



## MINUTES OF SNZ BOARD MEETING

**Friday December 11, 2015, 7.30am, Conference Call.**

**Present:** Greg McKeown (Chair), Steve Dunbar, Gareth Fleming, Fran Hopkins, Tony Johnston, Linda Kenny, Jim O'Grady (Chief Executive)

**Apologies:** None

**Conflicts of Interest:** None

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### 1. To Confirm The Minutes Of The Previous Meeting Held November 28, 2015.

**Resolution:**

That the minutes of the previous SNZ Board meeting held November 28, 2015 be approved as a true and correct record of proceedings.

Moved: Greg McKeown / Linda Kenny Carried

Matters Arising from the Minutes

It was noted that the minute regarding the glass court be amended to include reference to pursuing expressions of interest from all districts rather than Cambridge.

CE to prepare a template to send to districts seeking expressions of interest for the possible use of the glass court by the end of January so the Board can make some decisions in February. As well consult with the HPAP on possible locations.

### 2. To Confirm The Key Action Points For The 2015 / 2016 Annual Plan.

Squash on the Move identified 5 strategic outcomes linked to goals and priority actions. At an operational level a more detailed list of priority areas and NSO actions was developed. The CE provided an explanation of the key action points for Squash NZ in the 2015 / 2016 year while noting that some aspects of the plan were yet to be confirmed.

**It Was Agreed:**

That the BaU actions would be reviewed as part of the annual planning process for 2016/2017 starting in March 2016

Promotional activities should be sustainable rather than one off and there was support for 2 campaigns –  
A member get member campaign  
Creation of a "fan" database of ex-players and members

SNZ pursue more grant funding applications for activities in 2016

That the CE develop a 2 year business plan for Club Kelburn with Rob Walker including promotional activities and possible Capex aimed at increasing revenue

A pilot programme be instigated with Squash Wellington with a focus on coach development and Kiwi Squash in schools using the resources of the national office to assist

The CE develop an action plan for 2016 including, timelines, budgets and goals

The action plan as presented for 2016 was endorsed by the Board

(Steve Dunbar left the meeting at 8.30am)

### 3. To Determine The Policy For Insurance Commissions

Through an agency agreement Aon agrees to provide SNZ with a sales commission on club insurance and business insurance via referrals. The commission payable is 20% of the margin on new business and 10% on renewals from day

1 of the policy. Renewals are defined as business that is rolled over on an annual basis. The split of commissions between SNZ and the club is the decision of SNZ. FH suggested that the addition of personal insurance would make it a more attractive proposition. TJ felt it would be hard to get any traction on 3<sup>rd</sup> part referrals.

**Resolution:**

That SNZ split the commission derived from club insurance 50 / 50 with districts for those clubs that sign with Aon in that district.

That SNZ share the commission derived from business insurance referrals 50 / 50 with the club from which the referral came.

Moved: Greg McKeown / Gareth Fleming

Carried

**4. To Appoint A Board Hearing Panel.**

SNZ has received a letter of appeal from a referee against a decision of the referees' management panel not to advance that individual to the status of national referee. The referee has requested a hearing to consider the appeal.

**It Was Agreed:**

That Gareth Fleming would arrange to meet with the individual concerned as soon as practicable with a view to trying to resolve the matter without further formal action. The CE to provide the background information.

**5. To Apply For Grant Funding As And When Required.**

**Resolution:**

The SNZ Board agrees to apply for grant funding as and when required.

Moved: Greg McKeown / Linda Kenny

Carried

**6. World Men's Team Championships - Cairo**

The CE provided a brief update on the World Men's Team Championship in Cairo. The event was postponed on December 5 and WSF will announce a new date in 2016. The budget for the vent has been retained and the national office is pursuing insurance claims to recover expenditure to date on airfares, accommodation and other expenses.

**7. National Squash Centre**

The CE to invite two representatives from the NSCT, Squash Auckland and Squash New Zealand to form a working group to investigate options for the NSC. It is proposed to meet in February once the members have been confirmed.

**8. 2016 Meeting Dates**

February 12	Board Meeting	Auckland, Jetpark	
June 24/25	Board/Presidents Meeting	Auckland, Jetpark	
August 19	Board Meeting	Auckland, Jetpark	NZ Nationals
December 2/3	AGM/Board Meeting	Auckland	

Other meeting dates TBC with one meeting to be held in Wellington.

**9. Next Meeting**

Friday February 12, Jetpark Hotel and Conference Centre, Auckland. 12.00pm.

**10. Meeting Closed 8.58am**