



**NSW POLO ASSOCIATION (KYEEMAGH) LIMITED**

**ANNUAL GENERAL MEETING 2022**

**MINUTES**

Royal Richmond Hotel, Richmond

*Peter White opened meeting 11.02am*

**1. ATTENDEES**

**Club Delegate/Proxy**

<b>Arunga</b>	Gendy Parry Okeden	<b>Mudgee</b>	Johnny Kahlbetzer
<b>Ellerston</b>	James Harper	<b>North Star</b>	
<b>Forbes</b>	Muz Easton	<b>Quirindi</b>	Ben Osborne
<b>Garangula</b>	Ed Hitchman	<b>Riverlands</b>	
<b>Goulburn</b>	Adam Sims	<b>Scone</b>	Alex Warner
<b>Gundalong</b>		<b>Sydney Polo</b>	Katrina Bignasca
<b>Gunnedah</b>	Ben Osborne	<b>Tamarang</b>	
<b>Jemalong</b>	Johnny Kahlbetzer	<b>Timor</b>	Fiola Labron
<b>Killarney</b>	Kristian Dibble	<b>Town &amp; Country</b>	Adam Meally
<b>Kurri Burri</b>	Adam Meally	<b>Windsor</b>	Adam Meally
<b>Millamolong</b>	Angus Dowling	<b>Wirragulla</b>	
<b>Muddy Flats</b>	Wal Ashton		

## Kyeemah Members/and other Members of the NSWPA and Clubs

Renata Davidson	Sebastian Mariani
Stephen Philip	Rowena Rainger
Jeremy Bayard	Muz Easton
David Head	
Sam Hopkinson	
Chairman:	Peter White
Executive Assistant:	Shauna Laverty

### 2. OFFICIAL APOLOGIES

**Official Apologies received from:** Jack Archibald, Simon Doolin, Duncan McIntyre, Alec White, Adam Tolhurst

### 3. CONFIRMATION OF MINUTES OF 2021 ANNUAL GENERAL MEETING

**Motion:** Peter White moved that the Minutes of the previous AGM of 25 November 2021 be accepted as an accurate record.

**Seconded:** Renata Davidson

### 4. TREASURER'S REPORT

I preface my report by acknowledging the immense effort that Sam Ballas has put into the treasurer's role for the best part of a decade. Without Sam's parsimonious execution of the role, the Association would not be in the strong financial position it is today.

Despite the immense challenges of Covid19, repeat flooding in the Hawkesbury and tournament cancellations, the Association almost broke even for the FY21/22. The final result was a loss of \$1226.48c. This followed a profit the previous year of \$7669.

A breakdown of the P&L for the year shows that income overall remained static, while expenses were slightly higher in FY21/22 than in FY20/21. Gross income was \$163,462 in FY21/22 compared with \$164,224 in FY20/21. Our gross expenses in the FY21/22 year were \$164,728 compared with \$156,554 in FY20/21.

Income for the year was buoyed by circa \$40,000 in government grants. The same level of grants is not likely to be available in FY22/23 so careful consideration must be given to the budget for the FY22/23 financial year.

The FY21/22 financial year finished with the following cash reserves: Cash Reserve Account: \$326,724.10 Business Cash Reserve (trading accounts): \$51,521.12

**Looking forward - 2022/23**

Current account balances as at 9/11/2022 Cash Reserve account: \$307,324.68) Business Cash reserve (trading account): \$13276.03.

While the top line result from the previous two years shows a very similar picture year-on-year, income and expenses are worthy of closer examination – particularly looking forward to the FY22/23 year.

The Association has three sources of revenue.

- affiliation fees
- grants
- trading receipts (either from tournament profits or sale of balls etc).

The club affiliation fees are generally static given most clubs roll on year-after-year. Player affiliations are more variable and there was a 25% decrease in player affiliation fees in FY21/22 – most likely associated with limited polo due to covid19 and flooding. Currently, our player affiliation fees are running at the same level as last year – that is 25% below the long term ‘normal’ level.

Last year, the Association secured \$40,000 in government grants – of which only \$10,000 is secured this year. Income earned as a profit from tournament activities is generally minimal, with the ambition to make the tournaments breakeven (and keep entry fees / chukka fees within reach) rather than as a revenue source. Assume this will be the case again this year if, and when, association tournaments are played. If tournaments breakeven and player / club affiliations remain on the current course – there will be a \$30k drop in revenue from FY21/22.

On the expense side, most line items are relatively static each year with a few variables for which a contingency should be provided – for examples legal fees are always hard to estimate and last year ran at \$18k. Assuming costs will run roughly to trend, and with some expenses already incurred or committed, there is a possibility for a \$30 - \$40k loss for the FY22/23 year.

The options to manage the deficit are; 1. Secure more government grants 2. Secure sponsors 3. Make a trading profit from tournaments 4. Increase player fees. 5. Absorb the loss through use of cash reserves. Of those choices, the first three are problematic. Point 4 and 5 are two levers that can be effectively used to cover the loss – simply absorb the loss through cash reserves or increase player fees, or both.

Player fees have not increased for at least five years. Below is an example of an increased fee structure which would add another \$20k to the bottom line of the NSWPA. This model contemplates an increase in NSW’s affiliation fee for most players of \$75 per annum (circa 70% of members pay Senior Full Player 1 Year).

<b>NSWPA PLAYER AFFILIATION FEES</b>					
	<b>Present APF</b>	<b>Present NSW fee</b>	<b>Present total NSW</b>	<b>Proposed NSW state fee</b>	<b>NSW New Total</b>
<b>Snr Full Player 1 Year</b>	231	144	<b>375</b>	219	<b>450</b>
<b>Jr Full Player 1 Year</b>	143	22	<b>165</b>	57	<b>200</b>
<b>Senior Club Chukkas 1 year</b>	104.5	15.5	<b>120</b>	95.5	<b>200</b>
<b>Junior Club Chukkas</b>	60.5	14.5	<b>75</b>	29.5	<b>90</b>
<b>Full Player 1 Week</b>	55	45	<b>100</b>	50	<b>105</b>
<b>Upgrade Chukkas - 1 Year Snr</b>	125.5	138.5	<b>264</b>	124.5	<b>250</b>
<b>Upgrade Chukkas - 1 Year Jnr</b>	82.5	7.5	<b>90</b>	27.5	<b>110</b>

Upgrade 1 Week - 1 Year Snr	176			169	345
Upgrade 1 Week - 1 Year Jnr	88			7	95
Polo Clinic - 7 days	33			52	85
Social Membership		50	50	50	50

Below is draft budget for FY22/23 which has the existing fee structure and provides a comparison with the previous two financial years. The increased fee structure alone would reduce the deficit to circa \$17k.

The decisions for the meeting are as follows; • agree or otherwise that NSWPA should continue to cover its annual expenses through income; • agree or otherwise an increase in player fees to meet NSWPA expenses.

<b>INCOME</b>					
	<b>Budget</b>				
	<b>2023</b>		<b>2022</b>		<b>2021</b>
					<i>comment</i>
Gross Profit - Trading	0		(3,770.13)		812
Affiliation Fees Received					
<i>Club Affiliation</i>	40,000		39,804.48		40,591
<i>Player Affiliation</i>	30,000		29,842.75		39,979
	<b>70,000</b>		<b>65,877.10</b>		<b>81,382</b>
Advertising Fees Received	1500		1,000.00		1,750
Government Grants	11,000		41,090.91		11,000
Interest Received - bank	100		70.10		117
Tournament fees					
<i>Dudley Cup</i>			47,224.07		24,185
<i>Morton Cup</i>			8,200.00		-
<i>Hector King</i>			-		12,905
<i>J K Mackay Memorial</i>			-		25,061
	<b>0</b>		<b>55,424.07</b>		<b>62,151</b>
					<i>Tournament Inc &amp; exp netted off in 22/23 as normally breakeven</i>
Other Income	0		0		7,824
<b>TOTAL INCOME</b>	<b>82,600.00</b>		<b>163,462.18</b>		<b>164,224.00</b>
<b>EXPENSES</b>					
Accountancy	1500		1,500.00		1,751.00
Administration Charges	25,000		24,722.30		26,217.00

Advertising & Promotion	500	816.37	-	
State Affiliation Fees - APF	27,100	27,100.00	24,900.00	<i>Likely increase in 23/24</i>
Amortisation of Investments	4339	4,339.91	4,340.00	
Auditors Remuneration - Fees	1500	1,500.00	1,500.00	
Bank Charges	190	190.01	135.00	
Bookkeeping Fees	1645	1,645.41	1,272.00	
Coaching & Player Develop	17,000	2,000.00	6,218.00	<i>Committed</i>
Consultants Fees	12,000	1,920.00	-	<i>Committed</i>
Computer Expenses	350	357.65	240.00	
Filing Fees	250	250.00	184.00	
General Expenses	300	309.46	153.00	
Hire of Equipment		1,610.00	-	
Insurance - D & O	3000	2,964.84	1,056.80	
Legal Costs	10,000	18,685.00	-	<i>Contingency</i>
Meeting Expenses	100	87.12	541.00	
Postage	350	307.27	526.00	
Printing & Stationery	300	257.19	969.00	
Storage	3300	3,212.73	3,382.00	
Subscriptions	1000	826.48	1,015.00	
Superannuation	2400	2,326.40	2,490.00	
Telephone	1200	1,139.96	726.00	
Tournament Expenses				
<i>Dudley Cup</i>		44,868.78	36,857.00	
<i>Test</i>		1,309.44	-	
<i>Morton Cup</i>		8,525.02	-	
<i>Hector King</i>		-	10,295.00	
<i>J K Mackay</i>		-	19,432.00	
	<b>0.00</b>	<b>54,703.24</b>	<b>66,584.00</b>	<i>Tournament Inc &amp; exp netted off in 22/23 as normally breakeven</i>
Trophies	1200	1,078.23	1,587.00	
Umpire Accreditation/ Umpiring	5000	10,000.00	-	<i>Committed</i>
Website Expenses	800	720.00	10,768.00	
Workers' Compensation	190	159.09	-	
<b>TOTAL EXPENSES</b>	<b>120,514.00</b>	<b>164,728.66</b>	<b>156,554.80</b>	
<b>OP PROFIT / LOSS</b>	-37,914.00	-1,266.48	7,669.20	

## 5. PRESIDENTS REPORT 2022

If 2021 was the year of COVID then 2022 was the year of flooding. Just when we thought we were climbing back out of a sport abyss, down came the rain.

There is no better barometer for gauging Polo participation than the Scone Junior Polo School. In “normal” years the organising committee would be limiting the student numbers to 80 and giving preference to those more local than others. Anto White explained that this year the number was

around half with participants topped up from Western Australia, Northern Territory and New Zealand. Three years of inactivity has diverted interest in the junior ranks and left a huge void.

In the senior ranks Since 2018 our Full Memberships have dropped by 33 % from 448 to 301. We certainly have weathered a storm but there is now a certain challenge to get us back on track and grow the sport.

### **1. Sport Development,**

NSWPA has engaged Mr Andrew Kikeros to assist in the area of Sports Development.

Andrew was instrumental in representing NSWPA and associated parties in their defence of the proposed new bridge crossing over the Hawkesbury River which would have dramatically impeded on polo property in the Basin.

He is currently writing a Strategy for Junior Polo Development in NSW in an attempt to grow polo back up from the grass roots.

- Includes Progressing the Past player TRUST
- Developing pathways for school leavers to enter the sport.
- Developing funding opportunities for Coaching.
- Developing a Coaching “manual” to be used by Coaches and Clubs
- Developing a Polo Academy to assist in creating pathways for those wishing to create careers in polo

Andrew is also packaging a Sponsorship Tool Kit which the NSWPA can use to sell itself to not only Corporate Australia but to Government Sporting Agencies to attract funding.

### **2. NSW Junior Polo Team Tour of New Zealand**

Earlier this year Mr Peter Dormer from the NZ South Island Polo Association suggested we send a Junior team over to New Zealand. As part of the Junior Polo Development initiative between the two Countries we now have an open conduit for juniors to reciprocate hospitality and gain experience abroad. The team leaves for Christchurch in early December.

### **3. Umpiring Platform**

The single biggest feedback item which the NSWPA Board have received from playing members is the need to improve UMPIRING. To address this Sam Hopkinson has been in contact with Fergus Gould USPA over the last 12 months and they are developing an Umpiring Platform to roll out in all States. It is designed to accredit as many umpires officially into the sport with the eventual aim of having professional Umpires available to all Clubs. This initiative will help improve the game and take the added burden and conflict of umpiring away from players.

### **4. Discipline**

In 2022 the biggest time consuming and expensive project undertaken by the NSWPA is in the area of Discipline. The Discipline Committee lead by David Head and Stephen Philip has redrafted the Disciplinary Regulations and appointed a Tribunal to act on matters of serious breach of discipline. Bad behaviour both on and off the field over the past 24 months has been a thorn in our side.

Hopefully with professional intervention and a clear set of guidelines this situation will improve in the near future.

## **5. PR, Media and Communication**

The need to better communicate to our members has always been at the forefront of our jobs list. To assist Shauna this year we engaged the services of Teneille Murray to give our social media a boost. The feedback from members and players has been over-whelming. Briefly we have a reach of 25,000 on Facebook and a 700% improved audience on Instagram. This will only improve and it will give us a strong platform to approach both Government and Sponsors for financial assistance.

## **6. Finance**

Two years ago Ben Osborne made recommendation to the Board that we seek to disperse some of the Capital held by NSWPA to the Clubs. In line with this suggestion the Board wisely committed to invest in the future of polo (explained above) so that all Clubs would benefit over a period of time.

Mr Sam Ballas retires as Treasurer, after more than 15 years of service, and Mr Jeremy Bayard has filled the role. Sam has given solid financial direction to the Board and we all thank him for his time and dedication.

## **7. The Board**

To all members of the Board who have worked on so many issues this year under extreme circumstances I would like to say thank you. It is important that all Clubs in each of three zones receive equal attention on all issues that come to our attention. Zoom meetings have narrowed the time commitment of travel but has allowed for focused debate and good representation on issues.

Gus Campbell has resigned this year as a Director in the Southern Zone, having been a Board member for 6 years and a member of the Handicap Committee for 12 years. Gus also managed our Junior Polo Teams whilst on the Board...

Of particular note I wish you all to join me in thanking Shauna Laverty for her tireless commitment to NSW Polo. She is the engine room and the driving force behind everything we do. She has an ear to Government, She works closely with the APF on National issues and is an invaluable communication link to all our members. Shauna...THANKYOU.

Peter White

President NSWPA November 2022

## **7. ELECTION OF PRESIDENT AND DIRECTORS**

*Rowena Rainger took the chair for the election of the President:*

**President Nomination received from:** Peter White

No other nominations were received.

Peter White elected as President for 2023.

*Peter White, as President, took the chair.*

**Southern Zone Director** – Two vacancies. One nomination received from David Head.

David Head elected as Southern Zone Director 2023.

Angus Campbell resigned as Director. One nomination received from Marie Louise Easton.

Marie Louise Easton elected as Southern Zone Director 2023.

**Northern Zone Director** – Two vacancies. One nomination received from Renata Davidson

Renata Davidson elected as Northern Zone Director 2023.

Casual Vacancy exists in North.

One nomination received Simon Doolin.

Simon Doolin elected as Northern Zone Director.

**Hawkesbury Zone Director** – Two vacancies. One nomination received from Adam Tolhurst.

Adam Tolhurst elected as Hawkesbury Zone Director 2023.

One nomination received from Sam Hopkinson.

Sam Hopkinson elected as Hawkesbury Zone Director 2023.

## **8. HANDICAP REPORT & CONFIRMATION OF HANDICAP COMMITTEE**

2022 has been another difficult year for polo in New South Wales with the impact of Covid and bad weather continuing to impact the sport to the extent that we have had very little polo played.

We were very fortunate to see the return of international players this Spring to the high goal circuit which has been a great measuring stick for our handicaps domestically. During this spring high goal season there were a number of very close games with no one team continually dominant and 2 different teams winning the major tournaments.

It is a high priority of the committee to ensure our handicaps are competitive internationally and in line with other major countries.

For that reason, we saw no need to make any significant changes and stand by the fact that the current handicaps in NSW hold up well at an international level.

Thank you to those members of the committee who have made special efforts to travel to and watch the polo that has been played. Often not an easy task.

The 2022 handicap committee comprised 9 members Chairman Sam Hopkinson, Dirk Gould, Luke O'Leary, Tom Martin, Glen Gilmore, Angus Campbell, Jack Archibald, Ric McCarthy & Alec White thank you for all your effort throughout the year

We also have a women's handicap committee made up of Marie Louise Easton, Indi Bennetto, Rowena Rainger & Chaired by Steve Barnard. Sadly, no women's tournaments were played in NSW this year due to the disrupted season so there will be no review to these handicaps. It is a priority of the committee to ensure the women's handicaps in NSW are also in line with international standard so we look forward to some women's tournaments in 2023 to enable this.

I would like to make a special mention to Gus Campbell who will be standing down from the handicap committee this year after 12 years of service, 3 years as Chairman and 3 years as Deputy Chairman. Gus has been a trusted and valuable member of the committee always bringing a considered and level-headed approach which will be missed.

This creates a vacancy on the committee for a member from the southern zone. We welcome any recommendations or nominations.



Finally, I would like to thank our secretary Shauna for all your support, efficiency & hard work throughout the year.

Sam Hopkinson

**Chairman NSWPA Handicap Committee**

### **ELECTION OF HANDICAP COMMITTEE FOR 2023**

Angus Campbell resigned as Vice President of the Handicap Committee 2023.

Peter White called on the clubs to nominate a replacement in the South for Angus.

Angus Dowling advised he would like to see someone other than a Professional on the Handicap Committee and suggested Tim Boyd.

Muz Easton suggested Angus Gunn, Sinclair or Henry Bell.

Sam Hopkinson will follow up with these suggestions and will appoint a new Deputy Chair.

The current committee was confirmed. Vacancy in the South to be filled at a later date prior to the start of the Autumn Season.

James Harper raised the issue of having two handicap reviews and asked whether it was a mid season review or are we reviewing the handicaps at the end of each season.

Sam Hopkinson confirmed that we review the handicaps at the end of each season depending on how the player performed that season.

Wal Ashton raised the issue that a team is set and then a significant member of the team goes up a handicap and this throws the team in disarray. Sam Hopkinson replied that this needs to happen to handicap players at the correct level each season.

**Motion:** Ben Osborne moved that the current Handicap Committee be nominated and accepted as the Committee for 2023.

**Seconded:** Adam Meally

### **9. PROPOSED 2023 AFFILIATION FEES**

Full Player Senior \$450

Full Player Junior (19 years and under) \$200

Club Chukkas member Senior (no tournaments or handicap) \$200

Club Chukkas members Junior \$90

Coaching Clinic / Polo School Participant \$85

week membership \$105

Club Affiliation Fee \$2350

Social Membership \$50

Ben Osborne stated that he generally supported the increase in fee's but he did question money being spent on consultants. How do we measure the success of our investment?

Peter White outlined what Andrew Kikeros has been contracted to do. Peter explained that we are

using him to pull together the Trust in creating documents, deeds and taking the Trust to the commercial world and asking how can we assist the Association in creating funds. He is also assisting us in creating Sponsorship document and government grant information for the applications.

Teneille Murray has been contracted to run our social media. We engaged her for a 3 month trial and will now engage her again next year during the Autumn Season.

Wal Ashton enquired whether the insurance is up to scratch for NSWPA. Peter advised that it has been reviewed at APF level. Anyone at Muddy Flatts who is taking lessons is paying for Chukka insurance which covers them for stick and ball, not for tournaments.

Stephen Philip confirmed that if you pay your registration for the polo school or for club chukkas, you are covered. Confirming that the club must be affiliated and registered.

Sam Hopkinson then gave an update on the Umpiring Program and said that we have engaged a group who provide a platform that all information can sit. We have now partnered with Fergus Gould in the USPA, there is an online learning platform. The aim is to improve the knowledge of everyone in the game. You must pass a test if you are to play in NSW, it will be mandatory.

Everyone complains about doing duties and umpiring. NSWPA are creating a method for people who are interested in umpiring, can be graded and paid to umpire. This is not paid by NSWPA. We are developing the platform and our aim is to raise the quality of umpiring.

Katrina asking if we can invest the Cash Reserve so that the NSWPA is making more than \$70 per year. Jeremy acknowledged the point and said this is a matter to be discussed at Board level. The NSWPA takes a conservative approach but will take it to the Board.

**Motion:** Johnny Kahlbetzer moved that the memberships be accepted for 2023.

**Seconded:** Katrina Bignasca.

Motion passed and NSWPA fees to increase in 2023.

## 10. APF UPDATE

Stephen Philip confirmed that fee's will not be increasing at the APF for 2023. The APF Board has taken the view that players and clubs have suffered through COVID and floods and they don't wish to create any additional stress.

Steve discussed the funding for the FIP World Cup and that they were able to support the players with flights, uniforms etc. Steve praised the players for being competitive at the games and representing Australia well. Thanks to Jim Gilmore and Anto White for going over and managing and coaching the team.

Disciplinary regulations were brought in, in 2018 and the APF has recognised that they need some fine tuning so they are reviewing this policy. Need to make them more user friendly.

Currently talking to Affinity and trying to get them to reduce fee's this year based on the fact that not much polo was played this year with floods etc. Trying to renegotiate fee's for 2023.

Richard Walker was inducted into the Hall of Fame at Garangula earlier in the year. It was a great event and well attended. Important to recognise significant contribution to the game. Steve thanked Jeremy for his efforts with this.

The World Cup playoff at Larapinta between Australia and New Zealand was a great event and Larapinta displayed incredible hospitality. Thank you to Sam Hopkinson, Anto White and Jim Gilmore for their assistance in organising this event.

QLD hosted a Women's US Team to play in September. Special thank to Pete Bennetto for organising this match.

In April next year, the APF has invited an English Women's team to play at Windsor and the APF are now speaking to a Men's team for the International. APF to update.

I would like to acknowledge and thank to all those who voluntarily sit on the APF Board and Committees for their time and dedication to our sport. It is sincerely appreciated.

## **11. TOURNAMENT CALENDAR 2023**

Sam thanked Ellerston and Jemalong for being so generous and lending horses for the World Cup Playoffs to Larapinta.

Sam thanked Adam Tolhurst, Seb Mariani and Jack Archibald for pulling together the calendar in their zones.

The Dudley Cup will be a 16 goal tournament so it's in line with all other high goal.

Melbourne Cup will remain at 12 goal.

James Harper asked what level the Hector King will be? The Hector King is a 10 goal tournament, however NSWPA will run a high goal tournament in conjunction with the Hector King. It will be run over all the fields in the Basin.

James Harper would like the Ellerston Autumn Tournament to start on Friday 10<sup>th</sup> March.

Ellerston Polo School will be held at the end of April.

James discussed David Paradise 20 goal at Ellerston, this won't go in the calendar but they are hoping to run it at the end of April and will advise if it's going to be possible.

Muz asked about the NSW Jr Championship and would like to see that back on the calendar. Peter advised we will add it to the calendar and review it in the Board Meeting following the AGM.

Ben Osborne raised that there is a gap for kids aged between 18-21 as there are no tournaments for them or develop their skills. Possibly have a uni week. Pete advised that we'd look at this and discuss at the Board meeting.

The draft calendar was tabled at the meeting and was approved.

**Motion:** Angus Dowling moved that the calendar be accepted for 2023.

**Seconded:** Adam Meally

The Tournament Calendar 2023 approved.

## **12. GENERAL BUSINESS**

No general business.

**Meeting Close – 12.30pm**

**Signed Peter White**

**NSW Polo Association President**