.	Randwick Netball Association	Marie Kelly
57.	Shoalhaven Netball Association	Katherine Rembisz
58.	Shoalhaven Netball Association	Wilma Klein
59.	St George District Netball Association	Lara Mina
60.	St George District Netball Association	Helen Andrews
61.	Sutherland Shire Netball Association	Prue Haberchet
62.	Sutherland Shire Netball Association	Karen Salter
63.	Tamworth Netball Association	Lisa Fox
64.	Tamworth Netball Association	Rebecca McKenzie
65.	Westlakes District Netball Association	Madeline Allen
66.	Woolgoolga District Netball Association	Michael Thorpe
67.	Woolgoolga District Netball Association	Sandra Thorpe
68.	Wyong Netball Association	Christine Miles
69.	Board Director	Carol Murphy
70.	Board Director	Catherine Matthews
71.	Board Director	Claire Tynan
72.	Board Director	Louise Sullivan
73.	Board Director	Matt Miller
74.	Board Director	Myles Baron Hayes
75.	Board Director	Vincent De Luca OAM
76.	Board Director	Martha Lourey-Bird
77.	Board Director	Sallianne Faulkner
78.	Netball NSW Life Member	Julie Fitzgerald AM
79.	Netball NSW Life Member	John Hahn
80.	Netball NSW Life Member	Lynn Quinn OAM
81.	Netball NSW Life Member	Maureen Boyle OAM
82.	Netball NSW Life Member	Rodney Watson OAM
83.	Netball NSW Life Member	Ruth Havrlant

1.2 Observers

	Association	Name
84.	Observer	Nick Hermann
85.	Observer	Gail Myers
86.	Observer	Frances Reynolds
87.	Observer	Joyce Campbell
88.	Observer	Michelle Champ
89.	Observer	Katherine Simmonds

1.3 Netball NSW Staff

	Position	Name
90.	Workforce Manager	Chris Hall
91.	Competitions Manager	Claire Dale
92.	Executive General Manager Community & Pathways	Darren Simpson
93.	Executive Support Officer	Karen de Ridder
94.	General Manager Communities	Lauren Woods
95.	Participation Manager	Melanie Chapman
96.	Community Engagement Manager	Melissa Achten
97.	Acting Chief Executive Officer	Michael Anderson
98.	Executive General Manager NSW Swifts	Nikki Horton
99.	Policy & Member Protection Manager	Shantel Cogno
100.	Acting Chief Financial Officer	Steven Newman
101.	Executive General Manager GIANTS Netball	Tim Underwood

1.4 Apologies

	Association	Name
1.	Bathurst Netball Association	Jennifer Hansen
2.	Brunswick Byron Netball Association Incorporated	Robyn Venn
3.	City of Sydney Netball Association	Jayne Occhiuto
4.	Hastings Valley Netball Association	Catherine Glover
5.	Hills District Netball Association	Lyn Burgess OAM
6.	Illawarra District Netball Association	Dianne Elvy
7.	Ku-ring-Gai Netball Association	Gillian Boyd
8.	Maitland Netball Association	Kim Starkey
9.	Ulladulla and Districts Netball Association	Michelle Hendrie
10.	Ulladulla and Districts Netball Association	Robin Butler
11.	Westlakes District Netball Association Inc	Pam Burt
12.	Coffs Harbour Netball Association	Liz King
13.	Fairfield Netball Association	Bev Dew OAM

MOVED: Penrith; **Seconded:** Fairfield that the apologies be noted.

CARRIED

ACTION: No action required.

2. Minutes of the previous Council Meeting

2.1 Confirmation of the Minutes of the previous Council Meeting held on Saturday 07 November 2020

A copy of the Minutes from the Council Meeting held 07 November 2020 was tabled.

Taken as read.

There were no amendments received.

MOVED: Bankstown; **Seconded:** Liverpool THAT the minutes of the Council Meeting held 07 November 2020 be adopted as tabled

CARRIED unanimously

ACTION: No action required.

2.2 Business Arising from Minutes of the previous Council Meeting held on Saturday 07 November 2020
Nil.

3. Correspondence

3.1 Correspondence received

There are no items of correspondence to be tabled for this meeting.

3.2 Business Arising from Correspondence

Nil.

Introduction of new CEO

The Chairperson thanked Ron Steiner (Interim CEO of Netball Australia) for attending the meeting, and formally introduced Tain Drinkwater, Netball NSW new CEO who will be commencing in April 2021.

The Chairperson provided a brief background of Tain's professional experience joining Netball NSW from the Brisbane Broncos where she played a key leadership role in the design and delivery of the inaugural NRLW competition. Prior to the Bronco's, the Chairperson noted Tain had held senior and executive management roles in the Australian mining industry for 16 years and also hails from a passionate netball family having played representative netball for both Westlakes and Charlestown.

Tain addressed the meeting to express her excitement to be joining Netball NSW in a few weeks. Netball has been a huge part of her life and she is passionate about grassroots sport, through pathways to elite and in particular women's sport. She is keen to spend time in the community.

4. Applications for Membership

Nil.

5. Notices of Motion

5.1 Proposed Netball NSW Constitution Changes

The Chairperson noted that Netball NSW are again utilising a program called Election Runner to run the Poll for proposed Constitution Changes. This Poll has already been sent to all Delegates. Paper voting is available for those who do not have access or have difficulty accessing the electronic voting.

Delegates to vote for, against or abstain.

Delegates were instructed to cast their votes for Motions 1 to 6 via the online polling program. For each specific individual motion at least 75% of the votes cast must be in favour of that clause motion for it to be passed.

Hills sought clarity that Appointed Directors total term of office is proposed under these Constitutional changes to be a maximum 6 years, with 3 x up to 2 year terms. Elected Directors total term is maximum 9 years, with 3 x 3 year terms. The Chairperson confirmed that is correct, noting that the Board has the discretion for renewal of an Appointed Director after each term.

Vincent De Luca OAM (Director): Noted that voters should be able to submit votes separately. The Chairperson clarified that voting is clause by clause and results for each of the proposed changes will be collated separately. Each clause will be voted on separately and submitted at the end of voting.

MOVED: Ruth Havrlant (Life Member); **Seconded:** Baulkham Hills THAT members vote for all motions (5.1.1 to 5.1.6) at once, then submit.

Discussion.

Liverpool: Sought clarification that the polling will not time out if there is lengthy discussion.

Sutherland: Noted that each motion is voted separately as part of the portal and submitted at the end. Clarified that the results of the poll will be provided separately for each individual motion.

Claire Tynan (Director) sought clarification on whether wording of a clause could be changed. The Chairperson clarified that if a member does not support the proposed change as tabled, then they can vote against or abstain, and 75% in favour is required in order to be accepted.

Following discussion and clarification, motion was deemed no longer necessary and was withdrawn.

Voting results

Total voting power: 75

5.1.1 Clause 11. Life Members

Moved: Ruth Havrlant (Life Member); **Seconded:** Ku-ring-gai: **THAT** Clause 11 of the Netball NSW Constitution be adopted as below and as per the documents that were attached to the Council meeting papers (Attachment 1 clean copy & Attachment 2 track changes).

11. b) A candidate for election as a Life Member must be nominated in writing by two ~~Individual~~ Members who are at least 18 years of age, ~~being either Individual Members, Life Members or Directors,~~ with such nominations being received by the Company Secretary by ~~30 September 31 October~~ each year.

No discussion or questions raised from the floor.

- For: 74
- Against: 1
- Abstain: 0
- Result: 98.67% in favour.

CARRIED

5.1.2 Clause 14. Directors – Clause 14.3

Moved: Matt Miller (Director); **Seconded:** Rodney Watson OAM (Life Member) **THAT** Clause 14.3 of the Netball NSW Constitution be adopted as below and as per the documents that were attached to the Council meeting papers (Attachment 1 clean copy & Attachment 2 track changes).

14.3 Qualifications of Directors

Subject to the provisions of clause 14.12 each Director:

- a) **Must be a member of an Affiliate Member**
- ~~a)b)~~ Must be at least 18 years of age
- ~~b)c)~~ Must not be a direct employee of the Company; and
- ~~e)d)~~ Cannot be an officer (as defined by the Act) or an Office Bearer of any Affiliate Member, Interested Member or Community Member or hold an equivalent position in circumstances where the Affiliate Member, Interested Member or Community Member is not a corporation.

No discussion or questions raised from the floor.

- For: 75
- Against: 0
- Abstain: 0
- Result: 100% in favour.

CARRIED

5.1.3 Clause 14. Directors – Clause 14.4

Moved: Lynn Quinn OAM (Life Member); **Seconded:** Rodney Watson OAM (Life Member); **THAT** Clause 14.4 of the Netball NSW Constitution be adopted as below and as per the documents that were attached to the Council meeting papers (Attachment 1 clean copy & Attachment 2 track changes).

14.4 Term of **Elected** Directors

- ~~a) The Existing Directors will serve the remainder of their designated terms.~~
- ~~b)a) Except for Existing Directors,~~ Elected Directors are elected, subject to clause ~~b)e)~~ for a three year term.
- ~~e)b)~~ No **Elected** Director can hold office for a period longer than nine consecutive years, inclusive of any period served as a casual vacancy. For the purposes of this clause, any period prior to 25 March 2012 during which a Director has held office will not be taken into consideration.
- ~~d)c)~~ An **Elected** Director will be required to resign at the end of the nine year period referred to in clause ~~b)e)~~, notwithstanding that this may occur during a term referred to in clause 14.4 ~~a)e)~~. The casual vacancy arising from such resignation will be filled in accordance with clause 14.6.
- ~~e)d)~~ Despite clause ~~b)e)~~, an **Elected** Director who has held office for nine consecutive years may stand for re-election, provided they have stood down for a period of at least twelve months, following that period during which they held office.

Discussion

Ku-ring-gai sought clarification of the interpretation of the 3 year term and casual vacancy. The Chairperson clarified that each term for an Elected Director now elected is from AGM to AGM. The expiration of a term is at the AGM of that year and not a calendar date. Casual vacancy is filled by the Board, and the appointment is to the next AGM. Refer to Clause 14.6 of the Constitution.

Rodney Watson OAM (Life Member): clarified that a casual vacancy occurs by the resignation or dismissal of a Director or by the date of the expiration of a current Director who has been a Director since 2012.

Vincent De Luca OAM (Director): Commented that Clause 14.4.b is ambiguous. Reference to the date 25 March 2021 makes reference to expiration of Directors tenure who have been a Director since 2012, but new Director appointments are from AGM to AGM. The Chairperson clarified that Carol Murphy's tenure is due to expire on a certain date (25 March) and not at the AGM, which was put into place as part of the Constitutional changes in 2012, and she is the last remaining Director that this date is applicable. Following Carol's departure from the Board there will be no ongoing Directors to which the 2012 reference applies and it will likely be proposed at the next Council meeting for that clause to be removed. All Director terms moving forward are from AGM to AGM and, subject to the vote today, the Board will consider those clauses for any further improvements to be put to Council at a subsequent meeting.

The Chairperson confirmed legal advice was sought in regard to Carol Murphy's departure from the Board which is from a historical change to the constitution, concluding on a date rather than AGM, 9 years after the changes to the constitution were implemented. This was also previously discussed and supported by the Board. The date referred to in Clause 14.4.b will no longer be relevant after Carol's departure.

Hills: Sought clarification that the Board remains at 9 people, one of whom is Carol Murphy until 25 March 2021. The Chairperson confirmed that is correct.

Carol Murphy clarified that she was re-elected to the Board 2 years ago (at the 2019 AGM) for a 3 year term which concludes at the AGM in 2022. However, her 9 year tenure expires on 25 March 2021 and therefore is to be filled by a casual vacancy in accordance with the Constitution. She also clarified that Ruth Havrlant's 3 year term expired today, at the AGM, and her position was therefore a vacancy for election and why their positions are being treated differently.

Vincent De Luca OAM (Director) noted that a motion can be changed at a meeting. The Chairperson clarified that a motion to pass an amendment can be made at a meeting but an amendment has not been sought in this instance.

- For: 65
- Against: 10
- Abstain: 0
- Result: 86.67% in favour.

CARRIED

5.1.4 Clause 14. Directors – Clause 14.15

Moved: Rodney Watson OAM (Life Member); **Seconded:** Ku-ring-gai **THAT** Clause 14.15 of the Netball NSW Constitution be adopted as below and as per the documents that were attached to the Council meeting papers (Attachment 1 clean copy & Attachment 2 track changes).

14.15 Appointment of Appointed Director

a) The Directors may appoint up to two Appointed Directors. No Director who is seeking reappointment can take part in a vote on their own appointment.

b. An Appointed Director will have specific skills in any of commerce, finance, marketing, law or business generally or such other skills which complement the board composition, but need not have experience in or exposure to Netball.

~~c. Subject to clause 14.4 A~~ An Appointed Director may be appointed by the Directors in accordance with this Constitution for a term of up to two years, which will commence and conclude at the discretion of the Directors.

~~e)d) No Appointed Director can hold office for a period longer than six years.~~

No discussion or questions raised from the floor.

- For: 72
- Against: 2
- Abstain: 1
- Result: 96% in favour.

CARRIED

5.1.5 Clause 16. Chairperson and Deputy Chairperson

Moved: Blue Mountains; **Seconded:** Sutherland: **THAT** Clause 16 of the Netball NSW Constitution be adopted as below and as per the documents that were attached to the Council meeting papers (Attachment 1 clean copy & Attachment 2 track changes).

16 Chairperson and Deputy Chairperson

~~a) The existing Chair will be the Chair for the remainder of their designated term.~~

~~b)a)~~ When the office of Chairperson (also known as the President of the Company) or Deputy Chairperson is vacant, the Directors must vote to elect a Chairperson and/or a Deputy Chairperson from among the Elected Directors. ~~Except in the case of the Existing Chair, t~~The Chairperson and Deputy Chairperson can each only be elected to their respective roles for:

- a. A term of up to two years; and
- b. A maximum of three consecutive terms (ie. six consecutive years).

~~e)b)~~ The Chairperson and Deputy Chairperson must remain an Elected Director for the duration of their role and can remain a Director at the cessation of their role, subject to the provisions in this Constitution relating to tenure of Directors.

~~e)c)~~ In addition to the responsibilities set out in this Constitution, the Chairperson and Deputy Chairperson will have the responsibilities agreed by the Directors. The Deputy Chairperson may exercise any function of the Chairperson at the request of the Chairperson or if the Chairperson is prevented by illness, absence or otherwise from exercising the function, or if there is a casual vacancy in the office of Chairperson.

No discussion or questions raised from the floor.

- For: 74

- Against: 1
- Abstain: 0
- Result: 98.67% in favour.

CARRIED

5.1.6 Spelling, Grammar, Definitions, Formatting and Clause Numbering

Moved: Eastwood Ryde; **Seconded:** Sutherland; **THAT** all spelling, grammar, definitions, formatting and clause numbering within the constitution be amended as required.

No discussion or questions raised from the floor.

- For: 75
- Against: 0
- Abstain: 0
- Result: 100% in favour.

CARRIED

6. Reports

6.1 Board of Directors Report

6.1.1 November 2021 Meeting

The Chairperson noted that the second Council Meeting of 2021 is proposed to be held on Saturday 6 November 2021, at Netball Central, 2 Olympic Boulevard, Sydney Olympic Park, followed by the State Dinner to be held at Waterview, Bicentennial Park. However, due to the changing COVID-19 restrictions further changes to venue or meeting structure may be considered.

6.1.2 Board Appointments 2020

6.1.3 Policies Updated

6.1.4 Vales

6.1.5 Australia Day Honours Recipients

Taken as read

Noted as tabled

ACTION: No action required

6.2 Finance Report

6.2.1 Finance Report (for the Period Ending 31 January 2021)

The finance report for the period ending 31 January 2021 was tabled and it was noted that the February 2021 Financial Report had been distributed to Associations prior to the meeting.

Taken as read.

Steve Newman presented the February 2021 financial report.

It is early in the financial year, we have started the year positively and on target to maintain budget. Tracking well on registrations, new and renewal of sponsors/commercial partners, memberships.

Cash position: we are operating on a fully distributed model. Year End cash projection is consistent with last year around \$3.5m.

Anticipate a quick recovery of revenue streams, noting that risk remains in securing revenue growth, forecast \$16.5m, which is slightly higher than 2019.

There is ongoing uncertainty around COVID-19.

Aim to meet/exceed 2019 results.

Capitation (registrations): anticipating reaching or exceeding 2019 registrations.

Sponsorship: @ \$600k higher than last year, and still working hard on securing new sponsorships and returning to 2019 revenue levels.

Memberships: Swifts & Giants tracking well.

Revenue allocation: capitation reliance for 2021 has reduced from 2020, which is looking positive and more balanced. Expected capitation revenue percentage as percentage of total revenue will likely reduce from 55% (2020) to 43% (to 2021). Anticipate SSN grants/distribution to increase from 2022 onwards with the new Fox broadcast deal, further reducing reliance on capitations and balancing our revenue mix.

EBITDA: Circa \$1.6m end of 2020, includes contribution \$2.3m Government funding. Moving forward for 2021, revenue growth aiming at \$3.2m including reduction in administration costs.

EBITDA forecast \$28k surplus at end of 2021.

Responses to questions received will be distributed along with the minutes, including questions submitted by Doug MacColl prior to the meeting.

Noted a tabled

ACTION: No action required

6.3 Acting CEO's Operational Report

The Acting CEO's operational report was tabled.

Taken as read.

Mike Anderson provided a brief overview of Netball NSW operations.

The Venue Hire agreement for Ken Rosewall Arena was finalised this week for a 4-year term. It provides certainty of scheduling, a permanent home base for the NSW Swifts and GIANTS Netball, and more affordable hiring rate. Mike Anderson expressed his thanks to Tennis NSW and Sydney Olympic Park Authority (SOPA) for their collaboration and support.

Commissions on match day catering and direct management of ticketing contract will also improve the financial viability our match day operations for our SSN club fixtures..

The new broadcast arrangement commencing 2022 is a major uplift on previous deals, and Mike Anderson congratulated Ron Steiner and NA for the successful negotiation in such a short period of time after the expressions of interest period

He welcomed Tain Drinkwater on behalf of management and staff, and looked forward to her commencing shortly as CEO. He also thanked the Board and Associations for their support, particularly in navigating our way through a difficult 2020. The sport is very well positioned for a successful future.

The Chairperson acknowledged and thanked Michael Anderson on behalf of the Board in his Acting CEO role over the past few months.

Noted as tabled

ACTION: No action required

7. General Business

7.1 Presentation: GIANTS Netball

Tim Underwood presented an update on GIANTS Netball.

It is exciting to have a season to look forward to. He thanked the Netball community, we have 9 of our 10 athletes from NSW, which is testament to the commitment of the community to their athletes.

Season launch 10 April. Giants v Firebirds, and Fitzy in the Making, plus a Q&A with Megan Anderson & Julie Fitzgerald.

There will be an exclusive ticket offer that will give money back to Associations.

Noted as presented

ACTION: No action required

7.2 Presentation: NSW Swifts

Nikki Horton presented an update on NSW Swifts.

Swifts Fan Day this afternoon has unfortunately been cancelled due to the inclement weather.

Good representation from Swifts in Diamonds and Diamonds development squads.

Club memberships are available, 30 clubs have already registered. Includes 4 reserved seats per game, and can be used for any members of the club. Benefits include role model, education, team building, fun.

Tickets go on sale in April. First home game Round 3.

Swifts are celebrating 25 years this year. Round 12 will be our Heritage round.

Noted as presented

ACTION: No action required

7.3 Presentation: Netball NSW Community Update

Darren Simpson presented an update on Community & Pathways

He started by acknowledging his team and the work they do for our community.

COVID-19 restrictions are being monitored constantly and regular updates sent to Associations. Note that COVID Safety Plans are mandatory for all venues.

We are tracking well to exceed record registration numbers.

Forums: 4 forums in regional areas have been held with the final Sydney forum tomorrow. They have been very well received.

Regional structure has been changed with 6 Regional Managers with a broad range of responsibilities including relationships with Councils, Associations, pathways.

PlayHQ update:

Todd Pengilly is Netball Australia's National Subject Matter Expert for the transition from MyNetball to PlayHQ, he provided a brief overview and timeline for implementation/integration.

A group of 60 experts across Associations and Clubs have been working together with Todd to drive the program and ensure the needs of the community are met in the PlayHQ system. There will be a dedicated help and support team within Netball Australia to provide a high level of service.

Data migration is a key focus.

Registrations for Spring/Summer pilots will open in August.

Questions:

Vincent De Luca OAM (Director): Expressed his appreciation for Todd's dedication and assistance to the community, clubs and Associations.

Rodney Watson OAM (Life Member):

- Will membership history be available on the new platform. For example Carol Baiton is attending her 60th AGM/Council meeting today, will that data be housed in the background? Todd noted that data migration is part of the implementation planning, and further investigation is underway. Not all data will be available directly from PlayHQ but it will be stored and available somewhere.

Baulkham Hills:

- Where will the data be housed? Todd responded that is still a work in progress but rest assured the data will not be lost and it will be made available.
- Will current websites be migrated into the new website? Todd responded, yes, migration of data in the existing websites to the new website platforms will occur.
- What about training for Associations and Clubs? Todd responded it is acknowledged training is needed at club and association level. This will be managed by the Change Agent from Netball Australia, and will roll out change strategies. Netball Australia is working with Netball NSW to ensure we train the full netball community prior to MyNetball being closed.

Manly:

- Will there be a live scoring functionality in the new platform? Todd responded there will be an electronic live scoring interface available, including training at club and association level. Training will cover the full system suite.
- Will upload, export and creating of player photos be possible, and identification cards and sheets? This is not determined as yet, so Todd will take that on notice. The question is noted for future action and planning.
- Also third party protection and security of the data. Todd responded Yes, it is a very secure platform.
- All Associations are dealing lack of grading data. Will there be some recommendations and a process put out to Associations about what reports they should be keeping and what they need to do to

transfer over and keep the playing and grading history of their players? Todd responded Data storage, extraction and tracking is under investigation. It is included in the planning.

Sutherland:

- We are concerned we will lose our data and we are in the process of downloading history and maintaining it ourselves. We are downloading into excel spreadsheets and storing on an external hard drive. There is concern about the short timeframe for club training prior to the MyNetball system being disabled. Todd clarified that the training and onboarding period is from July to October.

Darren Simpson noted he sits on the National Steering Committee, and Melissa Achten is also heavily involved in the implementation and training of the new system. We are doing all we can to roll out a personalised training process, including utilising Zoom and face to face.

Data Analytics update:

Darren Simpson presented an update on data analytics from Sprinter data analysis.

The main reason people play netball is for fun and enjoyment. By collecting data we can analyse trends.

The Sportseye data analytics is based on gender, postcode and date of birth only, and maps where people who play netball live and categorises into demographics. We can then use that data to target specific regions/areas, and also use that data for submission of Government funding requests.

Question:

Manly:

- The Come and Play advertising campaign was a good start, but it was not sufficient. The survey that was distributed after the conclusion of the campaign may not show what we don't know but rather what we want to know. The direction the advertising campaign was going was good, but it did not go far enough. How does the campaign link to our strategic plan. There is a need to target a broader audience, range such as indigenous, men and boys, younger children. Manly noted there are very good campaigns being run by other sports, in particular AFL, it is important to analyse our data against other sports. Manly would like to see more explicit marketing in terms of membership. Manly used MailChimp for their advertising campaign, will good results. Darren commented that for the first campaign the decision was made to target the core of our participation, and acknowledged there is more work to be done in an effort to target a broader spectrum in future campaigns. The view for the first campaign, after the impacts of 2020, was that we would go to our heartland first and foremost and the build from that point. It is our intention to drill down on success of this campaign and leverage from it in the future. The success of Manly's MailChimp campaign is great news, which is why Netball NSW provided campaign resources to individual Associations to utilise for their own advertising streams.

Fairfield:

- What demographics are you using? Ethnicity is critical and is included in our research in order to target specific CALD groups/communities.

Hills:

- What is the target for registrations. Budget was set at 107,000, with the aim at getting back to pre-COVID-19 level noting that there is still uncertainty in 2021, and then growing registrations. We haven't set 2-3 year goals, we will be in a better position later in 2021 to determine what our registration targets will be in the future.

Manly:

- As part of the strategic plan and discussions over the past few years, schools was identified as a key target group. What are you doing about targeting 5-7 year olds and schools? Netball NSW have done more school visits in Term 1 of 2021 than what we have ever done. Every child who participates in the school program receives a 2-sided Swifts and Giants flyer with a QR code. The school does not provide data of the participating children to Netball NSW, the flyer is a way we can collect data (name and postcode) from all those children who choose to use the QR code. That data will then be used to target children in those areas and promote registrations to play netball.

Noted as presented

ACTION: No action required

7.4 Presentation: Indigenous Initiatives and Activities

Darren Simpson presented an update on Community & Pathways.

Netball NSW indigenous initiatives and activities leverage off Netball Australia's National Declaration of Commitment.

Netball NSW Reconciliation Action Plan (RAP) was almost ready to go in 2020 but was deferred. It has been conditionally endorsed and awaiting final endorsement, it is expected it will be ready to launch in National Reconciliation Week.

Netball NSW is well placed to continue our indigenous initiatives in 2021.

Noted as presented

ACTION: No action required

7.5 Presentation: Netball Australia Update

The Chairperson welcomed Ron Steiner, Acting CEO Netball Australia.

Ron presented to the meeting noting netball contributes to a powerful sporting community, and is at the forefront of women in sport.

In 2027 netball will celebrate it's centenary, it is a huge landmark in women's sport. We can protect the heritage of our sport by securing the future.

State of the Game (SOTG) Review

Ron stated Netball Australia's commitment to execution of the SOTG review and it's recommendations.

There are 8 key recommendations, which overlap in many ways.

1. Shared and aligned strategy for Australian netball.
2. A contemporary governance framework (One Better Board).
3. Netball #1 team participation sport in Australia
4. Pathways and HP program.
5. Suncorp Super Netball - the jewel in the crown.
6. Operational efficiency
7. A national digital strategy.

8. Implementation!

Real change to governance is critical to secure the future of netball.

The participation strategy includes pathways and high performance:

- 3.1 Protect and grow core business (participation of women and girls)
- 3.2 Create and develop national indigenous netball strategy
- 3.3 Develop and grow new business
- 3.4 Professionalise delivery network

Broadcast Deal

This will provide a level of security for the sport. It provides certainty, for investment in the future.

Questions

Myles Baron-Hay (Director):

- Asked Ron to elaborate on how we “eat our own”. How can we do things better culturally as a sport going forward? Ron commented the sentiment the SOTG panel was hearing in forums held was that Netball often doesn’t know what it’s doing and doesn’t listen. It is important to be constructive and critical, to connect and publicly appreciate the sport. We need to appreciate the sport and the strong foundation it sits on.

Manly:

- Given the SOTG review and empowering women, the delegate believes the current sports grants do not sufficiently target women and women’s sport. They target particular groupings such as indigenous and minority, and women are not part of that grouping. As part of the SOTG review, would it not be critical to pursue Government at that level to put back on the agenda empowering women and in particular women and volunteers. There is a gap in developing leadership capabilities in women in sport. Ron commented that the importance of advocacy is critical and Netball in the past has played too politely politically. We need to work together collectively to turn around the under-representation of female sport nationally. The need for advocacy is covered in the SOTG review.

Vincent De Luca OAM (Director):

- In regard to the sport eating their own, he noted he was pleased to see the Netball Australia statement on 18 March 2021 advising that the Federal court proceedings against Netball Australia have been settled. The Sydney Morning Herald article on 15 December 2020 caused great distress amongst members, and concern about expenditure on the legal proceedings. This was noted a general comment by the Chairperson and not a question.
- Have the recommendations of the High Performance Umpires Review been implemented. If not, what recommendations are yet to be implemented and are there any reasons for those. Could they be reviewed and feedback provided on when and if they will be implemented. Ron gave an undertaking to follow up on the Umpires Review.
- It appears NA does not have archives of umpires records/history. Question taken on notice.

Noted as presented

ACTION: No action required

7.6 Cathy Aird

Cathy Aird was invited to the stage. She was awarded the Waratah Service Award in the AGM. The Chairperson acknowledged her 45 years of service to netball at State, National and Community level and provided a history of her strong contribution.

Cathy expressed her appreciation for the award and is honoured to receive it.

7.7 Presentation to Carol Murphy

Carol Murphy was invited to the stage. The Chairperson acknowledged this will be Carol's last Council meeting in her capacity as Director and thanked Carol for her years of service to Netball NSW, the Board and various Board Committees. Her outstanding contribution is acknowledged.

Carol thanked the community, Board and staff who have been part of her journey as a Board member since 2009. In particular she thanked Michelle Murphy, Rodney Watson OAM, Wendy Archer AM, John Hahn, Lynn Quinn OAM and Ruth Havrlant for their roles in guiding her through being an effective Board member and reflected on the many changes for the sport during that time.

7.8 Other Questions & Comments

Baulkham Hills:

- High Performance pathway at Netball NSW. Premier League was sold to Associations as the premier competition and an underpinning pathway for our athletes into SSN. This is no longer the case. There is now another level on the pathway in the Academies that impacts on Premier League. When did the premise of Premier League change and what is Premier League's value now? Questions are taken on notice and Darren Simpson advised he will provide and circulate a detailed response. He noted the premise of Premier League has not changed. Previously there was the NSWIS program (which no longer exists) and changes to ANL being replaced by Australian National Championships which will be played at the conclusion of the SSN season. The vast majority of the Academy athletes will now be able to play in Premier League rather than playing in an ANL team.
- There is a gap between Premier League and SSN, the Academy program is designed to fill that gap.

Baulkham Hills:

- ANL was 2 teams. We now have 6 training partners with each of the Swifts and Giants, plus 22 Academy athletes which is almost 60 players compared to 24 players. ANC is now at the end of the SSN season, it is appreciated they are trying to promote a culture but the Premier League teams are also trying to create a culture and are supposed to be playing for a premiership. When did netball become an individual sport and not a team sport, and that seems to be what the promotion is in regards to the Academy vs the Premier League teams.
- Also a question around finances in regard to Academies. We pay a lot of money to Netball NSW to have Premier League teams. We are now usurped by another pathway that essentially costs money. So how are we financing the academies. Questions are taken on noted and a detailed response will be provided. There is a gap between Premier League and SSN level, and the Academies are a step for players to train at a higher level, to bridge the gap between Premier League and SSN.

Manly:

- Research shows 15-22 year olds are coming out of sport. Over the 5 years of Premier League, how many players are still playing in the 23's beyond the age of 17.

- Also, with the extension of teams in the Premier League, how many of those teams have players beyond the age of 17?
- How many players in the Open Division over 5 years have allowed pathways for the 15 to 23's to come through into the Open Division? If it means just expanding the competition by having more licenses that's not an effective competition.
- I would like to see data and evaluation of a competition that has run for the past 5 years. From an Association perspective Premier League is a license that has to be paid each year and we need to see if we're getting bang for our buck.

Questions taken on notice and will be responded to separately following the meeting.

Sutherland:

- From a perspective of the Academies, I see the value in the Academies given NSWIS no longer exists. As a franchise holder (Sutherland Stingrays) we lose players to that. The amount of on-court training within their team structure at Stingrays is exceptionally limited. So we are in our pre-season and going into a competition that starts shortly, we have a number of players who are permitted to play but not permitted to train due to Academy playing commitments. It is the not permitted to train factor that causes franchises the most concern. There needs to be a balancing act from a franchise perspective. We get feedback from one Academy. We see how much the player is affected in particular from one academy but not much from the other. There is no continuity of information from the Academy teams. From a franchise perspective the lack of attendance makes it difficult to build a team, it is concerning that the Premier League players can't train together.

Vincent De Luca OAM (Director)

- Notes earlier advice to Doug MacColl and others that questions submitted by email and by Zoom would be answered by email. Could an undertaking be given that responses to any questions taken on notice or by Zoom or email be circulated to all Council members. The Chairperson responded that is the normal course that we do in normal circumstances and that is what will occur after today's meetings.

There were no further comments or questions. The Chairperson thanked everyone for attending the Council meeting.

The meeting concluded @ 2:15pm

3. Correspondence

3.1 Correspondence received

There are no items of correspondence to be tabled for this meeting.

3.2 Business Arising from Correspondence

Nil.

4. Applications for Membership

There are no applications for Membership to be tabled for this meeting.

5. Notices of Motion

5.1 Appointment of Interim Returning Officer

At the March 2021 Council meeting, Michael Anderson was appointed as the Returning Officer until the conclusion of the Annual General Meeting in 2022. Michael Anderson has since left Netball NSW.

At the September 2021 Board meeting, it was resolved to recommend the appointment of Mr Stuart Corbishley as Interim Returning Officer until the conclusion of the Annual General Meeting in 2022.

Recommendation:

To consider, and if thought fit, to pass the following resolution as an ordinary resolution:

"THAT Stuart Corbishley be appointed as the Interim Returning Officer of the Company until the conclusion of the Company's Annual General Meeting in 2022."

6. Reports

6.1 Board of Directors Report

President Louise Sullivan will outline Netball NSW key's achievements in 2021 and provide an update on the Netball Australia State of the Game Project, with a presentation to be circulated to participants following the meeting.

6.1.1 March 2022 Meeting

Please be advised that the first Council Meeting of 2022 is proposed to be held on **Saturday 19 March 2022** at Netball Central, 2 Olympic Boulevard, Sydney Olympic Park.

6.1.2 Board Appointments 2021

The following appointments have been made by the Board since the March 2021 Council meeting:

- **Chris Lamb:** appointed in June 2021, to fill a casual vacancy (Carol Murphy) until the conclusion of the 2022 Annual General Meeting.
- **Michelle Champ:** appointed in August 2021 as an Appointed Director until 30 June 2022, with Myles Baron-Hay's appointment as an Appointed Director expiring in July 2021.

6.1.3 2021 Board Committee/Panel Appointments

Committee	Chair	Members
Nominations Committee	Louise Sullivan	Sallianne Faulkner Clare McCabe, President of Men's Netball (to September 2022)
Audit & Risk Committee	Michelle Champ	Matt Miller Andrew McMaster, as independent member Doug MacColl, as independent member Katie Simmonds, as independent member
Strategic Commercial Opportunities Committee		On hold
Diversity & Inclusion Committee	Vincent De Luca	Catherine Matthews Clare McCabe, as independent member Dennis Napara, as independent member Mark Munnich, as independent member Heather Berry, as independent member Kristiana Manu'a Alison Tucker-Munro
Friends of Netball NSW Committee		On hold
Governance Committee	Sallianne Faulkner	Martha Lourey-Bird Vincent DeLuca Claire Tynan Carol Murphy, as independent member
People & Culture Committee	Chris Lamb	Louise Sullivan Matt Miller Claire Tynan Anne Tait, as independent member
SSN Club Governance Review Committee	Matt Miller	Catherine Matthews Louise Sullivan Andrew McMaster, as independent member Carol Murphy, as independent member

6.1.4 Policies Updated

The following policies have been updated since the March 2021 Council meeting. Any amendments to policies are notified by memo and emailed to Association Secretaries and the full mailing list.

- Netball NSW Adverse Weather Policy – 22 June 2021
- GIANTS Netball and QBE Swifts Selection Academy Policy for the 2021 Program – 22 June 2021
- Netball NSW Disciplinary Policy – 1 July 2021

- Netball NSW Volunteer Recognition and Awards Policy – 3 August 2021
- Netball NSW Social Media Policy – 14 September 2021
- Netball NSW Election and Voting Policy – 14 September 2021
- Netball NSW Performance and Pathways Policy – 14 September 2021
- GIANTS Netball Academy and QBE NSW Swifts Academy Selection Policy for the 2022 Program – 14 September 2021
- Netball NSW Board Committee Policy – 14 September 2021
- Netball NSW Roles and Responsibilities of Appointed Panels and Tribunals Policy – 14 September 2021

The following policies have been revoked since the March 2021 Council Meeting. Any policies that have been revoked are notified by memo and emailed to Association Secretaries and the full mailing list.

- Netball NSW State Team Officials Policy – 14 September 2021
- Netball NSW Marie Little OAM Shield Selection Policy – 14 September 2021
- Netball NSW Marie Little OAM Shield Officials Policy – 14 September 2021

By referencing policies through the Netball NSW website, you will always access the most recent version.
<https://nsw.netball.com.au/policies>.

6.1.5 Vales

Aileen Shutt passed away in April 2021. She was Secretary of Newcastle NA for many years, a Newcastle Netball Association Life Member and holder of the Netball NSW Anne Clark Service Award.

Estelle Lawler passed away in May 2021. She had a long association with Liverpool NA, and was a long-time Secretary of the Association.

Neita Matthews OAM passed away in August 2021. She was an extraordinary and iconic woman of the game, a National and International Netball Umpire, Eastwood Ryde Life Member since 1977, Anne Clark Service Award recipient in 1978, Netball NSW Life Member since 1980, Netball NSW Hall of Fame inductee in 2011 and Patron of Netball NSW from 1987 until her passing.

6.1.6 Queens Birthday Honours Recipients

Congratulations to the following members of the netball community, who were included in the 2021 Queens Birthday Honours list:

- **Stephanie Bortkevitch:** Awarded OAM for service to netball.
- **Pamela McPherson:** Awarded OAM for service to netball.
- **Dianne Pascoe:** Awarded OAM for service to netball.
- **Brenda Williams:** Awarded OAM for service to netball.
- **Gwen Winsor:** Awarded OAM for service to netball.

6.2 Finance Report

6.2.1 Overview

Netball NSW (“NNSW”) provides this financial update to Affiliated Associations prior to the Council Meeting (General Meeting) scheduled for Saturday 6th November 2021 at Netball Central, 2 Olympic Boulevard, Sydney Olympic Park.

This update comprises the latest Financial Report 2021 as at 31st August 2021 as well as an update on the Budget 2022. A financial presentation with additional relevant information will be presented at the Council Meeting.

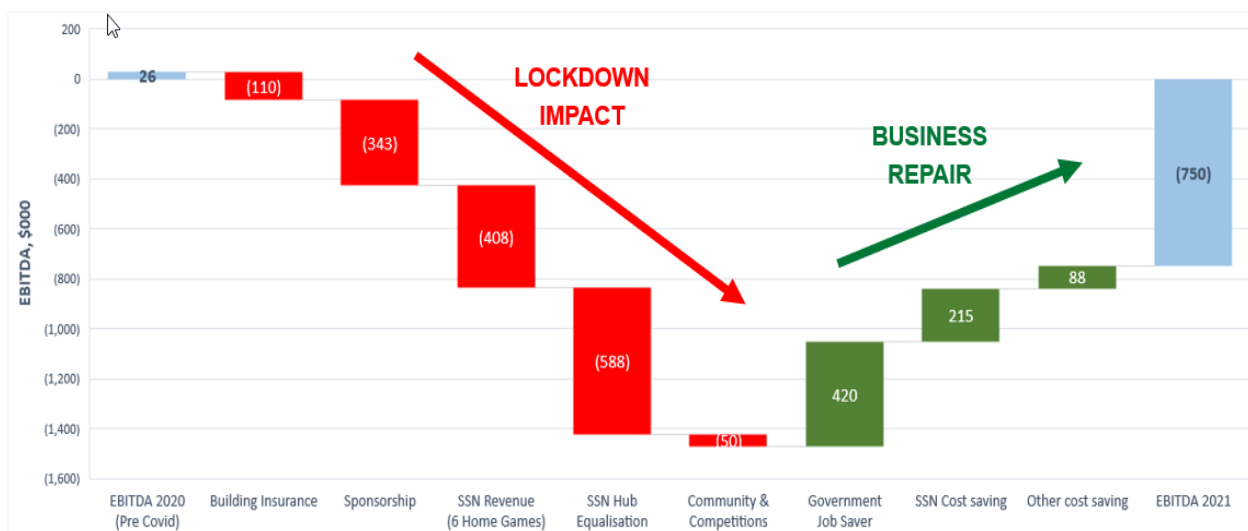
6.2.2 Financial Report: 8 months ended 31 August 2021

The finance report for the period ending 31 August 2021 is attached, pages 29 to 30.

This Financial report for NNSW shows a current net asset position as at 31 Aug 2021 of \$30.6m and projected position of \$25.8m at year end date, 31 December 2021.

The 2021 full year forecast deficit (before interest & other income, depreciation and amortisation, “EBITDA”) is **-\$658k**. This compares to budget of **+\$26k** which therefore represents a negative projected variance to budget of **-\$684k**. The direct impact of the Covid 19 lockdown in terms of both lost revenue and additional cost this year is \$1.7m. However, this loss has been mitigated through sourcing additional and new revenues as well as substantial cost savings across all areas of the business and thus limiting the EBITDA deficit \$0.7m.

The chart below shows the variance between the budget and projected EBITDA as at Friday 20th August. The downside directly attributable to the Covid lockdown is shown in the columns under the red arrow which total **-\$1.4m**. The initiatives that were underway to repair this downside impact are shown under the green arrow which total **+\$0.7m**.



Since this report was issued, the extended Covid 19 lockdown has further negatively impacted NNSW through a shortening of the Metro and Premier League seasons as well as the cancellation of summer netball programs. This has resulted in an additional **-\$0.3m** in lost earnings (on top of the **-\$1.4m** as reported on 20th August).

However pleasingly, the business has more than offset this with additional earnings of **+\$0.4m** mainly through additional Netball Central rental income from NSW Health occupancy extending longer than originally anticipated, an extension to the NSW Government’s Job Saver scheme as well as strict cost control.

As a result, our EBITDA projection has improved by **+\$0.1m** from **-\$750k** to **-\$658k**.

We are all focussed on trying to further improve EBITDA between now and the end of the year result and believe a result lower than **-\$500k** is possible, which would be an excellent outcome in the circumstances.

On the balance sheet, NNSW cash reserves are projected to decrease to \$2,274k as at 31st December 2021. This does represent a significant reduction from the cash balance of \$3,453k as at 31st December 2020. The main causes of this are this year's deficit as well as what was an artificially high 2020 balance due to the advanced receipt of 2021 income from several large sponsors.

For further information please refer to the Consolidated Trading Statement and Balance Sheet.

6.2.3 Budget for the Financial Year ending 2022

The budget for 2022 is well advanced, with a focus on returning the business to a profitable and sustainable position in the new term, whilst being attentive to a need to keep registrations as low as possible with a key focus on participation growth.

More details on the budget for 2022 will be provided in the meeting.

NETBALL NSW MANAGEMENT ACCOUNTS: PERIOD ENDED 31 AUGUST 2021

The NSW Netball Association Limited Trading Statement (Profit & Loss) By Department, \$'000 For the period ending 31/8/2021	YTD Act Aug 2021	YTD Bud Aug 2021	2021 FY Fcast at Aug 2021	FY Bud 2021	Var FY Fcast vs Bud
1. Community, Competitions & Pathways					
Capitation and Affiliation	6,909	6,966	6,909	7,126	(217)
Competitions Revenue	626	777	604	886	(282)
Other Revenue	646	442	672	692	(19)
Community, Competitions and Pathways Revenue	8,181	8,185	8,186	8,704	(518)
NA Contributions	(1,227)	(839)	(1,264)	(1,263)	(2)
Insurance	(322)	(315)	(533)	(505)	(28)
Competitions Expenses	(568)	(401)	(581)	(793)	211
Salaries & Wages	(1,154)	(1,273)	(2,010)	(2,090)	80
Other Expenses	(733)	(1,013)	(1,194)	(1,611)	417
Community, Competitions & Pathways Expenses	(4,005)	(3,841)	(5,583)	(6,261)	678
Community, Competitions and Pathways Profit / (Loss)	4,176	4,345	2,603	2,443	160
2. NSW Swifts - SSN Operations					
NA Funding	313	313	313	313	0
Sponsorship & Merchandise	1,262	1,221	1,540	1,783	(243)
Membership & Ticketing	488	660	501	660	(159)
Other Revenue	16	26	16	41	(25)
NSW Swifts - SSN Operations Revenue	2,078	2,219	2,369	2,796	(427)
Player Contracted Expenses	(499)	(496)	(795)	(778)	(17)
Team, Management, Coaches and Support Staff	(1,252)	(1,294)	(1,996)	(2,001)	5
Game Day, Membership & Marketing Expenses	(431)	(545)	(496)	(676)	181
Other Expenses	(114)	(181)	(222)	(312)	89
NSW Swifts - SSN Operations Expenses	(2,295)	(2,516)	(3,509)	(3,767)	259
NSW Swifts - SSN Operations Profit / (Loss)	(217)	(296)	(1,139)	(972)	(168)
3. GIANTS Netball - SSN Operations					
NA Funding	313	313	313	313	0
Sponsorship & Merchandise	1,319	1,174	1,532	1,727	(195)
Membership & Ticketing	389	653	540	653	(113)
Other Revenue	33	34	33	84	(51)
Sub-total GIANTS Netball - SSN Operations Revenue	2,053	2,174	2,417	2,776	(360)
Player Contracted Expenses	(513)	(502)	(761)	(776)	15
Team, Management, Coaches and Support Staff	(1,236)	(1,164)	(1,929)	(1,924)	(5)
Game Day, Membership & Marketing Expenses	(521)	(586)	(579)	(685)	105
Other Expenses	(137)	(169)	(211)	(262)	51
GIANTS Netball -SSN Operations Expenses	(2,406)	(2,421)	(3,480)	(3,647)	167
GIANTS Netball - SSN Operations Profit / (Loss)	(353)	(247)	(1,064)	(871)	(193)
4. NNSW Business Operations (non-SSN) & Netball Central					
Commercial & Sponsorship	628	569	758	859	(101)
NNSW Foundation Donations	0	0	0	0	0
Netball Central Revenue	728	812	965	1,067	(102)
Other Revenue	0	0	0	0	0
NNSW Business Operations (non-SSN) & Netball Central Revenue	1,356	1,382	1,723	1,926	(203)
Commercial, Sponsorship, Events, Media	(215)	(227)	(399)	(403)	4
Netball Central Expenses	(697)	(734)	(1,118)	(1,115)	(3)
Administration Expenses	(897)	(754)	(1,375)	(1,209)	(166)
NNSW Business Operations & Netball Central Expenses	(1,809)	(1,716)	(2,892)	(2,727)	(165)
NNSW Business Operations & Netball Central Profit / (Loss)	(453)	(334)	(1,169)	(801)	(368)
EBITDA before Extraordinary Items	3,153	3,467	(769)	(200)	(569)
JobKeeper	417	471	417	471	(55)
JobSaver	58	-	490	-	490
State Government Financial Support	0	0	0	0	0
Associations Initiatives	(200)	(245)	(200)	(245)	45
Exceptional Costs (Not equalised)	(8)	0	(8)	0	(8)
Exceptional Costs (Equalisation share)	-	-	(588)	0	(588)
EBITDA	3,419	3,694	(658)	26	(684)

THE NEW SOUTH WALES NETBALL ASSOCIATION LIMITED
BALANCE SHEET
As at 31 Aug 2021

\$'000	Act 31 Aug 2021	Act 31 July 2021	Var Aug 2021 v Jul 2021	Fcast 31 Dec 2021
Current Assets				
Cash Assets	5,137	5,848	(710)	2,274
Accounts Receivable	1,287	877	410	484
Inventories	14	14	-	14
Other Current Assets	485	566	(81)	532
Total Current Assets	6,924	7,305	(381)	3,303
Non-Current Assets				
Fixed assets (at WDV)	26,289	26,452	(163)	25,649
Right of Use Asset	859	859	-	832
Netball Central Sinking Fund	148	148	-	148
Total Non-Current Assets	27,296	27,459	(163)	26,630
Total Assets	34,220	34,764	(544)	29,933
LIABILITIES				
Current Liabilities				
Accounts Payable	(608)	(783)	175	(832)
Other Creditors	(536)	(392)	(144)	(683)
Income in advance	(714)	(610)	(105)	(819)
State Government Funding	-	-	-	-
Bank Loans (cars, gym & café fitout)	(104)	(107)	3	(75)
Lease Liability	(30)	(30)	-	(29)
GST payable/(receivable)	(34)	6	(39)	(14)
PAYG/FBT/Payroll Tax Payable	15	15	(0)	-
Superannuation contributions payable	(119)	(60)	(59)	(207)
Provision for employee entitlements	(351)	(316)	(35)	(377)
Total Current Liabilities	(2,482)	(2,278)	(204)	(3,037)
Non-Current Liabilities				
Loans and Borrowings	(177)	(185)	7	(130)
Lease Liability	(799)	(809)	11	(773)
Provision for employee entitlements	(154)	(150)	(3)	(179)
Security Deposit Bond	(24)	(24)	-	(24)
Total Non-Current Liabilities	(1,154)	(1,169)	15	(1,107)
Total Liabilities	(3,636)	(3,447)	(189)	(4,143)
NET ASSETS	30,584	31,318	(354)	25,789
EQUITY				
Retained earnings	28,487	28,487	-	28,487
Current year profit/(loss)	2,098	2,831	(733)	(2,697)
TOTAL EQUITY	30,584	31,318	(733)	25,789

6.2.4 Proposed 2022 Netball NSW Affiliation & Membership Fees

There is no increase proposed for 2022 Association Affiliation fees, which are as per 2021:

2022 Netball NSW Proposed Affiliation Fee	2022 fee (excl GST)	2022 fee (Incl GST)
Membership up to 500 individuals	\$94.05	\$103.46
Membership 501-1000 individuals	\$188.10	\$206.91
Membership 1001-2000 individuals	\$250.80	\$275.88
Membership 2001 individuals and over	\$376.20	\$413.82

There is no increase proposed for 2022 Organisation Membership fees, which are as per 2021:

2022 Netball NSW Proposed Organisation Membership Fees	2022 fee (excl GST)	2022 fee (Incl GST)
Community Member	\$454.54	\$500.00
Interested Member	\$681.81	\$750.00

Recommendation:

To consider, and if thought fit, to pass the following resolution as an ordinary resolution:

“THAT the Proposed 2022 Netball NSW Affiliation and Membership Fees are accepted.”

6.2.5 Proposed 2022 Netball NSW Season Membership Fees

The table below shows the proposed membership fees for the various membership categories to be collected by Netball NSW in 2022 (white row), the fees from 2021 (blue row) and the difference between the 2022 and 2021 fees (last row). Figures exclude GST.

The proposed fees to be charged by Netball NSW are slightly reduced on Senior, Junior Summer and NetSetGo categories and slightly increased on the remainder. The proposed 2022 fees are in the white row below:

	Senior	Senior Summer	Junior	Junior Summer	NetSetGo	Non-Player	All Abilities
2022 Netball NSW Fee (Proposed)	\$81.65	\$57.59	\$62.94	\$43.34	\$36.94	\$42.77	\$28.18
2021 Netball NSW Fee (Actual)	\$81.95	\$57.37	\$62.25	\$43.58	\$37.17	\$42.53	\$28.02
Netball NSW Fee Difference	-\$0.30	+\$0.23	+\$0.69	-\$0.24	-\$0.23	+\$0.24	+\$0.16

Recommendation:

To consider, and if thought fit, to pass the following resolution as an ordinary resolution:

“THAT the Proposed 2022 Netball NSW Season Membership Fees are accepted.”

Additional information on the payment of fees in 2022 in the PlayHQ system

From 1 January 2022 Netball NSW will move on to the PlayHQ platform for registration and competition management, with the existing MyNetball system switched off. As a result of this transition there are a number of changes being made to the way fees are collected within the netball ecosystem in Australia from 2022. On the basis that the Council approves the Netball NSW 2022 season membership fees shown above, the table below shows a worked example of how all fees will be levied in 2022.

In the table below, all figures include GST. Explanations of each row follow:

Row A – The proposed Netball NSW 2022 season membership fee (as per table above) now inclusive of GST.

Row B – PlayHQ includes the transaction fee in the total cost seen by the user, rather than adding it on at the end of the process as was the case in MyNetball. Row B shows the transaction cost on the Netball NSW fee.

Row C – The total 2022 Netball NSW fee including the system transaction fee and GST.

Row D – This is the 2022 Netball Australia fee which includes a platform component (ie for the PlayHQ system) and service component (for Netball Australia service and support desk). This amount also includes the system transaction fee.

Row E – The total combined Netball NSW and Netball Australia fees, inclusive of transaction fees and GST, which will be levied through the PlayHQ system.

*** Note** – In 2021 the **NetSetGo** fee included a \$40.89 Netball NSW component and a \$25.30 Netball Australia component to give a total of \$66.19 (inclusive of GST). In 2022 Netball Australia has increased the base NetSetGo fees by \$3.30, and then the 'standard' Netball Australia fee for the PlayHQ platform and support is added to reach the final \$32.55 Netball Australia component and a total of \$74 (inclusive of GST and transaction fees).

		Senior	Senior Summer	Junior	Junior Summer	NetSetGo	Non-Player	All Abilities
A	2022 Netball NSW Fee	\$89.81	\$63.35	\$69.23	\$47.67	\$40.63	\$47.05	\$31.00
B	2022 Transaction Fee	\$1.82	\$1.29	\$1.41	\$0.97	\$0.82	\$0.96	\$0.63
C	2022 Total Netball NSW Fee in PlayHQ	\$91.63	\$64.64	\$70.64	\$48.64	\$41.45	\$48.00	\$31.63
D	2022 Netball Australia Fee	\$3.37	\$3.37	\$3.37	\$3.37	\$32.55*	\$0.00	\$3.37
E	2022 Combined Netball NSW and Netball Aus Fees in PlayHQ	\$95.00	\$68.00	\$74.00	\$52.00	\$74.00	\$48.00	\$35.00

Definitions / Notes

- **Senior:** have reached or will reach the age of 18 by 31 December in the year of play.
- **Junior:** have reached or will reach the age of between 10 and 17 years by 31 December in the year of play.
- **Non-Players** will not be charged a Netball Australia fee.

6.2.6 Competition Fees 2022

Following are the Competition fees for 2022:

Competition	Per	2021 fee (incl GST)	% Increase	Increase amount	2022 fee (incl GST)
Senior State Titles	Team	\$335.53	1.3%	\$4.47	\$340
Junior State Titles	Team	\$335.53	1.3%	\$4.47	\$340
State Masters	Team	\$335.53	1.3%	\$4.47	\$340
Regional League	Team	\$195.51	2.3%	\$4.49	\$200
Summer Series	Player	\$91.58	3.7%	\$3.42	\$95
Metro League	Player	\$122.35	2.2%	\$2.65	\$125
Regional State Cup	Player	\$97.13	2.9%	\$2.87	\$100
Social Masters (excludes social function, which will be ticketed separately)	Player	\$88.67	7.1%	\$6.33	\$95

Steven Newman

Chief Financial Officer

6.3 CEO's Operational Report

I look forward to working with our Associations and Clubs over the coming months as we forward plan for 2022 and take this opportunity to acknowledge and thank Netball NSW staff and the Board for their ongoing support during these difficult times.

6.3.1 Commercial

Partnerships

After a challenging two years, Netball NSW has increased sponsorship revenue in 2021 by 37% year-on-year (compared to 2020) through the identification and delivery of new Partners to our portfolio, and achieving increased revenue in our existing Partners.

Commercial Valuation

Netball NSW commissioned an independent analysis of our commercial portfolio in order to inform the Netball NSW commercial strategy and maximise yield throughout Netball NSW and Suncorp Super Netball partnerships. The insights from this work confirm the value of Netball NSW's Community and Pathways properties, which will be used to ensure our commercial programs drive further investment into netball through clearly defined tiers of partnerships across specific programs creating better value to Partners, Associations and participants.

Brand Strategy

Alongside our commercial valuation, independent brand agency Wite Kite facilitated a brand strategy project to assist in understanding and defining the various brands that sit within Netball NSW. As part of a broader consultation process, seventeen Associations across NSW provided input into the project now which provides Netball NSW with consistent and aligned messaging for all stakeholders in netball to drive participation and engagement. This insight will allow Netball NSW to work with our Associations and Clubs to provide tools and strategies to further engage participants through a clear vision and purpose – ultimately resulting in positive and fulfilling experiences and growth throughout the game.

6.3.2 Community & Pathways

Competitions

Sadly in 2021 the majority of competitions run by Netball NSW were abandoned mid-year at the commencement of the COVID-19 lockdown. This impacted both divisions of the Origin Energy Premier League as well as all six divisions of the DOOLEYS Metro League and three regions of the HART Regional League. No winners of any of these competitions were declared. Thankfully the HART Senior State Titles were successfully completed, as were four regions of HART Regional League. However, HART Junior State Titles, both Masters events, the Regional State Cup and Court Craft Summer Series did not get underway.

Performance & Pathways

After the cancellation of the National Championships in 2020 there were high hopes for the NSW U17 and U19 State Teams in 2021 before COVID-19 once again forced Netball Australia to cancel the Championships just prior to their commencement. The silver lining for our State level athletes, coaches and support staff was the recognition which came in the form of NSW providing more athletes than any other state in each of the U17, U19 and U21 Australian squads announced in September. Congratulations to these young women and to all of the people involved in our pathways programs for such an outstanding result.

Community

The Community team set new records in the first half of the year with their engagement with schools through clinics, the Sporting Schools program and the Schools Cup competition. In terms one and two alone Netball NSW interacted with over 31,000 students at well over 600 schools.

Netball NSW launched our Reflect Reconciliation Action Plan (RAP) including a four-part webinar series which explored the RAP and the pillars within it further. Netball NSW brought together members of the RAP Working Group, Netball NSW Staff and key stakeholders within our netball community to provide key insights and achievable takeaways which people can take back and implement within netball clubs, associations and community to take steps toward Reconciliation.

Facilities & Infrastructure

Through ongoing liaison and support with Associations and Councils by Netball NSW, seven infrastructure projects worth \$5.4 million were funded through the Office of Sport Greater Cities and Regional Sport Facility Funds in June. This represented just over 10% of the money available in the funding round going to netball-related infrastructure.

6.3.3 People & Culture

Overview

Netball NSW appointed a new role to the Executive team on a contract basis focused on People & Culture. The role plays an influential role in the Netball NSW Leadership team and is accountable for providing strategic advice on how to optimise the contribution of people, taking a long term approach to developing people and culture strategies, both internally and externally, to improve operational effectiveness and stakeholder engagement.

6.3.4 Venue

Overview

Our Netball Central community facility continues to provide a significant contribution to Netball NSW revenue. Prior to the impacts of the Greater Sydney Lockdown, as at 1 June 2021 Netball Central had already hosted over 100,000 visitors through the front doors this year alone, providing a home to community competitions across a diverse range of sports.

During the extended lockdown period, Netball Central was able to secure the occupancy of NSW Health who utilised the facility as the NSW Health official Workforce Training Hub. The venue team worked tirelessly prepare the venue to host nurses, security guards, volunteers and administration staff who participated in training at the venue to prepare for working at Mass Vaccination Centres across the state. Over 4000 people attended training during the tenancy contributing to 371,424 vaccinations – it was wonderful to have Netball Central and Netball NSW play a role in such a vital community effort.

6.3.5 Suncorp Super Netball

Overview

People thought that the 2020 season was a tough one to navigate but it turned out to be a dress rehearsal for what lay ahead in 2021. Despite all of the challenges - lockdowns, state relocations, isolation periods and home games being moved from Sydney to Brisbane, Melbourne, Adelaide and then Brisbane again, our NSW Swifts and GIANTS Netball teams led the way in their commitment to keep the SSN competition alive in 2021.

With NSW in lockdown, our Swifts and GIANTS teams were a ray of hope for the huge netball community across the state. They battled their way through adversity to setup an all-NSW Grand Final in front of a TV audience of 770,000, and over six million across the season. We recognize and acknowledge the significant sacrifices made by the team, the coaches, the support staff and their families.

NSW Swifts

When you look at 2021 from the NSW Swifts' point of view it would be easy to mark August 28 as the standout highlight. With a seventh Premiership success, in the Club's 25th season, the Swifts cemented their place as the most successful team in the history of the National Netball League (currently Super Netball) which started in 1997, but it was just one of numerous fantastic achievements the Swifts had to celebrate over the past 12 months.

The Swifts became the first professional netball club in the world to register over 5,000 members, created an innovative Club Membership category to engage Clubs and Associations and provided five Australian Diamonds to the national squad – plus two English Roses and the Trinidad & Tobago captain. Six QBE Swifts Academy athletes were also selected in Australian underage squads. In 2022, two NSW pathway training partners – Teigan O'Shannassy and Kelly Singleton – will play in the senior squad.

GIANTS Netball

After failing to reach the SSN Finals in the previous two years the GIANTS set out to right the ship, ending the regular season as Minor Premiers before falling just short of achieving a historic first Suncorp Super Netball (SSN) premiership to cross-town rivals the NSW Swifts in the Grand Final.

The GIANTS continue to strongly support the Netball NSW development pathway with 13 of the 14 players who took the court in 2021 hailing from NSW. This will continue in 2022 with Amy Sligar, Matisse Letherbarrow and Lauren Moore joining the team as contracted players. The GIANTS also had three players selected in the Diamonds squad plus two invited to the Diamonds Development Squad.

Tain Drinkwater

Chief Executive Officer

6.4 Appeals Tribunal Report – 2021 Competitions

2021 Metro League Appeals

Appeals Tribunal Members: Jennifer Bicknell (Chair), Bec McKenzie, Fiona Fennmore

Association		From	To	Result
Inner Western Suburbs		grading of all teams		Dismissed
Parramatta Auburn		6	5	Dismissed

2021 Senior State Titles

Appeals Tribunal Members: Carol Murphy (Chair), Bec McKenzie, Jo-Anne Perry

Association	Age Group	From	To	Result
Hastings Valley	15U	2	3	Dismissed
Hawkesbury City	15U	2	3	Upheld
Lakeside	15U	1	2	Dismissed
Mount Druitt	15U	2	4	Upheld
Muswellbrook	15U	2	3	Dismissed
Cessnock	17U	2	3	Dismissed
Charlestown	17U	2	1	Upheld
Orange	17U	1	2	Upheld
Randwick	17U	2	1	Upheld
Shoalhaven	17U	2	3	Dismissed
Tuggeranong	17U	2	4	Dismissed
Wagga Wagga	17U	1	2	Upheld
Westlakes	17U	1	2	Dismissed
Woolgoolga	17U	3	4	Dismissed
Woy Woy Peninsula	17U	2	3	Dismissed

Association	Age Group	From	To	Result
Parramatta Auburn	Opens	1	2	Dismissed
Quirindi	Opens	1	2	Dismissed
Westlakes	Opens	1	2	Dismissed

2021 Junior State Titles

Appeals Tribunal Members: Carol Murphy (Chair), Jo-Anne Perry, Bec McKenzie

Association	Age Group	From	To	Result
Callaghan District	12	2	1	Dismissed
Woy Woy Peninsula	12	2	3	Dismissed
Westlakes	12	2	3	Dismissed
Charlestown	12	1	2	Dismissed
Callaghan District	13	2	1	Dismissed
Woy Woy Peninsula	14	2	3	Dismissed

I would like to take this opportunity to thank the appeal members of the Competitions Appeals panels in 2021.

Claire Dale

Competitions Manager

7. General Business

7.1 Presentation: Netball NSW Community Update

For presentation at the meeting.

7.2 Presentation: Netball NSW Commercial & Marketing Update

For presentation at the meeting.