



2018/19

# ANNUAL REPORT

MAY 2019

ELTHAM HIGH SCHOOL

---



## TABLE OF CONTENTS

Page 1	General Committee & Staff Listing
Page 2	President's Report
Page 4	Chief Executive Officer Report
Page 8	Financial Report
Page 10	Tournament Report
Page 13	Basketball Development Report
Page 16	Operations Report
Page 18	Girls Championship Report
Page 20	Boys Championship Report
Page 22	Referee Report
Page 24	Senior Championship Report
Page 27	Boys Junior Domestic Report
Page 29	Girls Junior Domestic Report
Page 31	Away Tournament Report
Page 32	Coach Representative Report
Page 34	Retail Report
Page 35	Media & Marketing Report
Page 36	Sponsorship Report
Page 37	Tribunal Report
Page 38	Appendix A - Financial Report

## 2018/19 GENERAL COMMITTEE

President: Peter Meehan\*  
 Vice-President: Cathy Cukier (Personnel)\*  
 Vice-President: Anthony Stockwell (General)\*  
 Secretary: Anthea Cochrane\*  
 Chief Executive Officer: Greg Jeffers\*  
 Finance: Steven Chadd  
 Senior Championship Delegate: Greg Jeffers  
 Girls Championship: David Wightman  
 Boys Championship: Kathy Maffei  
 Girls Domestic Coordinator: Tom O'Connor  
 Boys Domestic Coordinator: David Hickman\*  
 Referee Representative: Ryan Gardner  
 Away Tournament Convenor: David Hickman

### **General Committee Members**

Tony Bearzatto  
 Garry Jones  
 Shane Penrose  
 Tania Weddle  
 Angela Barr-Kemp  
 Darren Black  
 Nathan Price

\* *Executive Committee Member*



## 2018/19 STAFF

Chief Executive Officer: Greg Jeffers  
 Operations Officer: Connor Matthews  
 Basketball Development Officer: Jordan Canovan  
 Senior Officer Administrator: Sue Cross  
 Finance Manager: Susan Holst (until March 2019) / Steven Chadd  
 Retail Manager: Lani Rowell

# PRESIDENT'S REPORT

In my first year as President the Club has continued to grow and be successful in all areas of its operations. Whilst full details of these many achievements are covered in the CEO's and other reports, I would like to highlight the 3 biggest achievements for this year being:

- Basketball Association of the Year – This is the first time that the Club has received this award from Basketball Victoria and is a true acknowledgement of the great work undertaken by all who are involved with the Club.
- \$16.1m announcement in Victorian State Election promise for 3 court expansion of Montmorency SC Stadium, with bi-partisan support.
- One of 18 associations selected for the exclusive NBL1 competition – the second tier in Australian Basketball.

None of these would have been achieved without the ongoing insight, drive and dedication of our CEO, Greg Jeffers. The most disappointing outcome for this year is our financial result being a book loss of \$46k. However, there are 2 significant items affecting this result. The first was an adjustment to the opening Wildcats Sports' stock balance of just over \$52k due to an error in last year's accounts and the second the bringing to account the liability for Provision for Annual Leave which had never been provided for of \$56k. It should be noted that neither of these adjustments involved "cash" and if excluded from this year's result lead to an underlying profit of \$62k. Consequently, last year's profit was overstated by \$57k with previous years' profits overstated, in total, by a further \$52k.

Your Club is now a significant business with turnover in excess of nearly \$2.3m, 5,800 members and 3 full-time staff. In the context of the continued growth of the Club and to ensure that this growth is being managed in a controlled manner with the appropriate levels of governance in place many projects were established that are in various stages of completion as follows:

## **Projects completed in 2018/19**

- o Implementation of new policies and procedures for PAYG tax payments to the ATO
- o Interviews with every member of the General Committee to obtain a consensus view of the major issues facing the Club
- o Development and endorsement of a new operational/staffing structure for the Club which clarifies the relationships between the General Committee/Executive Committee, CEO, the many paid positions and the various other Committees
- o A full review of the effectiveness of the Finance Committee resulting in a strengthening of its membership and the development of a new Charter
- o The establishment of a Child Safety and Wellbeing Committee
- o Improved communication to members with the reintroduction of the Prowl and regular detailed updates from the CEO



**Projects commenced in 2018/19 to be completed in 2019/20**

- o 5 Year Strategic Plan (Plan completed but waiting on outcomes of member questionnaire before distribution)
- o Member Questionnaire
- o Full implementation of new operational/staffing structure
- o Review and update of the Position Descriptions for all full-time and permanent part-time employees and ultimately all other paid positions at the Club
- o A complete overhaul of the current financial reporting of the Club to ensure that the reports produced (including detailed budgets) match the actual operations of the Club and are in a format that is clearly understandable.
- o Working Group established to combine the Boys' and Girls' Championship Committees into a single "Junior Championship Committee"
- o Annual Junior Tournament to be converted to be on a "Pre-paid" basis to reduce administration and eliminate the security issues surrounding the handling of cash.

**Projects planned in 2018/19 to be completed in 2019/20**

- o Establishment of a "Junior Domestic Committee" based on the model developed for the "Junior Championship Committee"
- o Complete rewrite of the Club's constitution to reflect the above mentioned changes and in a format that is consistent with the individual Charters that are being developed for all the Club's Committees.

As you can see, we have quite a busy year ahead and I look forward to working with everyone involved with the Club as we strive to be even better than we are now.

Peter Meehan  
President

# CHIEF EXECUTIVE REPORT

Eltham Wildcats Basketball Club continued to excel in 2018/19 across all levels. From introductory programs, through to the senior programs we tread on new ground; whilst we had had not one, but two teams achieve the opportunity to represent our club on the international stage.

We've strived for some time to have basketball as a sport of choice for our region from a participation level, but as has been developed through our Strategic Plan 2019-2023, this goes a step further with our purpose being put in black and white; "Enabling everyone associated with the Eltham Wildcats opportunities for growth through basketball." Whilst broad, it encapsulates in a simple phrase why we operate. Current and past members can look upon it and recognise how they grew, not just as a player, but through the wide-ranging streams afforded to those involved in the Eltham Wildcats.

## **Basketball Victoria's "Association of the Year"**

For the first time in our history, Eltham Basketball Club was awarded basketball's most prestigious award from Basketball Victoria "Association of the Year". This is nothing short of a collaborative effort, with all departments needing to perform for an association to win the award.

We were awarded by Basketball Victoria's President Mike Bainbridge and were recognised for the following achievements:

- \$37m in stadium development funding in a combination of State Budget and Victorian Election promises
- \$1.2m investment into Eltham HS stadium
- Largest introductory programs in Australia
- Largest junior domestic club in Australia
- Results of junior teams (Jr NBA World Championships, National Junior Classic titles, VC Titles, and Australian U14 Club Championships)
- Selection as a foundation member of NBL1 at senior level
- Recognition of success to higher levels by Referees, Scoretable, Stats people and Administrators, demonstrating pathways
- Growth in our junior tournament; the world's largest junior basketball tournament

To our volunteers, staff and players alike, congratulations; this award is thanks to your incredible work!

## **Eltham High School Stage 3 Development:**

20 years' worth of talk and preparation came to an end in late 2018 with the completion of the 'Stage 3' development of Eltham High School Stadium. It required a \$1.2m investment by the Wildcats, with a \$100,000 grant from the State Government from the 'Female Friendly Facilities' fund. The investment allowed us to further extend our Joint Use Agreement with Eltham High School.

Benefits of development extension for the club:

- Unisex home and away change rooms on show court, including lockers
- Video room adjacent to home change rooms
- Referee Room including education space, lockers, toilet and showers
- Expansion of club offices
- Relocation and expansion of uniform shop
- Redesign of foyer with new ticket box, including foyer/entry being exclusive
- Additional storage space

We built for the school:

- New PE/Sport teacher staff space
- Exclusive school entry to stadium
- Larger storage space

Since this development, further minor works have taken place including painting of the court 1 grandstand and baseline wall. Much thanks to a mighty team of 25 people or so, led by D'Wayne and Paula Hogan who over two nights took a tired looking stand and turned it into something that looks spectacular on television.

We've started the transition of court lighting to LED, with court 1 having two LED's put in at the centre court, making a significant impact.

Our home stadium continues to have investment made to it for the good of our participants.

### **New Courts/Stadium Developments:**

The municipalities of Nillumbik and Banyule have been significantly underfunded for sport, specifically basketball for over 30 years. Often, I receive comment about the new facilities around Melbourne, including the opening of Mullum Mullum; a beautiful venue and when something like that could be in Eltham. However, Eltham's history is different, but should be something we're immensely proud of; in that we've heavily invested our own funds into new stadiums, meaning it stays within the hands of the community and basketball can be kept more affordable than in other areas of Melbourne.

In saying that, 2018/19 represented a year where we made significant steps toward more courts. I'd like to thank David Wightman and Leighton Lewis for the countless hours and the ups and downs we've faced in our pursuit for the future of Eltham Wildcats Basketball Club. They took time from their normal commitments to attend meetings at Victorian State Parliament, a variety of meetings with Ministers and staff of Ministers at Parliament House in Canberra and countless meetings with Banyule Council Staff and Councillors, Vicki Ward MP for Eltham and Liberal candidate for Eltham – Nick McGowan. What resulted was \$29m in Victorian State Election promises with bi-partisan support and \$8m in funding from the 2018/19 Victorian State Budget. Thank you to Vicki Ward, Nick McGowan, Montmorency SC Principal Alan Robinson and St Helena SC for their support of the Wildcats, not just in the past 12 months but for a long period of time.

### **2018 Victorian Election Promises (Bi-partisan support):**

- \$16.1m for three new courts at Montmorency SC. This includes a 1,600-seat show court, function room space, an underground car park, office space and kiosk. This would turn it into a 5-court facility
- \$13m for re-development of current 2 court stadium at St Helena SC. This includes making courts competition standard, fixing floors and roof

### **2018/19 Victorian Budget (May/June 2018):**

- \$8m for new show court at St Helena SC, making it a 3-court facility

**Staff:**

Jordan Canovan, Connor Matthews and Sue Cross have been the core of our office based team and in their roles have done an extraordinary job. Supported by Carly Stones in the office 2 days a week, Susan Holst (Finance) and Lani Rowell (Retail) the team takes a broad range of tasks and events.

Under Jordan's leadership, we've seen our beginner programs and holiday program grow and whilst tribute should be paid to our young coaches leading the programs, it starts with Jordan's guidance of them. Further to this he has developed our Social Media platforms to being that of which is the envy of other larger organisations.

Connor Matthews took over an Administration program that was young and needed development, to the point now of a deep and trustworthy team of developing youth, ready to launch themselves into work force. Connor's role has changed dramatically over the past two years and he has taken everything in his stride.

Sadly, May 2019 represents Sue Cross' last week of employment with the Eltham Wildcats Basketball Club. Having been apart of the staff since 1999 and volunteering beginning in the late 1980's, 'Mother Sue' has guided many young people as they've been through our Administration program. With our re-structure, it was recognised that the organisation needed to move to a full time Administration Manager and this is something Sue decided she just could not do. We are incredibly thankful to Sue Cross for her years of service to the Eltham Wildcats and personally I lose a great friend from our team.

In March 2018, Susan Holst stepped away from the Finance position to pursue other opportunities. As has been referenced, the Club has changed substantially in recent times and Susan oversaw a time of growth. Thank you to Susan for her service to the Wildcats.

In late March we welcomed Steve Chadd to the position of Finance Manager. Steve has a long corporate background in Finance; but also has a 30 year history with the Eltham Wildcats Basketball Club. Many would know Steve as our Director of Referees, but when he put his hand up for the position, it was a no-brainer. Based from the club office in a re-structured role, Steve has taken our reporting of financials to a new professional level for the Club.

**Foundation Member to NBL1:**

A new league was created by Basketball Victoria with the working title of 'Victorian Elite League' in late 2018. After much work and consideration, Eltham Wildcats made a submission alongside 24 other organisations across Victoria, Tasmania, regional South Australia and southern NSW to Basketball Victoria for acceptance. In December 2018, we were one of 18 selected organisations to be a foundation member of the new league. This in effect, would take our Men's and Women's senior teams out of the Big V and into the second tier competition in Australia, behind only NBL and WNBL competitions.

As work at the time was being undertaken on the new Strategic Plan for the Club, making this step for the club was considered in the best interests of our members and the association. It would provide an opportunity for our own members to grow and develop into the roles, not just as players but across all roles required; it allowed the Wildcats to excel at the highest level available; but also gave our membership (and past members) something to take great pride in.

The league as it stands (just after Round 6) has become more than we could ever have imagined. With all marketing and promotional work conducted by the professional team of the NBL itself; NBL1 as the league became known has launched the Eltham Wildcats to new levels. More information

available in the Senior Program report but thank you and congratulations to a mighty team behind the scenes that helped make this not just a goal, but a reality for our terrific club.

### **Team Results:**

'Unprecedented' is the only way to describe our last 12 months. Congratulations to all involved across all levels on your achievements!

- 2018 U15 Boys invited to represent Asia-Pacific at the inaugural Jr NBA World Championships in Orlando. Finished 6th in the world
- Two National Junior Classic Titles -U12 Girls and U14 Boys
- Two Victorian Championship Titles -U12 Girls and U14 Boys
- U14 Australian Club Championship Champions -U14 Boys
- 2019 U15 Boys (2018 U14/1 team) attended Japan Cup in Tokyo (against SE Asia teams)
- State Championship Men -Runners Up
- Victorian Youth (U23) Men -Runners Up
- Multiple VJBL Championships across different divisions
- In junior domestic, over 100 of our junior Wildcats teams qualified for Grand Finals in each of the two seasons
- Two Tours to Australian Institute of Sport -one for 2004 born and one for 2005 born

### **Child Welfare Committee:**

Thank you to Rachel Morgan who was asked to Chair the Child Welfare Committee for the Club. In doing so she has been recruiting professionals who specialise in the industry to help. Their first task was an audit, which has led to a series of recommendations, which have begun to roll out. The main function is to lead the club on policy and management in this area.

### **Summary:**

The Eltham Wildcats Basketball Club continues to strive forward. With leadership of President Peter Meehan and the Executive team, we have grown and developed extensively our services to the local community but have extended our pathway and opportunities from which people can achieve.

We have spoken in the past to developing the platform of which has been put in place and we've seen the fruits of that over the last 12 months in particular. The opportunity for us to go further is there and we will look to do so with a balanced frame of mind, with the best interests of our local participants the major focus.

Thank you very much to our Executive, General Committee and to our tireless volunteers, coaches and helpers across all programs. To the team of staff (F/T, P/T and Casuals) I'd like to say a well done. We continue to challenge and push them and they continue to develop bigger and better results for the community.

Greg Jeffers  
Chief Executive Officer

# FINANCIAL REPORT

(year ended 31 March 2019)

## Underlying Performance

Item	Amount
Book Deficit:	-\$46,477
Impact of stock write-down:	\$52,014
Impact of Annual Leave Provision:	\$56,316
<b>Underlying Surplus:</b>	<b>\$61,853</b>

The full Profit and Loss statement show a technical deficit of \$46,477. However, there are two abnormal factors that need to be considered:

- In the previous financial year (2018-2019) there had been an error in accounting for the retail stock on hand. The impact of this error was that the overall "profit" for that financial year was inflated by \$52,014. The error has been corrected and the stock figure has been reduced to the correct figure (verified by stock-take) of \$79,027. So this produces a once-off accounting impact of \$52,014. It has no impact on the cash position – it is a bookkeeping adjustment only.
- Previously the club had not been accounting for its accrued annual leave liability. In these books we have taken up the full liability of \$62,988. As only \$6,662 relates to the 2018-2019 year, this necessary bookkeeping adjustment has had negative impact of \$56,316 on the bottom line. Again, this has no cash impact on the club.

So in taking the combined impact of these two items into account, the underlying surplus from all normal operations would have been \$61,853.

This has occurred in a year in which the club invested heavily in the Stage 3 redevelopment of the Eltham High School Stadium facility. This in turn has had the following impacts on financial performance:

- Bank Fees and Bank Interest in excess of \$23,000 for the NAB Loan that supported the development.
- The Canteen and Wildcats Sports shop were effectively inoperative for two months during the redevelopment of the foyer and club offices.

So the financial performance for 2018-2019 is reasonable but not excellent, given that the Australia Day Tournament alone contributed \$139,000 to the bottom line.

It tells us that we have to apply greater scrutiny towards maximising all areas of income (within the realistic boundaries of a community sporting body) and at the same time applying significant scrutiny to our operating expenditure.



## Financial Position

Fortunately, our financial position remains strong, because the above extraordinary expenses have no impact on our cash position.

So at the end of the Club's Financial Year (31st March 2019) we are able to report the following strong position:

- Cash at Bank:..... \$602,433
- Overall Equity:..... \$1,999,328

Given that we have a reliable cash-flow from normal operations and our immediate cash outgoings required to meet current liabilities is just on \$200,000, we can safely say that we have three month's liquidity in hand, which is a very strong position to be in.

## Budgeting

While the underlying profit is perhaps not as strong as in previous years, this is being addressed in the 2019-2020 budget with a (stretching) goal of breaking-even on normal operations, exclusive of the positive contribution from the Australia Day Tournament.

To achieve such a position will require improved efficiencies in retail management, continued value return to our generous sponsors, and close scrutiny of all operating and overhead expenses.

## On-going Financial Reporting

From July 2019 we will be reporting our financial performance and financial position monthly, with a narrative explaining significant variances (positive and negative) to budget. These reports will show:

- Most recent month
- Rolling quarter
- Club financial year to date

We will also generate "Area Specific" profit and loss reports for areas such as:

- Open Competitions
- Junior Domestic (EDJBA)
- Junior Representative (VJBL)
- Senior Representative (BigV and NBL1)
- Retail (Canteen and Wildcats Sports shop)

To better reflect the scale of operations of the club and to provide greater clarity on our cash flows, all reporting will show gross income and gross expenses for these areas separately, rather than showing just a net figure for some of these areas, as has occurred when the club was a smaller-scale entity.

## Summary

I look forward to providing accurate and timely reports to the club and contributing to the financial management, but the on-going financial performance is an area in which we all have to provide increased scrutiny and transparency.

Steven Chadd  
Finance Manager

# TOURNAMENT REPORT

## Key Statistics:

- 1,431 teams – **Tournament Record**
- 13,714 players
- Over 500 referees
- Over 5,000 games
- 38 stadiums across Melbourne metropolitan area
- 159 separate competitions
- Boys and Girls – Under 10 to Under 21 age groups
- Divisions for all standards for championship and domestic teams, plus an All Abilities competition
- 80% of VC teams played in our tournament
- Over 50,000 visitors
- Largest Junior Basketball Tournament in the World
- Social Media:
  - > **Facebook** – Increased by 556 likes – 72,908 post engagement
  - > **Instagram**
    - Increased by 571 followers
    - 11,790 profile visits
    - 184 website clicks
    - 6,337 reach (total number of people who saw content)
    - 366,759 impressions (number of times our content was displayed)
  - > **Newsletter**
    - Database: 13,544
    - 29,484 opens
    - 8,336 clicks
    - Open rate was around the 49% mark. Biggest challenge is to get out of junk emails.
  - > **Website**
    - 2,787,384 website views in January
    - 1,977,305 views during the four days of the tournament
  - > **Total Reach: 3,386,664**

We had teams from all over Victoria as well as from Western Australia, South Australia, Queensland, New South Wales, ACT and 23 teams coming from New Zealand.

Another excellent tournament with very few issues. The expansion of the accessibility of laptops and Ipad's for electronic scoring meant that the "back-office", once again, ran extremely smoothly.



Special thanks to Greg Jeffers, David Hickman, Alicia Vengust, Des Buchan and their respective teams for their tireless efforts both before and during this tournament.

Bianca Ananiev (Fixtures)  
 Ange Bearzatto (Finance)  
 Tony Bearzatto (Finance)  
 Adam Bell (Fixtures)  
 Jacob Burnham (Referee Appointments)  
 Jordan Canovan (Social Media & Marketing)  
 Steve Chadd (Referee Coaching)  
 Anthea Cochrane (Volunteer Manager)  
 Sue Cross (Registrations & Back Office)  
 Adam Currie (Fixtures/Communications)  
 Ryan Gardiner (Referees Appointments)  
 Elliott Green (Referees)  
 Sharon Halden (Fixtures)

Lorraine Harris (Finance & Venue Supervision)  
 Rob Hill (Fixtures)  
 Susan Holst (Finance)  
 Connor Matthews (Fixtures/Communications)  
 Shane Palmer (Fixtures)  
 Lani Rowell (Canteen/Uniform Shop)  
 Megan Velo (Back Office)  
 Alicia Vengust (Fixtures/Communications)

and all who assisted with the various tasks as volunteers.

Once again, the tournament has generated significant profits for the club of **\$139,491** (Refer following)

### **Two Whanganui basketballers in team that wins age group division at world junior event**



NZ Herald Monday 25 March 2019

Two Whanganui lads are among the best junior basketballers on the planet after their team won the under-16 division of the Eltham Dandenong Junior Basketball Tournament in Melbourne on Monday. Whanganui City College teenager Naaman Andrews and Cullinane's Carlos Hill part of the Ngamotu Hoopclub group under Taranaki-based tour director Josh Reeves that went seven games undefeated in the tournament.

The competition is regarded as the largest junior tournament in the world where more than 1300 teams from Australia, New Zealand, USA, England and Philippines among other countries participate.

It was Andrews' second time at the tournament, but Hill's debut. The Kiwi touring teams, which were dubbed the New Zealand Select teams, featured representative players from Hutt Valley, Whanganui, Taupo, the South Island and members of Reeves' Ngamotu Hoop Club Academy. They played in the under-16 and under-14 grades at the event with the latter side making the semifinals before exiting the competition.

Tour director Reeves said the under-16 squad did an outstanding job impressing organisers both on and off-court. They won their final convincingly against the Australian-based Waverley team 50-23.

"The boys gelled really well given the side was a mix of players from all over New Zealand," Reeves said.



*Alicia Vengust and Adam Currie ensuring our technology worked*

"They won seven out of seven including their final and the under-14 team also did very well reaching their semifinal. We have been invited back next year with the organisers saying how impressed they were with our behaviour on and off-court. This is a really big deal, the tournament is a truly international event and the largest junior one of its kind.

The two Whanganui boys, Naaman and Carlos, played major roles in the success of the under-16 team.

"Much thanks must go to their families and supporters and to the boys themselves. They all put in a lot of hard work fundraising to get here through sausage sizzles and the likes," Reeves said.

"There were other Kiwi teams that won their grades, but these boys really deserved their trophies."

Peter Meehan  
 Tournament Director

## Australia Day Tournament 2019

### Profit & Loss Statement

#### INCOME 2019

Registrations	91,762
Cash Takings	138,115
EFTPOS	109,367
<b>Total Income</b>	<b>\$ 339,244</b>

#### EXPENSE 2019

Stadium	82,129
Merchant Fees	340
Trophies	34,279
Tshirts	8,220
Admin	61,185
Logo	100
Website	39,392
Passes	1,075
Photography	168
Equipment Hire	3,580
Misc	2,946
<b>Total Expense</b>	<b>\$ 194,415</b>

<b>SURPLUS</b>	<b>\$ 144,829</b>
----------------	-------------------

#### PRIOR TOURNAMENTS

Prior Tournament Income	109
Prior Tournament Expense	5,447
<b>Book Surplus</b>	<b>\$ 139,491</b>



# BASKETBALL DEVELOPMENT REPORT

## KINDER CLUB

Kinder Club is a play and learn basketball program for children aged 3 & 4 that provides a first taste of basketball. Sessions consist of teaching basketball skills and rules while incorporating motor skill development essential to basketball.

Kiara Mountford continues to coordinate the program. There is 5 total sessions per week now after we added another Friday afternoon session (4:30pm). In term 3 & 4 this year we will also have brand new size 4 Spalding Wildcat co-branded basketballs for the program.

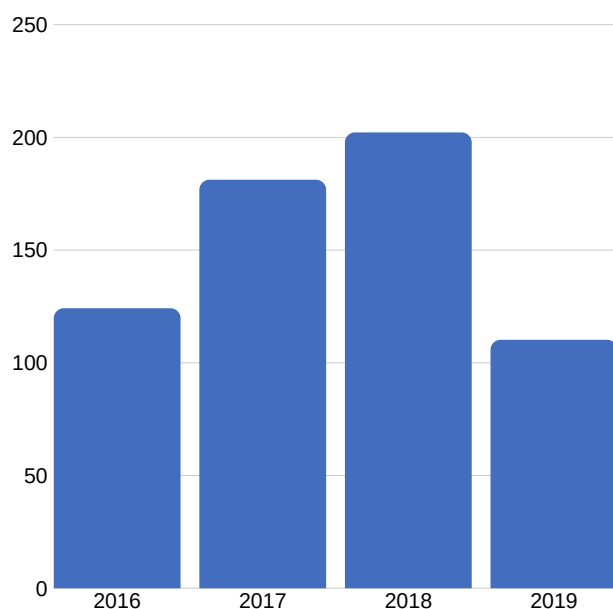
2016 - 124 participants

2017 - 181 participants

2018 - 202 participants

2019 - 110 participants\*

\*term 1 & 2 only





## AUSSIE HOOPS CUB SQUAD

We are excited to announce that the Eltham Wildcats Aussie Hoops Cub Squad program is the **largest in Australia**. Currently in term 2 we have 247 participants registered, the next closest is McKinnon with 147.

The program is for children 5-10 years of age where they develop skills, rules and game play in a fun and friendly environment. Team Colours and Bring A Friend Day have been added within the last 12 months. We are also investigating opportunities to add more sessions at Viewbank and Eltham College that will also include a Girls Only session.

Jakk Walsh and his team of coaches continue to excel in providing a fantastic experience for families. Jakk and his staff are also training a developing young coaches who want to coach domestic teams in the near future. The program is not only providing development for players but also coaches now.

2016 - 989

2017 - 971

2018 - 901

2019 - 523\*

Our goal in 2019 is to get over 1000 registrations for the year.

\*Term 1 & 2 only.



Participation

	TERM 1	TERM 2	TERM 3	TERM 4
2016	252	204	275	258
2017	266	211	286	208
2018	245	182	251	223
2019	276	247		





# HOLIDAY CAMPS

The Wildcats provide Holiday Camps in term 1, 2 & 3 of the school holidays. We offer camps for all abilities for players aged between 3-17.

## 2018

Term 1 - 219

Term 2 - 463

Term 3 - 453

In 2018 we had an incredible 1,135 players attend our camps. We were able to leverage from our senior Men's American imports Josh Sykes & Illy Bonhomme.

In term 1 of 2019 we conducted 10 camps with a total 403 players participating. Camps were run by our Senior Men & Women American imports, W/NBL and Wildcat players and coaches.

## PRIMARY SCHOOL CLINICS

The Eltham Wildcats Basketball Club offers free basketball clinics to primary schools in the local community that promote our programs and competitions. The goal is to increase awareness and registrations in our introductory programs (Kinder Club/Cub Squad) and Junior Domestic Competitions. Clinics are held in term 1 & 3 of the school year which lead into the Summer and Winter Junior Domestic Competitions.

In term 1 (2019) we conducted 75 sessions and saw 2,155 children at Eltham North Primary School, Streeton Primary School, Montmorency Primary School, Lower Plenty Primary School and St Martins Primary School. We are currently booking in more schools for term 3.

Jordan Canovan  
Basketball Development Officer

# OPERATIONS REPORT

## **Administrators**

The administration program continues to provide opportunities to the young members of the club and provide an avenue to stay involved when they are no longer playing basketball. In November an Administration Course was ran which has provided an influx of young administrators from varied parts of the club, including domestic, Championship, referees program and siblings of current administrators. They are currently integrating into the program and there are some exciting young people who will hopefully be a part of the program for years to come.

Currently the program relies heavily on the admin age group between 19-21 of whom have great experience and are of great value to the club. The next winter stage is preparing the next generation to be able to fill the roles of those who will move on once they move on to Full time work. The Albert Clark Venue Assistance Award was won by Amy Harris for the 2018 Winter Season, followed by Heath Cross in the 2018-19 Summer Season. We are grateful to have both these fantastic people involved in the club.

## **Senior Domestic**

The Senior Domestic competition continues to grow in numbers. For the autumn 2019 season we are currently at 160 teams, up from 154 this time last year. It is important to note the success of the new Tribunal Co-ordinators Alexis Page and Samantha Johnston. They have re-invigorated the tribunal process and helped tidy up the on court behaviour of teams with a clear and systematic approach to reports. The number of reports and confidence in the system from referees is at an all-time high.

Jacob Burnham has taken over from Des Buchan as the primary co-ordinator of referee's rosters. In what is a challenging role he has done a fantastic job of managing and organising referees to best fit their own needs as well as the clubs.

For future seasons we are hoping to increase numbers again, using targeted marketing to those that have just finished their junior career at Eltham, so as to keep them within our stream.

## **Skills and Drills**

The Skills and Drills program has grown from strength to strength with an important role in many areas of the club. The weekly sessions are a great avenue for domestic players to receive quality feedback on their game and gain specific skills that apply to their domestic game. It is also very common for Championship players to first begin Skills and Drills, which can be seen in the large numbers in term 3 which immediately preceded Championship Trials.

The other important aspect is coach development, as we see young coaches given opportunities to develop their own skills under a head coach. Prime examples are Sophie and Emily Davies who have taken their own domestic team in the past, and Nic Nolan who has been with the Skills and Drills program for some time, and now is the assistant coach of the under 14 boys VC team. A big congratulations to Kiara Mountford who now runs the Kinder Club program having been a Skills and Drills coach for over 7 terms.

A big thank you to Tom O'Connor and Dean Bourton who have taken over the head coach position of Skills and Drills, with Dean taking the lead role in the past two terms. Dean is a fantastic coach who brings an important connection from the under 12 Championship program. His enthusiasm and expertise is perfect for the role.

Most importantly growth is rampant with a 40 percent increase in participation over all terms.

2018 Term 3 – 115 (up from 74 in 2017)

2018 Term 4 – 60 (down from 66 in 2017)

2019 Term 1 – 63 (up from 39 in 2018)

2019 Term 2 – 65 (up from 39 in 2018)

Total Numbers – 305 (up from 218 in 2017/18) 40% increase in participation numbers.

### 3x3 Competitions

Over the 2017-18 period the club ran two tournaments. First was in last week of school term 4 in December – a trial run to get our processes right. A total of 37 teams registered.

In January we ran an official 3x3 'Street Hustle' in conjunction with the Hustle team of the NBL. A total of 56 teams participated, our largest tournament for 2.5 years. Teams from Eltham, Kilsyth, Nunawading, Diamond Valley, Blackburn, Dandenong and many other clubs all participated.

The tournament was very professionally run with detailed pool systems enabling even competitions. Both high level Championship players as well as domestic were catered to. Prizes included Rebel Sport Vouchers, SPORTFIRST vouchers, tickets to the Globetrotters and overall winners were given entry to the 3x3 National Championship in Geelong in April. The Under 16 Team of Eltham Players who won out 'Street Hustle' were the eventual national Champions (pictured right).

Net Profit from running the tournament was estimated at \$4000 not including canteen revenue.

A big thank you to Lana Harris for assisting with the running of the program. Lana brings knowledge and experience from running 3x3 competitions at Banyule and we are excited to have her assisting here at Eltham when available.



Connor Matthews  
Operations Officer

# GIRLS CHAMPIONSHIP REPORT

During the 2017/2018 Season the Girl's Championship Program fielded a total of 18 teams comprising 179 players. First teams in the U12 to U18 age groups were represented in VC/ VC Reserve. Our U12/1 team won the National Junior Classic and the Victorian Championship title. There was a well-balanced spread across the other teams within the VJL competition.

## Coaches for the 2017/2018 season were;

Team	Coach(es)	Team	Coach(es)
12 - 1	Ben Cukier & Emma Burke	14 - 6	David Feehan
12 - 2	Lana Harris & Amber Jordan	16 - 1	D'Wayne Hogan & Sam Creed
12 - 3	Frank Drmic	16 - 2	Ben Nethercote & Sean Clarke
12 - 4	Paula Hogan & Breanna Hogan		Andrew Robertson & Tyler
12 - 5	Merryn Brown	16 - 3	Robertson
	Greg Jeffers, Dean Jordan & Daniel	16 - 4	Col McColl
14 - 1	Robertson	16 - 5	Fiona Harrison & Rachel Morgan
	Chris Cameron & Anthony	18 - 1	Matt Holland & Tracey Wightman
14 - 2	Stockwell	18 - 2	Brie Mountford
14 - 3	Jeff Dunn & Hannah Munro		
14 - 4	Rachel Morgan & Taylor Vine		

For the 2018/2019 season the Girl's Championship Program has fielded a total of 20 teams comprising 188 players. Our U12/1, 14/1, 14/2 and 16/1 teams are represented in Victorian Championship with the program well represented within the VJL grades. We have had a large intake of athletes within our under 14 age group.

## Coaches for the 2018/2019 season are:-

Team	Head Coach	Team	Head Coach
12.1	Frank Drmic	16.1	D'Wayne Hogan
12.2	Paula Hogan	16.2	Tracey Wightman
12.3	Emma Bourke	16.3	Daniel Robertson
12.4	Jamie Weddle	16.4	Fab Caverzan
12.5	Merryn Brown	16.5	Brian Hamill
14.1	Greg Jeffers	18.1	Matt Holland
14.2	Rachel Morgan	18.2	Andrew Robertson
14.3	Ben Cukier	18.3	Col McColl
14.4	Col McColl		
14.5	Jeff Dunn		
14.6	Grant Carr		
14.7	David Feehan		

## State Representation

In the last 12 months Eltham has again been well represented at the State level. Congratulations to the following girls for being selected to their respective State teams:

- U16's – Dyani Ananiev (Vic Country )
- SCC – Ashley Mrmacovski, Elana Uzelac, Rebecca Dymalovski, (Vic Metro U15).
- SCC – Molly Stockwell, Lucy Christadoulou, Ava Goodwin, Zara Locklier (Vic Metro U14).
- SCC – Brianna Cowley (Vic Country U14).
- SCC – Sia Koliavu (Vic Metro U12 Showcase)

## Coaching & Player Development

Our Director of Coaching is continuing to focus on building a substantial and broad based coach and player development program for the 2018/2019 season. This program will commence over the coming months.

David Wightman  
Girls Championship Coordinator





# BOYS CHAMPIONSHIP REPORT

## 2017-18

The highlight of the year was our second successive Craig Stratford led victory in the Australian National Championships. Craig's team achieved the triple – Nationals, VJBL and Classic premierships and subsequently the team played in an invitation tournament in Japan and won several games against older opposition.

Jeff Shutes 16-4 team looked impressive in winning the VJBL premiership – a quality performance in VJL4, for a 4th placed team. In the North West branch Dan Richards' 18-6 team won a Grand Final against Werribee at Werribee's home court to capitalise on a good season.

We had less than in recent years in higher finals series, but we should note how highly graded Eltham teams were placed. Excluding VC, under 21 and the lowest pools in 16-8/21-3 our teams were playing against higher ranked teams of other clubs, and that was even so in 48 cases of the larger traditionally strong clubs. So, Eltham 6 was playing Knox 4 and so on. Teams which made finals were 12-6, 12-7, 14-1, 14-2, 14-8, 14-10, 16-2, 16-3, 16-4, 16-6, 16-7, 16-8, 18-1, 18-3, and 18-6.

## 2018-2019

Eltham has entered 38 boys teams in VJBL, exceeded only by Melbourne Tigers. Five teams made VC and two teams are in VJL one. As usual we have a mixture of highly successful teams at close to the halfway mark, some competitive teams are just outside the five at this stage and some teams struggling in the grade for which they qualified.

## ADMINISTRATIVE MATTERS

Our trials process continues to be refined. It is a challenge to get accurate selections for all teams given the large numbers who trial, the expectation that we will resolve the anxieties and suspense as early as possible and the difficulty of assessing players for game performance other than in game performance.

The club seeks to develop a high standard of conduct, endeavour, communication and cohesion by:

- Requiring families to sign an agreement cover conduct to participants in teams
- Asking coaches to spell out their expectations at a meeting
- Having a Team Manager meeting early in grading
- The availability of our Administrator Kathy Maffei to help teams with their inquiries and concerns, and Chris Cameron and Leighton Lewis to assist where coaches seek assistance.

Issues inevitably arise and various committee members kindly give their time to resolve problems which have arisen, especially concerning conduct. There are always a few people who do not understand the high standards of loyalty and co-operation required to make a successful team.

Thanks to David Graham for patient and fruitful work on warm up gear.





## COMMITTEE

Anthony Stockwell (Chairperson), Chris Cameron (Coach Director), Leighton Lewis (Assistant Coach Director), Kathy Maffei (Administrator), Damien Lied, David Graham, Maria Paoli, Angela Barr-Kemp, David Hickman.

## PANEL

Chris Cameron, Leighton Lewis, Craig Stratford, Carly Stones, Connor Matthews, David Hickman.

Thanks to those who help in other ways:

Sue Cross (WWC and other requirements)

Jenni Dymaloskvi (subscriptions)

Jordan Canovan (administrative contact VJBL)

Carly Stones (awards)

Thank you to all our coaches, team managers, those who assisted with trial information in age groups, parents and players.

## MAJOR AWARD WINNERS

2018/18

ROOKIES: Mason Wise, Lachlan Bird, Brodie

Petrovic, Tyler McCae, Callum Barker

MOST PROFESSIONAL TEAM: 14-1 VC & 16-4 VJL

OUTSTANDING COACH: Dean Burton, Craig

Stratford, Jeff Shute, Dan Richards

SPECIAL RECOGNITION RETIRING AFTER GREAT

SERVICE: Leo Malvaso, Greg Davis

OTHER SPECIAL RECOGNITION: Renee McMurray

TEAM MANAGER: Sharon Northey, Stuart Young

OUTSTANDING PLAYERS: Jesse Brock, Luca

Bongiorno, Tristan Jones Caleb Bruggerman, Zac

Cunningham

MOST IMPROVED: Xavier Rosales, Lucas Carr,

Lenny Thomson, Felix Bell, Kobe Carr, Flinnbar

Maley, David Evans

LEADERSHIP: Cooper Hailes, Ribey Giosis, Kristian

Ferranato

EXCEPTIONAL DEDICATION: Sam Gayfer, Che

Brogan, Roman Black, Tom Penkethman, Yiotis

Christodolou, Luke Donald.

Kathy Maffei

Boys Championship Coordinator



# REFEREE REPORT

In last year's report I wrote about the strengths, successes and ambitions of our refereeing program. I am proud to report that the strengths remain in place, we continue to meet our objectives and we are planning for the future.

- We continue to exceed our quota obligations to the VJBL
- We continue to grow the number of accredited referees participating in our club games (168)
- We continue to train our referees to the highest domestic basketball officiating standards
- We now have more accredited Referee Coaches (21) than any other community basketball program in Australia
- We continue to retain the services of our senior referees (including our two NBL panel referees) who contribute to the training and development of our officials
- Our officials continue to excel at Junior and Senior Championship levels

We have commenced the development of a three-year plan, which will address the following areas:

- Modernising our communication methods, to better explain our education to the referees
- Modernising our feedback between the referees, the referee-coaches and me
- Upscaling our training programs, driven by the outstanding training our referees are receiving in the mid-levels from Elliot Green and Mitch Hare (our NBL panel referees).

With my appointment in April to the unrelated but complementary role of Finance Manager of the club (in addition to my continuing role with the referees), the relationship between the Referees Branch and the Club remains even stronger.

The Referees Branch Committee membership continues to change and will continue to change as new members come along, but it maintains both its focus on referee welfare and its commitment to referee development in conjunction with and support of the Club. The relationship is an exemplar for other basketball bodies in this state. In the past I have commented on our concerns with the tribunals, both here at Eltham and through the EDJBA. In last eighteen months or so we have observed a significant improvement in both the efficiency and the support of the tribunals for our referees. Our referees feel supported and are now more willing to place reports where the conduct warrants it, because they know that if they present a clear case then they will be supported.

The last year has seen the opening of our first dedicated referees-room, at the Eltham High School. From next to nothing in the past, we now have an excellent and modern facility which is rating very highly with all visiting referees. We will continue to develop it as a centre of education for our officials.

I thank all of the staff who assist me to provide a service both to our referees and also to the players, the teams and the Club in general:

- Our Head Referees' Coach, Mr Laurie Nelsen, who continues to do a splendid job of the development of our trainee referees (40 to 50 per year);
- Ms Karen Nelsen who continues to provide the human support to our referees, as the Referees Welfare Officer (and attends all tribunals with the referees as a very visible sign of that support); and
- Mr Symon Mountford who is responsible for the support and development of our newly-accredited referees;
- The referees and referee-coaches appointments officers Mr Des Buchan and Mr Jacob Burnham, who do their best to get the right number and quality of referees on the right games;
- All of the Referee Coaches who support and encourage the standards and development of our referees.

This is my 18th report – I have always been proud of our officials, and I am now more proud than ever. They are not perfect, they make errors on the court and they always will, the payments they receive for their efforts are important to them and they get annoyed and demotivated by the persistent (and unwarranted) abuse and disputation. Yet the majority of them remain very dedicated to developing their skills and to serving this Club.

Steven Chadd  
Director of Refereeing



# SENIOR CHAMPIONSHIP REPORT

Pathways and Opportunities has been a theme for the Wildcats and the Senior Program is an area where the proof of the benefits is most evident.

The 2018 season saw mixed results, with highs for the two men's teams but women's results which saw the need for change in our senior team at the end of the season, but an acknowledgment for the Youth Women who took a new beginning in 2018, a new coach with a new team. You can read more detail later in the report.

The end of the 2018 represented change across the senior competitions landscape. The SEABL was quashed by Basketball Australia; with Basketball Victoria taking the reins of a new competition. 25 organisations from across Victoria, Tasmania, regional SA and regional NSW applied for positions in the new competition. Eltham was selected as one of 18 foundation members for what was soon to be announced as the league name; 'NBL1'. By accepting entry, the Eltham Wildcats were officially in the second tier of competition in Australia for Men and Women. It is important to note, our Men's and Women's Youth (U23) teams remained in Big V competitions. For the 5th season, the 2018 Senior Championship program almost operated entirely from the club office. I'd like to thank the following people for their integral roles in the operation of our Senior Program:

- Jordan Canovan: Marketing and League Administration
- Connor Matthews: Game day staffing
- Alicia Vengust: Statisticians appointments and training and uploading of game videos
- Amy Vine: Scoretable appointment and training/administration
- David Graham: Uniforms for players and coaches
- Our team of game day staff. Varying in ages and experience, but all loyal Wildcats helping execute a great game day experience
- Coaches and Team Managers -Thank you!

In August 2018, the new change rooms for home and away teams were opened, as was the brand new referee room. These amenities are amongst the best in the state and are well regarded by opposition organisations. The 'Peter Scouller Memorial Award' is in memory of a person who went and above and beyond in helping the operations of the club's Senior Championship program. In 2018, Brett Cole was announced as the winner of this prestigious award. Starting out in purely a sponsorship capacity, Brett would undertake Saturday night duties as our Trainer for home games. Over the last 3 years, Brett has developed a connection to our players and coaches and we often find him travelling to one of the four teams whilst they are playing away from home! We wouldn't be the same without Brett's knowledge and that always present smile!

## **2018 State Championship Women:**

Ben Cukier took on the coaching job 8 weeks before the season begun and had a difficult task. With low numbers on the team roster to start with and injuries hitting the team hard throughout the season, the group had a tough time. Whilst collecting several wins along the way, unfortunately the team finished last on the ladder. They competed valiantly, finding themselves within single digits in a high percentage of the losses, but just couldn't get over the line.

Long time player Jacqui Kitto retired. From Shepparton, she played her juniors for the club and then most of her senior career, winning State Championships in 2011 and 2012 before playing for Kilysth in the SEABL and returning to Eltham in 2015. Thank you to Jacqui Kitto!

### 2018 State Championship Men:

Coach Trevor Lee returned a similar team that had made the playoffs in 2017. We saw the addition of Josh Sykes from California and his high flying dunks and shot blocks, the kind that haven't been seen at this level brought the crowds in to watch.

The Men qualified for the playoffs, making it all the way to the Grand Final series. Unfortunately, the Men lost in the third and deciding game. Our crowds were well recognised as being some of the best in the league and our show court as one of, if not the best atmosphere by opposition teams.

### 2018 Youth Championship Men:

Greg Jeffers returned as coach in early February 2018 for the 5th season over 6 years due to the previous coach Daniel Smith gaining employment in the USA. With an experienced lineup, a team that had finished 6th (11th overall) in their conference in 2017; the team placed themselves amongst the leaders from early in the season. The team finished with a 16-6 record, finishing 2nd on the ladder behind Dandenong.

The Men won a close Semi Final game over Kilsyth, before defeating Sherbrooke in the Preliminary Final by 8 points. Unfortunately the team lost the three game series 2-0 to Nunawading in the Grand Final.

### 2018 Youth League 1 Women:

Carly Stones took over as coach for her first season in the senior program. Carly has previously assisted at Senior and Youth levels in the past. Carly returned only one player from the 2017 season and went with a team of rookies, many of whom were current juniors.

Whilst the team finished with a 2-18 record, they did avoid relegation. We knew this was a chance to start again, to develop a new culture and allow it to grow. Carly did a terrific job in doing that. Carly has returned the majority of the team for 2019 and their results have improved significantly already; having already eclipsed the 2018 wins by the beginning of May.





**2019 NBL1 Women:**

With Ben Cukier acknowledging his large workload between family, work and the Wildcats was too much, he stepped down as our Women's coach. Upon being selected for NBL1, we advertised the role and were pleased to appoint Grant Spencer. Grant has built an impressive coaching background, including with the Australian Boomers and Brisbane Bullets, whilst also being an Assistant to Nunawading's SEABL Women's team.

We also needed to recruit a team. We returned Sian Gillam and Meg Stagoll, but otherwise recruited a new team. US imports Maggie Mulligan and Chelsie Schweers were amongst the first and have been dominant early in the season. Chelsea Brook from Adelaide and Vanessa Panousis from Sydney, both of WNBL pedigree were added to the team. Other recruits were individuals targeted for their work at Big V level and looking for the chance at the new standard. Whilst we've provided a focus on developing Eltham Wildcats juniors with players such as Dyani Ananiev (U16) and Olivia Wightman (U18) having regular positions in the team. After 7 rounds of the 2019, the team are placed in 8th position, a remarkable start when we consider our first signing was in mid December!

**2019 NBL1 Men:**

Having finished as runners-up in State Championship Men, our goal has been to stay loyal and reward players who've developed the Men's team over the recent years. We returned young import Josh Sykes, an individual who has started 2019 as the poster boy for the NBL1 competition. Recognising we needed to make some improvements, we recruited Adam Doyle from the NBL's Adelaide 36ers to lead the team. Sadly club favourite Jordan Canovan did his ACL in the off-season playing for his home town Churchill and misses the season for Eltham.

The team currently has a 3-6 record after 7 rounds but has been in a close position to win all but two matches to date. Head Coach Trevor Lee, in his 6th year for the club has led his team to victories over Diamond Valley, Sandringham and Dandenong.

**Summary:**

More time and effort goes in behind the scenes to have a successful Senior Championship program than many realise. The Eltham Wildcats Basketball Club operating within the NBL1 competition, is now legitimately operating two semi-professional teams; including professional individual players and has completed the pathway from introductory to the elite level. We are the only club in Australia where a child can don a club singlet at 3 and wear the same colours all the way through to the second highest level in Australia.

Thank you to the teams, staff and volunteers for helping making the Senior Championship program a rewarding one.

Greg Jeffers  
Senior Championship Delegate



# BOYS JUNIOR DOMESTIC REPORT

The EDJBA consists of 16 clubs and over 1,200 teams. Eltham Wildcats Basketball Club is the largest club in this competition. The EDJBA has many advantages for Eltham Wildcats, principally its size which allows for good grading and variety of opposition. It also means players on Saturday are directly representing Eltham, as opposed to what happens in most competitions. This generates club loyalty and ease of transition of players from Saturday to Championship. Another feature of the EDJBA is the different age cut-off dates between Summer and Winter seasons which gives everyone the chance to be in the top six months in age of players at that age group.

Players gain a variety of benefits ranging from the sense of belonging derived from team loyalty, the sheer fun of participating, the excitement of close contests, the sense of achievement from individual and team improvement, and the opportunity to advance to higher levels. As usual, last Winter and Summer seasons Eltham won our share of premierships.

Eltham Wildcats Basketball Club has well over 1000 boys playing in 180 teams in the 2019 Winter season in the EDJBA, which is a new record for Winter & includes 45 Under 9 teams. The table below shows the number of boys' teams playing in the Winter season in each age group over the last 30 years. There was booming growth from 1965 to 1994, a slump, a steady period & then amazing growth in the last seven years.

**Enrolments over the years:  
Boys' teams Winter season**

	1988	1994	1998	2000	2006	2008	2010	2012	2014	2016	2017	2018	2019
U19	-	-	5	4	7	8	11	9	13	11	8	9	11
U17	9	18	10	12	13	15	13	13	15	14	24	20	22
U15	11	28	22	16	21	21	19	17	22	27	26	28	28
U13	28	34	19	19	24	22	21	22	27	32	33	37	34
U11	23	28	23	24	24	21	20	23	27	33	36	34	40
U9	18	20	19	20	17	14	20	16	24	33	40	39	45
<b>TOTAL</b>	<b>89</b>	<b>128</b>	<b>108</b>	<b>98</b>	<b>102</b>	<b>105</b>	<b>104</b>	<b>105</b>	<b>128</b>	<b>150</b>	<b>167</b>	<b>167</b>	<b>180</b>

The work involved in the enrolment process & allocation to teams is huge. The Club recognised this 18 months ago by appointing a full time registrar for boys & girls for eight weeks of the busiest period. Caitlin Lamont has provided stability in assistance in this role & her efforts have been appreciated.

We have had a wonderful team of Age Group Convenors with some stability from Summer to Winter season: Lara Masters, Tracey Cole, Kath Hailes, Glenys Bransgrove (new this season), Natalie Hosking, Kelly Sharples, Claire Browne, Celine Kearney, Danni Colledge & Christine Day. They were also supported by help at selection meetings by Gina Murphy and Jodie Watts.

We acknowledge the great previous work of Sue Carpenter (Overall Convenor) Michelle Wilson, Jodie Watts & Shane Penrose. We used the detailed input of information about players from the roving reports of Rob Hill & Gai Smith & much time is spent collating these. Lara revised the coaches input form & put it on-line, but still some coaches do not respond.

An important part of the role of convenors & registrar is to be involved in reviewing how enrolments went & making recommendations for improvement. This was done after last Winter season & some improvements were implemented. There are still a lot of challenges in the selection process such as:

- Inaccurate information supplied by parents in on-line enrolment
- Too limited training times supplied by families-no appropriate team available at that time
- Incomplete friendship groups with difficulty then in adding one or two players
- Drop-outs after publication of teams for no reason other than a change of mind
- Having to chase coaches for preferred training times.
- Running out of some popular training time & space choices as particularly 5-7 at Eltham High & Montmorency South are very popular.
- Non-reciprocated friendship choices leading to some disappointments.
- The biggest challenge is finding sufficient coaches in Under 13s & Under 15s. Coaches who have been prepared to coach for many years are reluctant to continue at the same age as it is more difficult to find the older junior coaches because of their other activities. We need a strategy of both retention and recruitment for coaches of this age group.

Friendship teams continue to be significant in all age groups but especially at both the very young level and the senior age groups. Some of these teams are still keenly competitive, while some provide primarily a social outing. Friendship teams have continued to retain players especially into U17 and to a lesser extent U19. Again there were a shortage of players to form teams at a comparative skill level and some forced mixtures were made. To complicate matters, players at these higher age groups often enrol late, so even at team selection the age group convenors are uncertain as to actual number of teams and where to leave vacancies for late registrations.

In terms of meeting aspirations, the most dramatic improvement in players is often when they are the key players in the team. There are also a range of allied activities in the club to assist those who are keen to improve: camps, development squads, individual up-skilling and tournaments, so ambitious players do not need to be in teams they consider "high" to gain skills and identification.

What is important for enjoyment and development is a gel between coach and players, serious commitment to team goals by both, a keen team manager and being competitive as a team in the grade. In the Coaching report we outline all the support and education we give to coaches. Like in all human groups, in teams there will be occasional misunderstandings and clashes, and that is where patience, tolerance and correct procedures to deal with difficulties are important. Thanks to Colin Mitchell Harries and Craig Reichenbach for sorting out one issue, and those who have agreed to be on the Issues Panel when it finally gets established.

The EDJBA grading is more thorough than ever. Electronic transmission of fixtures allow fixtures to be done round by round for the first six weeks, enabling results of the previous round to be taken into account. It does require more flexibility by families & creates a heavy mid-week load in the appointment of referees, but the advantages outweigh the drawbacks.

Many thanks to those who perform various tasks to facilitate team participation:

- The Age Group Convenors & Registrar mentioned earlier.
- Training Allocations Greg Jeffers, David Hickman, Caitlin Lamont, Mel Berkery & Tom O'Connor
- Saturday Coaches' Adviser: Gai Smith
- Liaison with EDJBA Jordan Canovan
- Coaches Screening: Sue Cross
- Domestic Awards: Carly Stones
- Roving reporters on teams: Rob Hill, Gai Smith & David Hickman

David Hickman  
Boys Domestic Coordinator

# GIRLS JUNIOR DOMESTIC REPORT

## Summer 2018/19

With the completion of the season the final details were:

Total Players: 769

Total Teams: 97

With the increase of girls it was clear that this was a record number of girls' teams playing the domestic season, and a record number of enrolments as well. Eltham girls' teams were strongly represented throughout the finals series.

## Enrolments - Winter 2019

Enrolments for the current Winter Season 724 players currently enrolled across 84 teams. Bearing in mind, that during the winter we have rep teams playing together with up to 10 players in each team. We have also lost some players to football.

## Total Winter Team Entries

Winter	08	09	10	11	12	13	14	15	16	17	18	19
Under 19	5	4	6	3	4	3	3	4	4	6	5	3
Under 17	10	9	7	7	6	8	9	8	9	10	8	9
Under 15	16	15	12	12	12	11	13	14	15	16	17	20
Under 13	16	16	15	14	13	16	17	18	20	22	21	21
Under 11	13	12	12	13	16	17	19	20	19	20	20	19
Under 9	8	10	12	13	15	16	18	17	20	17	15	12
Total	68	66	64	62	66	71	79	81	87	91	86	84

## Total Enrolments

Summer	08/09	09/10	10/11	11/12	12/13	13/14	14/15	15/16	16/17	17/18	18/19
	569	539	539	555	591	638	671	684	718	758	769
Winter	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
	544	512	505	540	587	637	661	694	713	710	724

We have 12 U9 girls' teams. It is fantastic to see new U9s playing for the Wildcats. There is also a team of brand new U11s. Whilst our younger age groups are drawing in great number of athletes, it is great to see the U15's have 20 teams showing the pathway as they progress further through their playing with the Wildcats.

## Team Selections

Our group of conveners worked tirelessly to put together teams that worked based on a variety of factors – coach requests, player friendship requests, training availability as well as skill level and team balance. We rely heavily on coaches' reports which have been distributed in paper form previously, we went with an online version this year and what a success it was. Not only for the conveners but the coaches were awesome in providing great detail on their own players from the season they currently just had.

The number of selection-related complaints after teams were announced was similar to the summer season. The sensitive and responsive way these were managed are testament to the excellent team we have. Most complaints were related to training availability (mostly that training availability changed after enrolment). I am very proud of the job that we did. It is an enormous amount of work for a small group of people.

I believe that the selection process was helped along, by the early opening of enrolments continuing movement to (majority) paperless enrolments. Online enrolments flowed in reasonably quickly (prompted by email reminders via coaches and team managers, and also to players directly).

I would sincerely like to thank Melinda Thorne, Tania Weddle, Madalena Broadbent and Tracey Wightman for their continued assistance in team selection. I would also like to welcome April Anderson, Katrina Read and Amy Harris to our team. Without this group of people, this job would be impossible, and my heartfelt thanks go out to them. We were extremely lucky to have Emily Maher be our registration administrator. Emily was amazing taking on any job without hesitation and the system put into place by Emily made it very easy to help the conveners meet deadlines set by the EDJBA. Thank you Emily.

Jordan Canovan has done a wonderful job in the office, and has also been of invaluable support to myself and the girls' program.

Tom O'Connor  
Girls Domestic Coordinator



# AWAY TOURNAMENT REPORT

There has been a remarkable change of scenery in tournaments in the last ten years. There were about twelve metropolitan tournaments and that has reduced to about six.

Tournaments are great for identification of talent and crossing over friendship groups in the younger age groups, as well consolidating the work of JVBL teams and providing a more social aspect to team development for both VJBL and EDJBA teams. Unfortunately very few organisers and coaches outside of a core of VJBL teams use the opportunity.

We support especially the Whittlesea Tournament which uses our courts and the Nunawading Tournament. They support our tournament so it is important to reciprocate. Whittlesea is specially appropriate for our middle lower/VJBL teams and young EDJBA teams.

Nunawading is the second largest tournament in the metropolitan area. We offer subsidies for both of these tournaments. Some teams choose to go elsewhere.

David Hickman  
Away Tournament Convenor





# COACH REPRESENTATIVE REPORT

## **Coaching at Eltham – And its Support**

Coaches occupy a crucial role in helping our participants enjoy the game and develop their abilities. Therefore the Club wishes to have both adequate numbers of coaches and also have strategies to improve the knowledge and skills of our coaches. With a continual flow of new coaches and the requirement to keep pace with expanding numbers of teams, this is a challenge.

Recruitment and retention of existing coaches are both important in maintaining a supply of coaches. We seek new coaches from our players and parents and others from outside the Club who have expertise to give. We are especially grateful for our long term coaches both at Championship and Saturday levels, but to meet expanding numbers we are keen to recruit more via our members' networks.

Retention requires both support and education. Coaches become disillusioned by poor attendance at training or poor attitudes of a small minority of players or parents. We have new, necessarily inexperienced coaches, young and adult, commencing their career as coaches every season. The assistance, positive feedback and co-operation of players and parents will influence whether or not they continue.

Coaches who develop expertise in teaching skills can earn some income doing what they enjoy by helping at clinics and camps. The Office welcomes inquiries from such coaches.

New coaches receive notes and attend an orientation meeting. Continuing support includes:

- Coaches' Advisor available to attend games, training and provide consultation. Gai Smith has spent many hours on this task for Saturday teams. Eltham is one of very few associations that provides such support. Chris Cameron, Leighton Lewis and Ben Cukier provide such assistance for Championship coaches as is feasible given their own commitments.
- A coaches' library with a variety of types of material to supplement what is now available on many websites
- Lots of role models who are prepared to chat and share experience. We are seeking to expand this into a forum for the exchange of ideas & experiences.
- A tradition of young coaches establishing a "coaching career".
- Coaches' courses and seminar attendance are encouraged and subsidised by the club. There are frequent coaches' seminars run at Box Hill & other venues by Basketball Victoria.
- There are incentives and rewards for loyalty, improvement and achievement. We have multiple coach awards and some expenses reimbursement. There is also a pathway for coaches who have aspirations to coach at higher levels. Coaches can participate in advanced intensive training programs and learn from leaders in the field.
- Coaches' bulletins seek to keep coaches informed and raise issues for consideration, as well as sharing triumphs.
- Occasional internal seminars & our Championship Coaches' Dinner.

However our education and support of coaches is not currently as thoroughly calibrated as our referees education and support. We have lacked a degree of assistance to our coaches of 3-6 seasons to develop their coaching skills further and feel valued so they continue in our Saturday program in Under 12s to Under 16s and also seek involvement in our VJBL program. A new short term position is designed as an experiment to seek to provide assistance and support to coaches at this level.

The Club has coaches competent to provide skills training at appropriate levels from beginners to elite development, in addition to weekly trainings of teams. Thanks to all involved at these various levels, particularly Jakk Walsh, Dean Burton, Kiara Mountford & Tom O'Connor. Jordan Canovan & Connor Matthews who co-ordinate these programs.

Matching coaches and players is a difficult enterprise. It is helpful if parents and players give us feedback about the style of coaching they prefer from Under 14 upwards. Research and experience indicates this matching is important.

Leighton Lewis & David Hickman  
Coaches Representative



# RETAIL REPORT

## Uniform shop and Canteen

This year we saw the completion of the office, foyer and uniform shop upgrade which included a new space for the uniform shop and a storeroom for the canteen.

We also saw a change of sponsor for our junior domestic teams which meant all our tops needed to be patched pre-sale along with the numerous number of tops from all our players. In store, we have now run out of extra patches and sold the majority if not all of our patched Jellis Craig tops.

We also have designed new polos for coaches and staff giving everyone a point of difference making it easier to find someone that may be able to help customers/clients.

New Championship warm-up tops have been designed and approved by the boy's championship committee, a big thank you to David Graham who played a big role from design to getting the word out. These have been in production and distributed to those who pre-ordered early with David and had paid in store.

In our canteen, I am always on the hunt for successful healthy options. We now have running healthy staple which includes fruit, sandwiches, yoghurt, muesli, chai pods, and occasionally salads and soups.

## Training

Over the past 12 months, we have continued all our staff training in the following areas.

- Barista training
- Customer service
- Cash Handling
- Register training
- Health and safety

With all but new staff now having their food-safety-handling-level-1. Training will remain an integral part of the department to continue to grow and keep our standards raising.

## Summary

In summary, we continue to provide great products at reasonable prices, great service to our customers and great opportunities to our staff. We continue to improve on what structured additions that have already been implemented such as Kounta, online store, stock and training. In addition to this, we continue to provide opportunities for new staff and existing staff.

Lani Rowell  
Retail Manager

# MEDIA & MARKETING REPORT

## Social Media

The Eltham Wildcats Basketball Club use social media platforms to promote and engage with our members. Facebook and Instagram are our most popular mediums with a combined 6,043 followers. All platforms continue to grow most notably Facebook and Instagram with our involvement in the NBL1 and their excellent media coverage.



Facebook  
3,652



Instagram  
2,391



Twitter  
1,027



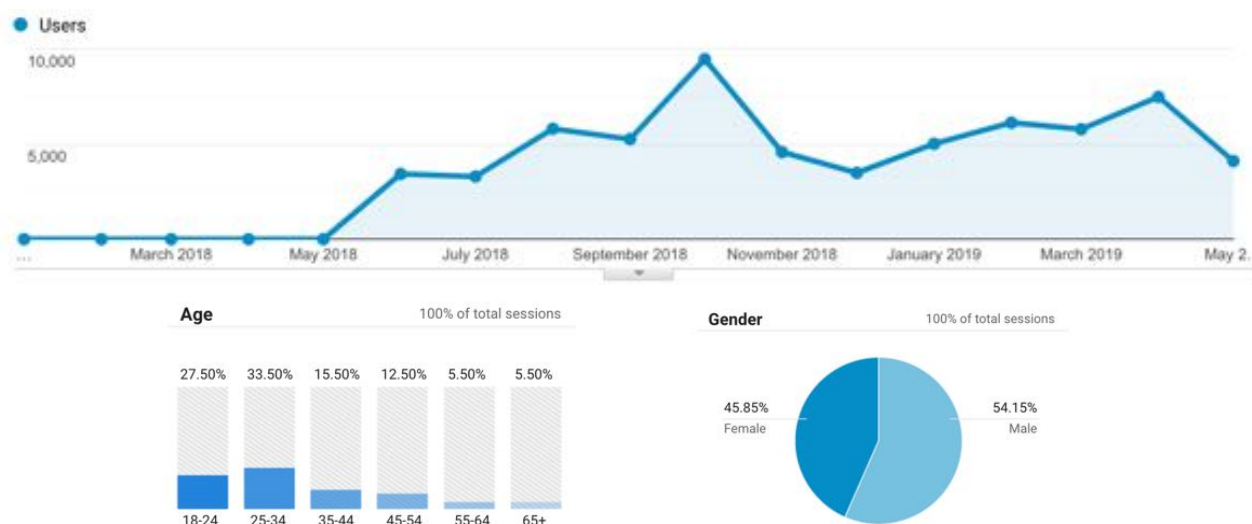
YouTube  
164

## Newsletter (Prowl)

The Prowl is now distributed monthly online via Mailchimp. It currently has a database of 6,339 and within the last 12 months has been viewed **19,473** times. The Prowl allows us to share all news and information with our members but also promote our programs, camps, competitions and more. This is also a very popular selling tool for our sponsors to promote special deals, information and create brand awareness.

## Website

We have had **252,245** page views and over 44 thousand new user logins to our website over the last 12 months. Our busiest period is in October, popular demographics are 54.15% male and the age bracket of 25-34 years of age. Figures below from Google Analytics.



Jordan Canovan  
Basketball Development Officer

# SPONSORSHIP REPORT

A special thank you to our long term Major Partners Max Kirwan Mazda and Jellis Craig Eltham for supporting our Junior Championship and Junior Domestic programs respectively. Their continued support over the years and the future to come is nothing short of excellent. Sportfirst Eltham, Subway Eltham, Eltham Leisure Centre, Bundoorah Trophies and Cole Family Chiropractic continue to support the Wildcats and always very active within the club.

In 2018-19 we have spent considerable time strengthening our partnerships with local business, we would like to welcome and thank the following sponsors who have partnered with the Eltham Wildcats over the last 12 months.

- Acustruct
- Lavrin & Lawrence Orthodontics
- Airfusion Heating & Cooling
- Lyons Body Works Eltham
- CoachNick Business Coaching
- Stoke Fireplace Studio
- Boxshall Electrical
- IVET
- The Optimal Health Lab
- SP Solutions
- Eyecare Plus Optometrists Eltham



Jordan Canovan  
Basketball Development Officer

## Partners

MAJOR PARTNERS			
			
OFFICIAL PARTNERS			
			
BUSINESS PARTNERS			
			
FOUNDATION PARTNERS			
PLAYER PARTNERS			



# TRIBUNAL REPORT

Since the restructure of the tribunal in 2017 we have seen a steady increase in reported players, averaging 1 per month. Most of these have been men in the over 30s competition. With only 1 female being reported in via VJBL not Senior domestic.

During redevelopment we had some trouble with misplaced reports and late hearings, however all has been resolved now.

The tribunal panel has grown to have 8 possible persons to make up our 3 man panel on a Wednesday night, consisting of a member of the police force, law students and lawyers, an ex-hockey Australia tribunal officer, an ex-Eltham ref coach, an ex-state basketball coach, and an administrator of the club over many years.

The Panel have taken a zero-tolerance approach to violence and referee abuse, as a consequence we are regularly seeing bans and suspensions of 30 plus weeks, with the longest in the last 12 months being 104 weeks for threatening a ref among other charges.

The referee group has responded well to the more active tribunal; thus we are slowly seeing better quality reports. With the aid of the ref committee and Karen Nelson in particular the refs are beginning to take very well to the new tribunal format.

Samantha and I would like to thank our volunteer panel and Karen Nelson for all their work during the last 2 years as we have been re-building or inhouse hearings. We would also like to thank Connor Mathews for being our man in the office and passing on all the reports as they come in.

Alexis Page and Samantha Johnston  
Tribunal Secretaries

**Balance Sheet**

As of March 2019

**Assets****Current Assets**

Current Account	\$322,882.09
Undeposited Funds	-\$146.00
Cash Management Acc. 515366546	\$3,204.97
Australia Day Account	\$145,252.41
U14 Nationals 9497	\$8,862.22
Fee Saver 4760	\$1,255.16
Debtors	\$37,913.74
Debtor - Other	\$2,303.00
Petty Cash	\$680.80
Cash Floats - Door	\$673.00
Cash Floats - Canteen	\$340.00
Cash Floats - Wildcat Sports	\$185.00
Wildcat Sports - Stock	\$79,027.45

<b>Total Current Assets</b>	<b>\$602,433.84</b>
-----------------------------	---------------------

**Non-Current Assets**

Office Equipment	\$54,141.62
Provision for Depreciation	-\$54,182.88
Stadium Equipment Other	\$32,471.37
Depreciation - Stadium Equipme	-\$27,880.46

<b>Total Non-Current Assets</b>	<b>\$4,549.65</b>
---------------------------------	-------------------

**New Venue**

Eltham High School - EH2/3	\$566,000.00
Less Contributions	-\$305,000.00
Write Off	-\$104,400.00
Eltham High School 3rd Court	\$511,830.00
Less Contributions	-\$319,930.00
Write Off	-\$76,760.00
Eltham High School Stage 3	\$1,300,995.11
Less Contribution	-\$100,000.00
Capital Improvements - EHS	\$66,498.28
Write Off	-\$51,853.12
Montmorency Stadium	\$881,763.27
Write Off - Montmorency Stadiu	-\$142,214.15
Canteen Renovations	\$12,759.36
Write Off - Canteen Renovation	-\$2,018.46
Wildcat Sports - Goodwill	\$10,000.00

<b>Total New Venue</b>	<b>\$2,247,670.29</b>
------------------------	-----------------------

**Liabilities**

Sundry Creditors	\$60,709.59
NAB VISA	-\$558.24
Accrued Expenses	\$49,718.91
Tax Collected	\$99,940.97
Tax Paid	-\$45,154.55
PAYG Withholding	\$12,720.50
Superannuation Liability	\$8,302.36
Annual Leave Liability	\$62,988.93
Long Service Leave Liability	\$27,526.32
Bonds - Open Competition	\$21,130.00
Prepayment - D Hickman	\$2,000.00
NAB Loan - EHS Stage 3 *6418	\$565,000.00

This report includes Year-End Adjustments.

**Balance Sheet**

As of March 2019

Total Liabilities			\$864,324.79
Net Assets			\$1,990,328.99
Equity			
Retained Earnings		\$2,036,806.11	
Current Earnings		-\$46,477.12	
Total Equity			\$1,990,328.99

This report includes Year-End Adjustments.

**Profit & Loss [Budget Analysis]**

April 2018 To March 2019

	Selected Period	Budgeted	\$ Difference	% Difference
Income				
Coaching/Development Clinics				
Cub Squad/Kinder Club	\$61,014.71	\$53,000.00	\$8,014.71	15.1%
Bootcamp	\$490.12	\$2,300.00	-\$1,809.88	(78.7)%
Ind/Small Group Sessions	\$5,518.21	\$250.00	\$5,268.21	2,107.3%
Skills and Drills	\$24,871.30	\$13,500.00	\$11,371.30	84.2%
Invitational Dev Programs	\$2,087.55	\$3,000.00	-\$912.45	(30.4)%
Fund Raising				
Fundraising - General	\$1,708.00	\$1,500.00	\$208.00	13.9%
Other Income				
Interest	\$2,926.86	\$1,500.00	\$1,426.86	95.1%
Miscellaneous	\$2,301.95	\$400.00	\$1,901.95	475.5%
Referee School	\$2,408.59	\$2,300.00	\$108.59	4.7%
Donations	\$0.00	\$11,000.00	-\$11,000.00	(100.0)%
Singlet Hire	-\$81.82	\$800.00	-\$881.82	(110.2)%
Functions/Birthday Parties	-\$4.05	\$1,500.00	-\$1,504.05	(100.3)%
Under 14 National Champ	\$18,116.01	\$25,000.00	-\$6,883.99	(27.5)%
Court Hire	\$2,311.36	\$1,200.00	\$1,111.36	92.6%
50th Anniversary	\$190.53	\$0.00	\$190.53	NA
Registration Fees				
EDJBA (Junior Domestic)	\$466,011.96	\$435,000.00	\$31,011.96	7.1%
VJBL (Junior Championship)	\$167,136.67	\$130,000.00	\$37,136.67	28.6%
Basketball Vic (Senior Comps)				
Open Women	\$15,298.03	\$16,300.00	-\$1,001.97	(6.1)%
Open Mixed	\$10,612.47	\$9,200.00	\$1,412.47	15.4%
Open Men	\$63,760.13	\$39,300.00	\$24,460.13	62.2%
Senior Championship				
Big V Net Game Day Takings	\$14,384.29	\$3,800.00	\$10,584.29	278.5%
Big V Opt-in Junior Membership	\$190.60	\$0.00	\$190.60	NA
Big V Senior Membership	\$6,163.89	\$0.00	\$6,163.89	NA
Big V Functions	\$6,034.11	\$4,000.00	\$2,034.11	50.9%
Takings				
EDJBA (Junior Domestic)	\$304,554.49	\$331,000.00	-\$26,445.51	(8.0)%
VJBL (Junior Championship)	\$69,355.85	\$97,300.00	-\$27,944.15	(28.7)%
Open Domestic				
Monday	\$105,653.58	\$128,300.00	-\$22,646.42	(17.7)%
Tuesday	\$49,316.62	\$56,000.00	-\$6,683.38	(11.9)%
Wednesday	\$42,711.34	\$41,900.00	\$811.34	1.9%
Thursday	\$43,000.04	\$49,500.00	-\$6,499.96	(13.1)%
Sponsorship				
Newsletter Advertising	\$0.00	\$50.00	-\$50.00	(100.0)%
Sponsorship - General	\$8,545.46	\$36,800.00	-\$28,254.54	(76.8)%
Sponsorship - Junior Domestic	\$13,000.00	\$0.00	\$13,000.00	NA
Sponsorship - Junior Champ	\$14,545.48	\$0.00	\$14,545.48	NA
Sponsorship - BigV	\$49,242.42	\$14,500.00	\$34,742.42	239.6%
Sponsorship - NBL1	\$500.00	\$0.00	\$500.00	NA
Camps, Tours and Tournaments				
Australia Day	\$342,080.00	\$340,000.00	\$2,080.00	0.6%
Tours	\$40,342.88	\$38,000.00	\$2,342.88	6.2%
Away Tournaments	\$1,663.63	\$1,500.00	\$163.63	10.9%
3 on 3 Tournament	\$7,027.30	\$1,000.00	\$6,027.30	602.7%

**Profit & Loss [Budget Analysis]**

April 2018 To March 2019

	Selected Period	Budgeted	\$ Difference	% Difference
Camps	\$67,693.69	\$58,333.32	\$9,360.37	16.0%
Total Camps, Tours and Tournaments	\$458,807.50	\$438,833.32	\$19,974.18	4.6%
Walkover Fines				
WO-Open Comp	\$783.85	\$500.00	\$283.85	56.8%
Total Walkover Fines	\$783.85	\$500.00	\$283.85	56.8%
WO-Saturday	\$765.00	\$400.00	\$365.00	91.3%
Other				
Unclaimed Funds	\$150.00	\$0.00	\$150.00	NA
Total Other	\$150.00	\$0.00	\$150.00	NA
Canteen Operations				
Canteen - Sales	\$68,283.77	\$82,000.00	-\$13,716.23	(16.7)%
EHS-Drinks	\$50.00	\$20.00	\$30.00	150.0%
MSC-Drinks	\$2,851.00	\$550.00	\$2,301.00	418.4%
Snackfood Rebates	\$2,585.50	\$3,500.00	-\$914.50	(26.1)%
Total Canteen Operations	\$73,770.27	\$86,070.00	-\$12,299.73	(14.3)%
Wildcat Sports				
Wildcats Sports - Sales	\$158,496.68	\$148,000.00	\$10,496.68	7.1%
Total Wildcat Sports	\$158,496.68	\$148,000.00	\$10,496.68	7.1%
Total Coaching/Development Clinics	\$93,981.89	\$72,050.00	\$21,931.89	30.4%
Total Fund Raising	\$1,708.00	\$1,500.00	\$208.00	13.9%
Total Other Income	\$28,169.43	\$43,700.00	-\$15,530.57	(35.5)%
Total Registration Fees	\$722,819.26	\$629,800.00	\$93,019.26	14.8%
Total Senior Championship	\$26,772.89	\$7,800.00	\$18,972.89	243.2%
Total Open Domestic	\$240,681.58	\$275,700.00	-\$35,018.42	(12.7)%
Total Takings	\$614,591.92	\$704,000.00	-\$89,408.08	(12.7)%
Total Sponsorship	\$85,833.36	\$51,350.00	\$34,483.36	67.2%
Total Income	\$2,266,650.05	\$2,184,003.32	\$82,646.73	3.8%
Cost of Sales				
Canteen				
Canteen Purchases	\$45,863.07	\$50,000.00	-\$4,136.93	(8.3)%
Canteen Wages - Casual Staff	\$27,708.61	\$29,000.00	-\$1,291.39	(4.5)%
Canteen Wages - Manager	\$15,748.89	\$12,000.00	\$3,748.89	31.2%
Canteen Repairs & Maintenance	\$2,027.34	\$1,500.00	\$527.34	35.2%
Canteen Equipment	\$176.22	\$100.00	\$76.22	76.2%
Canteen Other Expenses	\$714.46	\$750.00	-\$35.54	(4.7)%
Shop				
Stock Purchases	\$101,044.73	\$140,000.00	-\$38,955.27	(27.8)%
Shop Expenses	\$2,806.98	\$3,600.00	-\$793.02	(22.0)%
Closing Stock	\$63,287.55	-\$50,000.00	\$113,287.55	226.6%
Shop Wages - Casual Staff	\$13,881.42	\$17,000.00	-\$3,118.58	(18.3)%
Shop Wages - Manager	\$8,364.26	\$12,000.00	-\$3,635.74	(30.3)%
Total Cost of Sales	\$281,623.53	\$215,950.00	\$65,673.53	30.4%
Gross Profit	\$1,985,026.52	\$1,968,053.32	\$16,973.20	0.9%
Expenses				
Administration				
Telephone	\$15,223.02	\$15,800.00	-\$576.98	(3.7)%



**Profit & Loss [Budget Analysis]**

April 2018 To March 2019

	Selected Period	Budgeted	\$ Difference	% Difference
Photocopying	\$8,543.30	\$9,500.00	-\$956.70	(10.1)%
Printing and Stationery	\$4,394.90	\$1,500.00	\$2,894.90	193.0%
Postage	\$118.18	\$1,100.00	-\$981.82	(89.3)%
Bank Charges	\$10,806.22	\$6,500.00	\$4,306.22	66.2%
Depreciation - Office Equip	\$0.00	\$4,500.00	-\$4,500.00	(100.0)%
Depreciation - Stadium Equipme	\$2,854.64	\$5,700.00	-\$2,845.36	(49.9)%
Legal Fees	\$0.00	\$3,300.00	-\$3,300.00	(100.0)%
Accounting & Audit	\$4,700.00	\$5,000.00	-\$300.00	(6.0)%
Office Expense	\$8,103.21	\$4,800.00	\$3,303.21	68.8%
Tolls / Parking	\$22.04	\$200.00	-\$177.96	(89.0)%
Coaching and Development				
Other/Library & Resources	\$0.00	\$500.00	-\$500.00	(100.0)%
Cub Squad	\$44,305.23	\$35,000.00	\$9,305.23	26.6%
Bootcamp	\$0.00	\$220.00	-\$220.00	(100.0)%
Screening - WWCC	\$91.30	\$1,000.00	-\$908.70	(90.9)%
Coaches Functions	\$5,587.28	\$6,500.00	-\$912.72	(14.0)%
Coaches Education	\$0.00	\$200.00	-\$200.00	(100.0)%
Ind/Small Group Sessions	\$4,243.63	\$350.00	\$3,893.63	1,112.5%
Skills & Drills	\$3,709.00	\$0.00	\$3,709.00	NA
School Clinics	\$13,657.50	\$12,000.00	\$1,657.50	13.8%
Other Game Venue Expenses				
ECCA	\$35,702.27	\$45,800.00	-\$10,097.73	(22.0)%
Montmorency South Primary	\$31,460.91	\$42,200.00	-\$10,739.09	(25.4)%
Viewbank Primary School	\$22,111.81	\$38,800.00	-\$16,688.19	(43.0)%
St Helena Secondary College	\$54,567.00	\$42,200.00	\$12,367.00	29.3%
YMCA Diamond Creek	\$370.91	\$0.00	\$370.91	NA
Old Montmorency SC	\$14,025.00	\$0.00	\$14,025.00	NA
Lower Plenty Primary	\$2,359.50	\$0.00	\$2,359.50	NA
Competitions				
EDJBA (Junior Domestic)				
EDJBA Registration Fees	\$53,414.18	\$54,000.00	-\$585.82	(1.1)%
Match Contribution Fees	\$33,225.68	\$30,000.00	\$3,225.68	10.8%
Co-ordinators and Convenors	\$59,700.78	\$49,400.00	\$10,300.78	20.9%
EDJBA Fines	\$480.00	\$0.00	\$480.00	NA
EDJBA Other Expenses	\$1,871.72	\$3,300.00	-\$1,428.28	(43.3)%
Trophies	\$14,016.55	\$18,000.00	-\$3,983.45	(22.1)%
VJBL (Junior Championship)				
VJBL Registration Fees	\$26,618.18	\$28,000.00	-\$1,381.82	(4.9)%
Coaches Honorariums	\$26,543.50	\$100.00	\$26,443.50	26,443.5%
Boys Co-ordinator & Convenors	\$23,375.87	\$16,600.00	\$6,775.87	40.8%
Girls Co-ordinator & Convenors	\$1,400.00	\$5,900.00	-\$4,500.00	(76.3)%
VJBBC Fines	\$389.09	\$150.00	\$239.09	159.4%
VJGBC Fines	\$50.00	\$100.00	-\$50.00	(50.0)%
VJBL Other Expenses	\$186.36	\$4,000.00	-\$3,813.64	(95.3)%
Trophies	\$4,019.09	\$6,300.00	-\$2,280.91	(36.2)%
Basketball Vic (Senior/Open)				
Basketball Vic Reg Fees	\$37,334.77	\$44,000.00	-\$6,665.23	(15.1)%
Open Competition Expenses	\$185.45	\$0.00	\$185.45	NA
Trophies	\$11,086.87	\$5,000.00	\$6,086.87	121.7%
VBL/Big V Championship				
VBL State Registration Fees	\$32,600.00	\$17,000.00	\$15,600.00	91.8%

**Profit & Loss [Budget Analysis]**

April 2018 To March 2019

	Selected Period	Budgeted	\$ Difference	% Difference
VBL Youth Registration Fees	\$9,800.00	\$10,000.00	-\$200.00	(2.0)%
Men Coaches & Team Mgrs	\$13,700.00	\$11,700.00	\$2,000.00	17.1%
Women Coaches & Team Mgrs	\$14,551.88	\$11,700.00	\$2,851.88	24.4%
YMen Coaches & Team Mgrs	\$5,500.00	\$4,750.00	\$750.00	15.8%
YWomen Coaches & Team Mgrs	\$4,750.00	\$4,750.00	\$0.00	0.0%
Player Payments	\$66,537.90	\$66,500.00	\$37.90	0.1%
Big V Expenses	\$42,193.98	\$15,000.00	\$27,193.98	181.3%
Trophies	\$63.64	\$0.00	\$63.64	NA
Equipment				
Basketballs	\$0.00	\$500.00	-\$500.00	(100.0)%
Uniforms	\$0.00	\$600.00	-\$600.00	(100.0)%
Other	\$0.00	\$300.00	-\$300.00	(100.0)%
Fund Raising				
Fundraising - General	\$1,610.00	\$1,700.00	-\$90.00	(5.3)%
Other Expenditure				
Newsletter	\$0.00	\$500.00	-\$500.00	(100.0)%
Sponsorship	\$3,013.64	\$2,000.00	\$1,013.64	50.7%
Promotion & Development	\$9,753.51	\$5,000.00	\$4,753.51	95.1%
Insurance	\$26,901.31	\$26,000.00	\$901.31	3.5%
Trophies and Pennants	\$0.00	\$1,250.00	-\$1,250.00	(100.0)%
Miscellaneous	\$885.61	\$2,300.00	-\$1,414.39	(61.5)%
Special Projects	\$0.00	\$3,000.00	-\$3,000.00	(100.0)%
Referee Expenses	\$2,355.34	\$3,800.00	-\$1,444.66	(38.0)%
Functions/Birthday Parties	\$836.36	\$2,300.00	-\$1,463.64	(63.6)%
Website/Computer	\$6,338.32	\$10,000.00	-\$3,661.68	(36.6)%
Capital Works Write Off	\$43,385.41	\$44,000.00	-\$614.59	(1.4)%
Under 14 National Champ	\$18,474.17	\$30,000.00	-\$11,525.83	(38.4)%
Personnel				
Office Salaries and Wages	\$309,375.78	\$316,600.00	-\$7,224.22	(2.3)%
Referees Payments	\$446.00	\$0.00	\$446.00	NA
Ref Director Wages	\$16,791.58	\$15,500.00	\$1,291.58	8.3%
Ref Coaches Wages	\$1,002.75	\$1,800.00	-\$797.25	(44.3)%
Ref Coaches Payments	\$28,497.85	\$25,000.00	\$3,497.85	14.0%
Ref Appointment Payments	\$5,360.00	\$7,500.00	-\$2,140.00	(28.5)%
Ref Appointment Wages	\$4,806.36	\$3,500.00	\$1,306.36	37.3%
Coaches Director Wages	\$12,999.96	\$24,000.00	-\$11,000.04	(45.8)%
Coaches Director Payments	\$13,000.00	\$2,000.00	\$11,000.00	550.0%
Administrator Wages	\$0.30	\$40,000.00	-\$39,999.70	(100.0)%
Administrator Payments	\$15,402.65	\$10,000.00	\$5,402.65	54.0%
Long Service Leave Exp	\$3,593.19	\$1,400.00	\$2,193.19	156.7%
Annual Leave Exp	\$62,988.93	\$0.00	\$62,988.93	NA
Superannuation	\$41,659.89	\$35,300.00	\$6,359.89	18.0%
Workcare	\$3,465.22	\$3,000.00	\$465.22	15.5%
Medical Costs	\$488.18	\$2,500.00	-\$2,011.82	(80.5)%
Staff Training & Development	\$0.00	\$550.00	-\$550.00	(100.0)%
Staff Amenities	\$3,499.64	\$3,600.00	-\$100.36	(2.8)%
Staff Admin Costs	\$1.00	\$200.00	-\$199.00	(99.5)%
Camps, Tours and Tournaments				
Australia Day	\$199,861.83	\$245,000.00	-\$45,138.17	(18.4)%
Other Tournaments	\$5,342.98	\$5,200.00	\$142.98	2.7%
3 on 3 Tournament	\$1,455.50	\$1,300.00	\$155.50	12.0%

**Profit & Loss [Budget Analysis]**

April 2018 To March 2019

	Selected Period	Budgeted	\$ Difference	% Difference
Tours	\$61,337.91	\$20,000.00	\$41,337.91	206.7%
Camps	\$23,313.54	\$20,000.00	\$3,313.54	16.6%
Total Camps, Tours and Tournaments	\$291,311.76	\$291,500.00	-\$188.24	(0.1)%
Venue Management Expenses EHS				
Electricity	\$22,511.78	\$16,000.00	\$6,511.78	40.7%
Stadium Cleaning	\$40,568.41	\$42,000.00	-\$1,431.59	(3.4)%
Repairs & Maintenance EHS	\$19,251.55	\$16,500.00	\$2,751.55	16.7%
Licence Fee EHS	\$30,913.64	\$30,000.00	\$913.64	3.0%
Security and Cameras	\$2,612.06	\$4,000.00	-\$1,387.94	(34.7)%
Office Equipment	-\$222.73	\$6,650.00	-\$6,872.73	(103.3)%
Total Venue Management Expenses EHS	\$115,634.71	\$115,150.00	\$484.71	0.4%
Venue Management Expenses ELC				
Lease Rental	\$145,160.45	\$90,000.00	\$55,160.45	61.3%
Repairs & Maintenance ELC	\$102.72	\$0.00	\$102.72	NA
Total Venue Management Expenses ELC	\$145,263.17	\$90,000.00	\$55,263.17	61.4%
Venue Management Expenses- MSC				
Electricity - MSC	\$6,552.00	\$11,000.00	-\$4,448.00	(40.4)%
Stadium Cleaning - MSC	\$26,379.71	\$23,000.00	\$3,379.71	14.7%
Repairs & Maintenance - MSC	\$5,461.00	\$5,000.00	\$461.00	9.2%
Licence Fee - MSC	\$13,451.75	\$9,000.00	\$4,451.75	49.5%
Total Venue Management Expenses- MSC	\$51,844.46	\$48,000.00	\$3,844.46	8.0%
Total Administration	\$54,765.51	\$57,900.00	-\$3,134.49	(5.4)%
Total Coaching and Development	\$71,593.94	\$55,770.00	\$15,823.94	28.4%
Total Other Game Venue Expenses	\$160,597.40	\$169,000.00	-\$8,402.60	(5.0)%
Total Competitions	\$483,595.49	\$406,250.00	\$77,345.49	19.0%
Total Equipment	\$0.00	\$1,400.00	-\$1,400.00	(100.0)%
Total Fund Raising	\$1,610.00	\$1,700.00	-\$90.00	(5.3)%
Total Other Expenditure	\$111,943.67	\$130,150.00	-\$18,206.33	(14.0)%
Total Personnel	\$523,379.28	\$492,450.00	\$30,929.28	6.3%
Total Expenses	\$2,011,539.39	\$1,859,270.00	\$152,269.39	8.2%
Operating Profit	-\$26,512.87	\$108,783.32	-\$135,296.19	(124.4)%
Total Other Income	\$0.00	\$0.00	\$0.00	NA
Other Expenses				
EHS Stage 3 Loan Interest	\$19,964.25	\$7,500.00	\$12,464.25	166.2%
Total Other Expenses	\$19,964.25	\$7,500.00	\$12,464.25	166.2%
Net Profit/(Loss)	-\$46,477.12	\$101,283.32	-\$147,760.44	(145.9)%