

ANNUAL REPORT

YEAR ENDED 30 SEPTEMBER

2015



dame susan devoy

squash  **fitnesscentre**

CONTENTS

**TRY IT.
PLAY IT.
LOVE IT.**

*A centre of excellence where we
have fun, keep fit, play squash*

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Club
TEAM

Club Officers are elected by members at the Annual General Meeting for a one-year term



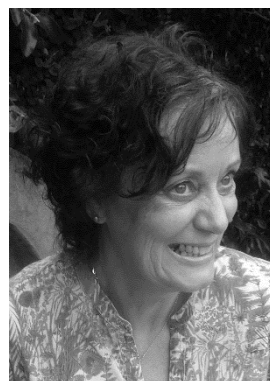
Char Niles
PRESIDENT



Michelle Oldfield
TREASURER



Kelly Doidge
SECRETARY



Deb Boyd-Collins
LADIES CLUB CAPTAIN



Glen Hall
MEN'S CLUB CAPTAIN



Amy St George
COMMITTEE



Jason Kehely
COMMITTEE



Jo Munro
COMMITTEE



Maree Kennedy
COMMITTEE



David Pua
COMMITTEE



Karl Brown
MANAGER



Kylie Lindsay
SQUASH DEVELOPMENT
& STATISTICIAN

RESIGNATIONS & APPOINTMENTS

During the year, members resigned from positions due to commitments and appointments made as follows:

Blair Myles	Resigned from Committee	17 April 2015
David Pua	Co-opted to Committee	6 May 2015
Keith Dunston	Resigned from Committee	20 July 2015
Theresa Dunston	Resigned from Statistician's Role	17 August 2015
Linda Neill	Resigned from Committee	22 October 2015

FIRST AID OFFICERS

Karl Brown, Kylie Lindsay, Deb Boyd-Collins, Char Niles

LICENSED BAR MANAGERS

Karl Brown, Deb Boyd-Collins

Club LIFE MEMBERS

“We recognise our Life Members for the valuable contribution they have made to our Club. In being recognised, these individuals demonstrated significant, sustained and high quality service enhancing the reputation and future of the Club”



Doug Dunlop
FIRST LIFE MEMBER
Awarded 1991



Ian Taylor
LIFE MEMBER (d 2014)
Awarded 2006



Yvonne Downs
LIFE MEMBER
Awarded 2007



Dame Susan Devoy
LIFE MEMBER
Awarded 2011



Ross McCurran
LIFE MEMBER
Awarded 2011



John Scott
LIFE MEMBER
Awarded 2011



Karl Brown
LIFE MEMBER
Awarded 2011



John Revington
LIFE MEMBER
Awarded 2011

DEBENTURE HOLDERS

We are greatly appreciative to the members who contributed funding towards the building of the new Club. The Club has been making repayments to these members over the past few years and it is anticipated the debt will be fully repaid in 2016.

With thanks to:

John & Lynette Revington, Pat Taylor, John Scott, Duncan Wood, Marcus & Char Niles, Yvonne Downs, Ross McCurran, Ian Taylor, Andy Hobman, Anthony Harris, Dunston Family, Lisa McOnie, Dennis Mullooly, Linda Neill, Karl & Valmae Brown, Tony Aldersley.

*Char Niles***PRESIDENT**

“We know other Clubs around the country are looking to emulate our success, our challenge is to retain our envied position”.

IT IS WITH MUCH PLEASURE THAT I PRESENT MY PRESIDENT’S REPORT FOR 2015.

The building of a stable platform is the critical first step to ensuring any organisation can launch forward with confidence and optimism. The 2015 year saw the Committee continue to lay the critical ground work in a number of areas to ensure the opportunity for continued growth and development remains open to the game in the Club, as well as the region.

COMMITTEE STRUCTURE

Off court, changes to the Club committee structure with the introduction and trial of portfolios has increased our capability to deliver on our planned activity, with Committee members leading specific task areas. The new framework delivers a more representative approach to our governance with a wider range of volunteers becoming actively involved in the Club’s activities, and importantly creates a platform for our succession planning. From this position of developing structural strength, we can continue to move forward in our efforts to embed Devoy Squash & Fitness Centre in the New Zealand landscape. An outline of the Committee structure, responsibilities and portfolio reports are detailed in the Annual Report. If you are free to volunteer your time, have specific skills the Club could benefit from, or simply want to know more, then we’d love to hear from you.

CREATING OPPORTUNITIES

March saw new Squash Development Co-ordinator Kylie Lindsay take up her position and she has hit the ground running in her first year in the role, her experience paving the way for change at what is an important, and truly exciting time for our members and the game we love. Her appointment will guide the way as we seek to reposition squash in our Club through a targeted and well-structured approach, specifically aimed at offering opportunities for our members at any stage and level in their squash journey.

MANAGEMENT KEY FACTOR TO OUR GROWTH

We are very fortunate to have a dedicated manager, Karl Brown, to carry out the day-to-day operations of the Club. The Club would not function nearly so well without him. He has been tasked this year with overseeing Kylie’s role.

Membership during the year peaked at 617, forcing the Committee to close off membership. Karl and Kylie are charged with looking at options and opportunities to optimise usage during off-peak times.

IT’S SOLD

In August, we celebrated with the sale (finally) of the old squash club in Seventh Avenue. It was fantastic to see a number of former members come from near and far for one final ‘hooray’ at the old club. There were plenty of familiar and not-so-familiar faces, as well as photos and stories from yesteryear shared. The Club does have a very proud history and in 2017 we will celebrate our 50th Anniversary – we look forward to bringing together many more former members and supporters for this occasion.

BayTrust has been a major partner in the last few years with loaning funds to get the Club built. We thank them for their support and generosity. The sale of Seventh Avenue has cleared a large part of the Club debt, leaving us in a position to be able plan for the future. Simon Collett has been a huge support for the Club and we thank him personally, and his firm HOBEC, for the legal advisory services provided over a number of years.

AN INCLUSIVE CLUB

We’ve had an extremely busy year hosting 11 tournaments (both social and competitive) as well as some Neeley Log challenges. In addition, we’ve worked on delivering events and activities that all members and visitors can enjoy. We continue to call on volunteers who play an important part in making the experience of these events memorable for those that attend. Our marketing and events teams will be looking to increase attendance and participation in 2016.

DEBENTURE REPAYMENTS

At the prizegiving, the Committee was once again pleased to make a repayment of \$13,000 to debenture holders. We expect the full debt to members will be repaid next year. Once again, we thank these members for their generosity.

ON COURT EXCELLENCE

With no exception, 2015 has proven to be yet another successful season for our Club on the court. We have seen some fantastic team achievements through the grades (record seven teams qualified for national superchamps) and some very impressive individual achievements as well. It's also pleasing to see members taking the opportunity to partake in the programmes Kylie has implemented to improve their squash.

Two standout performers have been Jamie Oakley who has won numerous titles this season and has just been announced Squash Bay of Plenty and Squash New Zealand's Player of the Year – an absolutely remarkable season! Also Ben Grindrod who has been competing on the international scene and working his way up the world rankings with some great results. It's fantastic to see both of these young men pushing boundaries and daring to be great. Results and highlights are outlined elsewhere in this report.

YOUR ELECTED COMMITTEE

I cannot speak highly enough of your Committee and can only emphatically state that your Committee is very committed to improving the opportunities and environment afforded our members, and their families, both on and off the court.

I wish to thank the Committee and staff for their tireless efforts at the coalface of the game, representing the Club with distinction across all areas while the continued excellent contribution of our volunteers, SquashBOP, sponsors and funders in bringing our plans to life also cannot be understated.

I'd like to pay special tribute to those Committee members who resigned during the year due to other commitments: Keith Dunston, Blair Myles and Linda Neill. All have been loyal and long-serving members of the Committee and made significant contributions to the Club. Also to our Statistician Theresa Dunston who also stood down from the role – she has provided this service for many, many years and we are very grateful. To our retiring Committee members Jo Munro, Deb Boyd-Collins and Amy St George who have worked so hard. Your efforts and enthusiasm have been much appreciated and you will be missed for your valued friendship and wisdom you provide to the Committee.

WORKING TOGETHER FOR THE BEST OF THE CLUB

We know other Clubs around the country are looking to emulate our success, our challenge is to retain our envied position – be focussed, be leaders, be innovators, be in it for the good of our Club and for the good of our sport. While keeping our edge is important, we also need to focus on retaining something just as valuable – the trust and support of our members. Our members are concerned about how we deliver on being a responsible Club and what's in it for you as members. That part of our work remains front and centre too.

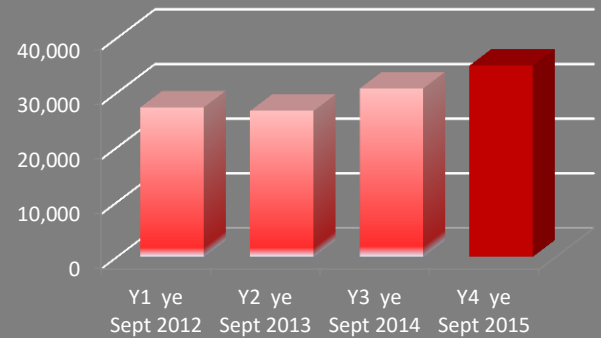
It's hard to believe we've just celebrated our 4th birthday! I feel extremely proud to be part of Devoy Squash & Fitness Centre. It is our hard working, passionate and dedicated volunteers who contribute to our success as a Club. These volunteers, together with our players, families, supporters and our sponsors make Devoy Squash & Fitness Centre the strong and successful Club that it is.

Roll on 2016.

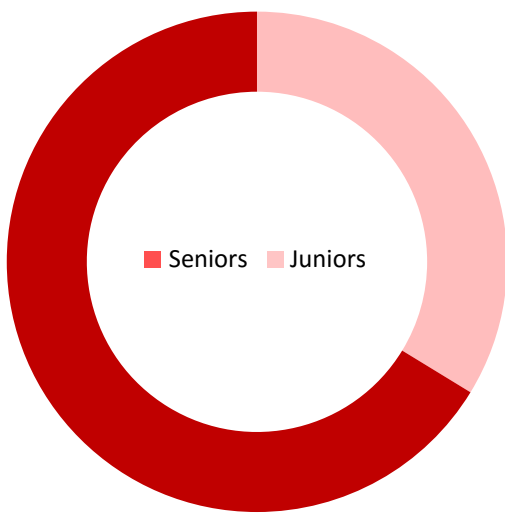
At 30 September 2015
**MEMBERSHIP
STATISTICS**

“The popularity of membership to this facility continues to astound and is testament to a superior facility and the comprehensive activities made available to members”

NUMBER OF GAMES PLAYED

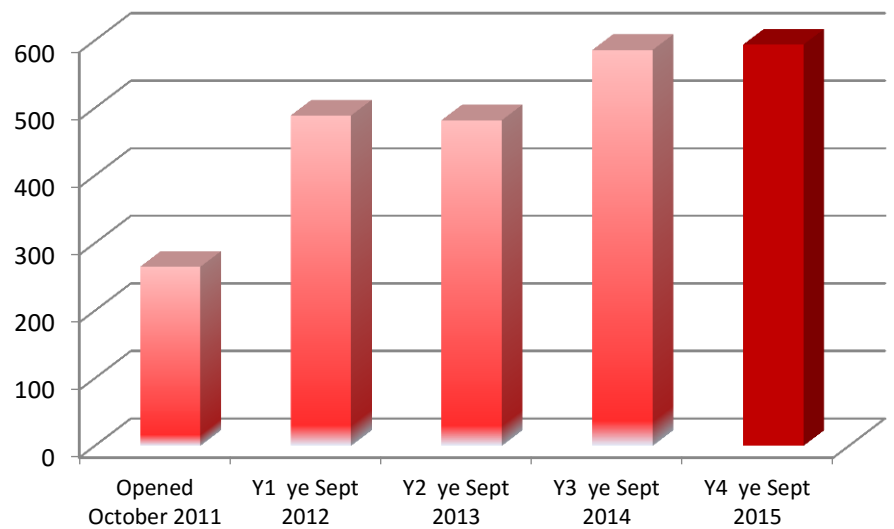


CLUB MEMBERSHIP



Total Members 594 (50 potential members on waiting list)

MEMBERSHIP GROWTH



**Two additional courts added 2014*

BAY OF PLENTY AFFILIATED SQUASH CLUBS & MEMBERSHIPS

Affiliated Clubs	Declared Members	Senior Men	Senior Women	Junior Boys	Junior Girls	Graded	Leisure
Devoy Squash & Fitness Centre	594	258	144	130	62	229	365
Edgecumbe Squash Club	121	42	35	22	22	65	56
Geyser City Squash Club	125	57	35	21	12	125	0
Galatea Social Squash Club	74	32	32	6	4	72	2
Katikati Squash Club	83	25	28	18	12	55	28
Lakes High Squash Club	56	29	13	8	6	35	21
Marist Squash Club	46	26	18	2	0	24	22
Mount Maunganui Squash Club	145	86	28	24	7	103	42
Putaruru Squash Club	44	14	19	6	5	40	4
Reporoa Squash Club	49	19	16	9	5	45	4
Ti Street Squash Club	32	22	6	4	0	32	0
Taneatua Squash Club	19	9	10	0	0	19	0
Tokoroa Squash Club	97	37	23	17	20	42	55
Te Puke Squash Club	146	67	39	23	17	139	7
Taupo Squash Club	118	54	32	23	9	75	43
Whakatane Squash Club	66	34	22	8	2	51	15
Waikite Valley Squash Club	49	28	14	6	1	22	27
TOTAL	1,864	839	514	327	184	1,173	691

At 30 September 2015

KEY CLUB HIGHLIGHTS

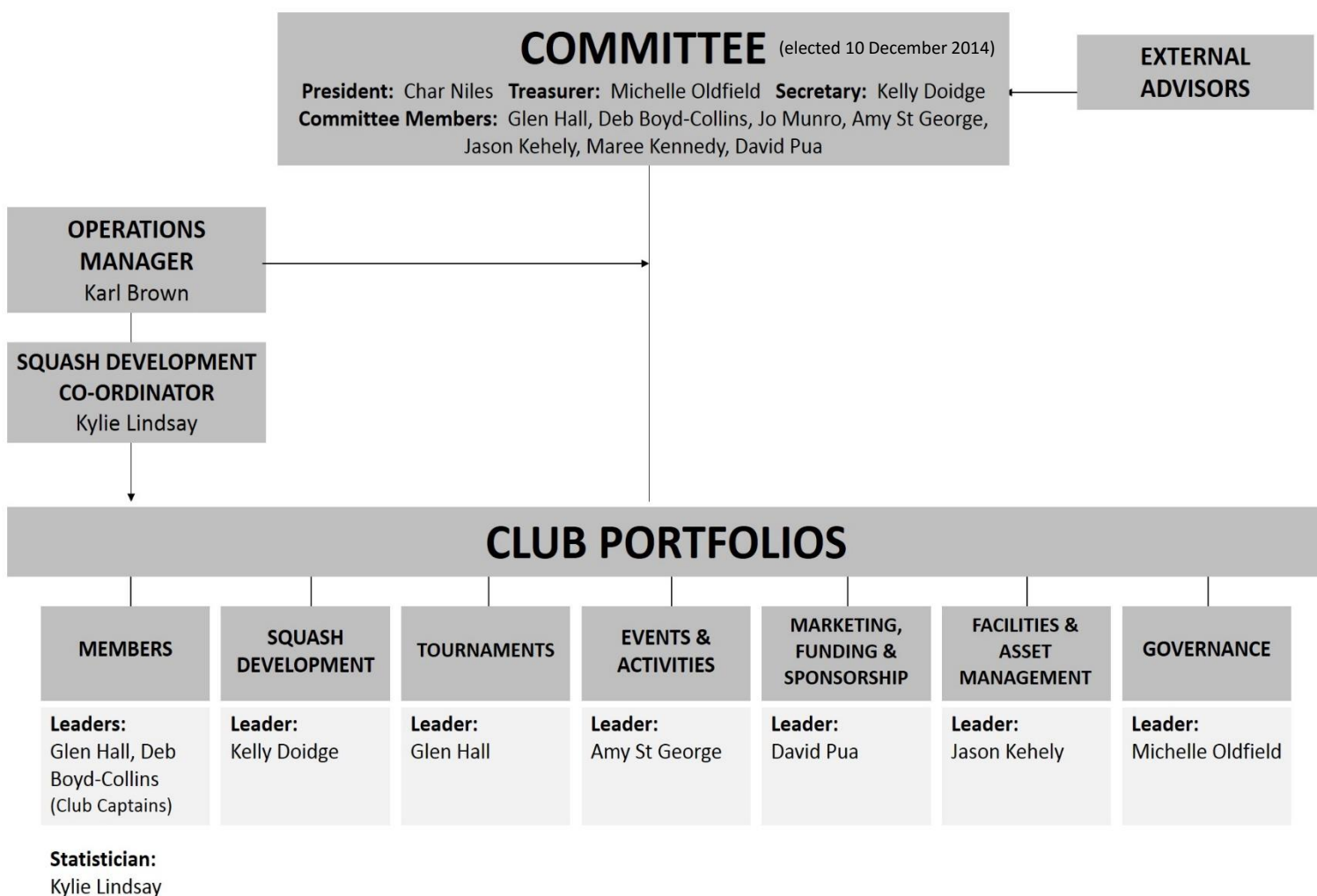


“The reward for work well done is the opportunity to do more”

- › Since opening in October 2011, membership has **grown to 594 members**. This excludes casual/leisure members, business house teams, Tauranga Boys College students, other local schools, community user groups (approx. an additional 1,000).
- › Since opening in October 2011, there has been over **4.7 million minutes equating to 119,000** games of squash played.
- › We have the **largest** squash membership of the 17 Clubs in the Bay of Plenty.
- › We have the **largest** graded membership in the Bay of Plenty.
- › We dominated the Bay of Plenty regional championships with 7 out of a possible 10 **teams winning** superchamps titles.
- › This year, members have excelled and won age group, regional and national titles as well as **representing New Zealand** and world junior teams.
- › Our junior programme was **fully subscribed** with a waiting list established.
- › Business house has **introduced new teams** incorporating social and non-members, and has culminated in new members joining the Club.
- › Club Night has proven **very popular** and again culminated in new members joining the Club.
- › Court usage during peak times (3.00-8.00pm) was at **90% capacity** during weekdays.
- › We are stockists of the **largest selection** of squash rackets in the Bay of Plenty.
- › We have hosted a **number of tournaments** including an Open Tournament (PSA which attracted over 180 players, A2 tournament, Doubles Tournaments, Masters, Junior and fun tournaments).
- › We have run various programmes for **community users** including schools, home school, holiday programmes, women n wine, blokes n beer, technical training, camps... the list goes on.
- › We have contracted a Squash Development Co-ordinator to accommodate the **growth of squash** BUT... we can still do more and there is plenty of demand.
- › Oh, did we mention ... it's just been announced, we're now **the largest Squash Club in NZ!**

COMMITTEE STRUCTURE

“The introduction and trial of portfolios has increased our capability to deliver on our planned activity, with Committee members leading specific task areas”.



See overleaf for portfolio responsibilities

Responsibilities

**CLUB
PORTFOLIOS**

“Alone we can do so little; together we can do so much”

Helen Keller

CLUB PORTFOLIOS						
MEMBERS	SQUASH DEVELOPMENT	TOURNAMENTS	EVENTS & ACTIVITIES	MARKETING, FUNDING & SPONSORSHIP	FACILITIES & ASSET MANAGEMENT	GOVERNANCE
<p>Leaders: Glen Hall, Deb Boyd-Collins (Club Captains)</p>	<p>Leader: Kelly Doidge</p>	<p>Leader: Glen Hall</p>	<p>Leader: Amy St George</p>	<p>Leader: David Pua</p>	<p>Leader: Jason Kehely</p>	<p>Leader: Michelle Oldfield (incl President, Vice, Treasurer, Secretary)</p>
<p>Responsibilities</p> <ul style="list-style-type: none"> • Induction new members • Co-ordinate buddy system (organise and introduce existing members to new members) • Follow up communication • Follow up exit surveys • Arrange grading as required • Arrange teams and liaise with captains • Recruit volunteers • Manage and support volunteers • Member satisfaction • Liaison between members and Committee • Member management incl complaints 	<p>Responsibilities</p> <ul style="list-style-type: none"> • Club Night • Squash Development programmes – juniors, development squads, high performance, senior • Coaching & referees programmes • Maintains coaching register • Ensures coaching resources & equipment available to club coaches • Liaise with Coaching Co-ordinator re programmes 	<p>Responsibilities</p> <ul style="list-style-type: none"> • Competitive tournaments • Social tournaments • Business House • Club Champs • Liaise with Statistician for results entry 	<p>Responsibilities</p> <ul style="list-style-type: none"> • Organises social events • Organises fundraising events • Organises Club annual prizegiving • Photo boards • Member fun • Organising AGM 	<p>Responsibilities</p> <ul style="list-style-type: none"> • Sponsorship for Club and programmes (court, squash development, business house, club night) • Co-ordinate funding plan for capital purchases and programmes • Funding applications and audits • Maintains relationships with funders • Oversee content of website • Posters and flyers • Marketing collateral • Club merchandise • Media liaison • Club promotion • Scholarships fund • Annual Report 	<p>Responsibilities</p> <ul style="list-style-type: none"> • Maintains Facilities Maintenance Plan • Maintains asset register • Overseas all facility maintenance, repairs and installation • Liaison person for sale 7th Avenue • Equipment hireage 	<p>Responsibilities</p> <ul style="list-style-type: none"> • Steer Club towards strategic plan & goals • Oversee Strategic Annual Plans & goals • Helps Portfolios prioritise goals • Maintains relationships with stakeholders • Represents Club at District Assn meetings • All financial matters • Correspondence • Facilitate meetings • Meeting preparation, minutes • Policies & Guidelines • Employee/ Contractor matters • Debt repayment • Professional development • Familiar with the constitution, rules, procedures & the National / Regional Squash rules and regulations

Volunteers are always needed. Let us know if you can help or would like to be involved within any portfolio.

CLUB REPORTS

YEAR ENDED 30 SEPTEMBER

2015



dame susan devoy

squash  fitnesscentre

Karl Brown

OPERATIONS MANAGER



“On court activity has been very strong with record numbers participating”

2015 has been another busy year with plenty of on and off court activity. With record numbers participating in competitive activity along with the introduction of the Squash Development Officer role, this year has seen the overall skill level of a huge number of members lift substantially, adding further to their enjoyment and interaction with the game.

MEMBERSHIP

For most of the year we have had all but capacity membership hovering around 600 members. Membership had to be closed on two occasions during the year as pressure built for access to courts during peak times. The most recent closing of the membership resulted in a waiting list in excess of 50 potential members building up over a 3 month period. The popularity of membership to this facility continues to astound and is testament to a superior facility and the comprehensive activities made available to members. It is likely we will introduce an off-peak membership option next year to accommodate the continued demand while maximizing the facility during off peak times. Wonderful problems to have and totally unique to your Club. Rest assured, other squash clubs are generally experiencing stagnant or declining membership and we are the star in the NZ Squash scene.

2015 ACTIVITY

On court activity has been very strong with record numbers participating in not only our own tournaments, but those throughout the Bay and beyond. Interclub has been very strong and in some rounds our Club has fielded over 50% of the total teams entered in the regional competition. This year we fielded teams in every grade for the District Eliminations event with 8 of these teams winning through to the National Superchamps competition. A number of teams made finals, however we were unable to secure any national titles this year. A steady stream of players continue to be named in representative teams, placed in age group rankings and securing national titles.

PROSHOP & BAR

Proshop sales continue to grow and we have become known within the game as squash racket specialists with a comprehensive range from entry level to top of the line professional frames. Pricing is kept well below recommended retail with all profits returned to members.

Bar sales during the year held up compared to last year even with the changes to the blood alcohol levels seeing patrons adopting a more conservative attitude. Suggestions have been made to offer a courtesy driver facility similar to other clubs and this will be investigated for larger events next year.

A new till system was introduced during the year providing better controls at point of sale including comprehensive stock control and financial reporting.

SQUASH DEVELOPMENT

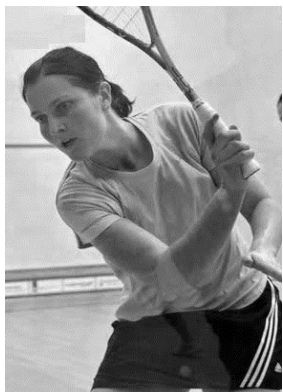
The introduction of the Squash Development role in March has seen a steady stream of new squash and fitness related programs made available to members throughout the year. The appointment of Kylie Lindsay, former professional and NZ Representative, has added huge value to the membership of the Club. To date, these sessions have been taken up by over 1,000 participants and next year this number will further increase. Devoy Squash is one of a small handful of clubs in the country that essentially has a resident professional available to members to further grow their game at all levels. Look to see further development to this role in 2016 with continuation of many of these programs along with a number of new and exciting opportunities to lift your game by way of skills and fitness activities.

THE YEAR AHEAD

2016 will see further continuation of our on court activity with strong tournaments, Interclub and competitive activity along with some fun events and social activities. Some events already planned for 2016 include the popular Handicapped 1 Day Tournament, introduction of a new 3's One Day Team Event and Junior Interclub. Communication for these and all club activities will be via our major communication channels of the email newsletters, facebook and the club noticeboard.

Looking forward to another great year.

Kylie Lindsay
**DEVELOPMENT
 CO-ORDINATOR**



“Kylie’s role commenced in March 2015. We’re looking forward to seeing our members engage in the opportunities available and to grow and improve as players”



As my role was a new one for the Club this year, how my job would take shape was a little unknown to everyone when I first started. There was a lot of brainstorming and planning at the beginning to come up with new programmes and ways to add value for members and also to get more use of the facility in off peak times by getting external groups in. Most of my time was focused on this at the beginning so we could get the ball rolling.

Because this was the first time any of the programmes had really been run at the Club, it was a little bit of trial and error to see what worked. From my point of view, I think all of the programmes have gone pretty well and the feedback I have gotten has been positive. Participants seem to have really enjoyed doing them and picked up things to help their squash.

I am planning on running all of the programmes again and I would love to see more people involved. I will be changing the format of some of them now that I know what works and what doesn't. I am also looking to add a few new programmes which will include racketball, senior group trainings and junior interclub.

New Programmes Year Ended 30 September 2015	Total No. of Participants
Women n Wine	15
Blokes n Beer	5
Dave Clarke Technical Development	16
Fitness Programme	127
Girls Group Coaching	68
Ladies Group Coaching	97
Mums n Bubs	4
Doubles Competition	32
Tauranga Girls College	51
Coast Kids Holiday Programme	194
YMCA Holiday Programme	70
Club Holiday Programme	39
Home School Coaching Programme	21
Junior Team League	36
Junior Development Squad	14
Bethlehem College	50
Established Programmes	
Junior Coaching Programme	121
Junior One Day Tournaments	95
Total	1,055

*Pod Leaders & Club Captains:
Glen Hall and Deb Boyd-Collins*

MEMBERS



Wow what a year!!! For the first time in goodness knows how many years, the Club had to put a stop on memberships as we surpassed our cut off mark of 600 members. People who wanted to join up had to go on a waiting list, this is just something that doesn't happen (well in these recent times) in any other clubs in NZ. The membership is now open again and those people who were on the waiting list have been able to join up.

Deb remembers when she first joined the Club (at 7th Ave) the then committee projected that there would be waiting lists and we would have to decide on a cut off mark, Deb personally couldn't see that happening especially when there were only about 120 - 150 or so members (may have even been less). They thought it would take about five years – oops only took four!

RECORD NUMBERS

This year, there was a record number of teams that went away to represent the Bay in the teams National events. These competitions are still some of best events on the squash calendar for the year. We must take this time to thank the wonderful coaches and supporters who gave up their time and focused all their energies on getting their teams up to speed to play with the best in the country.

INTERCLUB

Interclub has been really busy this year with Devoy again putting in a record number of teams. Squash BOP instigated a premier league for the higher graded players and that has been very popular. Women's interclub once again far surpassed the men's competition with gourmet style dinners being served up every Monday night leaving most husbands in envy as they cooked up mince on toast at home with the kids.

DOUBLES

Doubles has had a huge following this year with a number of events taking place at various clubs. Doubles is growing in popularity with many people joining this social and incredibly fun competition. Kylie organised a short four week doubles competition in November that proved hugely popular also. Doubles interclub on a Tuesday night has been revamped with Superhero doubles running 5 weeks before Christmas and then for another 5 weeks starting in February – there's a massive 26 teams taking part.

NEELEY LOG

Our members put together a team in November 2014 to challenge Edgecumbe, we came away with the Shield for the first time in over 20 years. Cameron Burns took up the challenge of organising a group of members every two months to defend the title while showcasing our Club, facilities and some good old fashioned hospitality. Thanks Cam you did a fantastic job and made the competition something to remember.

JUNIORS

Congratulations must go out to our busy Juniors who have been winning left right and centre, some even gaining a massive 1500+ competition points for the year.

It's been a fantastic year with many memorable moments, 2016 is shaping up to be even bigger with even more events for members on the horizon.

Pod Leader: Kelly Doidge

SQUASH DEVELOPMENT



CLUB NIGHT

Club Night continues to be popular with plenty of new faces this year coming to have a go. Deb Boyd-Collins has done a great job of co-ordinating this on a Wednesday night from 7.00-9.00pm. Players have enjoyed some coaching, playing games and learning the basic rules of squash. It's nice to see some of our more experienced players assisting with Club Night – this ensures that everyone is made to feel welcome and can pass on some of their knowledge to those just starting out in squash. It's also a great way to meet people. Club Night was pressed for courts during the peak of the season with Superchamps teams training. The Committee will be having ongoing discussions around the format for Club Night for 2016.

JUNIOR DEVELOPMENT

It's pleasing to see the number of juniors participating in the junior and development programmes. Kylie has enhanced the programme this year with a new format. A special thanks to our junior coaches who have provided the on-court coaching and assistance on a Monday after school: Josh Oakley, Jamie Oakley, Ben Grindrod, Michael Dunston, Lauren Clarke, Tyler Ranger, Sean Dykes, Jack Niles. These junior sessions are aimed at E-J graders. In 2016, in conjunction with Squash Bay of Plenty, we will be looking to get more coaches qualified (junior and senior) and put through some practical workshops.

This year saw the implementation of a Junior Development squad coached by Kylie on a Tuesday morning. This has been aimed at C-D graded players. We have seen a real improvement in these players during the season, particularly in their court movement and technical ability.

We acknowledge we do have a gap in our programmes aimed at the Elite Juniors of our Club. This is an area of focus for Kylie in the coming year.

This year saw a high numbers of juniors selected for Future Stars, Bay Development, NZ Development and NZ Elite Training squads. These players are identified by Squash Bay of Plenty and Squash New Zealand as having potential to go further in the game. This is a good pathway of development for our players.

REFEREES

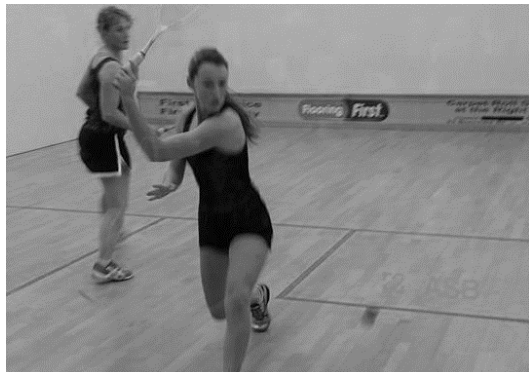
Refereeing is an integral part of our sport. Squash New Zealand offers a progression pathway aimed at encouraging referees to get involved in squash and enabling them to improve their skills and continue to challenge themselves through refereeing as a pursuit. There are currently three qualification levels recognised – Club, District and National Referee.

It is a prerequisite of competing at the National Superchamps that players must complete the Club Referee Qualification. This involves a simple theory test. All of our 8 Superchamps team members passed their Club Qualifications.

Squash Bay of Plenty lead an initiative this season to identify players to become District Referees. We had 4 members qualify as a District Referee by sitting and passing theory and practical components of the District Referee test. Congratulations to Becky Clarke, Michel Galloway, Ross McCurran, BJ McKenzie who passed their District Referees Exams. It is hoped that some of these members will work towards becoming National Referees.

With the implementation of the Squash Development Co-ordinator role, we are likely to see changes to the responsibilities of this portfolio in 2016.

Pod Leader: *Glen Hall*
TOURNAMENTS



Where do you start with such a large number of tournaments for the year and an even larger number of members who entered our tournaments! These events really create a lot of hype and enthusiasm around the Club. It gives us a chance as members to show off our fantastic facility, whilst also giving us the opportunity to provide some good old fashioned hospitality and keep people coming back for more.

THANKS TO OUR VOLUNTEERS

Our tournaments would not be successful without the help of many volunteers. Members who volunteer at these events put in countless hours and help make the events successful. There are far too many helpers/volunteers to list them all, but some stand out from the rest. A special thanks to:

- Jo Munro (Kitchen and Food)
- Karl Brown (All the little things and there are lots)
- Deb Boyd-Collins (Bar and early round markers, general everything)
- Tyrel Katu "Kutz Photography" (Photos at the events)
- Marcus Niles (Helping with the draws)
- Keith Dunston (Fellow tournament director)
- Amy St George (Results entry and entertainment)
- Char Niles (Anything or everything and prizes)

GET INVOLVED

If you'd like to be involved in any capacity in tournaments, we'd love to hear from you. Running a tournament is a large undertaking so the more members we have involved, the easier it is - even if it's just emptying the rubbish or vacuuming the floors, any time you can give is always gratefully accepted.

TOURNAMENTS WE'VE HOSTED 2015	DATE
Neeley Log Challenge vs Mt Maunganui	15 Feb
Ian Taylor Memorial Fun Tournament	27 Mar
Devoy Masters	17-18 April
Neeley Log Challenge vs Katikati	25 Apr
BOP Secondary Schools	15 May
Neeley Log Challenge vs Te Puke	14 June
North Island Championships/Closed PSA	3-5 July
Junior Holiday Tournament	17 July
Prince Junior Tournament	23 Aug
A2 Tournament	28-30 Aug
NZ AIMS Games	9-12 Sep
Neeley Log Challenge vs Geyser	13 Sep
Junior Holiday Tournament	28 Sep
Neeley Log Challenge vs Taupo	10 Oct
Nga Hau e Wha Maori Squash Tournament	23-25 Oct
BOP Doubles Tournament	6-7 Nov



Details of our larger

TOURNAMENTS

MASTER AND DOUBLES 17-19 APRIL

Our first major tournament was held on April 17-19. This event was hugely popular with Masters from all around the country, we had a total of 68 entries (42 Men, 26 Women) for the singles and 12 doubles teams. This tournament is the most social tournament of the year with the highest percentage of bar turnover compared to all other tournaments. I guess the oldies have the most pocket money after all!

PAK'nSAVE NORTH ISLAND CHAMPS (CLOSED PSA) COMBINED WITH TAURANGA OPEN 3-5 JULY

We then moved on to the Pak'nSave North Island Champs combined with our Open 3-5 July. This was also a Closed PSA event. This was by far our biggest event for the year, with a massive 181 entries (7 men's draws and 5 women's draws). Joelle King joined us again this year with some other big talents such as Even Williams, Lance Beddoes, our local star Ben Grindrod, Elle Epke, Becky Barnett and many more. We also welcomed back a contingent of strong juniors from the USA which is always fantastic. Being such a big event, this meant we needed to join forces with the Mount Squash Club and have some of the games played over there. We also delved into livestreaming on the BayTrust court and had over 7,000 hits from afar field as England, France and the USA. A huge thanks must go out to our major sponsor Pak'nSave Tauranga - without their ongoing support, along with our other sponsors, the Club would not be able to hold such prestigious events. A special thanks also to MacMillan Lockwood for sponsoring new trophies for the Tauranga Open, as well as individual keepsake trophies for all division winners.

A2 & BELOW 28-30 AUGUST

We managed to attract 90 players for this event from as far away as Gisborne and Palmerston North. With 8 Men's draws and 5 women's draws, this was an action packed weekend, Prize sponsor Game Gear turned out to be hugely popular.

NGA HAU E WHA MAORI TOURNAMENT 23-25 OCTOBER

Labour Weekend saw the Club host for the first time the Nga Hau e Wha Maori Squash Tournament. This incorporated many divisions. Unlike other tournaments, players entered divisions such as Juniors, Masters, Kuia, Kaumatua, Social, Mixed, Doubles. This is a fantastic event of great cultural display and camaraderie. The highlight was definitely the Kapa Haka Festival on the Saturday night where each region puts on a skit. A huge thanks to Pio and Kath Te Kawe, Amy Porter and Anton Tukaki for their tremendous work in organising this event.

BOP DOUBLES 6-7 NOVEMBER

Our final tournament for the year is always the most relaxed, it's the end the season and it's great to have a popular tournament that isn't for points. Members are getting ready to enjoy the summer doubles tournaments and doubles competitions that run during the hotter months of the year. If you haven't tried doubles, it's great fun socially and a great way to experience playing on the bigger doubles courts.

BUSINESS HOUSE

Business House has been a great forum for introducing new businesses to squash and mingling with the members. Teams of four players (experienced or not – it doesn't matter) compete against other teams. Huge thanks to Jo Munro for all her time and efforts over the past few years in organising and running Business House. Jo has now stood down from this role. Business House is a social environment that has also culminated in new members joining the Club. Business House generally run in terms 2 and 3 on a Thursday night. In Term 4, in the lead up to Christmas, a new format has been introduced to incorporate squash, darts and indoor bowls. This has also proven to be a popular model in a short time frame. Thanks to Tepua Russell for co-ordinating this.



NEELEY LOG CHALLENGE

Thanks to Cameron Burns who was charged with organising our Neeley Log Challenge Teams.

Last November, we travelled down to Edgumbe and had a successful challenge – the first time in 21 years the Club has held the trophy! Edgumbe were fantastic hosts and this set a precedence for us to follow for future challenges. Also notably about Neeley Log is the spirit and sportsmanship for us to follow.

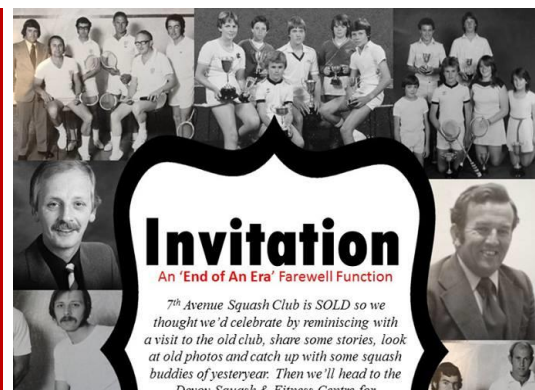
Our first defence was against the Mount Club in February. They turned up with support crew but we managed to beat them 12-6 with support from non players as well – a great Club effort. April, June and September we had strong challenges from Katikati, Te Puke and Geyser City Squash but we beat them all comprehensively. Taupo was the challenge in October and despite a few unavailable players from our Club through the grades we lost 8-6 – coming down to the second and third to last matches. Taupo played well and there were plenty of hard fought games throughout the reign of the Log.

Special thanks to everyone who played and supported, also the blokes on the BBQs – Liam Brett Kelly, David Signal and Mike Bailey. A huge thanks for Deb Boyd Collins and Jo Munro for all their help – much appreciated by everyone.

We will have to wait until we get the next challenge for it to start over again. Cheers **Cam Neely Burns**

Pod Leader: Amy St George

EVENTS AND ACTIVITIES



IAN TAYLOR MEMORIAL FUN TOURNAMENT

This is an annual fundraiser for the Ian Taylor Memorial Scholarships with all funds set aside in an account for scholarship recipients. This year we ran it as a Fun Handicapped Tournament with no prizes, just a chance to win a gift hamper which included all donated products. All the players thoroughly enjoyed the tournament, especially some of the lower graded players who got to play some of the higher graded players. We also gave people the option to play with the old fashioned wooden rackets which was great entertainment.

CELEBRATING SALE OF 7TH AVENUE

We invited former members to have a last look through the old Club. There were five past presidents, club captains, life members, club champions – it was fantastic to see everyone come together. There were lots of stories, photos hauled from the attic, plenty of laughs and 'haven't seen you in ages' moments. We celebrated the occasion with some refreshments at the new Club to show off how far we've come. We will commence planning next year for the big 50th Anniversary in 2017.

LADIES NIGHT

Ladies Night was great fun! We invited Indulge Boutique to come to the Club and set up a 'pop up' shop. Some of the products they sold were homewares, clothing, handbags and jewellery which was obviously a great hit with the ladies. We also put on snacks and a glass of bubbles for each ticket purchased.

FUNDRAISING

The Club is always willing to help teams who are fundraising for superchamps. This year the teams did raffles, a movie night and a looooooong ladies lunch. A big thank you to all our members for supporting the teams.

CLUB BBQ

Just a quick reminder that the Club does have a BBQ that can be used by our members at any time, just see Karl at the office. (This was used a few time during the rugby world cup).

ANNUAL PRIZE GIVING

This was a great success this year. The Club puts on dinner and dessert, then we supply the music to dance the night away! It's always a great way to end the squash season and celebrate the achievements of our members.

It has been really nice to see more people attending and creating a great Club culture. We're looking to host more events and activities next year.

Pod Leader: David Pua

MARKETING & SPONSORSHIP



› This year saw a change and hand-over of the Marketing and Sponsorship portfolio to myself after Blair Myles stood down from the Committee due to other commitments.

BRAND DEVELOPMENT

With Committee approval, work commenced on developing new designs concepts for player clothing and other brand development. The objective being to help the DSFC 'standout' and project an image of professionalism and pride. This work will continue in 2016, with a completion date to be confirmed.

TIN SPONSORSHIP

At the beginning of the year tin sponsors included Bay Trust, Artisan and MacMurdo with Financial Independence, Flooring First and Powerade being available for renewal. A three year agreement was entered into with new tin sponsors Mega Mitre 10 and Eves Realty. We have an opportunity available for a further tin sponsor. There are many benefits and promotional opportunities available for your business if you are interested in becoming a tin sponsor including: naming rights to a court, logo on online booking system/lights/tournament board, website advertising, profiles in newsletters etc. Andy Linn from Artisan Jewellers has been inventive and put together jewellery prize draws for booking and playing on the Artisan Court. We're happy to accommodate our sponsors any way we can. We encourage all members to use their products and services where possible.

GENERAL SPONSORSHIP

As well as tin sponsorship, other opportunities exist for businesses to get involved - we're looking to improve the Club brand and your brand profiles in 2016 with sponsorship being sought for our junior programmes, business house, club night, teams. Sponsorship may include (but not limited to) cash contributions, products or services.

TOURNAMENT SPONSORSHIP

Achieving tournament sponsorship proved challenging this year. However, tournament sponsorship was secured from a number of sponsors (see page 28). In particular, special thanks to our major tournament sponsor **Pak'nSave** who are huge supporters of not only our Club, but also the community.

GRANTS

We received grants during the year for the purchase of tiered seating, till system and a television.

MEMBERS & SUPPORTERS NEWSLETTER

Regular newsletters are sent to members and supporters on a regular basis. This is a great mechanism for keeping informed of upcoming events and activities, as well as Club and member successes. All members should currently be subscribed. If you are not receiving these updates, then please see Karl or subscribe via the website www.devoyssquashandfitness.co.nz

WEBSITE

A review of the website is being undertaken. Once the design concepts are finalised, we will roll out a fresh new website, which will be more user friendly and provide an important medium for keeping our members and visitors well informed. We're also looking at opportunities to market our pro-shop stock online as well as a members services area. Watch this space.

FACEBOOK

We're up to 560 likes on Facebook - we're aiming for more! Please feel free to share any success stories, photos or videos you have regarding your squash, or ask any questions, post feedback. Facebook also provides us an opportunity to invite you to Club events so the more members we have as friends on Facebook, the easier it is for us to let you know what's going on in the Club.

Pod Leader: Jason Kehely
FACILITIES AND ASSETS



SEVENTH AVENUE SQUASH CLUB

After many a headache trying to get Seventh Avenue sold, we finally did it. Right to the end, we had multiple offers which posed even more headaches. In the end, the property settled in August for \$630,000 zero rated and without agents fees.

REPAIRS & MAINTENANCE

The latest two courts (Artisan and MacMurdo) were painted with the latest and greatest paint system which failed by way of leaving the walls badly marked in a short span of time.

ASB Courts thankfully supplied us with another paint, but unfortunately we had to front the cost of sanding and reapplying the paint which came out of R & M. Other substantial items of R & M were replacement of the front glass doors, painting of the concrete tilt slabs inside and repainting of the change room foyer doors.

The cost of R & M for the year was around \$15,000 and although some items would be thought of as “one off”, we expect R & M not to be as high in 2016.

The Committee has established an R & M fund and is putting aside \$5,000 per month for future maintenance. We invest in cleaners and volunteers to regularly clean the court floors and walls. With regular maintenance and cleaning, we’re expecting to not only have a nice facility, but also extend the life of it.

NEW PURCHASES

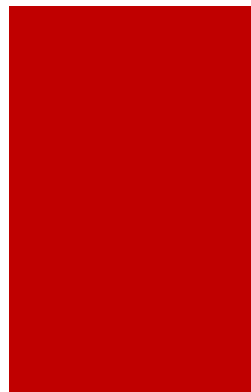
We now have a new till system and a TV which were fortunately paid for by grants.

COMING UP

Looking forward to next year we will have Fast Fibre up and running.

We have some decisions to make and planning to do regarding future expansion and refurbishment. An extended kitchen and bar area, as well as reconfiguration of the change rooms and potentially more courts is all on the agenda for consideration.

Lots of exciting stuff moving forward



Balance Sheet

Tauranga Squash Rackets Club Incorporated
As at 30 September 2015

Assets	
Bank	
Devoy - Capital Saving Account	
Devoy - Development Account	
Devoy - Ian Taylor Scholarship	
Devoy - Levies Savings Account	
Devoy - Maintenance Account	
Devoy - Trading Account	
Total Bank	



CLUB PORTFOLIOS

This year saw the introduction of Club portfolios. Governance is a key element in the continued future growth of the Club and the focus was on ensuring the Club complies with all legal and constitutional requirements; set strategic direction and priorities; identified and implemented policies and management performance expectations; considered the management of risk; and monitored organisational performance in order to exercise accountability to the Club and its members.

POLICIES & PROCEDURES

During the year we identified policies and procedures which were important to the everyday operation of the Club, these were largely around member and member conduct, formalising our Club complaints processes, security and court bookings/venue hireage.

TIGHTER CONTROLS

One of the key improvements during the year was the introduction of the Till system. It was identified very early on in my role of treasurer that the previous way of managing the financial transactions, stock control and debtors was not the most satisfactory way of running a business and not being absolutely confident of any leakage it was high on my priority list to introduce a POS system integrating our multiple divisions of the Club including membership, tournament and activities, bar and the pro-shop.

This also became more apparent as the Club continued to grow in membership that we needed change. We got the funding and purchase over the line and now have greater certainty of accurate and readily assessable financial information, improved stock control systems, improved debtor management procedures and confidence that we have the tools available for the future growth of our Club.

HUMAN RESOURCES

During the year we committed time and resources to HR. Karl's position was changed to an Employee engagement also allowing the committee the opportunity to review the job description of that management role and allowing us to introduce key performance measures of the committee's expectations. We introduced the Squash Development coordinator role as a contractor position, this role was new to the Club, the committee had sound ideas of what that position should entail, we found the right person for the position and all fell into place, our expectations of this position is it will continue to grow the revenue of the Club, especially as the position transitions into a more full time role.

MORE EFFICIENT SYSTEMS

At the beginning of the year we changed accounting systems to an online based system, Xero allowing the Club to streamline accounting and bookkeeping processes, have greater reporting capabilities as the financial information is available electronically daily meaning real time information and greater transparency between management and the Treasurer. This year, the Club integrated the annual budget into Xero so we were able to report our actual financial position against our budgeted, to identify where we were at for financial planning purposes. We also introduced tournament and event budgets to ensure a return back to the Club, again we have been able to track tournaments and events transactions to gauge the profitability of those events.

2015 saw some great achievements in the Governance space, there is still a lot of work to be done here and this will continue to evolve over the coming year. I've enjoyed being the Governance portfolio leader and will continue to be heavily involved in this area.

RESULTS & HIGHLIGHTS

YEAR ENDED 30 SEPTEMBER

2015



dame susan devoy

squash  fitnesscentre

Results and Highlights

IAN TAYLOR SCHOLARSHIP RECIPIENTS



“Our inaugural 2015 scholarship recipients Ben Grindrod, Josh Oakley, Jamie Oakley and Ben McCurran have all had an outstanding year and performed well on the squash scene. The Scholarships were introduced to assist members in their pursuit of squash excellence”

BEN GRINDROD

(Senior Scholarship)

- World ranking No. 145 (last year 160)
- NZ Ranking No.8
- Geneva Open - 1st Round
- Waikato Open – Semi Final
- NT Open – Quarter Final
- NZ Southern Open – 1st Round
- Victorian Open – 1st Round
- NZ Nationals – Quarter Final
- Highlight first PSA semi-final at the North Coast Open
- Highlight making the world open qualifying draw
- Qualifying finalist in the Australian Open
- Chicago Open – 1st Round
- Cleveland Skating Club Open – Quarter Final
- Minneapolis Open – 1st Round
- Devoys Squash Cousins Shield – team finished 6th



JAMIE OAKLEY (Junior Scholarship)

- Top 8 in the Canadian Junior Open U/17 and made it through to the top 32 in the US Junior Open.
- Oceania Championships U/17 Champion
- NZ Junior Nationals U/19 Champion
- North Island Age Groups U/19 Champion
- NZ Secondary Schools Team Runner Up
- Selected for NZ Trans-Tasman Junior Team to compete in series against Australia – team won
- Selected for NZ Junior Elite Squad
- World Junior Boys Squad
- BOP Junior Boys Team – NZ Champions
- Tauranga Boys College Secondary Schools Team – NZ Runner-Up. Selected for NZ Secondary Schools team to compete in Australia.
- BOP Junior Quadrangular Team
- BOP Doubles Champion
- Devoys Squash Cousins Shield team
- Devoys Squash B-Grade Men’s superchamps team (team 5th)
- Squash BOP Player of the Year
- **NZ Squash Player of the Year**



JOSH OAKLEY

(Senior Scholarship)

- Josh travelled overseas late last year to compete on the international scene against some pretty tough competition. He was 4th in the Canadian Junior Open U/19 and made it through to the round of 32 in the US Junior Open
- Competed in the NZ Junior Open but unfortunately sustained an injury in the semi-finals
- Cousins Shield Team - finished 6th. First time Devoys Squash had entered a team in this competition
- Unbeaten at Quadrangular U/19 BOP Team
- Squash Bay of Plenty Elite Squad
- Squash NZ Elite Squad
- Devoys Squash Junior Coach for the past 4 years
- Josh is now studying Media & Society at Hobart College, Geneva in the USA. US Harrow Squash College player of the week first weekend on debut. Went 2 wins/2 losses against Navy, George Washington, UVA & MIT Colleges



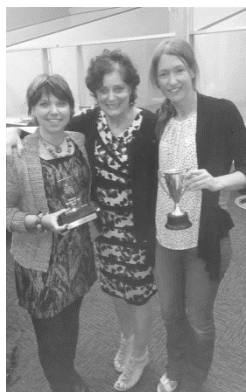
BEN McCURRAN

(Junior Scholarship)

- Moved from F-grade to D1 with an 86% win ratio.
- Part of Devoys Squash Development Squad
- Selected for Squash BOP Development Squad
- No.1 player for Men’s E-Grade team that won regional superchamps
- Competed in NZ E-Grade nationals
- Competed in NZ Aims Games – finished 5th. Team got silver medal
- Won BOP Intermediate School Championships
- Selected for the BOP Junior Quadrangular team winning all games
- Recently selected for NZ Squash Junior Development Squad 2016



At 30 September 2015
RESULTS AND HIGHLIGHTS



CLUB CHAMPIONS 2015	MEN'S / BOYS	WOMEN'S / GIRLS
Open Champion	Ben Grindrod	Lauren Clarke
B-Grade	Sean Dykes	Michel Galloway
C-Grade	Ken Brown	Taylor Clarke
D-Grade	Dylan Russell	Anika Russell
E-Grade	Matthew Brittain	Bridget Chugg
F-Grade	Drew de Wet	Julie Carson
Under 19 years	Sean Dykes	Lauren Clarke
Under 17 years	Dylan Russell	Taylor Clarke
Under 15 years	Glenn Templeton	Anika Russell
Under 13 years	Joe Smythe	Katie Templeton
Under 11 years	Not contested	Not contested
Rookie of the Year	Joshua Beale	Brenda Dempsey
Most Improved Player	Jamie Oakley	Kelly Doidge
Most Promising Junior	Jack Niles	Taylor Clarke

SPECIAL CLUB AWARDS 2015

Personality Award	Cameron Burns
Dummy Spitter Award	Chris Tietjen
Service Award	Char Niles and Michelle Oldfield

IAN TAYLOR MEMORIAL SCHOLARSHIPS 2015

Junior Scholarship Recipient	Jamie Oakley	\$500.00
Senior Scholarship Recipient	Ben Grindrod	\$500.00

At 30 September 2015
RESULTS AND HIGHLIGHTS



Competing on the world circuit Ben Grindrod

“Some people want it to happen, some wish it would happen, others make it happen” Michael Jordan

NEW ZEALAND JUNIOR AGE GROUPS

- U/19 Champion Jamie Oakley
- U19 3rd Place Alex Revington
- U/15 Champion Glenn Templeton
- U/13 3rd Place Joe Smythe
- Most Improved Boy Jamie Oakley

NORTH ISLAND JUNIOR AGE GROUPS

- U/19 Champion Jamie Oakley
- U/19 Runner Up Alex Revington
- U/15 3rd Place Glenn Templeton
- U/13 3rd Place Joe Smythe

BAY OF PLENTY JUNIOR INTER-DISTRICT TEAMS EVENT

- Boys’ Champion Team Jamie Oakley, Alex Revington, Sean Dykes, Tyler Ranger

SOUTH ISLAND JUNIOR AGE GROUPS

- U/15 Runner Up Glenn Templeton

NEW ZEALAND SECONDARY SCHOOLS TEAMS

- Runner Up Tauranga Boys College – Jamie Oakley, Tyler Ranger, Alex Revington, Sean Dykes, Robin Yang, Jack Niles
- NZ Selection Jamie Oakley, Alex Revington, Tyler Ranger (senior) and Glenn Templeton (junior) were selected to represent NZ in a secondary school trans-tasman series vs Australia. Team won the series

COUSINS SHIELD & MITCHELL CUP

- Men Finished 6th Alex Oakley, Eugene Black, Jamie Oakley, Ben Grindrod, Alex Revington, Josh Oakley, John Oakley (Manager)
- Women Finished 5th Kylie Lindsay, Vanessa Pennington, Ashleigh Dunston, Lauren Clarke, Becky Clarke, Viv Rundle, Kelly Doidge

NEW ZEALAND MASTERS CLUB TEAMS

- Runner Up Marcus Niles, Stephen Hurley, BJ McKenzie, Ross McCurran, Tony Aldersley

BAY OF PLENTY MASTERS INTER-DISTRICT TEAMS

- Finished 5th Marcus Niles, Stephen Hurley, Robbie Wyatt, Michel Galloway (our Club representatives)



NZ Age Group Champions Glenn Templeton & Jamie Oakley



Cousins Shield Team Alex Oakley, Sean Dykes, Eugene Black, Josh Oakley, John Oakley, Jamie Oakley, Ben Grindrod



Tauranga Boys Secondary School team Sean Dykes, Tyler Ranger, Jamie Oakley, Jack Niles, Alex Revington, Robin Yang

At 30 September 2015 RESULTS AND HIGHLIGHTS



BAY OF PLENTY OPEN

Men's Open Winner Alex Revington

BAY OF PLENTY MASTERS

Men's Winner Eugene Black

BAY OF PLENTY DOUBLES

Winners Joe Lyons and Jamie Oakley
Runners Up Marcus Niles and Darryl Russell

BAY OF PLENTY JUNIOR QUADRANGULAR TEAM

U/13 Joe Smythe, Ben McCurran, Katie Templeton
U/15 Glenn Templeton
U/17 Jamie Oakley, Alex Revington
U/19 Josh Oakley, Tyler Ranger, Lauren Clarke

BAY OF PLENTY YEARS 5 & 6 SCHOOL CHAMPIONSHIPS

Runner Up Joel Kennerley

BAY OF PLENTY INTERMEDIATE SCHOOL CHAMPIONSHIPS

Winner Ben McCurran
Runner Up Joe Smythe
3rd Place Sam Niles
3rd Place Katie Templeton

BAY OF PLENTY SECONDARY SCHOOLS INDIVIDUALS

Div 1 Boys Winner Alex Revington
Div 1 Boys Runner Up Sean Dykes
Div 2 Boys Runner Up Matthew Brittain
Div 2 Girls Winner Olivia McOnie

BAY OF PLENTY JUNIOR TEAM

(Representatives from our Club)

Boys: Sean Dykes, Tyler Ranger, Jamie Oakley, Alex Revington
Girls: Olivia McOnie, Lauren Clarke

PRINCE JUNIOR SERIES

1st Placing Nathaniel Adams
2nd Placing Logan Brill

Nathaniel Adams won a spot prize of a \$100 coaching scholarship as the Prince Series 'Best & Fairest'

NZCT AIMS GAMES

3rd Place Joe Smythe

DISTRICT CHAMPION OF CHAMPIONS

A-Grade Champion Holly Donnelly (runner up Nationals)
B-Grade Champion Sean Dykes (not contested)
E-Grade Champion Adam Hitchiner (8th Nationals)
F-Grade Champion Brenda Dempsey (3rd Nationals)

OCEANIA CHAMPIONSHIPS

U/17 Champion Jamie Oakley

BAY OF PLENTY FUTURE STARS SQUAD

Sam Niles, Adam Hitchiner, Daniel Eskrick, Joel Kennerley, Benjamin Adams, Caitlin Abbott, Claire Abbott

BAY OF PLENTY DEVELOPMENT SQUAD

Ben McCurran, Mitchell White, Jack Niles, Taylor Bettelheim, Matthew Sisson, Dylan Russell, Matthew Brittain, Joe Smythe, Ashleigh Templeton, Katie Templeton, Anika Russell

BAY OF PLENTY ELITE SQUAD

Glenn Templeton, Dominic Culpitt, Olly Smythe, Lauren Clarke, Taylor Clarke, Olivia McOnie

NATIONAL JUNIOR DEVELOPMENT SQUAD

Sean Dykes, Glenn Templeton

NEW ZEALAND WORLD JUNIOR SQUAD

Jamie Oakley, Alex Revington, Tyler Ranger, Lauren Clarke

DISTRICT QUALIFIED REFEREES

Ross McCurran, Michel Galloway, Becky Clarke, BJ McKenzie



BOP Intermediate School Championships
Joe Smythe, Ben McCurran, Sam Niles

At 30 September 2015
RESULTS AND HIGHLIGHTS



Our teams dominated in the regional Superchamps bringing home a record 7 titles.

SUPERCHAMPS DISTRICT ELIMINATIONS	REGIONAL	NATIONAL
B-Grade Men	Champions	5 th
B-Grade Women	Champions	7 th
C-Grade Men	4 th	---
C-Grade Women	Champions	4 th
D-Grade Men	Champions	3 rd
D-Grade Women	4 th	---
E-Grade Men	Champions	2 nd
E-Grade Women	Champions	4 th
F-Grade Men	Champions	2 nd
F-Grade Women	Only team	---



D-Grade Women's Team: Steve Richards (Manager), Mel Katu., Trish Brown, Jodie Hurley, Zoe Blissett, Marina Jury, Lisa McOnie, Tegan Bogle



D-Grade Men's Team: Jack Niles, Dylan Russell, Taylor Bettelheim, David Signal, Richard Harland, Jack Burgess. (Coach Darryl Russell, Manager Tepua Russell)

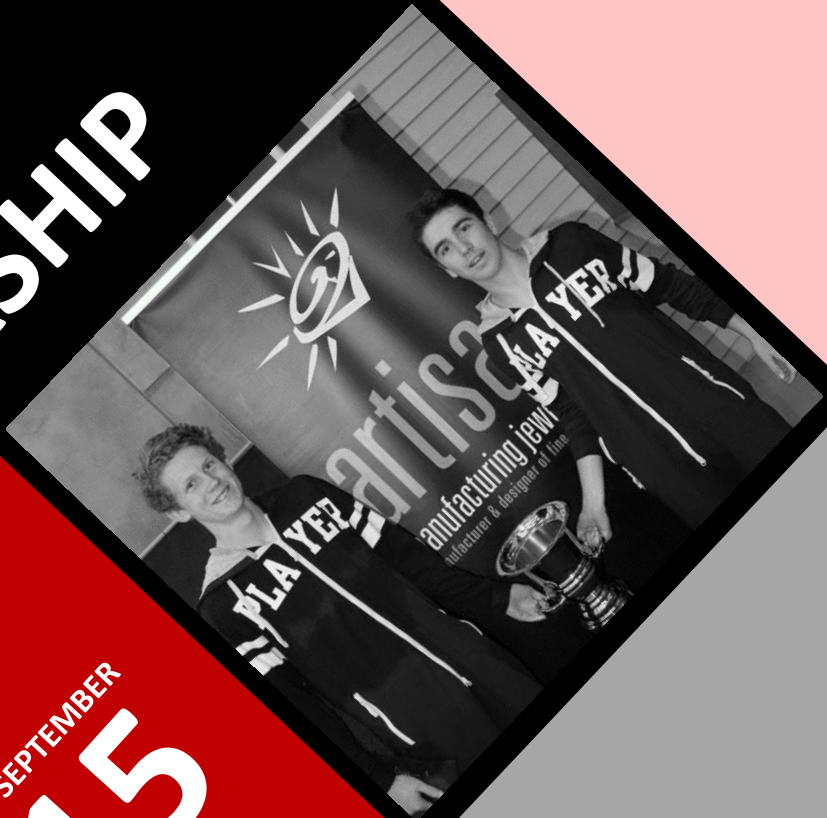


E-Grade Men's Team: Cameron Scott, David Pua, Mike Bailey, Shane Death, Ross McCurran (Coach), Ben McCurran, Matthew Sisson

IN PARTNERSHIP

YEAR ENDED 30 SEPTEMBER

2015



dame susan devoy

squash  fitnesscentre

2015: Our Fabulous
**SPONSORS &
FUNDERS**



Thank you!

NAMING RIGHT COURT SPONSORS



COURT SPONSORS

Bay Physiotherapy | Carrus | Higgins | 2M's Painting | Russell Builders
Versatile Products | Tauranga Chambers Lawyers

TOURNAMENT SPONSORS

Pak'nSave Tauranga | Carrus | Liquorland | Tauranga City Council | Eves Realty
McMillan Lockwood | Game Gear | Artisan Jewellers | Squash Bay of Plenty
Squash New Zealand | Cycles2You

SUPERCHAMPS TEAM SPONSORS

D-Grade Men Russell Builders | E-Grade Men Abron Group | F-Grade Men Cycles2You
Nationals teams received funding contributions from Squash Bay of Plenty and Devoy Squash & Fitness

FUNDERS



MAJOR PARTNERSHIPS



FINANCIAL STATEMENTS

YEAR ENDED 30 SEPTEMBER

2015



Michelle Oldfield
TREASURER



“We have continued to improve the financial performance of the Club over the 2015 year”

Devoy Squash and Fitness Centre (DSFC) has continued to improve the financial performance of the Club over the 2015 year. Membership was capped at 600 members which encouraged the Club to consider revenue growth in other areas. The demand for quality tournaments has continued in the current year hosting bigger and better tournaments, attracting higher graded players to compete and contributing to the bar and proshop revenue. Members have continued to develop their game of squash which is evident with the court usage still being near capacity throughout the peak of the season and the participation in our development and training programmes.

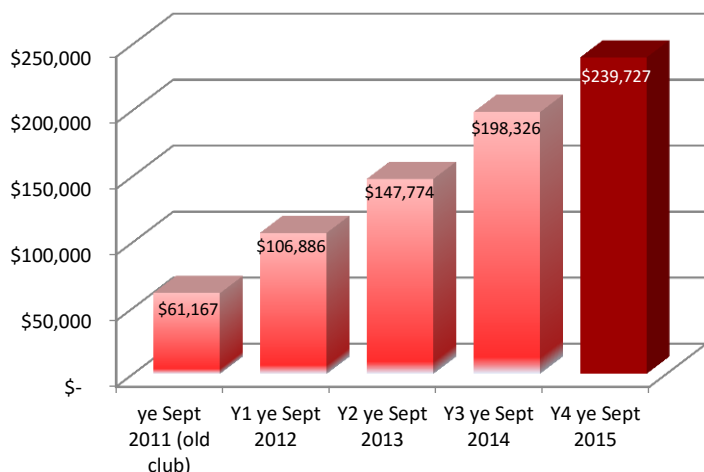
We have this year been smarter with our reporting, transitioning to Xero at the beginning of the year meaning we have real time information available. We have streamlined our debtors recording and collection processes, we’re able to provide transparency in the financial reporting with monthly reports available at each committee meeting and we are able to monitor our budget vs actual performance on a monthly basis to ensure the Club is tracking in line with what was expected.

We have also worked closely this year with the introduction of Tournament and Event budgets so each team member knows what is expected and has a goal to work towards contributing to the success of the Club, the intention is to continue to grow that budget responsibility amongst the Pod leaders.

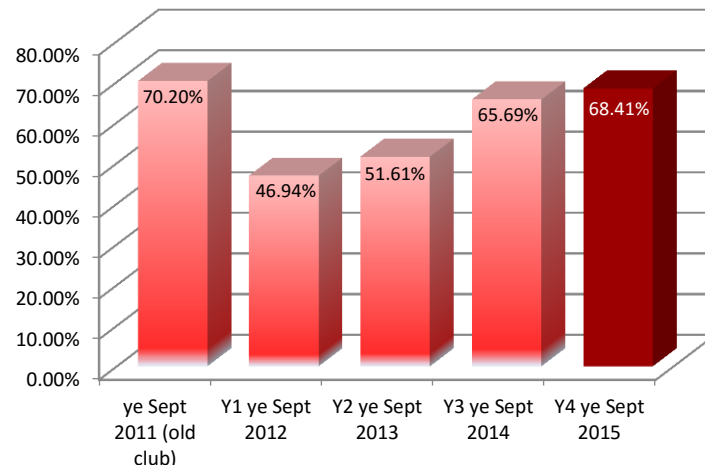
SNAPSHOT

- Gross Profit (GP) for 2015 was \$239,727 (68.41%) compared with the comparative year of \$198,326 (66.69%); and
- Trading surplus (before depreciation and sundry income) was \$58,882 compared with the comparative year of \$40,703.

GROSS PROFIT \$

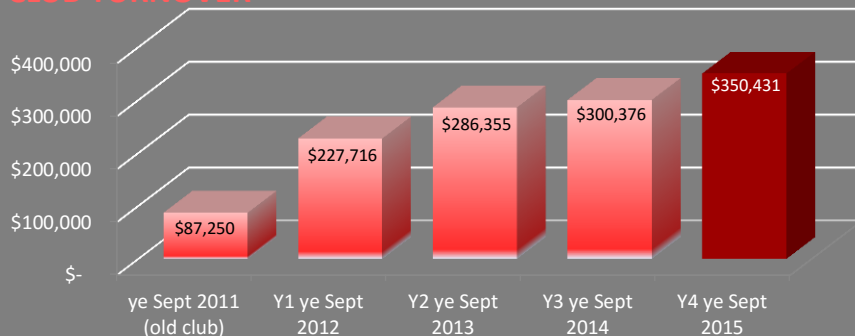


GROSS PROFIT %



Highlights from the FINANCIAL STATEMENTS

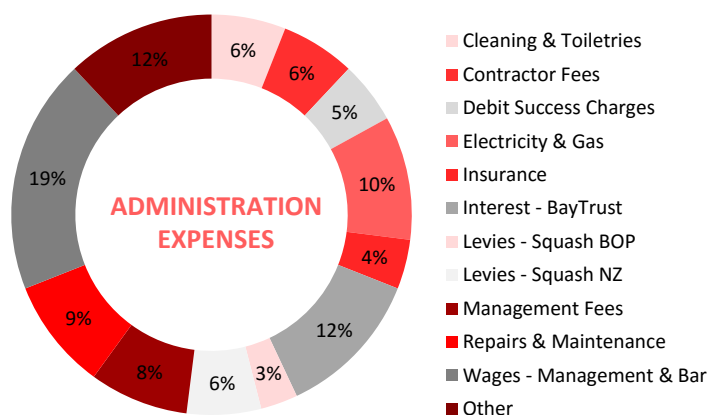
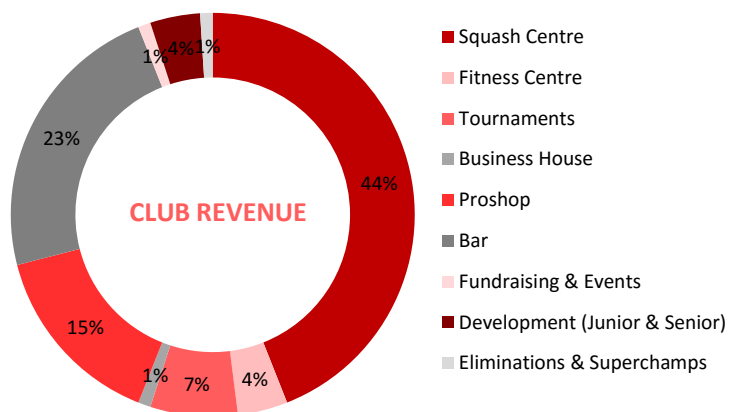
CLUB TURNOVER



STATEMENT OF FINANCIAL PERFORMANCE

- Membership revenue increased by \$26,111 compared with the comparative year, largely contributing to the combined Squash Centre revenue increase of \$30,055;
- Fitness Centre revenue remained consistent with the comparative year, a result of limited growth in that area;
- Tournament revenue increased by \$9,525 as a result of larger scale tournaments, however the costs incurred also increased. Entry numbers were close to what was expected for each tournament but sponsorship revenue was under expectation. The GP % for tournaments this year was 14.1% compared with 15.5% last year;
- Business House ran 3 terms this year compared with the comparative year running 4 terms, this saw a decrease in revenue by \$1,983. The GP % for business house this year was 61.8% compared with 70.2% last year;
- Proshop revenue remained consistent with the comparative year, closing stock was higher at year end by \$7,179, a result of a larger range of stock held compared with last year. The GP % for the proshop this year was 31.9% compared with 28.0% last year;
- The bar revenue also remained consistent with the comparative year, closing stock remained similar. The introduction of a low alcoholic drink range and a great range of non alcoholic drinks gives our members greater selection. The GP % for the bar this year was 52.5% compared with 51.5% last year;
- Fundraising and events resulted in a loss position as a result of limited events held during the year;
- Development (Senior and Junior) revenue increased by \$10,560 as a result of the introduction of the Development Co-ordinator position and being one of our key focus areas for revenue growth;
- Eliminations and Superchamps is the collection of fees which are then passed onto Squash BOP, this year the Club contributed \$1,590 towards teams travelling to National Superchamps.

- Combined operating expenses increased compared with the comparative year by \$28,222.
 - Cleaning & Toiletries increased by \$1,541;
 - Contractors fees (Kylie) increased by \$10,800 – Administration & development;
 - Debit Success fees increased by \$2,226;
 - Electricity & Gas increased by \$4,088;
 - Interest – BayTrust decreased by \$5,889 as a result of the sale of the property;
 - Management Fees decreased by \$36,833 as a result of changes to employment;
 - Repairs & Maintenance increased by \$11,382 as a result of work undertaken on the MacMurdo and Artisan courts along with general painting and repairs around the club;
 - Wages increased by \$35,221, offsetting the decrease in Management fees above;
 - The overall wages and contractors increase during the year was \$9,188.

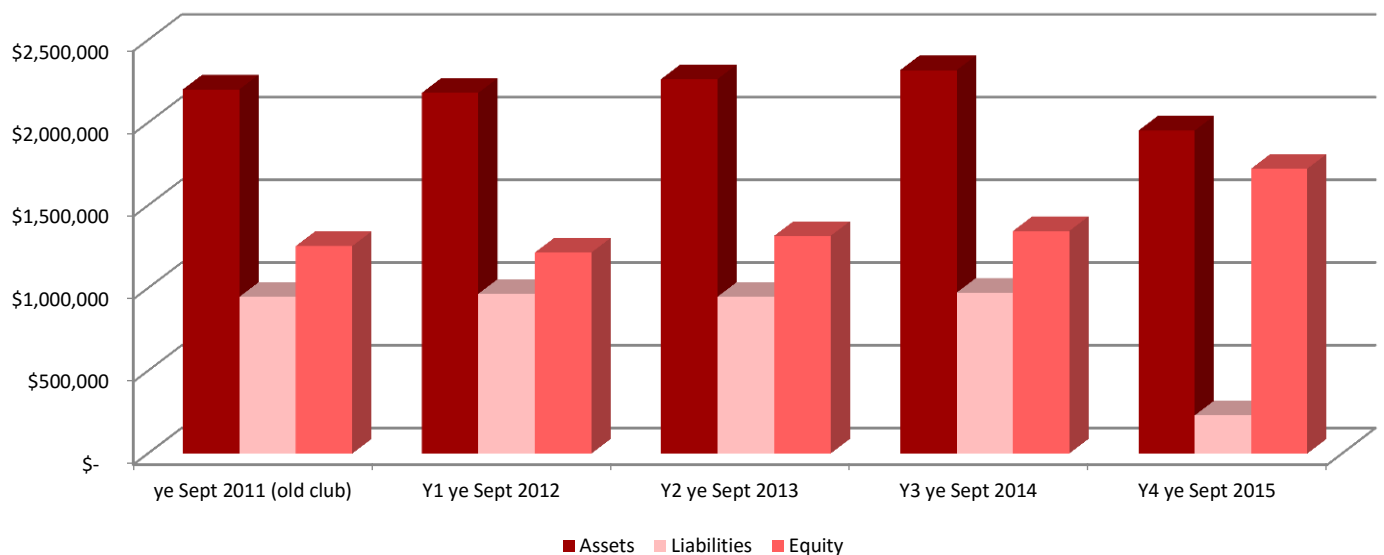


Highlights from the FINANCIAL STATEMENTS

BALANCE SHEET

- Bank account combined balance of \$89,313, an increase of \$20,324;
- Accounts receivable to collect of \$10,344, an increase of \$6,271 – This year we introduced improved methods to manage our debtors and more controlled collection processes and bar tabs are less than the comparative year and collected more frequently;
- Inventories of \$25,572, a combined increase of \$7,111 between the proshop and the bar – This year our stock range is larger as a result of higher demand from our members and improved buying opportunities;
- Property, plant and equipment of \$1,825,636, a decrease of \$399,703 which included depreciation \$68,985, sale of 7th Avenue property \$630,000 (with a capital gain of \$284,162) and new asset purchase purchases of \$15,120;
- Accounts payable of \$9,814, a decrease of \$26,842 however the comparative year included the balance of the new court construction totalling 23,750;
- Bay Trust debt of \$196,062, a reduction by \$703,938 due to the sale of 7th Avenue; and
- Member debenture loans totalling \$23,000, a reduction by \$13,000;
- DFSC has funds to satisfy immediate future operating costs, the Club’s assets exceed its liabilities and there are no known future capital commitments at balance date.

BALANCE SHEET COMPARATIVE



PLEASE REFER FINANCIAL
STATEMENTS YE 2015 ATTACHED



THE END.



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