

St Ives Football Club



Annual Report 2020

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1. Notice of Annual General Meeting

7.30pm on Thursday 28th January, 2020
at
St Ives Football Club, Clubhouse, Warrimoo Oval.

To All Members,

The Annual General Meeting of St Ives FC will be held on Thursday 28th January at 7.30pm at the St Ives Football Club clubhouse at Warrimoo Oval.

The AGM will provide information on the 2020 season and will respond to any question's members may have regarding the season.

Club affairs are conducted in accordance with the model rules for incorporated associations under the Associations Incorporations Act, 2009.

Nomination forms for positions on the Committee of Management are available by submitting a nomination form for the Club Secretary 7 days prior to the meeting.

Items of Other Business that members wish to raise, must be put in writing to the Secretary a minimum of 7 days prior to the meeting.

2. COMMITTEE INFORMATION

St Ives Football Club Incorporated

ABN 77 513 749 291

Executive Committee

Lyle Hudson – President

Vacant – Vice President

Damian Erich - Secretary

Chris King - Treasurer

Nigel Lazarus – Registrar

General Committee Members – Tracey Dash, Ray Devereaux, Brett Acton

Age Coordinators – U6's – Julie Samowitz, U9s – Chris King , U15s – David Brennan, Mixed All Age – Nigel Lazarus, M35/45 - Nick Jones, Rob Fry – All Abilities

Administration Officer (Feb, Mar) – David Howard



3. PRESIDENTS REPORT

On the Field

Dare I say it – what a strange season. Yes, we had 15 rounds of football played and enjoyed by those that participated. My thanks to all the members and committee that followed the rules set by us by NSW health to play the game we love.

This season the club had 3 teams playing in the Super League for the first time for a few years and have also had teams playing in the top division in their age group. The club also played in the initial year of the SAP league for our under 8 to under 11 age groups I which we played well in all age groups.

The committee continues to focus on three main aspects of football

1. Development
2. Community Spirit
3. Fun

Coaching Improvements

With the help of the NSFA XLR8 the club commenced a new training program at the showground to mentor coaches for the under 6 to 11 age groups. Feedback was that the program assisted all those involved in coaching this year. At Warrimoo we continue our skills training sessions for school terms 1 and 3, which we had on Tuesday's during the season.



Injuries and Insurance

A sad reality of playing sport is the risk of injury. This can occur at any age but is especially common in the adult age groups. Unfortunately, this year has been no exception and we have again seen our fair share of injuries.

Insurance coverage for players and officials is limited and we recommend that all players read the insurance coverage located on our website so you know what you are covered for. All players are covered under the FNSW Insurance scheme. There is certainly some cover for physiotherapy, ambulance costs, loss of income and some other benefits. However, Government legislation does not allow for out of pocket medical expenses to be covered. The pleasing news is that the vast majority of players make it through the season injury free.

Health and Safety

The health and safety of our players is important and we joined forces with NSFA and other associations when we introduced a new initiative in 2017 which was the Charity match we hold each February.

The Emin Raffati Gala day was again held at Charles Bean Oval in February which included both a 8-a-side competition and St Ives v 3M

With the funds raised we purchased more defibrillator units and have distributed two to other NSFA clubs (Lane Cove west and Greenwich football Clubs) to make sure that they have coverage when their teams are playing. Below Damian is Championing the campaign to raise funds.



Registration Fees

The St Ives FC Committee (or lack of committee) works really hard to keep fees to a minimum, but the reality is the cost of playing football is on the rise. This year we provided refunds to those that responded to emails re having 3 less rounds and that some councils (Not KMC) provided the grounds for free.

The cost for each age group varies and unlike many other clubs we try to ensure that the amount you pay represents the accurate costs associated with your age group. NSFA charge different

team fees per age group and we add this to the club costs for each age group to come up with the true cost.

Council field hire rates over the last 6 years have increased over 85% and again in July these increases will be reflected in the fees we set for 2021.

Sponsorship

We are coming to the end of all our sponsorship agreements and are looking for major sponsors for the club

In 2021 we would dearly love to secure a Sponsorship and Publicity Officer who can help us grow our sponsors and work out the best way to promote their services.

Holiday clinics

Once again, we have partnered with Joao Ferraro to provide Holiday Clinics during the school breaks in January, (April Cancelled), July and September. The clinics are open to all children from age 5 – 12 and the average attendance was 49 players per clinic. Joao and his team cater to all skill levels and there is no need for players to be registered with SIFC to attend. The smiles on the faces of all children who attend sums up how much fun they are having!

Administration

In 2016 we employed David Howard as our Administrations Officer to help us keep on top of the growing workload that is needed to run a club with almost 860 members. In an ideal world all tasks would be performed by volunteers but we struggle to find enough volunteer helpers to fill the necessary positions. We have 12 positions on the Management Committee and were only able to fill 6 of these. The good news is that we were able to utilise David's expertise again in 2020 to help take the load off the Committee in the following areas –

- U6s and U7s Grading and team formation
- Data Analysis

I would like to thank all the Committee Members and Age Coordinators for their help this year. Without this small but dedicated team your children (or you!) would not have the opportunity to play football. We are often quick to receive complaints when things do not go the way people want them to but I do not think that many people understand the number of hours the Committee puts in to run the club. For some of us it is at least 20 hours a week – all season and into the off season. If you would like to help make a difference by volunteering next year please do so. You will be welcomed with open arms.

Lyle Hudson
President

4. FACTS AND FIGURES

Where do our players live?

We had 781 players this year and the overwhelming majority (67.5%) reside in St Ives. 22% of players are from other local Ku-ring-gai suburbs with the remaining 10.5% coming from out of the local area. In many cases, our out of area players have grown up and moved out of the area but return to continue to play for our club. Area for the committee in future years to work on is that only 15.2% of our members are female. This year we lost many adult players both male and female in our all age teams and over 35 age group. Our Junior ranks remain unchanged

Adult players – 136

Junior Players - 645

Players by Age Group

Non Comp age Groups		Comp Age Groups	
Age Group	Total Players	Age group	Total Players
G08	2	G14	10
G09		G16	5
G10	29	G18	14
U06	71	M35	
U07	106	M45	71
U08	87	MAA	49
U09	57	U12	35
U10	37	U13	44
U11	56	U14	2
xSN	30	U15	30
		U16	7
Players	475	U18	23
		W35	0
		WAA	16
Male	662	Wo30 6aside	0
Female	119	Players	306
		SIFC Total Players	781

5. TREASURERS REPORT AND FINANCIALS

I am pleased to present the audited financial statements of St Ives Football Club Incorporated for the financial year ending 31st August 2020.

As all readers will be aware, 2020 posed unique challenges to the club, members and the broader St Ives community due to the significant disruption caused by COVID 19. From the outset of the pandemic, in addition to enacting all Federal, NSW and Footballing authority guidelines to prevent COVID spread and keep our players, coaches and community safe, the committee was keen to ensure the club struck an appropriate balance between keeping the club in as strong a financial position as possible to last through this uncertain period, as well as continuing to provide the best footballing experience possible for members.

The committee feels these aims have been very successfully achieved and balanced, as evidenced by the actions taken throughout the year to maintain football in a safe environment and the financials now submitted for members' review.

Total Trading income for the club was slightly down by -\$42,862 or -11% on the previous year at \$354,313. There were four main drivers for this:

- Sponsorship takings for the year were zero in 2020 vs \$13.6k in 2019 due to our existing sponsorship arrangements ending and us not being successful in replacing them in 2020. If any local business is interested in a sponsorship or other marketing arrangement for 2020 the committee would be very happy to discuss how to we could maximise such opportunities for your business. The club has significant potential to build exposure for local communities' businesses given the thousands of people that interact with our club across our players, coaches, volunteers and referees, members' families, spectators, opposing competitors and the broader North Shore community that see us playing each weekend and during the week at training.
- Takings from the Toolang and Warrimoo canteens were reduced by -\$7,472, or -67%. This is partly caused by the delay to the season starting and ending. Some takings from the season will now fall into the 2020/21 financial year as games were being played beyond until October. Takings will still be slightly lower in total due to fewer overall games. However, the average takings per game were up, particularly at Toolang. The club is grateful to all kind volunteers from our U6/7 teams that run the canteen and BBQ each weekend. The introduction of credit card sales at Toolang, following a small investment by the committee in a Square POS system and tablet, has helped to maximise sales opportunities at that canteen.
- Clothing sales were reduced by -\$7,699 or -31%. This will be partly also driven by the timing of the later finish to the season as some clothing was being sold throughout the season. However, the biggest driver will have been the reduction in members on the previous year.
- Spring/Summer Training fees were reduced by -15,866 or -57%. This is again mainly due to timing with this training having only just started to be marketed before the end of the financial year. Takings are anticipated to still be strong in total for this service with the difference falling into 2020/21.

We also had a significant reduction in Other Income in the year of -\$126k. This was due the receipt of a \$150k grant from the Asian Cup 2015 Legacy Fund last year (invested in a term deposit for use in the proposed Warrimoo Synthetic pitch upgrade). Grant income was never likely to be maintainable at that exceptional level in the 2019/20 season but none-the-less Penny Howell performed another fantastic job of maximising this with takings of \$24,183 reflected in the accounts. An additional \$33k was also secured, not reflected in our accounts, as this is held in trust by the NSW Government for use on our behalf when the lighting at Warrimoo is upgraded.



In order to offset this income reduction, it was necessary for the Committee to review expenses to ensure spend was used to maximise the 2020 footballing experience. This included reductions in the following areas:

- Reduced spend on clothing after the previous year had a large number of game shirts needing replacement.
- A reduction of -\$96k vs the prior year in the additional amounts being set aside in term deposits for facilities development. However, it should be noted that this still represented an \$84k accrual for these capital works, bringing the total invested in the term deposit to \$540k by year end. The committee strongly believes these projects will deliver significant benefits once realised to the club, members and the St Ives community so saving for these investments continues to be a priority.
- Reductions in Team fees were seen of -\$39,553, due to a combination of the reductions in costs passed on by the NSFA for the reduced season, as well as the lower player and team numbers this year.
- Some reductions in coaching fees across the paid mentor coaches and Holiday Clinics/Spring & Summer training. Again, this was primarily due to the delayed finish for the season. Overall, the investment in coaching time per player is believed to have increased this year as there were a larger number of mentor coaches engaged for our community teams, the introduction of the NSFA's XLR8 team to aid in the Miniroos' community team training, as well as additional coaching resources sourced to coach some of our Junior teams. Investment in coaching (including supporting our coaches with their coaching qualifications) continues to be a priority for the committee.

The result of the above adjustments meant that Net Profit for the year was maintained at a very similar level to the prior year at +\$9k.

For the balance sheet, Cash at Bank is \$735,325. The majority of this is in our term deposit for use on the capital works. Interest on this continues to be significant (\$17k in the financial year). Any cash funds not invested for capital works are used as is felt to be appropriate by the committee throughout the year for the footballing development of the club and it's members.

The only other significant balance sheet movement vs the prior year is the increase to the capital works provision related to the term deposit increase detailed above.

The club has no long or short-term debt, or significant outstanding debtors, meaning it is in a very strong cash position to withstand any short or medium term economic or unforeseen headwinds.

Chris King

Treasurer

ST IVES FOOTBALL CLUB INCORPORATED ABN 77 513 749 291

FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020

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Profit and Loss

St Ives Football Club Incorporated 1 September 2019 to 31 August 2020

	31 Aug 20	31 Aug 19
Income		
BBQ Sales	(10)	-
Canteen - Toolang	1,153	-
Canteen - Warrimoo	2,567	11,192
Clothing Sales	16,945	24,644
Coaching	5,518	23,126
CoDE Registration	66,953	49,678
Defib Fundraising	3,860	3,413
Family Rebates	(140)	(196)
Interest Income	17,234	9,438
Mini Roos Training	2,506	5,865
Other Revenue	272	976
Player Refunds	(24,705)	(25,151)
Sales	567	60
SIFC Holiday Clinic (205)	22,101	19,911
SIFC Pre-Season Training	969	5,544
SIFC Spring Summer (206)	12,168	28,034
Sponsorship	-	13,636
Summer 5-a-side	4,191	2,236
Winter Registration Fees	222,164	224,769
Total Income	354,313	397,175
Less Cost of Sales		
Canteen Supplies	383	2,508
Cost of Goods Sold - Clothing	5,100	33,239
Cost of Goods Sold - General	8,812	2,567
Liquor Stock	101	-
Total Cost of Sales	14,396	38,315
Gross Profit	339,917	358,860
Plus Other Income		
Club House Hire	5,459	930
Grants	24,183	150,402
Total Other Income	29,641	151,332
Less Operating Expenses		
Accrual for Capital Works	83,781	180,000
Audit & Filing Fees	1,200	1,200
Balls & Equipment	22,889	10,576
Bank Fees	(6)	394
Canteen Equipment & Utensils	144	133
Canteen Staff	892	1,404
Coaching Fees	56,926	71,233
Consulting	120	2,747
Defib Donation	-	(1,020)

Profit and Loss

	31 Aug 20	31 Aug 19
Depreciation	6,356	4,717
Electricity	1,998	2,102
Entertainment	1,883	975
Ground Hire	27,149	22,643
Hospitality & Food	(375)	390
Insurance	1,743	1,584
Internet	1,950	1,501
Motor Vehicle Expenses	65	-
Office Expenses	-	46
Other Expenses	722	276
Player/Team Charges - NSFA	66,556	106,109
Primary Soccer	197	-
Printing & Stationery	-	472
Referee Expense Winter	-	91
Rent	6,396	6,091
Repairs and Maintenance	1,123	-
SIFC Holiday Clinic (327)	24,175	13,680
SIFC Spring Summer (326)	1,818	18,306
SIFC Winter Code	45,227	48,636
Subscriptions	545	559
Trophies & Awards	4,290	8,185
Website Expenses	2,612	-
Total Operating Expenses	360,376	503,030
Net Profit	9,182	7,163

Balance Sheet

St Ives Football Club Incorporated As at 31 August 2020

31 Aug 2020 31 Aug 2019

Assets

Bank		
Bendigo - Term Deposit 4/1/17	540,000	450,920
Business EasySaver	32,761	13,346
Business Transaction Account	377	350
Sandhurst Account	162,096	86,632
Society Cheque Account	92	-
Total Bank	735,325	551,248
Current Assets		
Accounts Receivable	186	-
Square Clearing Account	-	99
Stock on Hand - Clothing	4,689	4,689
Stock on hand - General	6,851	14,400
Total Current Assets	11,726	19,188
Fixed Assets		
Equipment	16,681	11,646
Less Accumulated Depreciation on Furniture & Equipment	(33,398)	(27,042)
Furniture at cost	38,780	38,780
Total Fixed Assets	22,063	23,384
Total Assets	769,114	593,819

Liabilities

Current Liabilities		
Accrued Expenses	14,929	29,872
GST	(18,087)	(14,821)
Provision for Training Expenses	90,428	-
Provision for Capital Works	353,781	270,000
Provision for Ground Hire	28,000	20,000
Provision for Trophy Day/AGM	3,997	-
Provision for Website Expenses	-	1,459
Unpaid Expense Claims	-	376
Voucher Rebate	-	50
Total Current Liabilities	473,048	306,936
Total Liabilities	473,048	306,936
Net Assets	296,066	286,883

Equity

Current Year Earnings	9,182	7,163
Provision for stock	9,000	9,000
Retained Earnings	277,883	270,720
Total Equity	296,066	286,883

Movements in Equity

St Ives Football Club Incorporated For the year ended 31 August 2020

	2020	2019
Equity		
Opening Balance	286,883.21	279,720.44
Current Year Earnings	9,182.49	7,162.77
Total Equity	296,065.70	286,883.21

ST IVES FOOTBALL CLUB INCORPORATED FINANCIAL REPORT YEAR ENDED 31
AUGUST 2020

Notes to the Financial Report for the Year Ended 31 August 2020

Note 1 Statement of Significant Accounting Policies

This financial report is a special purpose financial report prepared in order to satisfy the financial reporting requirements of the NSW Associations Incorporation Act 2009. The Association has determined that it is not a reporting entity and therefore this special purpose financial report has been prepared solely to meet the information needs of the members of the Association.

The financial report has been prepared on an accruals and historic cost basis whereby assets are recorded at cost and do not take into account changing money values or, except where stated, current valuations of non-current assets.

The following significant accounting policies, which are consistent with the previous period unless stated otherwise, have been adopted in the preparation of these financial statements.

Income Tax

The Association is exempt from the payment of income tax under Section 50.45 of the Income Tax Assessment Act 1997.

Inventories

Inventories are stated at the lower of cost and net realisable value. Cost is determined principally by the first-in, first-out method.

Cash and Cash Equivalents

Cash and cash equivalents include cash on hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within short-term borrowings in current liabilities on the balance sheet.

Revenue and Other Income

Revenue is measured at the fair value of the consideration received or receivable after taking into account any trade discounts and volume rebates allowed.

Revenue from the sale of goods is recognised at the point of delivery as this corresponds to the transfer of significant risks and rewards of ownership of the goods and cessation of all involvement in those goods.

Interest revenue is recognised using the effective interest rate method, which for floating rate financial assets is the rate inherent in the instrument.

Goods and Services Tax (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Australian Tax Office. In these circumstances, the GST is recognised as part of the cost of acquisition of the asset or as part of an item of the expense. Receivables and payables in the balance sheet are shown inclusive of GST.

**ST IVES FOOTBALL CLUB INCORPORATED
STATEMENT BY COMMITTEE OF THE ASSOCIATION**

The St Ives Football Club Incorporated has determined that it is not a reporting entity.

The St Ives Football Club Incorporated states to the best of its knowledge and belief that:

- the attached special purpose financial report presents truly and fairly the Association's financial position as at 31 August 2020 and the financial operations for the year then ended on that date, and are in accordance with the accounting policies described in Note 1 to the financial report, and comply with the provisions of the Association's Constitution.
- the financial report is in accordance with the Association's accounting and other records.
- at the date of this statement there are reasonable grounds to believe the Association will be able to pay its debts as they fall due.
- there is no awareness of any circumstances which would render any particulars included in the financial report to be misleading and/or inaccurate.

This statement is signed for and on behalf of the Association by:

President: *Lyle Hedson*

Treasurer: *Chris King*

Signature

Signature

Date:

Date:

18/12/20

18/12/20

**ST IVES FOOTBALL CLUB INCORPORATED
INDEPENDENT AUDITOR'S REPORT
TO THE MEMBERS OF ST IVES FOOTBALL CLUB INCORPORATED**

Report on the Audit of the Financial Report

Opinion

We have audited the financial report of the St Ives Football Club Incorporated (the association), which comprises the statement of financial position as 31 August 2020, the profit and loss statement, statement of changes in equity, notes comprising a summary of significant accounting policies and other explanatory information, and the certification by members of the committee.

In our opinion, the accompanying financial report of the St Ives Football Club Incorporated is in accordance with the NSW Associations Incorporation Act 2009, including:

- (i) giving a true and fair view of the association's financial position as at 31 August 2020 and of its financial performance for the year ended on that date; and
- (ii) that the financial records kept by the association are such as to enable financial statements to be prepared in accordance with Australian Accounting Standards.

Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Report section of our report. We are independent of the association in accordance with the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110: Code of Ethics for Professional Accountants (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Information Other than the Financial Report and Auditor's Report Thereon

The committee of the St Ives Football Club Incorporated is responsible for the other information. The other information comprises the information included in the association's annual report for the year ended 31 August 2020, but does not include the financial report and our auditors report thereon. Our opinion on the financial report does not cover the other information and accordingly we do not express any form of assurance conclusion thereon. In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of the Committee for the Financial Report

The committee of the St Ives Football Club Incorporated is responsible for the preparation of the financial report that gives true and fair view in accordance with Australian Accounting Standards and the NSW Associations Incorporation Act 2009 and for such internal control as the committee

**ST IVES FOOTBALL CLUB INCORPORATED
INDEPENDENT AUDITOR'S REPORT
TO THE MEMBERS OF ST IVES FOOTBALL CLUB INCORPORATED**

determines is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the committee is responsible for assessing the ability of the association to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the committee either intends to liquidate the association or to cease operations, or has no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the association's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the committee.
- Conclude on the appropriateness of the committee's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the association's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the association to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.



**ST IVES FOOTBALL CLUB INCORPORATED
INDEPENDENT AUDITOR'S REPORT
TO THE MEMBERS OF ST IVES FOOTBALL CLUB INCORPORATED**

We communicate with the committee regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Registered Company Auditor: _____

Frank Catanzariti

Registered Auditor Number: 156257

Address:

Level 8, 60 Carrington Street, Sydney NSW 2000

Dated this

18th day of December 2020.