



Melbourne Spikers Incorporated
Annual Report
2014-15

President's report

I would like to commence my report by thanking every single member of this club for unbelievable support over the last year. Without the support of the membership base we would not have been able to achieve the milestones that we did in 2014 – 2015. I would like to share with you some of the achievements that we have had over the past year and where we are directing some of our efforts in the coming year as well.

Membership growth

In the last financial year we peaked at a record 157 financial members. In 30 years of Melbourne Spikers we have never reached these kinds of numbers. We used some the key events over the Midsumma period to drive membership, as well as have a bigger presence in social media. As a result we have seen numbers grow very rapidly. Already, only 1 month into this financial year we have reached above 90 financial members. We are proud of this result and will continue to use these events to generate membership interest.

This growth has presented some challenges that we have never faced before. In particular, the amount of people that we see on Tuesday nights. I want to thank all the members for their patience with this as it has required us to change the way we operate at training. The committee is committed to continue to look for solutions that can accommodate the growth we are experiencing and are working with the college to have access to more space during the training times we have allocated. We have, however continued to see numbers on Sunday training days increase and we encourage members to consider Sundays as an alternative training day.

Training and Coaching

This year we have put 4 more coaches through the accredited coaching course. We saw the continuation of coaching from Nino Bilason, David Mattos, Chuck Chan and Cassio Conçalves, saw the return of Athy Henshaw and Bryce Creswell to regular coaching stints and also welcomed Dominic Niumata and Noel De Leon to the coaching ranks. Without the dedication of these coaches it would be very difficult to have successful Sundays and Tuesday. On Behalf of the committee and members we would like to thank these coaches for dedicating time and effort each week. Over the coming year we will continue to send coaches through to the accredited courses and work closely together to develop a coaching program to suit the needs of the members for both Sunday and Tuesday.

We have continued to run Sunday training as well and will continue to do so in the coming year. As we develop the coaching process further, we will see Sunday training grow in intensity to ensure it is different to Tuesday social training.

Social events

We are focused on ensuring that we continue to promote the social aspect of the club. Over the past year we have had events such as trivia nights, 30th birthday and after parties after tournaments. We believe that these social events are an important part of the club and club culture and in an effort to ensure that we are catering these events to changing member needs, you will see us engage and converse with the membership base more to see what need to do for you as members of the club

Fundraising and financial support including sponsorship

This has been a massive focus for our club over the last year and will continue to be as time goes on. We believe that fundraising is an important part of club environment and assists us in keeping member costs as low as possible. We are dedicated in ensuring that funds raised are funneled back to the membership base in different ways such as new equipment, uniforms and cheap membership fees. We would like to thank everyone's efforts over the past year as we would not have been able to raise the funds we did without your unbelievable support. I would also like to thank Team Melbourne for providing avenues such as the joint club raffle for us to raise money and also the Laird Hotel who continue to allow us to be part of the BBQ fundraising system.

I would also like to acknowledge a few other individuals and organizations that have assisted the club financial or with goods in kind over the past year. Firstly, Ian Hosking and the Snowgum stores he owns and operates. Ian continues to support the tournaments and other events through financial donations or with goods in kind for raffles. Carolyn "Booka" Harrison, who continues to provide us with prizes for raffles and other events throughout the year, and The Gertrude hotel who have donated close to \$500 for prizes for some of our events.

Tournaments

This year our two tournaments have once again broken participation records. We are dedicated to ensuring the integrity of the tournaments and providing participants with a great experience. We have been able to get some great support from our sister cubs in other states, but more so I would like to mention the Melbourne based clubs that continue to support the tournament, in particular RMIT and Aces Melbourne. We will continue to work on facilitating bigger and better tournaments and always welcome feedback so that we are able to improve them year upon year.

Committee

I would like to acknowledge the committee that have worked tirelessly on projects over the past year for the membership base. Ethan Dai (Vice President) Llewey Renders (Secretary) Paul Bowen (Treasurer), Doug Mulitalo (General Member), David Mattos (General Member) and

Frederick Spitsin (General Member). Our meetings are never short of time and passion for the club. I am very proud to have a committee that is this dedicated to seeing the success of the club and that whole heartedly make decisions based on the best interests of the club members.

Conclusion

In conclusion, I would like to once again thank the members of this club and the committee for the dedication and support over the past year. To hear the commentary from other established clubs about how fantastic we are is attributed to all of the members that work so hard to be part of the club. Over the next year we will be continuing to ensure to keep the club financially stable, grow our membership base and improve coaching and training process. Most of all, together we will continue to work together as a membership base to make everything we do enjoyable for everyone, as after all we share the same passion for volleyball, friendship and the club.

Sebastian Delfino

President
Melbourne Spikers Inc.

Treasurer's report

I am pleased to present the financial report for the year ended 30th June 2015.

I would like to begin by giving thanks to our members who have supported the club in greater numbers than ever before. We have seen our membership continue to increase, have had more teams at our tournaments, and have appreciated your help in our fundraising efforts.

The club has recorded a net profit of \$2,707.48 for the financial year, with cash reserves now totalling \$21,809.08.

This has been achieved through:

Membership: The club ended the year with over 150 members. Once again The Midsumma carnival stall and Team Melbourne sports day enabled us to promote the club as a healthy lifestyle choice within our community.

Fundraising: The "Safari" trivia night (\$4,141.61), Team Melbourne raffle (\$2184.00) and Bunnings Sausage Sizzle (\$1,471.85) were the major sources of the clubs' fundraising initiatives for the year.

Grants: The club was successful in earning two Grants during the Year. The City of Yarra (\$1555.00) and Vic Health (\$2220.00) grants provided the club with new balls, nets, antennae and a first aid kit.

Banking & Finance

The term deposit of \$10,000.00 was again maintained for the whole year. These funds are intended for our new uniforms. The committee is currently sourcing suppliers and anticipate an outcome in the new few months. Interest earned on the term deposit for the year was \$282.96.

The club continued its use of Eventbrite to enable registrations for entry into our tournaments, as well as ticket purchases for our events, such as the annual trivia night. We hope to improve further our online payment options with the upcoming upgrade to the club's' website.

Expenditure

Funds were primarily used in providing events including the annual Christmas picnic, the Summer Slam and Winter Whack tournaments, and the 30th Birthday Party. The club also utilised funds in promotional events at the Midsumma Carnival, Sports Day and the Pride March. We also invested in the club's' future and safety by sending a number of our members to

coaching and first aid courses, ensuring our members have the best possible experience when participating in our sport.

2015-16 Financial Year

The clubs' annual trivia event, and largest fundraiser, will take place in early August this year. We will continue to apply for grants as they appear on the calendar throughout the year. We also hope to fundraise again at Bunnings, which will be at the new Collingwood store. Of course, our tournament raffles and membership fees provide significant funds for the day to day running of the club.

Major outlays for the coming year include the new uniforms, merchandising, website re-design, and a winery tour we have scheduled in October. Additionally, there will be our regular tournament expenses, insurance premiums and the Midsumma events.

I would like to give a heartfelt thank you to my fellow committee members, Seb, Ethan, Lewey, Fred, Doug & David for helping the club to achieve all that it has in the past year. Together we have continued the growth of the club, and I look forward to further enhancing the Melbourne Spikers standing in the community in the year ahead.

Paul Bowen
Treasurer
Melbourne Spikers Inc.

Profit and Loss

1 July 2014 to 30 June 2015

<u>REVENUE</u>	\$
Events (World League)	500
Fundraising (trivia, raffles, BBQ)	12,797
Grants (City of Yarra, VicHealth)	3,775
Interest (term deposit)	283
Membership	2,675
Tournament fees	9,664
Training revenue	12,891
Other revenue	342
Total revenue	42,927
<u>EXPENSES</u>	
Administration (key tags, PO Box, web hosting)	840
Advertising and promotions (Midsumma, t-shirts, banner)	4,435
Bank charges	260
Course fees (coaching and first aid)	1,245
Entertainment expenses (World League, GLOBE Awards, Trivia)	5,188
Equipment (balls, nets, first aid, etc)	4,533
Food and beverage (Trivia, Birthday party, Picnic, Tournament)	8,218
Insurance	1,539
Tournament expenses (medals, director, minibus)	1,728
Uniforms (samples)	376
Venue Hire (tournament venues, Collingwood College)	11,746
Other (consumables)	111
Total expenses	40,219
NET INCOME	2,707

Balance sheet

At 30 June 2015

<u>ASSETS</u>	\$
Cash at bank	21,809
<u>LIABILITIES</u>	0
TOTAL EQUITY	21,809

Committee members

2014-15 financial year

President

Sebastian Delfino

Vice-President

Frederick Spitsin (until Sep 2014)

Ethan Dai (from Sep 2014)

Secretary

Ethan Dai (until Sep 2014)

Llewellyn Reynders (from Sep 2014)

Treasurer

Paul Bowen

General Committee Members

Doug Mulitalo

Llewellyn Reynders (until Sep 2014)

Ian Hosking (until Sep 2014)

Cassio Conçalves (until Sep 2014)

Frederick Spitsin (from Sep 2014)

David Mattos (from Sep 2014)