



## MINUTES OF SNZ BOARD MEETING

Friday May 8, 2015, 12.30pm, Palmerston North.

**Present:** Tony Johnston (Chair), Linda Kenny, Matt Taylor, Steve Dunbar, Greg McKeown, Gareth Fleming, Dayne Far, Jim O'Grady (CE)

**Apologies:** None

**Conflicts of Interest:** Steve Dunbar – HTG

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### Items for Decision

**1. Purpose**

To confirm the minutes of the previous meeting held March 20, 2015.

**Resolution:**

That the minutes of the previous SNZ Board meeting held March 20, 2015 be approved as a true and correct record of proceedings.

Moved: Linda Kenny / Steve Dunbar Carried

Matters Arising from the Minutes None

**2. Purpose**

To apply for grant funding.

**Resolution:**

The SNZ Board agrees to apply for funding to support a range of activities as and when required.

Moved: Greg McKeown / Matt Taylor Carried

**Resolution:**

The SNZ Board agrees to apply to the Endeavour Community Foundation for \$3,806.96 + GST of funding as a contribution to accommodation and playing uniforms for the Squash New Zealand Masters Team to attend the Trans-Tasman Test Series at the Hawkes Bay Squash Rackets Club in October 2015.

Moved: Matt Taylor / Linda Kenny Carried

**3. Purpose**

To decide on a delegate to attend the WSG agm in 2015.

**Background**

The Board agreed to send the CE who maintained close day to day relations with WSF and was placed to pursue other opportunities unrelated to executive elections. The Board would identify key meeting objectives prior to the meeting. (TJ to talk to GDC.)

**Resolution:**

That the CE attend the 2015 WSF agm.

Moved: Greg McKeown / Linda Kenny Carried

**4. Purpose**

To endorse the decision of the HPAP to send a team to the World Senior Men's Championship in 2015. Entries close May12, 2015.

**Background**

The HPAP was asked to make a recommendation to the SNZ Board about sending a team in 2015. The HPAP recommends that SNZ do send a team to the event in 2015. The panel felt that it was important to maintain the performance pathway for our emerging talent. Not sending a team would send a negative message to our aspiring players.

The team's event guarantees our emerging young players invaluable international competition that they could only get by attending numerous PSA events. While the same money could be spent elsewhere attending selected events the risks are greater. Players are unlikely to have a manager/coach with them and could easily get knocked out in qualifying getting no ranking points. Sending a team reaffirms the commitment to achieving podium success in the future.

**Resolution:**

That the SNZ Board accept the recommendation of the HPAP to send a team to the World Men's Championships in 2015.

Moved: Tony Johnston / Steve Dunbar

Carried

**5. Purpose**

To ratify the selection of the team to attend the 2015 YCWG in Samoa.

**Resolution:**

The SNZ Board ratifies the Junior Selectors nominations for the team to attend the 2015 YCWG in Samoa.

Moved: Dayne Far / Matt Taylor

Carried

**6. Purpose**

To ratify the appointment of a coach/manager to attend the 2015 YCWG in Samoa.

**Deferred:**

At the time of the meeting a recommendation for the position of manager / coach for the team to attend the 2015 YCWG in Samoa had not been received. The decision would be confirmed later via email.

**7. Purpose**

To update the Board on the negotiations regarding the Dunlop ball and recommend that SNZ enter into a distribution agreement to distribute the ball in NZ.

**Background**

SNZ has been negotiating a possible distribution agreement for the Dunlop ball in NZ. The ball would be imported from the Philippines, warehoused and distributed from Club Kelburn. All sales, freight and invoicing would go through Club Kelburn.

The sub-committee supported the proposal for SNZ to import the balls and become the NZ distributor. JO to confirm details and get a distribution agreement drafted for the SNZ Board to approve.

**Resolution:**

The Commercial sub-committee recommends that SNZ enter into an agreement to distribute the Dunlop squash ball in NZ and the agreement is subject to approval by the SNZ Commercial Sub-Committee before signing. That SNZ have a separate agreement with Penryn Trading for the distribution of the squash ball.

Moved: Steve Dunbar / Dayne Far

Carried

**8. Purpose**

To approve the financial reports for SNZ and Club Kelburn

**Resolution:**

The financial reports for SNZ and Club Kelburn to 30/03/2015, having been previously circulated, were accepted as a true and correct record.

Moved: Tony Johnston / Greg McKeown

Carried

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**Items for Discussion**

**1. Squashgym, Palmerston North.**

2. The SNZ Board invited James Watts (VP) and Jason Burton-Brown of Squashgym to attend the meeting to discuss the situation at the club. It was noted that less than 24 hours before the meeting a request had arrived via email asking for a debenture and a request to defer payment of the outstanding affiliation levies.

James Watts provide a detailed summary of the information he had acquired regarding the club's affairs and the current position. The debt stood at \$794,000 and debentures at approximately \$185,000. The club committee had voted 7:1 to carry on but there appeared to be a shortfall of \$54,000 to meet the immediate requirements to keep the club going. Squashgym proposed that SNZ cover this shortfall by contributing \$50,000 as a debenture. A decision was required immediately as the cut-off to settle the legal bill was Wednesday May 13.

After James and Jason had left it was agreed that Greg, Tony and JO would meet with James again the next morning to get a better understanding of the club's position. The SNZ Board expressed concern at the timeliness of the request

and lack of information on which to make an informed decision while acknowledging a desire to assist if possible. It was agreed that after the meeting JO would report back to the SNZ Board.

### **3. SNZ Strategic Plan 2016 - 2021**

GM provided an overview of the plan's development to date. The 5 strategic outcomes had been identified with goals and priorities including a six year draft budget. Subject to further changes a draft would go to the Board, Districts / Clubs, Sport NZ and Boardworks in the next few weeks. It was suggested that a survey could be conducted on SNZ website.

Some work had been done on a title and vision statement, with a number of possibilities proposed. It was suggested that the title for the strategic plan might be "Squash on the Move" and a vision statement could be "Squash – from grassroots to gold – a sport on the move". It was agreed that these were starting points and may change based on feedback. The values as proposed were acceptable.

A number of suggestions were made regarding the strategic outcomes –

- Change Financial Health to Financially Healthy
- Incorporate reference to Sport NZ CS policy and use words about partnership / health / education
- Change the language about "fit and superfit"
- Pathways should refer to officials as well
- The scorecard should have targets for districts and clubs – shared responsibility!
- Incorporate a reference to club capability

Environmental Landscape

- Aging facilities and players
- Increasing competition for leisure time
- Varying levels of capability
- Physical environment – geography, international isolation
- Difficult to develop and maintain the club / school link
- Low profile – no TV or media coverage
- Lack of money
- Challenge of keeping up with technology

### **4. Sponsorship Consultancy Proposal**

Mike Hall-Taylor from HTG had provided a written report, circulated to the Board prior to the meeting. An asset schedule had been prepared and a number of contacts made with potential partners. HTG had been retained on a 6 month contract at \$3,000 per month + 10% commission on new income. TJ to talk to MHT about the CL Bounceback insurance scheme. It was suggested that MHT could attend the mid-year presidents meeting and talk about wider district engagement.

### **5. World Junior Women's Championships 2017**

There has been little progress with this proposal to host the event in Christchurch in 2017. The ChCh SC have moved ahead with their plans to build a new 6-8 court complex on the Cashmere Club site which could be ready by the end of 2016 but no agreements were in place. No progress has been made with an organising committee. JO had discussed with Jenn Halliday from Squash Canterbury who would bring it up at their next board meeting.

The CSC had expressed concern about the bid and questioned the purpose and fit with SNZ's strategic plan as well as potential liability for SNZ if the tender went ahead without local commitment.

After discussion the SNZ Board agreed to write to WSF stating that SNZ was not in a position to submit a tender for the event. JO to talk to Grant Smith, Christchurch SC, Squash Canterbury, Major Events and CCC.

### **6. World Junior Girls 2015**

The World Junior Girls Championships had been moved to the Netherlands on the same dates as previously advertised. SNZ's plans therefore remain unchanged and the selection process will continue as scheduled.

### **7. Club Kelburn Management Fee**

It was proposed that SNZ charge Club Kelburn a monthly management fee. Currently SNZ takes a portion of the profit from the business 3 x times per year. Rather than doing this it would be better for our cash flow if there was a monthly management fee and the balance of the "profit" was moved across only once at the end of the year.

**Deferred.**

It was agreed that JO would seek advice from Hamon's re the implications of such an action.

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## **General Business**

### **1. Auditors Letter**

GM and SD to provide comment on the auditor' letter and prepare a suitable response.

### **2. HPAP**

JO updated the Board on the work of the HPAP to date. The regional HP hubs were underway with only Southland to be confirmed. JO acknowledged the work of Paul Wright and Kashif Shuja with the hubs and the high performance programme. Mike Weston had stepped down from the HPAP.

It was agreed the HPAP would review and confirm the HP goals in the new strategic plan.

### **3. Board Sub-Committees**

LK raised a number of questions to clarify the TOR for the squash sub-committee. It was agreed the TOR be rewritten and circulated to the Board prior to the next meeting.

The minutes of the previous Commercial sub-committee meeting had been circulated to the Board prior to the meeting.

### **4. Mid-Year Presidents Meeting**

Suggested topics for the mid-year presidents meeting included –  
Strategic plan  
SNZ Budget - detailed financial presentations  
Commercial presentation – HTG  
HP Update  
District reporting templates

### **5. Next Meeting**

June 26, 2015. Auckland.

### **6. Meeting Closed 6.20pm**