

## Footballsouth AGM 24<sup>th</sup> May 2009 Caledonian

**Present:** Jeff Walker, Aaron Joy, Mike Clark, Tony Galloway, Blair Davidson, Ross Huntley, Norman McRobbie, Glenda Paterson, Louise Williams, Averley Sinclair, Graham Mason, Callum Hayde, Wendy Lucas, Jude Hodge, Colin Anderson, Johan Koutstaal, Sally Hicks, Wilson Jones, Dougal McGowan, Bill Chisholm, Matthew Holdridge, Marc Chidley, Barry Van Gorp

Jeff Walker opened the meeting at 11 am with a welcome to everyone and especially Patron of Football South Blair Davidson and Mark Stewart from N.Z.F Board. Apologies from David Darling, Jill Muirhead. Moved Dougal seconded Aaron – carried.

Minutes of the 2008 A.G.M - moved by Williams (Caversham) and seconded by Mike Clark – carried.

### Annual Reports

#### Chairman's Report

Aaron tabled his report – he highlighted the transitional period and the staffing in the Football South office. It has been a trying but rewarding year with many progressions in the organization. The Board firmly believes that we have people in the right places to do the right jobs. Big thanks to all the clubs, Football South staff and their board for their hard work and dedication throughout the year.

#### General Manager's Report (W. James)

Wilson commented that it has been a difficult year with both junior and senior football coming under the umbrella within the Football South office. There were a number of issues throughout the year which proved logistically challenging. It is hoped that the organization has learnt from it and is moving forward.

N.Z.F. issues also created a number of difficulties within the Federation particularly with the uncertainty around the National Women's League, Federation tournaments, National Youth League etc. All of these have future potential funding implications for the Federation and it is important that we keep a close eye on the N.Z.F. competitions review process.

It has been a transitional period within the offices and he is pleased to report a positive cash flow for 2008. However he cautioned against the difficult ongoing financial positions now and into the future particularly considering the current ratio of funding vs fees.

Finances are always going to be difficult and there needs to be a close examination of future potential income sources. At present the organization spends close to \$500,000 but only receives \$160,000 to \$170,000 in fees from clubs.

Louise Williams asked what programme income was. Wilson replied it is miscellaneous income which could include coaching programmes, fines etc. Louise – can they have their own headings as it would make it easier for people to understand. Wilson replied that from an accounting viewpoint there are so many bits and pieces that contribute to this it would make it difficult to put in the summary financial statements. However details are available for those who wish.

Louise again - how is the weekly programme that Rab put out funded. Wilson replied Footballsouth pays some and sponsorship pays the rest.

#### Bill Chisholm (new GM)

There is a major focus on how to maintain income sources and he is working on developing communication relationships with funders. We need to look at added value for what you actually pay for eg coach development, player development, admin development and referee development. He is looking forward to having input into the N.Z.F. development plan dealing with the future of the game.

#### Sporting Pulse

The website contains information, draws and references. There have been issues around the roll-out with N.Z.F. not signing the contract until April and people need to remember it is a work in progress. Potentially we see there are club and Footballsouth benefits going forward.

#### Competitions Review

N.Z.F. is currently putting together a group to look at competitions review with scope around the N.Z.F.C. Men's leagues, and the development of women's games in N.Z. It is anticipated that Football South will also be reviewing its current competitions in line with recommendations from this group.

Moved that the reports were received – Louise Williams, seconded Dougal McGowan – carried.

#### Financial Statements

These were tabled by Wilson and moved by Wilson seconded by Aaron – carried.

#### Election of Officers:

Dunedin Tech nominated Blair Davidson for patron.

There were no nominations for Vice-President, no notices of motion. Postal ballot of elections elected Mike Clark 67 votes, elected to the Board. There are 2 appointed members to the Board – Aaron Joy and David Darling. The Board may choose to co-opt members in the future if they see a need for them.

No nominations for Life Members or Honorary Members. Appointment of auditors - Wilson moved Polson Higgs, Aaron seconded. Carried.

## General Business

There was no general business from the floor. Jeff again welcomed Mark Stewart as representative of the N.Z.F. Board. Mark is currently the Chairman of Mainland Football.

Mark stated it was great to be here and he was our buddy representative on the board of N.Z.F. All of the Federation AGM's are nearly completed and all the federations are in vastly different positions. Mark made comment that of all the federations the two southern ones appear to be doing the best compared to others around the country when you look at the whole broad context of their mandate. It was his belief that N.Z.F. had come a long way in the last year. In 2008 N.Z.F. had a debt of \$2 million. From this they got a loan from Kiwibank and Sparc would pay the interest on that loan as long as it was tagged with a National Fee increase. In 2009 N.Z.F. currently has a surplus of \$365,000. This was generated through cutting costs eg over half the staff have gone. This has caused a time of turbulent change and a loss of institutional knowledge. There are ongoing problems with lack of staffing and under-resourcing of a human nature. Staffing is particularly thin on game development and has been focused on services. The current board is looking at five key areas within the game.

1. Alignment – this includes schools, clubs, mens and womens within Federations  
And Federations within N.Z.F. They are looking at rules for N.Z.F. to Intervene in Board and management decisions, where the federations are located and how many federations are actually needed i.e. is their duplication in roles and responsibilities throughout the country?
2. Football Development's Plan. This includes what is happening at federations, coach and referee development, facility development and what is happening in the women's game.
3. National Funding strategies. Currently there is no funding filtering down from N.Z.F. to the federations or grass roots of football. Currently there is competition amongst all groups in football to apply for the same pot of money. The Board of N.Z.F. are looking at funding strategies for all of the game. Currently it costs \$14 million a year to put the game on the park. \$7 million for N.Z.F. \$7 million for the federations. So there are two issues. Can we do better with the same amount of money or can we do the same with less money.
4. High Performance programme – N.Z.F. runs the international programme and it is this programme that has caused the financial difficulties for N.Z.F. When Australia moved out of Oceania N.Z.F. was invited to all tournaments therefore there were increased costs with no extra revenue. Current focus is on World Cup qualification,

Confederation's Cup brings in \$1.5 million of which half goes to the players. N.Z.F. is looking at an overall international programme plan and how we can improve performances on the park without making us go broke.

5. Competitions Review. This includes the N.Z.F.C. Youth and Women's football. There are problems that could flow down throughout the game. The question must be that all leagues must be sustainable both financially and player retention wise. The current structure appears to have two semi-professional teams in Auckland and five others e.g. half a million dollars in player payments.

The stability and the finances has been a major turnaround point. There will continually be ups and downs in relation to charitable funding sources. There are concerns about the loss of potential youth players due to increasing fees eg \$150,000 lost in projected revenue from 2009.

Questions from the floor – Jeff Walker does Mark feel satisfied the Board is not going to make the same mistakes again. Mark replied the Board has a good balance between football and business people. Many have no association with the game at all outside of the business model. They are very keen to look at governance vs organisation with improved financial controls. There is more financial visibility and integrity. However he is aware that it only takes one bad apple to upset the apple cart.

Jeff Walker asked how sustainable are the resources from N.Z.F. Mark replied he hoped and believed they were secure e.g. coach development was a key platform for player development throughout the country. They are looking at how they can continue to fund in an ongoing manner and there is unanimous agreement to make it happen from the N.Z.F. Board.

Jeff Walker – What strategies have they put in place to make sure it doesn't happen again? The answer was there is not enough money and it is always vulnerable. Somehow we need to get television involved and how do we make our sport relevant to this media. Federations need to disassociate themselves from funding and gaming trusts or the reality is they will go down the gurgler. He also posed the question do we need two federations in the South Island??

Mark Chidley – Will Canterbury have an NFC team? Mark replied yes it will – it is an important pathway. He also thought there is scope for a South Island league during winter. Also, under the current structure, the N.Z.F.C. will end at the end of next season. Mark Chidley asked another question – How would you see it changing? Mark replied he is not sure. He is a financial/business person. However from that aspect the current format is not sustainable. He is sorry that he couldn't answer the question. However it is his belief that the league needs to generate \$2 million of income.

Jeff thanked Mark for coming and talking to the AGM. Jeff thanked the board, Aaron, Bill and Wilson for all their work. He was pleased that throughout the last 8 years that the Federation has always been able to work within its financial means but identified there are many challenges ahead. Jeff thanked everyone for coming and wished them safe travel.

Meeting Closed at 12.10pm