

# Squash - For Fun & Fitness



## **ANNUAL REPORT TO MEMBERS 1996**

**Incorporating the  
Financial Accounts  
for the year ending 30 September 1996**

*Supported by*





New Zealand Squash (Inc)

**ANNUAL REPORT  
1996**



**Susie Simcock**  
President of World Squash  
& New Zealand Squash  
Personality of the Year 1996

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**Cover**

**1996 Sheraton Kiwi Classic Women's International Tournament**  
**The Players**

Sarah Fitz-Gerald (Aus), Robyn Cooper (Aus), Toni Weeks (Aus), Meeghan Bell (Aus), Liz Irving (Aus)  
Fiona Deans (NZ), Philippa Beams (NZ), Jade Wilson (NZ)  
Leilani Marsh (NZ), Louise Crome (NZ), Carol Owens (Aus)  
with Julia Vickerman (back left) and Jackie McAtee (Back right) from the Sheraton Hotel



New Zealand Squash (Inc)  
**OFFICIALS**  
**1995-1996**

**PATRON**

The Hon Sir David Beattie

**PRESIDENT**

Barry Gardiner

**EXECUTIVE COUNCIL**

Chairman

Murray Withers

Phillip Barbour    Jan McAra    Vern Pere    Ed Post    Alan Simpson

**CHIEF EXECUTIVE OFFICER**

Grant Scoones

**HON SOLICITOR**

Michael Sumpter

**AUDITOR**

McGregor Bailey & Co

**PROGRAMME DIRECTORS**

**Junior/Youth**  
Hank Scott

**Masters**  
Gower Dallimore

**Refereeing**  
Jos Urbahn

**Gradings**  
Steve Scott

**BOARDS**

**High Performance**  
Phillip Barbour  
Hank Scott  
Susie Simcock  
Mark Tapsell

**National Events**  
Vern Pere  
Paul Boyle  
Vivienne Brumby

**SELECTORS**

**Senior**  
Paul Wright  
Hugh Leabourn  
Ross Titchmarsh

**Junior**  
Paul Wright  
Hank Scott  
Wendy Browne

**Masters**  
Gower Dallimore  
Ian Rowe  
Sylvia Wesney

**National Statisticians**  
Vivienne Brumby  
Brian Piper

**Players Reps**  
Paul Boyle  
Jenny Bell

**NATIONAL OFFICE**

Chief Executive  
Grant Scoones

**Programme Managers**

National Events/Communications Manager: Tafflyn Bradford-James  
Club 2000 Manager: Bob Sova  
National Coach: Paul Wright  
Squash Institute Executive Officer: Mike Weston  
Education/Development Officer: Francis Scordino/Nita Pearson



Sir David Beattie

A message from  
**Sir David Beattie**  
**Patron**  
New Zealand Squash

What wonderful news of the election of Susie Simcock as President of World Squash.

All New Zealanders will applaud this thoroughly deserved appointment which carries special significance because Susie is the first woman President and only the second New Zealander to hold this high office.

Susie will hold the position when squash becomes an approved sport at the Commonwealth Games in Kuala Lumpur in 1998. All members of the Association should take great heart in this landmark occasion when up to 10 of our athletes will for the first time, join a New Zealand Team at this prestigious international sporting event. The public exposure attached to the television coverage of the Games is a promotional opportunity that Squash must capitalise on.

May I also thank our Sponsors who continue to support us. It is very clear to me that to achieve World Rankings in many sports, our athletes need more international competition and I hope that the new funding from the Government will assist those determined to perform with distinction.

I look forward to joining delegates at the 1996 Annual General Meeting, and wish all members every success for the 1997 Season.



Murray Withers

Chairman's Review  
**MURRAY WITHERS**  
New Zealand Squash  
Executive Council

1996 has been another challenging year for the Association as it endeavours to implement the many programmes contained within the Strategic Plan, and establish squash as a game for the nineties. This publication summarises the activities undertaken over the past 12 months and while not all targets have been achieved, overall, the results are pleasing, in particular, the early indications of growth within the sport. Increased participation and membership figures for the first time in a number of years are encouraging, and although it is as yet too early to assess whether or not this trend will continue, the signs are positive and we should take some heart from them. There have been a number of high points through the year that are worthy of mention.

The arrival of our full time National Coach has been a major plus for NZ Squash. Since his arrival from the UK in February, **Paul Wright** has worked tirelessly to review our coaching and player programmes, and has impressed us all with his enthusiasm, and professionalism. There is no doubt that improved international results will follow in the years to come, and our coaching structure will take on a new lease of life as it responds to Paul's professional and innovative approach.

Another major plus has been the election of **Susie Simcock** as President of the World Squash Federation in October. Susie is a tireless and dedicated servant of Squash and sport in general, and her appointment to this high office is a fitting reward for her efforts that will pay dividends for both the WSF and NZ Squash in the years to come.

The performance of our International Teams and individual athletes during 1996 has also been encouraging with the majority of goals being attained. Players and Team Management have represented New Zealand with pride and distinction, and I congratulate them on their efforts.

The running of the **Sheraton Kiwi Classic Women's International Tournament** in September was a major plus for the public profile of the game in New Zealand. Sponsored by the **Sheraton Hotel & Towers** in association with **Smokefree** and the **Hillary Commission**, the event marked New Zealand's return to the international tournament circuit and was judged a great success by all concerned. The new **Herne Bay Ponsonby Rackets Club** was a great venue for the event and our sincere appreciation is extended to the club for its efforts.

I take this opportunity of extending our appreciation to the **Hillary Commission**, the **NZ Sports Foundation**, and to **Dunlop Slazenger** and other sponsors for their support during the year without which, we could not continue to provide the level of programming now undertaken.

Finally, I congratulate CEO Grant Scoones and his team at the National Office for their exemplary efforts during a time of immense change and upheaval within the game. In a similar vein, I also thank all members and officials for their support as we work towards the continuing redevelopment of our sport. Well done and good luck for 1997.



Grant Scoones

Report from  
**Grant Scoones**  
**Chief Executive**  
New Zealand Squash

After the intensity of 1995 associated with the early stages of implementing our new Strategic Plan, I was hoping that 1996 would provide an opportunity to consolidate our position and provide members with more tangible results for our efforts. To some extent this consolidation has been achieved, but restructuring within the National Office and the necessary familiarisation period for new staff have required additional time and effort from us all, and that has proven to be a real challenge. I believe we have responded well to that challenge, but with further experience now under our belts, 1997 should prove to be more productive for all concerned.

For the second year running we have achieved close to our projected surplus for the year. While this is pleasing, it is worthy of note that without the improved income from **Club Kelburn**, the result would have been a \$14,000 deficit. As an investment, Club Kelburn continues to provide NZ Squash with a valuable source of funding for all programmes, and the increasing returns on that investment are proving vital at a time when sponsorship is limited and levy funding uncertain. I congratulate Rob Walker, Steve Dunbar and the staff at Club Kelburn for their performance during 1996.

After 18 months of planning, research and resource development, the Club Advisory Service **Club 2000** is now able to offer to Member Clubs a wide range of products and services. A large number of Clubs made use of the Club 2000 Service in 1996, and a Club 2000 Directory of Services is being produced for Clubs so that many more will gain benefit from the service in 1997. New Zealand Squash is the only National Sporting Organisation in New Zealand to offer such a service and it is vital to the future development of the game that Club 2000 continue.

Communication with members continues to be a weakness, although the new player newsletter **HANDOUT** will certainly improve our performance in this area. Around 9,000 individual members will receive their newsletter and player pack by direct mail in November, and in early 1997, a pre-season mailout will provide those same members with a further newsletter and information about the game and activities in 1997. Promotion and growth of the Member Direct Mail Member Database continues and by the end of 1997, we hope to have 20,000 registered. Members that have already registered can be easily identified on the monthly Grading Lists - If your **first name** is included then you've registered. If in doubt contact your Club Office.

While on the **Grading List**, it is worth mentioning the considerable time and effort that has gone into enhancing the system for members in 1996. All monthly Grading Lists are now produced and distributed from National Office in A4 format. As can be seen from our Financial Reports, there are increased costs associated with the production of the lists and these are now incorporated into the affiliation levies proposed for 1997.

Finally, while it is too early yet to verify the turnaround in growth and participation, the overall growth experienced in 1996 is a positive indicator that should not be overlooked. Squash is still a great game for all age groups, but the onus remains with us all to deliver that game in "user friendly" form to the market and by so doing, encourage "new" players onto the courts.

**EXECUTIVE COUNCIL  
REPORT TO MEMBERS  
FOR 1996**

Under the terms of Zealand Squash Rule 14, the management and control of the Association affairs and property, both real and personal, is vested in the Executive Council and the Council are required to provide a report of the year's activities and an audited Statement of Accounts at the Annual General Meeting.

The New Zealand Squash Executive Council are pleased to provide for members the following summary of New Zealand Squash Programme activities for the Financial Year 1 October 1995 - 30 September 1996.

The financial transactions relating to Programme activities are in the Statement of Financial Performance incorporated in this Annual Report and should be read in association with the Notes to the Accounts.

This report is provided in accordance with New Zealand Squash Rule 7.

**THE MISSION**

**"To promote Squash as a healthy, attractive, enjoyable sport and leisure activity available to all New Zealanders".**



## **CLUB 2000 ADVISORY SERVICE**

Club 2000 Manager Bob Sova has now directed the activities and development of the new programme for 18 months. The introduction of this innovative club advisory service has not been without its difficulties. Attempting to collect and develop resources and at the same time, service the needs of 250 Member Clubs with a staff of one is a tall order, and while Bob would be the first to admit that it has not been all plain sailing, he is also quick to point out the significant gains that have been made over the past year and a half and the increasing number of "satisfied customers" now lending their support to Club 2000.

The two most important ingredients to success are to have a clear sense of mission and a plan to achieve the goals set. The challenge in preparing the 1996 Annual Report has been to ensure that all programmes and projects are consistent with the NZ Squash strategic direction and that they contribute in a material way to the achievement of these long term goals.

There is a growing realisation that if the long term goals are to be achieved, a systematic and carefully integrated approach to planning is required. Consequently a Club 2000 Operations Plan for 1995/96 was drawn up with the purpose of ensuring that services to members are provided in an effective and efficient manner.

The most common questions asked by Member Clubs are:

1. What value do we get for our money, and
2. How can we examine and evaluate the Club 2000 programme?

These valid questions can be best answered by reporting against the operational objectives of the plan. Effectiveness is a measure of the degree of accomplishment of the goals and objectives and as efficiency measures resource usage, it can be seen from the following results, that the Club 2000 programme is indeed effective and efficient. This is evidenced by the quantity and volume of information and work undertaken, the competency, relevancy and usefulness of information available in fulfilling the stated objectives.

To continue at this present level and in the strategic direction required, it is imperative that funding at the level indicated in the four year budgets be achieved. Anything less will jeopardise the future of the programme.



**International Squash Magazine**  
now mailed free to all clubs three times per year as a Club 2000 communications initiative

## **CLUB 2000 - KEY RESULTS IN 1996**

In the 1996, the following are the key outcomes against the Club 2000 Operations Plan:

### **QUALITY FACILITIES**

#### **Information Services**

The following information publications have been produced and are available free of charge to Member Clubs:

- *Squash Court Construction Manual*
- *Squash Court Construction Cost Schedule*
- *Combating Squash Court Condensation*
- *A guide to Squash Court Lighting*
- *A guide to Glassback Walls*
- *Protective Eyewear for Squash Players*
- *Managing Squash Club Tournaments & Events*
- *PC Based Club Management Systems*
- *The Club 2000 Model Business Plan for Clubs*
- *Funding Guidelines for Squash Clubs*
- *A guide to Doubles Squash*

#### **Court Construction**

Eight clubs have sought advice on the construction of new courts and comprehensive information has been provided to them at no cost.

The Club 2000 Technical Advisory Group (C2000TAG) has been established, to provide specialist advice to Club 2000 on all aspects of facility design, construction, repair and maintenance.

#### **Club 2000 Accreditation**

Work on the ISO 9000 styled Club Accreditation Scheme is well underway and now forms part of the National Events Host Club Criteria.

### **COMMUNICATIONS**

#### **National Member Database**

This project commenced as a Club 2000 project in late 1995 and around 9,000 NZ Squash Members are now on the database.

#### **National Club Inventory**

Stages I & II involving data collection and software design have been completed, and data is now extracted on an as required basis for Club 2000 projects. The initial data from the inventory questionnaire identified the common elements in club management giving the greatest concern to Club officials, and Club 2000 strategies were framed accordingly to deal with those problems.

#### **Members Handbook**

Work was delayed on this project awaiting amendments to the WSF Rules under review at the WSF AGM in October 1996. Subject to funding, this handbook with the new rules will be direct mailed to members in early 1997.

#### **Club Promotional Material**

A range of Squash Club promotional material has now been designed and will be printed in December. The

range includes a selection of four colour posters and four bumper stickers depicting the various participatory aspects of squash. Subject to funding, standard promotional packs will be available to Clubs for 1997 on request free of charge.

**Member Newsletter**

The first player Newsletter (Handout) was developed through 1996, and mailed to 9,000 members in late November.

**PROFESSIONAL MANAGEMENT**

**Club Accreditation**

The Club 2000 Accreditation Guidelines for National Events Venues has been completed and will be introduced progressively in 1997 and 1998.

**MEMBERSHIP & PARTICIPATION**

**Affiliation Incentive Scheme**

A policy document has been produced by Club 2000 and is currently under consideration.

**COMPETITION**

**Tournament Management**

A Club Tournament & Event Management Booklet has been published.

The design of Tournament PC Software is 70% completed and subject to funding is expected to be tested and ready for use in the 1997 season.

**Fun Events Calendar**

The module has been completed and incorporated into a Squash Club Marketing Booklet.

**INTEGRATED INDUSTRY**

**Commercial Centres**

Development of a Commercial Facilities database continues in an effort to identify and recruit commercial centres to affiliate with NZ Squash. This is an ongoing process that will in time broaden the membership and funding base of the Association.

**Squash/Fitness Industry**

Knowledge of the wider fitness industry is growing through experience with the operation of Club Kelburn and through an increasing library of related publications.

**PLANNING & ADMINISTRATION**

**Reports & Planning**

As a National Office Operational Programme, planning and reporting for Club 2000 by the Programme Manager is ongoing.

**Administration**

Enquiries and requests for advice are dealt with on a daily and ongoing basis. Where a request for information is unable to be satisfied, the details are kept on file for action once the resource material is available.

**Communicating with Clubs** In 1996, the Club 2000 Manager:

- Wrote **185** Letters
- Responded to over **1,500** phone calls through the 0800 Freephone line.
- Attended over **50** meetings, New Zealand wide.
- Visited over **35** clubs
- Through efficient programme management, expended **\$115,000** of a projected **\$148,000** budget for the year.
- Achieved the **majority** of stated goals for the year.

### **SPECIAL PROJECTS**

Other projects undertaken by the Club 2000 Manager during 1996 were:

#### **Gradings Database**

Manager Club 2000 was appointed Project Manager for the Gradings System upgrade, Member Database Development and subsequent introduction of the production and distribution of all Grading Lists Direct to users from NZ Squash National Office. This was a major project, the success of which was critical to the successful continuation of the NZ Squash Player Grading System in 1996. Had this essential upgrade of the Grading System not been implemented in time, the effective delivery of the Graded Competition structure to all players in New Zealand would have been in jeopardy.

The Manager Club 2000 also undertook the responsibility of marketing the Grading System to WSF Nations.

## **Club 2000 Summary of Expenditure**

The following is a brief summary of the Club 2000 Programme expenditure during 1996:

	1996	1995
<b>Club 2000 Advisory Service</b>		
Salaries, Consultants Fees & Expenses	70,179	40,679
National Office Administration Services	11,493	6,853
Telecommunications & Postage	9,452	6,443
Printing & Stationery	4,909	5,833
Staff Travel, Accommodation, Vehicles/FBT	10,076	7,875
Club Resource Material & Newsletters	8,150	1,334
General Expenses & Subscriptions	684	2,833
<b>Total</b>	<b>114,943</b>	<b>71,850</b>

# NATIONAL EVENTS & COMMUNICATIONS

## National Events 1996 GENERAL

A full review of all National Events Policies and Procedures was conducted during 1996. The National Events Workshop in May was attended by 15 personnel from around New Zealand, representing players, referees and administrators. The outcomes of this weekend workshop were subsequently endorsed by the Executive Council and are now being progressively implemented.

The process of review, including policy development and implementation was greatly enhanced towards the latter part of the 1996 Season with the employment of Tafflyn Bradford-James as National Events & Communications Manager. Tafflyn is an experienced and well qualified sports events manager who has already, through her energy and enthusiasm become a major asset to the National Office. Tafflyn will play a key role in the introduction of professional management to our tournament and communications structure. The introduction of this new position followed a redefinition and restructuring of existing administrative, accounting and events coordination roles within National Office.

In 1996, New Zealand Squash has been working towards meeting the quality standards for National Events set by the Strategic Plan and expected by the members. To this end:

1. Questionnaires have been circulated at the 1996 Senior, Junior and Masters Nationals to help with feedback on player/team manager expectations.
2. In conjunction with Club 2000, a set of criteria has been drawn up to help in the selection process of host clubs for national events (from 1997) to ensure that the venues are appropriate;
3. The rules and guidelines for events have been streamlined to make interpretation easier for host clubs and competitors alike (introduction in 1997);
4. Securing of media coverage has been improved to help promote the game of squash to potential players and potential sponsors.

A total of **41** national media releases have been sent out since the start of the 1996 season. These releases are sent out to television, radio and newspapers throughout the country. The combined effort of the nation-wide releases and local district/club releases has resulted in coverage being secured in **76** newspapers country-wide with a total estimated readership of **1,302,828** people.

Television coverage has been secured locally and nationally with the national stations showing particular interest in the **Sheraton Kiwi Classic** and the top ranked New Zealand women players.

Radio coverage has also been good this season with junior and senior players being interviewed live on national and local radio. Again the international event extended the coverage allowing the media to relate the event to others overseas via the overseas players.

Full media interest has continued since the Sheraton Kiwi Classic with press and radio seeking news items from squash.

## INTERNATIONAL EVENTS

### SHERATON KIWI CLASSIC INTERNATIONAL WOMEN'S INVITATION TOURNAMENT

Herne Bay Ponsonby Rackets Club

24 - 28 September 1996

Tournament Director Scott Griffiths

The event was a 16 draw, tournament and invitations were sent to the top 32 women players in the world and a number of additional top New Zealand domestic players. Of the final 16 draw, six places were taken by overseas players.

New Zealand's Leilani Marsh and Philippa Beams both lost in the second round after hard fought, four set matches against higher ranked Australians and the finals were an all Australian affair with Sarah Fitz-Gerald taking the title ahead of Liz Irving. Fitz-Gerald went on to win the World Championship title in Kuala Lumpur in October. The event was sponsored by the Sheraton Auckland Hotel & Towers, the Hillary Commission and Smokefree; and supported by a large number of other sponsors secured by Herne Bay Ponsonby club.

Results	Name	Country
Overall	Sarah Fitz-Gerald	Australia
Runner Up	Liz Irving	Australia
3rd Place	Carol Owens	Australia
4th Place	Robyn Cooper	Australia
Special Plate	Philippa Beams	New Zealand
Special Plate Runner Up	Leilani Marsh	New Zealand
Plate Winner	Jade Wilson	New Zealand
Plate Runner Up	Charmian Hayes	New Zealand
Consolation Plate Winner	Fiona Dean	New Zealand
Consolation Plate R/Up	Louise Crome	New Zealand

Excellent media coverage was seen both before and during the event with TVNZ and TV3 covering the week's play and providing features on the players. National press also covered the tournament extensively, taking several different angles to maintain public interest.



**Sarah's Classic**

1996 Kiwi Classic Winner & World #1 Sarah Fitz-Gerald receives her winner's trophy from Julia Vickerman from the Sheraton Auckland Hotel & Towers

## SENIOR EVENTS

### NORTH ISLAND CHAMPIONSHIPS

Sponsored by Access Brokerage Limited

Palmerston North Squash Club

31 May - 3 June 1996

Tournament Director Peter Fowell

The draws were capped at 128 players, playing off in two championship and five divisional draws. Top seeds for the open draw were Liz Irving of Australia #1, Sarah Cook (Christchurch) #2 and Jade Wilson (Auckland) #3 in the women's; Michael Corren (Auckland) #1, Wayne Werder (Hamilton) #2 and Adham Abou Taleb (England) #3.

Top New Zealand internationals Philippa Beams, Leilani Marsh, Paul Steel and Glen Wilson were unable to enter due to NZ squad commitments at the WSF World Cup in Malaysia.

Results	Male	Female
Winner	Adham abou Taleb (Eng)	Liz Irving (Aus)
Runner Up	Michael Corren (Aus)	Jade Wilson (NZ)

### SOUTH ISLAND CHAMPIONSHIPS

Christchurch Football Squash Club

21 - 23 June 1996

Tournament Director/Club President Don Robertson

The tournament combined with the 1996 Canterbury Open and attracted a record 152 entries covering all divisions. Top Australians Liz Irving and Carol Owens (world rankings of #3 and #4 respectively) headed the seedings with all four New Zealand International women also in the draw. No overseas players competed in the men's draw leaving the top four New Zealanders to compete for the title.

Results	Male	Female
Winner	Paul Steel (NZ)	Carol Owens (Aus)
Runner Up	Wayne Werder (NZ)	Liz Irving (Aus)

### COUSINS SHIELD & MITCHELL CUP COMPETITION

Hamilton Squash & Tennis Club

19 - 21 July 1996

Tournament Director Denise Bassett

14 mens' teams and 9 ladies' teams entered the event (with one men's team pulling out prior to start of play). The tournament received extensive publicity via the local media and, as a result of the local team winning the men's event, coverage was secured on television and via feature articles in the papers.

Results	Male	Female
Winner	Hamilton Squash & Tennis	Remuera Rackets Club
Runner Up	North Shore Squash Club	Henderson Squash Club

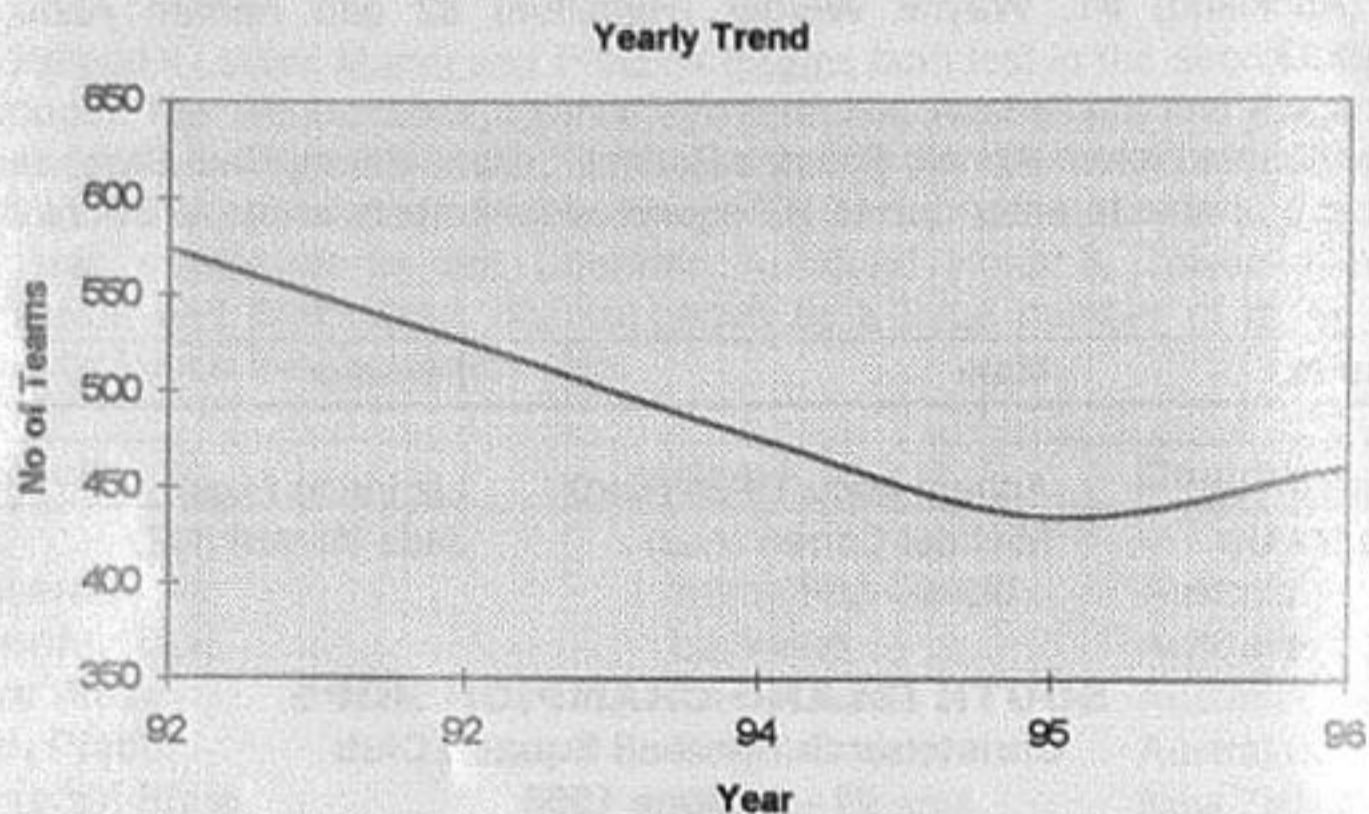
## NATIONAL GRADED TEAMS ELIMINATION'S

B Grade - F Grade

26 - 28 July 1996

The district elimination's for the National Graded Teams Competition took place over the weekend of 26-28 July 1996. A total of **461** teams took part throughout the country with the highest number being at E Grade.

The following chart indicates the positive growth in the number of competing teams for the first time in five years.



## NEW ZEALAND 'ENERGY' NATIONAL CHAMPIONSHIPS

Kawaroa Park Squash Club - New Plymouth

6 - 11 September 1996

Sponsored by BP Oil, Richmond Corner Hotel & Air New Zealand Link

Tournament Director Rod Pattison

The event was played with the open section having two 32 draws with random placings (as opposed to previous practice of 64 player set draws).

The dates of the tournament were changed from the original calendar due to a clash with major overseas events. These were subsequently cancelled and with the agreement of Districts the event was returned to the original dates.

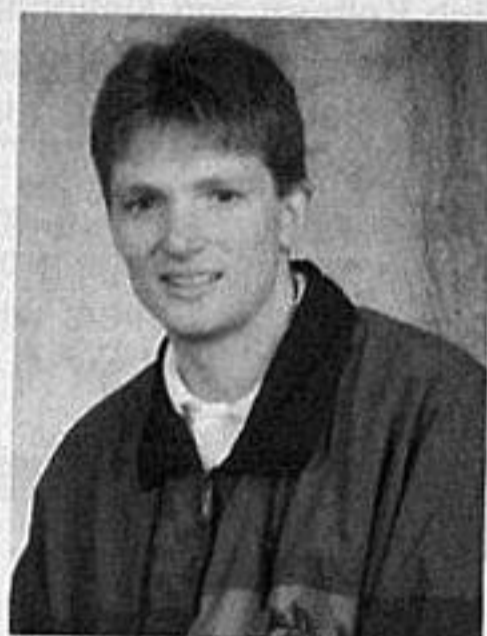
The players' meeting was held immediately following the finals and questionnaires were circulated to get feedback on the event in general and the introduction of the random draw to the Nationals. The feedback on the event was obtained under a number of headings which players were asked to rate on a scale of 1 (poor) to 5 (excellent). The nationals scored an overall result of '4' indicating the success of the tournament. The random draw currently in use by WSF, WISPA and the PSA was used for the Nationals. This decision to use the international standard attracted criticism from some players and at the players meeting immediately following the event, there was general consensus of agreement that NZ Squash be asked to reinstate the "Placed" draw.

In the men's competition, the final was again contested by Paul Steel and Glen Wilson while in the Women's Draw, Sarah Cook and Jade Wilson disposed of top seeds Leilani Marsh and Philippa Beams to go through to the final, which Cook eventually won.



Results	Male	Female
Winner	Paul Steel (Titirangi)	Sarah Cook (Christchurch)
Runner Up	Glen Wilson (Royal Oak)	Jade Wilson (North Shore)

### 1996 National Champions



Paul Steel



Sarah Cook

### NEW ZEALAND INTER DISTRICT TEAMS EVENT

Kawaroa Park Squash Club - New Plymouth

12 - 14 September 1996

Tournament Director Rod Pattison

The Inter District Teams Event was played immediately following the Nationals at Kawaroa Park. All districts were represented except Northland men.

Results	Male	Female
Winner	Auckland	Auckland
Runner Up	Wellington	Southern

### NATIONAL GRADED TEAMS CHAMPIONSHIP FINALS

B Grade - Ashburton Squash Club

C Grade - Nelson Squash Club

D Grade - Whangarei Tennis & Squash Club

E Grade - Hamilton Squash & Tennis Club

F Grade - Hastings Tennis & Squash Club

2 - 6 October 1996

All clubs reported successful tournaments and stressed the popularity of the graded teams events - statements which are backed-up by the up-turn in the number of participating teams for the district elimination's.

The public and media profile for these events was not high at national level but the host clubs and participating teams secured extensive coverage at a local level.

Results	Male	Female
B Grade	Hawkes Bay SRC	Herne Bay Ponsonby RC
C Grade	Royal Oak SRC	Logan Park SRC
D Grade	Hastings Tennis & Squash	Mana Squash Club
E Grade	Hastings Tennis & Squash	Whakatane SRC
F Grade	Blues SRC	Waerenga-a-Hika SRC

## JUNIOR EVENTS

### NZ & OCEANIA SLAZENGER JUNIOR OPEN & AGE GROUP CHAMPIONSHIP

Club Kelburn - Wellington  
20 - 23 September 1996  
Tournament Director, Rob Walker.

The event was hosted for the first time by Club Kelburn and National Junior Squash Director, Hank Scott, was called in for the week prior to the event and his expertise used to bridge the gap between the traditional 'club' event and that held at Club Kelburn's public facility.

A total of 228 entries were received for the event covering all age groups from Under 13 to Under 19. A squad from New Caledonia entered the event with players in all age groups.

The event was the second this season at which player/manager questionnaires were circulated to gain feedback but too small a sample were returned for any conclusions to be drawn.

Results	Male	Female
Under 19 Open	Shaun Madden (Blues)	Louise Crome (Remuera)
Under 17	Phillip Anderson (Kensington)	Tania Tatana (Levin)
Under 15	Jared Conning (Titirangi)	Chrissie Tana (Tokoroa)
Under 13	Terry Shaw (Parkview)	Colleen Katene (Reporoa)

### 1996 National Junior Champions



Shaun Madden



Louise Crome

### NEW ZEALAND JUNIOR INTER DISTRICT TEAMS EVENT

Club Kelburn - Wellington  
24 - 26 September  
Tournament Director Rob Walker

The event took place over three days of play with all districts represented except Hawkes Bay/Gisborne and Midlands in the girls' competition.

Results	Male	Female
Winner	Auckland	Auckland
Runner Up	Southern	Central

**SLAZENGER NORTH ISLAND JUNIOR OPEN  
& AGE GROUP CHAMPIONSHIPS**

Mana Squash Club - Wellington

29 - 31 March 1996

Tournament Director Aaron Havill

The Slazenger North Island Junior Open & Age Group Championships took place at Mana Squash Club, Wellington - Tournament Director, Aaron Havill and 136 entries were received.

Results	Male	Female
Under 19 Open	Shaun Madden	Louise Crome (Remuera)
Under 17	Hemi Hiku (Levin)	Tania Tatana (Levin)
Under 15	Jared Conning (Titirangi)	Christine Tana (Tokoroa)
Under 13	Terry Shaw (Parkview)	Colleen Katene (Reporoa)

**SLAZENGER SOUTH ISLAND JUNIOR OPEN  
& AGE GROUPS CHAMPIONSHIPS**

Oamaru Squash Club

12 - 14 April 1996

Tournament Director John Tulley

The event received good local media publicity. 157 entries were received and the draw consisted of one division for each age group except Under 13, Under 15 and Under 17 boys which were extended to include a division two.

Results	Male	Female
Under 19 Open	George Crosby (Island Bay)	Leanne Mahan (Christchurch)
Under 17	Will Evans (Panmure)	Jenny Gearing (Rangitikei)
Under 15	Jarod Conning (Titirangi)	Linda Katene (Reporoa)
Under 13	Terry Shaw (Parkview)	Colleen Katene (Reporoa)

**SLAZENGER NEW ZEALAND UNDER 21 CHAMPIONSHIPS**

Hamilton Squash & Tennis Club

2 - 6 July 1996

Tournament Directors Mark Devoy & Butch Gifford

Top seeds were Blair Horler and Nathan Sneyd (Otago Sports Institute) in the men's draw Louise Crome (Auckland), Shelley Kitchen (Whangarei), in the Women's draw.

The event was followed by the Slazenger Under 21 Doubles Championships which featured teams drawn from the Individual Championships playing 30 minute matches. This event was the first time doubles squash has been played at a New Zealand Squash National Championships.

Results	Male	Female
Singles	Blair Horler (Waimate)	Louise Crome (Remuera)
Runner Up	Nathan Sneyd (Pirates)	Shelley Kitchen (Heme Bay)
Doubles	Matt Anderson (Hamilton) & Martyn Tuffin (North Shore)	Tamsyn Leevey (Taieri) & Anna Sneyd (Red Star)
Runners Up	Sam Gearing (Heme Bay) & Chris Tafford (Red Beach)	Lara Petera (Kaitaia) & Jenny Gearing (Rangitikei)

## MASTERS EVENTS

### NEW ZEALAND & OCEANIA MASTERS CHAMPIONSHIPS

Nelson Squash Club

25 - 28 October 1996

Sponsored by Golden Edge

Tournament Director John Wesney

A record **268** entries were received for age groups 35-39 years up to 70 plus for men. Overseas player entries were received from Australia, Luxemburg, England and Norfolk Island.

The event was sponsored by Golden Edge, with Bowater Toyota as an associate sponsor, and a number of other subsidiary sponsors.

Results	Male	Female
35 - 39	Rod Hayes (Christchurch)	Liz Spielman (Australia)
Runner Up	Ray Lindsay (Luxemburg)	Cheryl Te Kani (Geyser City)
40 - 44	Ian Holding (Eden Epsom)	Cheryl Chard (Kawaroa Park)
Runner Up	Lawrence Skurr (Burnside)	Mandy Gray (Australia)
45 - 49	Brian Cook (Australia)	Lesa Wilson (Australia)
Runner Up	Tony Naughton (Mana)	Kaye Jackson (St Lukes)
50 - 54	Max Samblebe (Australia)	Kay Glenny (Hawkes Bay)
Runner Up	Richard Purser (Remuera)	Jenny Tyler (Henderson)
55 - 59	Barry Gardiner (Burnside)	Kathy Hargreaves (Burnside)
Runner Up	Hadon Daly (Australia)	Jill Roberts (Khandallah)
60 - 64	Terry Ripon (Australia)	Marg Forrester (Red Beach)
Runner Up	John Cox (England)	Sylvia Wesney (Nelson)
65 - 69	Bill Berry (Malvern)	not Played
Runner Up	Ron Carter (Putaruru)	

### NEW ZEALAND MASTERS INTER DISTRICT TEAMS EVENT

Nelson Squash Club

25 - 28 October 1996

Sponsored by Golden Edge

Tournament Director John Wesney

The Masters Inter-District Teams Event followed the individual championship and results were as follows:

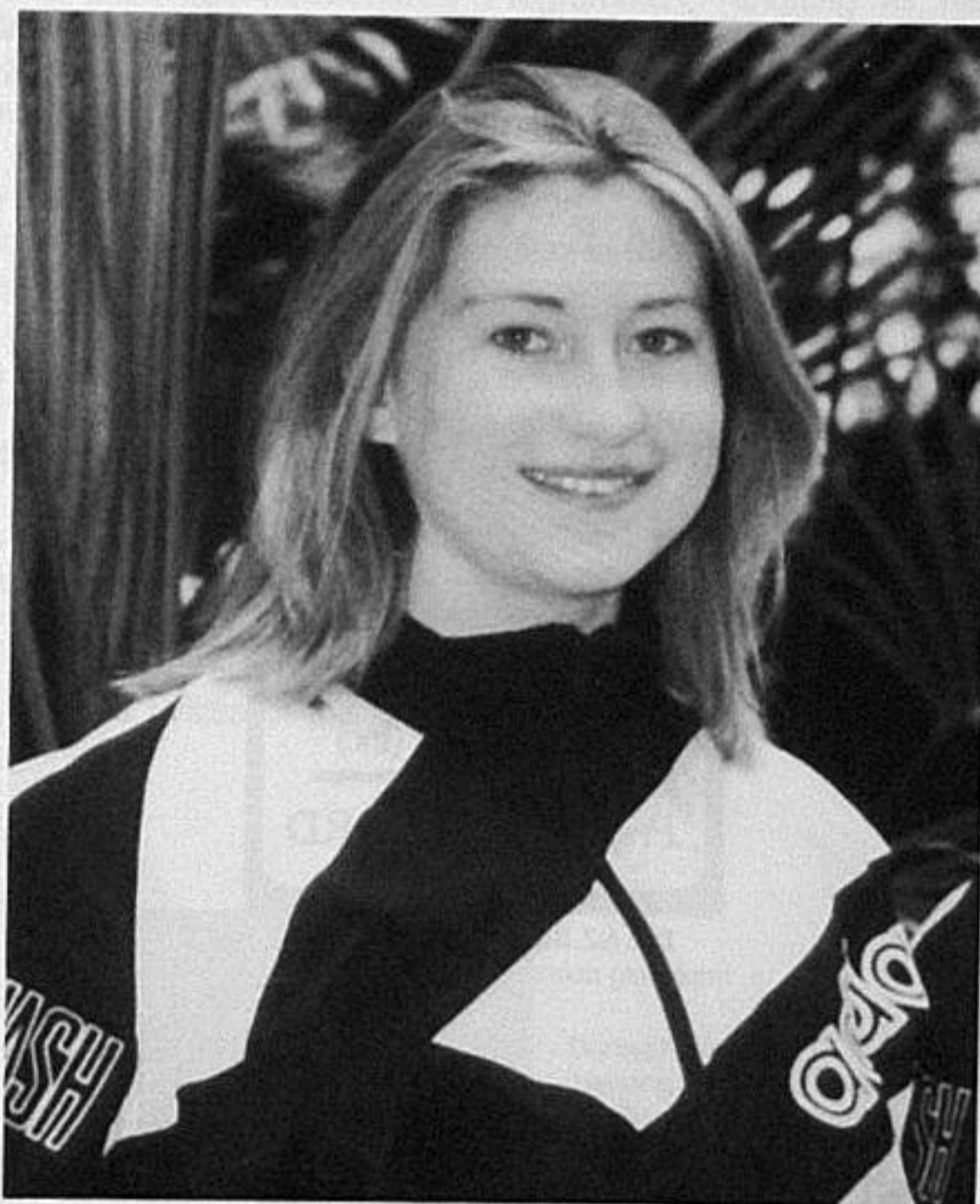
Results	District
1st	Canterbury
2nd	Auckland
3rd	Wellington
4th	Waikato
5th	Central
6th	Bay of Plenty
7th	Hawkes Bay/Gisborne
8th	Northland

### 1996 MASTERS TRANS-TASMAN TEST SERIES

The three test series against Australia was held in Nelson during the Masters Nationals and won 3-0 by Australia.

## 1996 AWARDS

Award	Winner
New Zealand Squash Personality of the Year	Susie Simcock (Remuera)
Club 2000 "Club of the Year"	Herne Bay Ponsonby Rackets Club
Most Improved Junior Players: Female Male	Hayley King (Herne Bay Ponsonby) Phillip Anderson (Kensington)
Most Improved Senior Players: Female Male	Louise Crome (Remuera) Blair Horler (Waimate)
Mackwell Trophy Best Junior Player	George Crosby (Island Bay)
Derek Cooke Memorial Trophy for Refereeing	Joss Urbahn (Palmerston North)



**Louise Crome**  
NZ Under 21 & Under 19 Champion and  
Most Improved Player

## **NEW ZEALAND SQUASH COMMUNICATIONS IN 1996**

In addition to the media coverage above, a number of new initiatives have been introduced to enhance the communication programmes of New Zealand Squash.

### **CLUB/DISTRICT COMMUNICATIONS**

The circulation of the monthly **Handout** newsletter has been extended, as has the circulation of the weekly **Bulletin** which is faxed to districts and other key personnel. The **Handout** and **Bulletin** both contain up to date information regarding domestic and international events, coaching, administration, Club 2000, junior development, funding etc. Feedback has been forthcoming this season regarding the publications, which has enabled the national office to respond to members' needs and to include specifically requested information.

### **MEMBER DATABASE/PLAYER COMMUNICATIONS**

The national member database has over 9,000 registrations and the first full mailing to the members in the database has been completed incorporating the NZ Squash membership cards and the first edition of **Player Handout**.

### **MEMBERSHIP CARDS/MEMBER INFORMATION SERVICE**

The membership cards also access the NZ Squash/Smartel Information Service which will continually be up-dated throughout the season to provide members with information on all aspects of squash activity here in New Zealand and abroad.



The NZ Squash Smartel Card  
Improving communication with Members

### **COACH**

Editions of **Coach** have also been circulated with **Handout** to keep member clubs informed on matters relating to coaching and development.

### **MEMBERS HANDBOOK**

For 1997, costings are being carried out for the first production of a New Zealand Squash **Handbook** for members, which will provide information for the current season to individual players, clubs and districts alike.

## THE NZ SQUASH INSTITUTE & HIGH PERFORMANCE PROGRAMMES

1996 has been a year of considerable change within the Squash Institute and the delivery of our High Performance Programmes. Having made the decision to employ a National Coach to oversee the Programmes in late 1994, most of 1995 was spent convincing English Professional Coach Paul Wright that we needed him more than the SRA. Paul spent some time with us in mid 1995 on a short term contract, but it was not until February 1996 that he and his family were delivered safely to us courtesy of Air New Zealand. Never one to let the grass grow under his squash shoes, after at least a day's break to shrug off the jetlag, Paul was in Wellington meeting the Council and having a hit with some local juniors at Club Kelburn. From then on it's been virtually non stop with teams, squads and coaches all benefiting from "Wright" coaching style.

The year has been busy, and the departure of Institute Executive Officer Mark Harris on the big OE not long after Paul's arrival and the inevitable "...what do we do about this....?" created a few hiccups at the time. Fortunately, Auckland Regional Coach Mike Weston was on hand to slip on Mark's mantle and as the year progressed, Paul and Mike have developed into an effective team, enhancing the delivery and management of the High Performance Programmes.

The High Performance Board of Dr Phillip Barbour (Chairman), Susie Simcock, Mark Tapsell, Stuart Davenport and Hank Scott have met **four** times during the year to review the progress of the High Performance Programmes, reporting as required to the Executive Council. Stuart Davenport's appointment to the HP Board has been of great value and adds an international player perspective to the Board.

The Squash Institute and High Performance Programmes continue to receive significant funding from the NZ Sports Foundation, the Hillary Commission administered Sport 2000 Fund and sponsorships. In 1996 this amounted to around **\$275,000**, representing **67%** of the total income for HP Programmes compared with **\$219,000** or **75%** in 1995. Without this funding, our ability to deliver the range of national team, player, squad and coaching programmes would be severely restricted and we await with interest the allocation of the additional \$4 million dollars in government funding likely to come on stream through the restructured NZ Sports Foundation in 1997.

1997 will see an increased emphasis on regional coach and player development, and the level of funding sought should be seen as the minimum required to deliver those programmes.

A summary of the activities of the Institute and High Performance Programmes is as follows.



**Donna Newton**  
Teaming up with the National Coach  
as Manager for the Senior Women's  
World Championship Team to  
Kuala Lumpur in October 1996.

## NEW ZEALAND TEAMS

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### 15th World Men's Team Squash Championships

Egypt 13 - 18 November 1995

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**Team:** Paul Steel  
Glen Wilson  
Wayne Werder  
Daniel Sharplin  
**Management:** Neven Barbour (Coach/Manager)  
**Result:** 7th place.



1995 New Zealand Men's World Championship Team

(L to R) Glen Wilson, Daniel Sharplin, Neven Barbour (Coach/Manager), Paul Steel, Wayne Werder

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### 1996 Junior Men's Trans-Tasman Test Series

Wellington, 17 - 19 May 1996

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**Team:** Shaun Madden  
George Crosby  
Phillip Anderson  
Leon Beaman  
**Management:** Paul Wright (National Coach)  
**Result:** Winner Australia 3/0

---

### 1st World Squash Federation World Cup

Kuala Lumpur, Malaysia, 28 June - 1 July 1996

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**Team:** Men Paul Steel  
Glen Wilson  
Women Philippa Beams  
Leilani Marsh  
**Management :** Paul Wright (National Coach)  
**Result:** 6th Place



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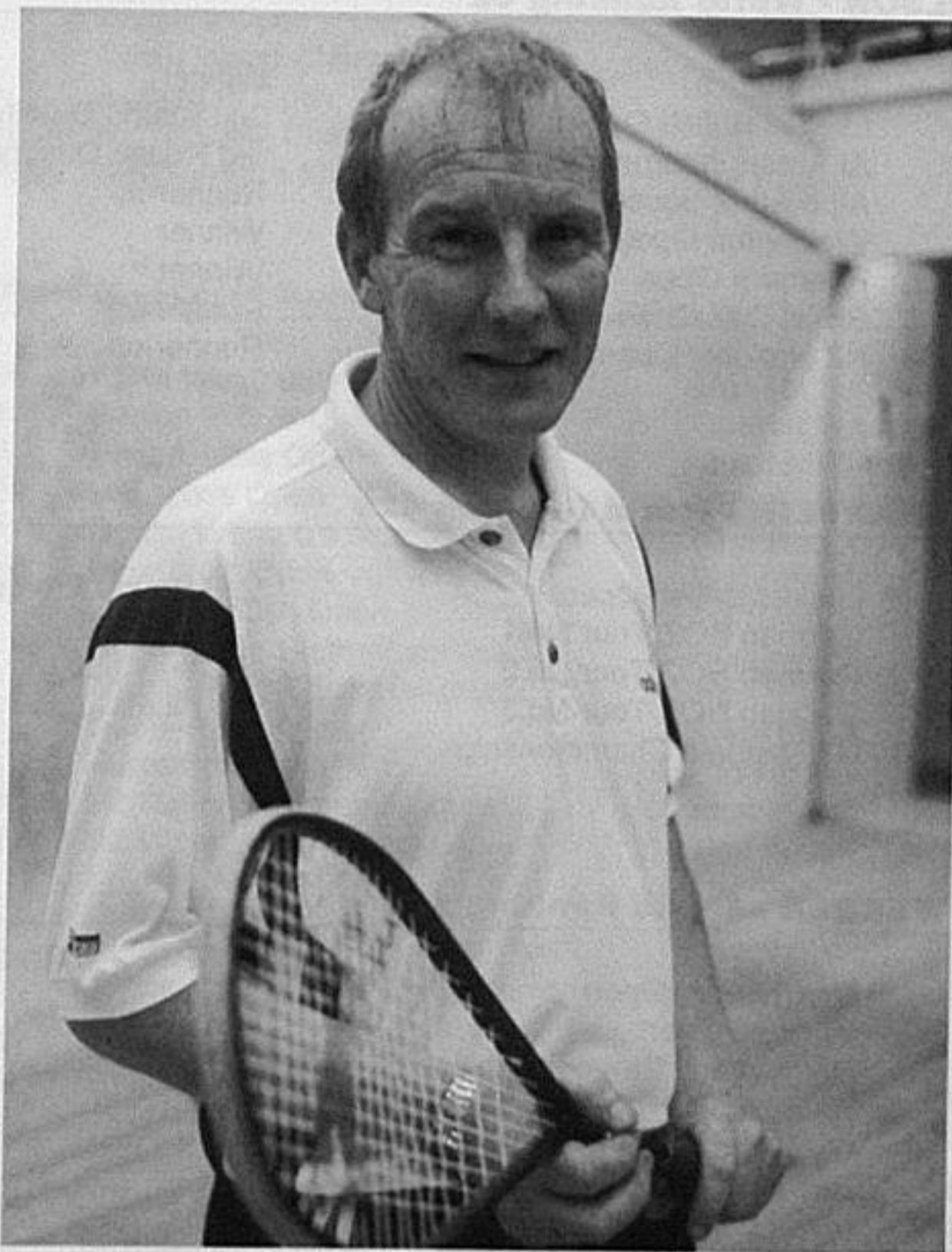
**9th World Junior Men's Team Squash Championships**  
Cairo, Egypt 21 - 26 July 1996

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**Team:** Shaun Madden  
George Crosby (Captain)  
Phillip Anderson  
Leon Beaman  
**Coach:** Paul Wright (National Coach)  
**Manager:** Mark Devoy (Manager)  
**Result:** 13th Place

**9th World Junior Men's Individual Championships Results**

**Results:** Shaun Madden 2nd Round Championship  
last 16 Classic Plate  
George Crosby last 32 Championship  
Phillip Anderson 1st Round Championship  
1st Round Plate  
Leon Beaman last 16 Consolation Plate  
1st Round Championship  
1/4 Finals Plate  
**Management:** Paul Wright, National Coach  
Mark Devoy, Team Manager



**National Coach Paul Wright**  
A new emphasis on coaching the key to future international success

## INTERNATIONAL PLAYERS RESULTS FOR 1996

### MEN

Professional Squash Association

#### **PAUL STEEL - World Ranking 38**

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March 96	Mutualite Francaise 96 No.5	1/4 Finals
March 96	Swiss Open	Runner-up
April 96	Leekes British Open	2nd Round Qualifying
April 96	Final - Mutualite Francaise	1st Round
June 96	South Island Championships, NZ	Winner
August 96	Malaysia Satellite No.1	Semi-Finals
August 96	Malaysia Satellite No.2	Runner-up
August 96	Malaysia Satellite No.3	1/4 Finals
August 96	Singapore Open	1st Round
September 96	NZ National Championships	Winner

#### **GLEN WILSON - World Ranking 62**

---

March 96	Swiss Open	Winner
April 96	Leekes British Open	2nd Round Qualifying
May 96	Al Ahram International, Egypt	3rd Round Qualifying
June 96	Alpe Adria Squash 96, Austria	Runner-up
July 96	Wellington Open	Winner
August 96	Panmure Open	Winner
August 96	Royal Oak Open	Runner-up
September 96	NZ National Championships	Runner-up

#### **DANIEL SHARPLIN - World Ranking 129**

---

April 96	Leekes British Open	2nd Round Pre-qualifying.
May 96	German BOZ Tour No.1	1/4 Finals
June 96	German BOZ Tour No.2	Semi-Finals
June 96	German BOZ Tour No.3	1/4 Finals
September 96	NZ National Championships	4th

#### **WAYNE WERDER - World Ranking 137**

---

April 96	North Shore Open	Winner
May 96	Waikato Open	3rd
June 96	North Island Championships	3rd
June 96	South Island Championships	Runner-up
June 96	Los Angeles Open	Semi-Finals
August 96	Bay of Plenty Open	3rd
August 96	Royal Oak Open	3rd
September 96	NZ National Championships	3rd

## WOMEN

### Women's International Squash Players Association

#### **PHILIPPA BEAMS - World Ranking 17**

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October 95	Carol Weymuller Open, USA	1/4 Finals
November 95	Detjen Women's Open, Cyprus	1st Round
March 96	Abshot Open	2nd Round
April 96	Leekes British Open	2nd Round
May 96	Waikato Open	3rd
June 96	South Island Championships	4th
August 96	Australian Open	2nd Round
September 96	NZ National Championships	3rd
September 96	NZ Women's Kiwi Classic	1/4 Finals

#### **LEILANI MARSH - World Ranking 19**

---

October 95	Carol Weymuller Open, USA	Second Round
October 95	Boston Pro-Am	Semi Finals
March 96	Abshot Open	Quarter Finals
April 96	British Open	2nd Round
May 96	Waikato Open	Runner-up
June 96	South Island Championships	3rd
August 96	Australian Open	2nd Round
September 96	NZ National Championships	4th
September 96	NZ Women's Kiwi Classic	1/4 Finals

#### **JADE WILSON - World Ranking 23**

---

October 95	Carol Weymuller Open	Quarter Finals
October 95	Boston Pro-Am	Quarter Finals
October 95	Philadelphia Open	Quarter Finals
October 95	Heliopolis Open	Quarter Finals
November 95	Detjen Women's Grand Prix	First Round
February 96	SportItalia Open	Semi-Finals
April 96	Leekes British Open	1st Round
June 96	North Island Championships	Runner-up
June 96	South Island Championships	5th
July 96	Queensland Open	Semi-Finals
August 96	Australian Open	2nd Round
September 96	NZ National Championships	Runner-up
September 96	NZ Women's Kiwi Classic	1/4 Finals

#### **SARAH COOK - World Ranking 31**

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October 95	Carol Weymuller Open	First Round
October 95	Boston Pro-Am	Semi Finals
October 95	Philadelphia Open	First Round
March 96	Swiss Open	Winner
March 96	Abshot Open	1st Round
April 96	Leekes British Open	3rd Round Qualifying
August 96	Singapore Open	
September 96	NZ National Championships	Winner
September 96	NZ Women's Kiwi Classic	1/4 Finals

## NATIONAL SQUAD TRAINING CAMPS

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### World Junior Men's Squad

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**Date:** 8 - 10 December 1995  
**Venue:** Devonport Naval Base, Auckland  
**Players:** Shaun Madden (Southern) Cameron Scott (Midlands)  
George Crosby (Wellington) Chris Loomb (Auckland)  
Leon Beaman (Southern) Tim Williams (Midlands)  
Peter Wyatt (Auckland) Sam Gearing (Central)  
Phillip Anderson (Northland)  
**Management:** Mark Devoy, NZ Team Manger/Regional Coach  
Paul McFadzien, NZ Squash Regional Coach  
Rob Crothall, NZ Squash Institute Coach  
Norm Coe, NZ Squash Institute Coach  
Graeme Robson, Unisports Fitness Consultant  
Paul Smith, Sports Psychologist

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### World Junior Women's Squad

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**Date:** 9-11 February 1996  
**Venue:** Auckland University, Auckland  
**Players:** Shelley Kitchen, Lara Petera, April Rangi, Hayley King,  
Delanne Barker, Teresa Anderson, Tania Tatana &  
Jennifer Gearing  
**Management:** Mike Weston, NZ Squash Regional Coach  
Graeme Randolph, NZ Squash Regional Coach  
Leilani Marsh, NZ International Player  
Susan Devoy, Former World Champion  
Graeme Robson, Unisports Fitness Consultant

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### NZ World Junior Men's Squad

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**Date:** 1 - 3 April 1996  
**Venue:** Club Kelburn, Wellington  
**Players:** Shaun Madden, Cameron Scott, George Crosby, Chris Loomb  
Leon Beaman, Tim Williams, Peter Wyatt, Sam Gearing  
Phillip Anderson, & Lee Worthington  
**Management:** Paul Wright, National Coach  
Mark Devoy, Team Manager  
Paul Smith, Unisports Sports Psychologist



**1996 NZ World Junior Men's Team**  
(L to R) Shaun Madden, Leon Beaman, Paul Wright (Coach) George Crosby, Phillip Anderson

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### Slazenger U13/U15 National Squad

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**Date:** 10 - 11 April 1996  
**Venue:** Christchurch Football Squash Club  
**Players:** **Male**  
Jared Conning (U15), James Vincent (U15), James Jordan (U15),  
James Lowrey (U15), Terry Shaw (U13), Josh Greenfield (U13) &  
Matt Hogan (U13).  
**Female**  
Monique Mamanu (U15), Jackey Dobson (U15), Jamie Leech (U15),  
Kylie Lindsay (U13) & Morwena Rewiti (U13)

**Management:** Paul Wright, National Coach  
Mark Devoy, NZ Squash Regional Coach  
Paul McFadzien, NZ Squash Regional Coach  
Graeme Randolph, NZ Squash Regional Coach  
Mike Weston, NZ Squash Regional Coach  
Vaughan Utteridge, Southland District Coach  
Sue McBain, Canterbury Coach

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### NZ Junior Men's World Championship Squad

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**Date:** 14 - 16 June 1996  
**Venue:** Heme Bay Ponsonby Rackets Club, Auckland  
**Players:** Shaun Madden, Phillip Anderson, George Crosby, Leon Beaman,  
Peter Wyatt, Chris Loomb & Sam Gearing  
**Management:** Paul Wright, National Coach  
Mark Devoy, Team Manager / Regional Coach  
Paul Steel, International Player  
Graeme Robson, Unisports Fitness Consultant  
Paul Smith, Unisports Sports Psychologist

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### NZ Women's World Championship Squad

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**Date:** 18 - 20 June 1996  
**Venue:** Heme Bay Ponsonby Rackets Club, Auckland  
**Players:** Leilani Marsh, Jade Wilson, Philippa Beams, Sarah Cook,  
Louise Crome & Shelley Kitchen  
**Invited:** Liz Irving, World #3  
**Management:** Paul Wright, National Coach  
Bryce Taylor, Institute Coach  
Susan Devoy, Former World Champion  
Paul Smith, Unisports Sport Psychologist



**The New Zealand Sports Foundation**  
Essential funding for the  
development of International quality  
teams, athletes and coaches.

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### Junior Women's U17/U19 National Squad

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**Date:** 29 June - 1 July 1996  
**Venue:** Hamilton Squash & Tennis Club  
**Players:**  
**Under 17**  
Shelley Kitchen, Tania Tatana, Lydia Mihaka, Jenny Gearing & Anna Sneyd  
**Under 19**  
Louise Crome, Tamsyn Leevey, Hayley King, April Rangi, Lara Petera, Leanne Mahan & Delanne Barker.

**Management:** Paul Wright, National Coach  
Mark Devoy, Regional Coach  
Leilani Marsh, International Player  
Paul Smith, Unisports Sports Psychologist



Slazenger Under 19/17 National Women's Squad  
Age Group Player Development the path to international success

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### NZ Women's World Championship Squad

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**Date:** 20 - 22 August & 27 - 29 August 1996  
**Venue:** Herne Bay Ponsonby Rackets Club, Auckland  
**Players:** Leilani Marsh, Jade Wilson, Sarah Cook, Louise Crome  
**Invited:** Liz Irving, World #3, Robyn Cooper, World #13  
**Management:** Paul Wright, National Coach  
Susan Devoy, Former World Champion  
Mark Devoy, Regional Coach  
Bryce Taylor, Institute Coach  
Vince Powell, Physical Training Consultant

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### Under 21 National Squad

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**Date:** 1 August - 2 September 1996  
**Venue:** Christchurch Football Squash Club  
**Players:**  
**Men**  
Allan Crome, Blair Horler, Corey Love, Nathan Sneyd, Martyn Tuffin & Phillip Anderson  
**Women**  
Louise Crome, Tracey Englebretson, Lara Petera & Shelley Kitchen  
Louise Crome(Auckland)

**Management:** Paul Wright, National Coach  
Paul McFadzien, Regional Coach  
Doug Lawrie, Otago Institute Level II Coach  
Sarah Cook, International Player

## INTERNATIONAL TOURS

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### 1996 Hong Kong Junior Open

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**Date:** 16 - 18 August  
**Venue:** Hong Kong  
**Results:**

Louise Crome	3rd Place	Under 19 Girls
Shelley Kitchen	4th Place	Under 19 Girls
Lara Petera	5th Place	Under 19 Girls
Tania Tatana	8th Place	Under 19 Girls
Jared Conning	3rd Place	Under 16 Boys
Terry Shaw	Winner	Under 13 Boys

**Management:** Mike Weston (Coach/Manager)

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### Australian Individual Junior Squash Championships

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**Date:** 28 September - 1 October 1996  
**Venue:** Adelaide, South Australia  
**Results:**

Shelley Kitchen	1/4 Finals Champ	Under 19 Girls
Lara Petera	2nd Round Champ	Under 19 Girls
	Winner Special Plate	
Hayley King	1st Round Champ	Under 19 Girls
	2nd Round Plate	
April Rangi	1st Round Champ	Under 19 Girls
	Runner-up Plate	
Jared Conning	1/4 Finals Champ	Under 15 Boys
James Vincent	2nd Round Champ	Under 15 Boys
	Semi-final Special Plate	
Terry Shaw	Semi-final Champ	Under 13 Boys

**Management:** Graeme Randolph (Coach/Manager)

## COACHING WORKSHOPS

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### Workshop #1

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**Date:** 8 - 9 June 1996  
**Venue:** Flock House, Palmerston North  
**Coaches:** Paul Wright, National Coach  
 Graeme Randolph, Central Regional Coach  
**Target:** Active Level 0-1 & Level 1-2 Coaches in the Central Region.

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### Workshop #2

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**Date:** 12 - 13 August  
**Venues:** Invercargill Old Boys Club  
 Invercargill Squash Club  
**Coaches:** Paul Wright, National Coach  
 Vaughan Utteridge, Prospective Southern Regional Coach  
**Target:** Active Level 1-2 Coaches in the Southern Region.

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### Workshop #3

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**Date:** 15 - 16 August  
**Venue:** Christchurch Squash Club  
**Coaches:** Paul Wright, National Coach  
 Paul McFadzien, Canterbury Regional Coach  
**Target:** 15 August:- Active Level 0-1 Coaches in the Canterbury Region.  
 16 August:- Active Level 1-2 Coaches in the Canterbury Region.

## INTERNATIONAL RANKINGS

### MEN

#### PSA Ranking List September 1996

Player	Age	Club	WR95	WR96	NZR
Paul Steel	26	Titirangi	23	38	1
Glen Wilson	25	Royal Oak	43	62	2
Daniel Sharplin	24	Panmure	133	129	3
Wayne Werder	24	Hamilton	70	137	4

### WOMEN

#### WISPA Ranking List November 1996

Player	Age	Club	WR95	WR96	NZR
Philippa Beams	26	Henderson	14	17	1
Leilani Marsh	22	North Shore	17	19	2
Sarah Cook	21	Christchurch	27	28	3
Jade Wilson	19	North Shore	21	20	4



**Philippa Beams**

Retains her NZ #1 Ranking after a tough season plagued with injury



## NATIONAL RANKINGS

as at November 1996

### Seniors

Male		96	95	Female		96	95
Paul Steel	BoP	1	2	Philippa Beams	Akl	1	1
Glen Wilson	Wln	2	3	Leilani Marsh	Wa	2	2
Daniel Sharplin	Mid	3	5	Sarah Cook	Can	3	3
Michael Corren	Akl	4	-	Jade Wilson	Akl	4	4
Wayne Werder	Wai	5	4	Angie Toal	Wai	5	5
Michael Allred	Can	6	7	Fiona Dean	Akl	6	7
Mike McSherry	Cen	7	6	Jenny Norton	Sth	7	10
Nigel Lloyd	Akl	8	-	Louise Crome	Akl	8	13
Shane Hagan	Wln	9	9	Shelley Kitchen	Nth	9	16
Rick Cartmill	Wai	10	-	Sarah Lovelock	Wai	10	14
Blair Horler	Mid	11	-	Kay Newman	Wai	11	-
Campbell Barbour	Akl	12	8	Tamsyn Leevey	Sth	12	-
Daniel Murphy	Wai	13	15	Donna Wilson	Wln	13	-
Paul Boyle	Akl	14	-	Juliet Penny	Can	14	-
Robert Harrison	Wln	15	-	Kay Ryan	Wln	15	-
Nathan Sneyd	Sth	16	-	Hayley King	Akl	16	-

### Under 19

Male		96	95	Female		96	95
Shaun Madden	Sth	1	1	Louise Crome	Akl	1	4
George Crosby	Wln	2	4	Shelley Kitchen	Nth	2	2
Phillip Anderson	Nth	3	-	Tamsyn Leevey	Sth	3	3
Leon Beaman	Sth	4	-	Lara Petera	Nth	4	5
Peter Wyatt	Akl	5	-	Hayley King	Akl	5	-
Sam Gearing	Akl	6	-	April Rangi	Akl	6	6
Tim Williams	Mid	7	-	Tania Tatana	Cen	7	-
Jason Kereama	Cen	8	-	Lydia Mihaka	HbG	8	-
Cameron Scott	Mid	9	-	Leanne Mahan	Can	9	-
Chris Loomb	Akl	10	-	Delanne Barker	Sth	10	0

### Under 17

Male		96	95	Female		96	95
George Crosby	Wln	1	1	Shelley Kitchen	Nth	1	1
Phillip Anderson	Nth	2	-	Tania Tatana	Cen	2	-
Sam Gearing	Akl	3	-	Lydia Mihaka	HbG	3	-
Tim Williams	Mid	4	4	Jenny Gearing	Cen	4	-
Hemi Hiku	Cen	5	-	Christine Tana	BoP	5	-
Will Evans	Akl	6	-	Laverne Rewiti	BoP	6	-
Jared Conning	Akl	7	-	Anna Sneyd	Wln	7	-
James Leary	Mid	8	-	Leanne Browne	Wai	8	-
Phil Somervell	Wai	9	-	Philippa Knight	Akl	9	-
Quentin Tana	Nth	10	-	M Maui	BoP	10	-

### Under 15

Male		96	95	Female		96	95
Jared Conning	Akl	1	3	Christine Tana	BoP	1	-
James Vincent	Akl	2	-	Farley Nant	BoP	2	-
Tim Sykes	Sth	3	-	Linda Katene	Wai	3	-
Graeme Wilson	Wln	4	-	Monique Mamanu	BoP	4	-
Terry Shaw	Cen	5	-	Larissa Stephenson	Wln	5	-
James Jordan	Can	6	-	Colleen Katene	BoP	6	-
Scott Crouth	Akl	7	-	Jackie Dobson	Can	7	-
C Spooner	Wln	8	-	Kylie Lindsay	Wai	8	-
Gregory Small	Wai	9	-	Erin Bell	Wai	9	-
Richard Newman	Nth	10	-	Corrin Nichol	BoP	10	-

### Under 13

Male		96	95	Female		96	95
Terry Shaw	Cen	1	3	Colleen Katene	BoP	1	2
Shaun Sansom	Cen	2	-	Kylie Lindsay	Wai	2	4
Josh Greenfield	Cen	3	-	Morwena Rewiti	BoP	3	-
Matt Hogan	Sth	4	-	Dannielle Nant	BoP	4	-
Lance Duffy	Nth	5	-	Sherie van Berlo	Wai	5	-
Hayden Manson	Sth	6	-	Tamara Mamanu	BoP	6	-
Richard Notter	Akl	7	-	Debbie Sykes	Sth	7	-
Mike Nichol	BoP	8	-	L Stockman	Akl	8	-
W Whatiri	Akl	9	-	J Leach	Can	9	-
Lance Milne	BoP	10	-	Kasey Peed	Cen	10	-



**NZ Sports Foundation & Slazenger**  
Key partners for NZ Squash in the pursuit of excellence

## EDUCATION & DEVELOPMENT PROGRAMMES

For Education and Development, the past year has been one of steady progress amongst a number of changes of office. Butch Gifford retired at the end of 1995 and his position was restructured to accommodate the National Coach position with the Education and Development areas being taken over by former NZ Junior rep and AIT graduate Nita Pearson. Nita managed the position until mid-July when she took leave of her duties to have her baby Jordan and her partner and fellow AIT Graduate Francis Scordino accepted a short term employment contract.

Since July, Francis has coordinated all aspects of our squash development through the Regional Delivery Programme. This area includes the education and accreditation of coaches and referees, the schools player development programmes and all other squash specific education activities.

The Hillary commission is pushing to slowly increase it's funding of Kiwisport which should hopefully have excellent side effects for kiwisquash. A concern for squash in schools is the changing Health and Physical Education curriculum in Secondary schools. The original draft of this document did not include sport in any stage of the PE curriculum. It has isolated sport to a solely extra-curricular activity. This draft, the final version of which is due in 1997, has received a reworking courtesy of the Hillary Commission, but will still mean changes to our junior sport development.

Throughout 1996 the following activities have laid the foundation for the Education and Development programme.

### Regional Delivery

The Data gathered as at the 31st October 1996, show mixed results as to the success of Regional Delivery. The results that follow show that the targets set by NZ Squash and agreed to by the districts have not been fully met. While these targets were set for the 1995-1996 financial year rather than the calendar year, results received by October are not expected to change drastically over the remaining two months as the season has now ended and school holidays will soon be upon us.

The result of these performances was that several districts did not receive their full Regional Delivery funding for the year while five Districts received full payment as they had reached and in most cases exceeded their annual targets. For the remainder of the districts some managed to achieve excellent results in some areas of the programme but then failed to even make a mark in targets for other areas.

REGIONAL DELIVERY TARGETS & RESULTS			
1995 - 1996			
Activity	Results 1995	Targets 1996	Results 1996
<b>Kiwisquash</b>			
Schools	208	126	86
Children	21,554	14,000	15,206
<b>Squash in Schools</b>			
Schools	122	133	100
Children	2,495	6,480	2,519
<b>Coaches</b>			
Level "O"	104	103	97
Level I	91	83	85
<b>Referees</b>			
District	44	79	30
National	3	7	3

## **Kiwisquash**

Although the overall target has been met, this has mainly been the result of a few of the more active Districts over-achieving. Only a small number of districts actually managed to reach their targets and the overall result has been propped up somewhat by the results from other Districts.

Smaller districts have struggled in this area because of problems associated with microcourt maintenance and the non-availability of delivery personnel. Some have begun to overcome this by establishing better links with their local sports trusts who have qualified coaches ready to help.

Kiwisquash is possibly the most important area within the regional delivery programme and it needs the support of both districts and clubs if it is going to succeed. As you can see, it introduced over **15,000** children nationwide to our game, and this should be seen as a base for future star players and club members.

## **Squash in Schools**

The result for this area are below target, however the figure does not take into account the number of players in secondary school competitions. In Waikato and Hawkes Bay/Gisborne alone this would amount to over 250 extra players from more than 25 schools.

The biggest concern that we have in this aspect of the programme is the reluctance of clubs to allow school teams to use their courts. Many clubs simply refuse to let schools use their empty courts during the day. The benefits of establishing a working relationship with a local school(s) are endless. Not only will empty courts be used in off peak times but refreshment facilities will also profit. The greatest benefit and one which will help not only help the long term prospects of clubs but also those of the game, is the introduction of young players as future members to clubs. Added to this, local body funding is also available in most areas for clubs establishing and developing links with local schools.

Many schools do not have squash facilities, and it is only through clubs opening their doors and building a relationship with schools that this untapped junior membership will increase.

## **Coach Education**

Targets for Level 1 and 0 coaches have been achieved or are close to being achieved. I would expect that the results for level 1 coaches is actually much higher than the recorded figure. There has been no clear definition of results within coaching targets. Some coaches send in information as soon as a course is complete whilst others send details following the full accreditation of a level 1 coach and in some cases this can take up to six months or more.

It has also been encouraging to see the high number of coaches completing their Coaching New Zealand qualifications. This has ensured that coaches are well educated in all aspects of athlete development and that they can help players of all levels achieve the standards they desire. A side effect of this is that it enables tutors to spend more time on the court during a course and less time in a classroom.

The NZ Squash Coaching Education Scheme is about to undergo major restructuring in the new year. The long term aim of these changes will be to ensure that New Zealand Squash players receive the necessary support from coaches qualified and trained to the highest possible standard.

Another encouraging result for coach education, though not listed, is that we now have more than 20 coaches fully qualified to High Performance Level 2 standard and this will increase to over 40 when the attendees at the 1995 and 1996 Level II Course complete their accreditation assignments.

### **Referees**

This is the area that has been highlighted as the biggest area of concern for the up coming year. All referee Convenors have expressed the reluctance of players within their districts to become fully qualified referees. This will be one area that will need a great deal of focus in 1997.

In an attempt to encourage new referees, Central Squash trialled a new rules and refereeing exam which was a success within that region. A number of very successful workshops have also been held around New Zealand during 1996 to further educate current referees and hopefully to encourage others to qualify as referees in the future.

## **OTHER EDUCATION AND DEVELOPMENT PROJECTS**

### **Womens Pilot Project**

Under this scheme the Hillary Commission provides funding for women in sport. We have chosen to use these funds to provide educational opportunities for women within our sport. This year the funding provided a scholarship for Tamsyn Leevey to attend the Otago Institute of Sport where she is studying towards a Diploma in Sporting Performance as well as working towards improving her game. Her progress this year has been encouraging even though she has been hampered by injury.

The remainder of the funds from the project are being used to encourage former female internationals to return to the game and assist with the development of the elite women's squads. It is hoped that these players will benefit from the knowledge and experience of the former stars.

Also under this scheme was a very successful Media Training workshop which was held in Auckland in July. Speakers from the Hillary Commission worked with a number of female coaches, administrators and players to educate them on the do's and don'ts of dealing with the New Zealand Media. This workshop has set the platform from which further workshops in Wellington and Christchurch will be held next year.

### **SFRITO and the New Zealand Qualifications Authority**

SFRITO and the NZQA are currently playing a major role in the future development of our coaching syllabus. Beginning next year SFRITO will have in place standards that will allow players, coaches, referees, administrators, volunteers and all those involved within our sport the opportunity to gain a national qualification for their efforts.

SFRITO officially launched their new National Certificate scheme earlier this year and are using a number of sports and business places to trial the scheme. They are running a 12 month programme to see how well the their programme works.

It is following this that NZ Squash will be able to establish it's accreditation scheme on the National Framework. The long term effect being that coaches will be able to develop more skills and higher standards within squash coaching. We will see in years to come coaches qualifying for diplomas and even degrees in coaching where their specialty will be Squash. From this we will also see more recognition given to volunteers and officials who will also be able to earn credits for the framework.

The SFRITO standards also allow an individual to gain a qualification through Recognition of Prior Learning. This means that if you passed your coaching certificates 10 years ago, an assessor will now be able to assess you and issue you with a qualification equal to today's standard.

### **NZ Squash Coaching Syllabus**

Following on from standards set out by SFRITO and the ever changing demands on modern squash coaches, we have begun planning the restructuring of our Coaching Syllabus. A number of changes are planned for the courses and it is hoped that these will not only improve the quality of coaches around the country, but also ensure that the quality of delivery is of higher standard. It will mean that no matter where a potential coach is in the country, they will still be able to receive the same high standard of education as someone in another part of the country.

Along with all other sports in the country we will be removing the generic content (e.g. physiology, psychology, etc.) from our course and this will be taught by Coaching New Zealand. These components are similar to any sport and therefore can be taught by an independent source.

This will enable NZ Squash tutors to concentrate efforts during a course solely on squash specific skills. This also enables us to meet the standards set by SFRITO without having to endure a huge price tag by retraining tutors and rewriting our entire syllabus. Our tutors will not have to be retrained and will be able to focus Squash coaching sessions solely on squash.

The squash specific content of the course will also change to a more New Zealand specific syllabus. At present we use the Australian Squash coaching scheme, however National Coach Paul Wright is soon to set about writing a syllabus that best meets the needs of a New Zealand squash coach.

These changes will ensure that our coaches are educated to a standard that will ensure that all squash players are given the necessary support and training for a successful squash future.

### **Coaches Database**

A new database has been set up to ensure that we have an accurate record of all qualified squash coaches in the country. The database, currently listing over 450 coaches is still a long way from completion. It is estimated that a precise list would contain in excess of 1000 coaches from levels 0, 1 and 2. Regional coaches and District secretaries have been asked to help with this task and it is hoped that the database will provide us with a list of active coaches nationwide and also with an enhanced communication network for coaching education, information, workshops and newsletters.

### **CONCLUSION**

This report is not an exhaustive list of all the activities under the Education and Development programmes but covers the main areas of activity for the past year.

1997, will be a year of considerable change with our coach education programmes, but it is change that will greatly enhance our coaching programmes and ensure that they follow the right path towards a successful future.

## JUNIOR/YOUTH

In the last two years, some basic ground work in reviewing all aspects of junior development at all age group levels has been undertaken. This research has been carried out in consultation with experts of the past and interested parties and analysts of the present. All involved are of the view that we will be pushing forward confidently towards 2000 and beyond and looking to provide opportunities for young players in the sport to maximise their potential and a few become World champions.

Our Strategic Plan outlines a range of programmes designed to achieve these goals, and of those, a coordinated national coaching programme is a priority. The employment of a full time National Coach has been critical to this development, and Paul Wright is now putting in place the necessary structure for long term junior development. Regular coaching clinics are scheduled at all age group levels with local and NZ Squash Regional Coaches being assigned tasks commensurate with the needs of the local and national associations. Our network of coaches is expanding each year, and all coaches will play an increasingly important role in the promotion of effective junior development throughout the country.

The regionalisation of the NZ Squash Institute High Performance Development Programmes is beginning to take effect, and more junior talent is surfacing as the talent identification programme improves. The effects of this development are seen not only in the number of new junior athletes coming into the game, but also in the quality of juniors now involved at District and National Tournaments.

Junior Squash is a measured balance of schools, coaching and high performance development. Funding is essential to all aspects of these Junior programmes, and while the elite level of junior development is relatively well funded thanks to grants and sponsorships, development in the squash in schools sector continues to be hampered because of limited funding. This is not unique to squash however, and until such time as new funding is available for the schools sector, programmes must continue as a combination of user pays subsidised by National and Regional Grants.

The emphasis on National Age Group Coaching Squads is an added incentive for our young players, and in 1996, tours to Australia and Hong Kong were invaluable in gaining our young athletes international competition. In the boy's ranking lists, the progress of Terry Shaw (Under 13 Champion) and Jared Conning (Under 15 Champion) is an encouraging sign for the future, as is the outstanding season enjoyed by Under 21/19 Champion Louise Crome and age group champions throughout the Junior Levels. National Squad coaching activity will enable these young players to attain their goals in the fullness of time, but this will not happen without the ongoing support of parents and the wider squash community.

Now in his second year of office, Junior/Youth Director Hank Scott is providing the level of enthusiasm and vision required to assist NZ Squash with improving Junior Programmes. Hank's efforts at the various junior tournaments around the country and in particular the Junior Nationals at Club Kelburn have enhanced the management of the events and his objective reporting on the tournaments will pay dividends in the future.

As sponsor of the National Junior Tournaments, **SLAZENGER** have played an important role in maintaining the profile and standard of events, and NZ Squash is grateful for their continuing support.

## GRADINGS & STATISTICS

The past two seasons have seen a number of changes to the operation of the New Zealand Squash Grading System.

The major change this season was the completion of a total rewrite of the grading system programme into a Windows based application. This was coupled with a change to the presentation of the Grading Lists and a move to distribute the lists to all users directly from NZ Squash National Office. The software/hardware upgrade was a project of absolute need because of the increasing unreliability of the obsolete Unisys based system, and the conversion was only just completed and tested in early 1996 when the old equipment finally gave up the ghost.

From a player perspective the most notable change over the last two seasons was the general regrading of players, along with the adjustment of the points scales for wins and losses in early 1995. This regrading and subsequent changes to the points scale were undertaken for a number of reasons, the main ones being to remove the "bulge" at the bottom of the Grading List, lift the grading of the average club player and provide a more even spread of players over the C - F Grade.

The following table shows the movement as a result of regrading and adjust of points scales compared with 1994 and 1995:

Grades	1994		1995		1996	
	Male	Female	Male	Female	Male	Female
A1	14	6	17	7	17	8
A2	70	48	81	50	88	58
B1	197	116	323	184	360	220
B2	347	217	769	503	926	551
C	1026	532	2254	1275	2534	1239
D	2217	1017	3401	1608	3289	1555
E	4150	2092	4315	2507	4094	2286
F	4422	2875	1597	1080	1771	1267

As shown by the above table, since November 1994 the majority of players have moved upwards from the E and F Grades and are more evenly spread through the C - E Grades. Also, while player numbers in the B1 and B2 Grades have increased proportionally, numbers in the A2 and A1 Grades have remained almost constant.

The increased player number numbers in B to D Grades have had a beneficial affect on events such as National Graded Teams Championships with an increasing number of teams participating at both the District and National finals. There has been a similar effect with club and District events.

Our Grading System is and will continue to be the backbone of competitive squash at all levels of the sport in New Zealand. By the end of each season some 200,000 individual results have been entered into the system by Gradings System Coordinator Charmian Hayes and seven full Grading Lists produced from those results on a monthly basis and distributed by the staff at National Office. The accuracy and timely delivery of those reports owes much to the professionalism of Charmian and National Office staff.

Apart from the players, (without whom none of this would be necessary), the other key factor in the successful operation of the grading system is our network of club and District Statisticians. The Grading System without Statisticians would be like having taps without plumbing and New Zealand Squash applauds those club and District Officials involved with this essential part of our sport.



## CLUB KELBURN

Club Kelburn (previously the NZ Squash Centre) is a public squash and fitness centre in Wellington, wholly owned and operated by New Zealand Squash.

Apart from the initial purchase cost some 15 years ago, there has been no investment of other NZ Squash funding into the Club Kelburn facility. It is a "stand alone" profit centre of NZ Squash operations and all profits from trading activities are returned to the Association at the end of each financial year i.e. they are included on the NZ Squash Annual Accounts as "Revenue".

New Zealand Squash, through the Executive Council, contract out the day to day management of Club Kelburn to a professional management company and monitor the performance of the Club on a week to week basis through management control procedures.

The net surplus from Club Kelburn trading activities reached an all time low in 1994, but since that time, capital improvements and improved management practices have seen a return to profitability. Improvements include the provision of a gym, sauna, doubles court, glass back courts, cardio theatre and a general improvement in the appearance of the facility and all of these factors, and in particular the gymnasium have improved the return on the investment for New Zealand Squash.

The above mentioned improvements have resulted in a dramatic improvement in the "bottom line" financial result and the following is a summary of key results as at **30 September** over the past three years to support that:

### CLUB KELBURN TRADING COMPARISON as at 30 September

	1996	1995	1994
<b>Income</b>			
<i>Derived from:</i>			
-Court Fees	214,907	202,119	195,980
-Shop Sales	45,550	35,662	28,211
-Other activities	134,573	64,993	49,508
Total YTD Income	395,030	302,774	273,699
<b>Less Expenditure</b>	336,649	270,522	263,546
<b>Year to Date Surplus/(Deficit):</b>	<b>58,381</b>	<b>32,249</b>	<b>10,159</b>

The above figures speak for themselves with increased income from new amenities such as the Gym and Sauna enhancing revenue streams and improving the bottom line.

The turnaround at Club Kelburn owes as much to the enthusiasm of Centre Manager Rob Walker and his staff as it does to the timely re-investment decisions by the Executive Council. The overall improvement in performance defies the theory that you ".....can't make a silk purse out of a sow's ear....." and in this respect, Club Kelburn has many much in common with many of our Member Clubs.

No one would deny that the "bowels" of Club Kelburn are a bit of a rabbit warren, but the attention given to the entrance way, main foyer courts, pro shop and the gymnasium have enhanced the "first impression" value of the facility and the results speak for themselves.

The only amenity still incomplete in the Club K portfolio is the food and beverage factor and planning for the upgrading of the upstairs cafe to include a liquor license and '90's decor is underway and redevelopment likely to commence in 1997.

# AFFILIATED CLUBS 1996

## Northland

Bream Bay	Doubtless Bay	Kaikohe	Kaitiaki
Kamo	Kensington	Kerikeri	Manaia
Mangakahia	Maungaturoto	Mid Western	Southern Te Kopuru
Waipu	Warkworth	Wellsford	Whangarei

## Auckland

Auckland Hospital	Auckland University	Belmont Park	Browns Bay
College Rifles	Devonport	Eden Epsom	Ellerslie
Franklin	Grammar	Henderson	Heme Bay Ponsonby
Howick	Kumeu	Manurewa	Maramarua
Mercer	North Shore	Panmure	Papakura
Red Beach	Remuera	RNZ Navy	RNZAF
Royal Oak	Shepherds Park	Silverdale	St Lukes
Squashworld Manukau	Te Papapa	Titirangi	Waiuku
Weymouth			

## Waikato

Aria	Cambridge	Frankton	Hamilton Old Boys
Hamilton	Huntly	Learnington	Lugton Park
Matamata Rugby	Matamata	Mercury Bay	Morrinsville
Morrinsville Marist	Ngaruawahia	Otorahanga	Paeroa
Ruakura	Taumarunui	Taupiri	Te Aroha
Te Awamutu	Te Kauwhata	Te Kuiti	Te Pahu
Te Rapa	Thames	Waihi	Waikato Hospital
Waitomo	Whangamata		

## Bay of Plenty

Edgecumbe	Galatea	Geyser City	Katikati
Kawerau	Lakes High	Marist	Mt Maunganui
Opotiki	Putaruru	Reporoa	Taneatua
Taupo	Tauranga	Te Puke	Te Roopu o Waikiti
Tokoroa	Waikite Valley	Whakamaru	Whakatane

## H Bay/Gisborne

Gisborne HSOB	Gisborne	Hastings	Havelock North
Hawkes Bay	Hawkes Bay LT&SC	Matawai	Otamauri
Takapau	Warenga a Hika	Waikare	Waipukurau

## Central

Ashhurst Pohangina	Dannevirke	Eltham	Feilding
Foxton	Hawera	Inglewood	Kawarua Park
Levin	Ohakea	Ohakune	Okato
Opunake	Palmerston North	Parkview	Patea
Puketoi	Rangitikei	Stratford	Taihape
Tararua	Wanganui TCOB	Wanganui	Turangi
Waimarino	Waitara		

## Wellington

Celtic	Club Kelburn	Collegians	Fraser Park
Howard Booth Park	Island Bay	Kapiti	Khandallah
Maidstone	Mana	Marlborough College	Marlborough
Martinborough	Masterton	Mitchell Park	Motueka
Nelson	Northern	Otaki	Picton
Red Star	Scottish Harriers	Takaka	Tawa
Thomdon Club	Upper Hutt	Waikanae	Waimea
Wainuiomata	Woodbourne		

### Canterbury

Amberley	Burnside	Cashmere	Christchurch Football
Christchurch HSOB	Christchurch	Christchurch W Mens	Ellesmere
Greymouth	Hokitika	Hoon Hay	Kaipoi
Kaikoura	Lancaster Park	Lincoln	Linwood
Lyttleton	Malvern	Mt Pleasant	Oxford
Rangiora	Richmond	Riccarton	St Andrews
Sumner			

### Midlands

Ashburton Collegiate	Ashburton	Kurow	McKenzie
Oamaru	Oamaru Excelsior	Pleasant Point	Timaru Old Boys
Timaru	Waimate		

### Southern

Alexandra	Balfour	Blues	Central Southland
Clinton	Clutha	Cromwell	Dipton
Fernhill	Fiordland	Gore	Gore Town & Country
Gorge Rd	Heriot	Invercargill Old Boys	Invercargill
Kings	Logan Park	Lumsden	Makarewa
Maniototo	Nightcaps	North End	Omakau Otago
Otago	University	Otautau	Palmerston
Pirates	Riversdale	Riverton	Roxburgh
Southern	Sunnyvale	Taieri	Tapanui
Toko	Waiau	Waikaia	Waikaka
Wakatipu	Wanaka	Wyndham	

## MEMBERSHIP STATISTICS

as at 31 October 1996

Member District	# Clubs	1996	1995
Northland	16	1,315	1,136
Auckland	32	6,225	4,877
Waikato	30	3,351	3,320
Bay of Plenty	19	2,272	2,472
Hawkes Bay/Gisborne	12	1,637	1,687
Central	26	2,802	3,061
Wellington	30	3,819	3,695
Canterbury	25	2,323	2,306
Midland	10	939	850
Southern	44	2,998	3,310
<b>Totals</b>	<b>244</b>	<b>27,681</b>	<b>26,710</b>

The above membership statistics are as at *31 October 1996*. In the case of clubs that had not supplied a Membership Return for 1996, the October Grading List of Graded Players were used as a default.

As at the cutoff date, 29 clubs had not supplied a membership return, and as a consequence, the final figure for 1996 is still unclear. However, based on current returns and projections for the balance of clubs, a figure of around 29,500 is not unrealistic.

**STATEMENT OF FINANCIAL POSITION** (Consolidated)  
to 30 September 1996

	Notes	1996	1995
<b>Opening Balance as at 1 October</b>		632,956	590,138
Surplus/(Deficit) for the Year		44,228	41,845
Prior Year Adjustments		(4,916)	973
<b>Total Accumulated Funds</b>		672,268	632,956
<i>Represented by:</i>			
<b>CURRENT ASSETS</b>			
Mastercard Accounts - Westpac		4,388	4,705
On Call Accounts - Westpac		162,082	238,536
Current Accounts - ANZ		-	4,244
Term Deposit Account - ANZ		5,108	-
1994 WJMC Account - Trustbank		-	49
Accounts Receivable		166,914	180,321
Stock on Hand	1	20,688	21,118
GST - 1994 WJMC		-	1,100
Payments in Advance	7a	35,328	16,927
Cash on Hand (Club Kelburn)		310	310
<b>Total Current Assets</b>		394,818	467,310
<b>INVESTMENTS</b>			
Loans to Clubs	5	50,000	25,000
<b>Total Investments</b>		50,000	25,000
<b>FIXED ASSETS</b>			
Cost	1	1,337,614	1,223,170
Less Accumulated Depreciation		(842,150)	(802,038)
<b>Total Fixed Assets</b>		495,464	421,132
<b>TOTAL ASSETS</b>		940,282	913,442
<i>less:</i>			
<b>CURRENT LIABILITIES</b>			
Current Accounts - Westpac	6	(12,330)	17,368
GST Accruals		(9,619)	(27,975)
Accounts Payable		(187,330)	(143,886)
Masters Reserve Fund		-	(4,705)
Sundry Accruals	7c	(33,422)	(2,003)
Income in Advance	7b	(16,500)	(102,500)
<b>Total Current Liabilities</b>		(259,201)	(263,701)
<b>TERM LIABILITIES</b>			
Motor Trade Finance	4	(8,482)	(14,469)
Sharp Corporation	4	(331)	(2,317)
<b>Total Term Liabilities</b>		(8,813)	(16,785)
<b>TOTAL LIABILITIES</b>		(268,014)	(280,486)
<b>NETT ASSETS</b>		672,268	632,956

The accompanying notes on pages 47 - 52 form part of these financial statements

## STATEMENT OF FINANCIAL PERFORMANCE

for the year ended 30 September 1995

	Notes	1996	1995
<b>INCOME</b>			
<b>Levies &amp; Subscriptions</b>			
Affiliation Levies 1996	8	496,093	468,311
Affiliation Levies Brought Forward from 1995		100,000	-
Other Subscriptions		3,398	-
<b>Total Levies &amp; Subscriptions</b>		<b>599,491</b>	<b>468,311</b>
<b>Grants</b>			
<b>Squash Institute/HPP</b>			
-Hill Comm & NZSF Academy/Sport 2000		225,500	189,767
-ANZSEP		11,016	1,200
-Sports Foundation Personal		31,000	28,000
-National Squad Sponsorships		7,000	-
<b>Total Institute/HPP</b>		<b>274,516</b>	<b>218,967</b>
<b>Other Grants</b>			
-Hillary Commission National Funding		122,500	121,875
-Hillary Commission International Funding		4,550	3,975
-Hillary Commission Women's Pilot Project		2,000	8,000
-Hillary Commission Other		-	1,000
-Mitchell Trust		13,022	-
<b>Total Other Grants</b>		<b>142,072</b>	<b>134,850</b>
<b>Sponsorships &amp; Endorsements</b>			
National Events		17,500	-
Other		64,000	81,551
<b>Total Sponsorships &amp; Endorsements</b>		<b>81,500</b>	<b>81,551</b>
<b>Member/Gradings Database</b>			
Club Kelburn	9	58,381	32,250
Programme Recoveries	10	38,750	6,495
Sundry Investments		10,758	15,966
Profit/(loss) on Sale of Assets		-	1,854
<b>TOTAL INCOME FOR THE YEAR</b>		<b>1,206,167</b>	<b>960,244</b>

The accompanying notes on pages 47 - 52 form part of these financial statements

**EXPENDITURE**

<b>National Management &amp; Operations</b>			
Annual General Meeting & Annual Report		17,136	17,646
District President's Meetings		5,449	3,439
Executive Council Meetings		23,213	11,428
National Working Parties		6,014	-
Official Representation & Travel	11	10,025	11,839
Salaries, Management Contracts & FBT	12	134,330	132,615
Office Lease, Rates & Power	13	7,304	20,581
Photocopying, Printing & Stationery	14	7,778	14,255
Office Improvements, Cleaning & R&M		3,989	6,601
Insurance & ACC Levies		4,883	5,024
Telecommunications & Postage		13,184	16,433
Audit & Legal Expenses		9,605	4,005
Bank Fees & Interest		2,808	1,394
Subscriptions		1,605	1,015
Presentations, Recruitment and Sundry		6,170	3,086
<b>Total</b>		<b>253,493</b>	<b>249,361</b>
<b>Sponsorship Grants to Districts</b>		<b>30,000</b>	<b>30,000</b>
<b>National Marketing &amp; Publicity</b>			
Media Communications		2,231	2,600
Clubs & General		8,678	9,935
<b>Total</b>		<b>10,909</b>	<b>12,535</b>
<b>Club 2000 Advisory Service</b>			
Salaries, Consultants Fees & Expenses	15	70,179	40,679
National Office Administration Services		11,493	6,853
Telecommunications & Postage		9,452	6,443
Printing & Stationery		4,909	5,833
Staff Travel, Accommodation, MV & FBT		10,076	7,875
Club Resource Material & Newsletters		8,150	1,334
General Expenses & Subscriptions		684	2,833
<b>Total</b>		<b>114,943</b>	<b>71,850</b>
<b>Member Database &amp; Communications</b>			
Maintenance		714	-
Member Communications & Newsletters	16	27,515	38,000
<b>Total</b>		<b>28,229</b>	<b>38,000</b>
<b>Strikezone Telesquash</b>		<b>-</b>	<b>2,515</b>
<b>International Affiliations &amp; Meetings</b>			
WSF Membership		6,540	7,855
OSF Membership		806	599
International Meetings		10,530	6,417
<b>Total</b>		<b>17,876</b>	<b>14,871</b>

*The accompanying notes on pages 47 - 52 form part of these financial statements*

	Notes	1996	1995
<b>National Events - Senior</b>			
Tournament Schedules		5,302	3,171
Nationals & Inter-District Champs		2,439	1,965
Graded Teams Events		-	1,294
North Island Champs		1,921	48
South Island Champs		1,330	-
Mitchell Cup/Cousins Shield		408	-
96 Kiwi Classic Invitation		26,858	-
<b>Total</b>		<b>38,258</b>	<b>6,478</b>
<b>National Events - Junior/Youth</b>			
General Programme Expenses		1,476	10,153
National Event Expenses			
-Junior Nationals		8,501	750
-NI Junior Event		2,400	500
-SI Junior Event		1,895	500
-NZ Under 21 Champs		3,987	3,500
-Trans Tasman Junior Test Series		9,400	-
Event Trophies, Posters & Awards		-	940
<b>Total</b>		<b>27,659</b>	<b>16,343</b>
<b>National Events - Masters</b>			
General Programme Expenses		1,498	1,223
NZ Masters Champs (95)		2,230	333
Trans-Tasman Test Series		-	6,360
Selectorial		-	401
<b>Total</b>		<b>3,728</b>	<b>8,317</b>
<b>Programme Management &amp; Operations</b>	17	<b>10,585</b>	<b>992</b>
<b>1994 Junior Mens World Champs</b>		<b>-</b>	<b>(309)</b>
<b>Refereeing</b>			
National Event Refereeing		7,552	7,615
International Event Refereeing		-	648
General Programme Expenses		(206)	2,109
<b>Total</b>		<b>7,346</b>	<b>10,372</b>
<b>Gradings &amp; Rankings</b>			
Grading System Management Contract/Fees		32,587	21,000
Gen Programme Expenses		1,783	1,493
Grading List Production & Distribution	18	17,972	1,691
<b>Total</b>		<b>52,342</b>	<b>24,184</b>

The accompanying notes on pages 47 - 52 form part of these financial statements

	Notes	1996	1995
<b>Education &amp; Development Programmes</b>			
Regional Delivery District Grants		24,654	25,419
Coach Education & Training		10,523	7,257
Referee Education & Training		3,885	1,621
Squash in Schools/KiwiSquash Resources		1,832	768
Executive & Volunteer Training		2,480	2,666
Women's Pilot Project		2,616	8,457
Doubles Development		5,750	-
Programme Management & Operations	19	69,092	55,510
<b>Total</b>		<b>120,832</b>	<b>101,698</b>
<b>NZ Squash Institute &amp; HP Programmes</b>			
Sport Science/Sports Medicine			
-Sport Science Fees		10,161	1,436
-Sport Medicine Fees		1,132	1,705
International Events			
-Mens World Championships 1995		32,915	3,595
-Womens World Championships 1994		-	42,565
-Junior Men's World Champs 1996		43,297	-
-Junior Women's World Champs		-	16,406
-WSF World Cup 1996		14,667	-
-Oceania Age Group Champs		-	432
Other Squads			
-World Senior Squad Development		5,377	5,965
-Junior Men's World Squad		22,826	10,321
-Junior Women's World Squad		8,282	13,114
-Youth (U21) National Squad		10,142	-
-National Junior Age Group Squads		13,532	2,507
HPP Coaching & Development			
-NZ Squash HP Coaches		72,543	34,005
-HPP Coach Education & Development		10,450	15,819
NZ Squash Personal Grants		40,388	51,401
NZ Sports Foundation Personal Grants		31,000	28,000
Selectorial		7,655	3,450
Programme Management & Operations	20	85,905	62,660
<b>Total Squash Institute/HPP</b>		<b>410,272</b>	<b>293,381</b>
<b>Sub Total Expenditure:</b>		<b>1,126,472</b>	<b>880,588</b>
<b>Plus Depreciation:</b>		<b>35,467</b>	<b>37,812</b>
<b>TOTAL EXPENDITURE FOR THE YEAR</b>		<b>1,161,939</b>	<b>918,400</b>
<b>Surplus/(Deficit) Income over Expenditure</b>		<b>44,228</b>	<b>41,844</b>

The accompanying notes on pages 47 - 52 form part of these financial statements



## **NOTES TO THE FINANCIAL ACCOUNTS**

for the year ending 30 September 1996

### **Statement of Responsibility**

As Chairman and Chief Executive Officer of NZ Squash, we accept responsibility for the preparation of these financial statements. The statements have been prepared in accordance with generally accepted accounting practices. As part of the Association's financial management systems, effective controls have been implemented and maintained to provide reasonable assurance as to the integrity and reliability of financial reporting. We are satisfied that these financial statements fairly reflect the financial position and operation of the Association for the reporting period.

*M Withers*

**MURRAY WITHERS**  
Chairman

*G Scoones*

**GRANT SCOONES**  
Chief Executive

### **1 - ACCOUNTING POLICIES**

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#### **Statement of Accounting Policies**

##### **Differential Reporting**

New Zealand Squash (Inc) is the New Zealand National Sporting Organisation responsible for the control, advancement and regulation of the game of squash throughout New Zealand. New Zealand Squash (Inc) is incorporated under the Incorporated Societies Act 1908.

The Association qualifies for differential reporting as it is not publically accountable and does not qualify as "large" as defined within the Institute of Chartered Accountants of New Zealand's framework for differential reporting. The entity has taken advantage of all the differential reporting exemptions available to it.

##### **Measurement Base**

The accounting principles recognised as appropriate for the measurement and reporting of earnings and financial position on an historical cost basis have been followed. Accrual accounting is used to match income and expenditure.

##### **Specific Accounting Policies**

The following specific accounting policies which materially affect the measurement of financial performance and of financial position have been applied:

###### **Operating Leases**

Operating lease payments, where the lessors effectively retain substantially all the risks and benefits of ownership of the leased items, are included in the determination of operating profit in equal installments over the term of the lease (refer Note 3).

###### **Finance Leases**

The Association leases certain office equipment and motor vehicles. Finance leases, which effectively transfer to the entity substantially all the

risks and benefits incidental to ownership of the lease term, are capitalised at the present value of the minimum lease payments. The lease assets and corresponding liabilities are disclosed and the leased assets are depreciated using the maximum rates permitted by the Income Tax Act 1994 (refer Note 4).

#### Stock

Stock has been valued at the lower end of cost or net realisable value. Due allowance has been made for slow moving stock.

#### Goods & Services Tax

The financial statements have been prepared on a GST exclusive basis.

#### Fixed Assets

All fixed assets are recorded at cost less accumulated depreciation to date. Depreciation has been provided at the maximum rates permitted by the Income Tax Act 1994.

#### Investments

Investments are loans advanced to clubs for renovations and development and are stated at cost.

#### Changes in Accounting Policies

There have been no changes in accounting policies. All policies have been applied on a basis consistent with those used in previous years.

#### 2 - INVENTORY COMMITMENTS

No inventories are specifically and separately pledged as security for liabilities. Inventory is subject to retention of title clauses.

#### 3 - CAPITAL & LEASE COMMITMENTS

		1996	1995
<b>Capital Commitments</b>			
There is no capital expenditure contracted for at Balance Date			
<b>Operating Lease Commitments</b> (Under a non-cancellable operating lease)			
<b>Current</b>	NZ Squash	<b>40,485</b>	54,972
	Club Kelburn	<b>25,000</b>	25,000
<b>Non-current</b>	NZ Squash	<b>86,377</b>	92,286
	Club Kelburn	<b>195,833</b>	220,833

#### National Office

Level 1/1 Trading Place, Henderson

The lease is for a term of four years commencing on 25 October 1994 and expiring 19 September 1998. The rent for the premises is \$23,000 per annum plus GST.

## Equipment

### Photocopier - U-Bix Business Machines

The Ose Photocopier is leased under a rental and service agreement. The period of the agreement is for five years commencing 17 July 1996. Monthly payments including GST are \$1,475.07. Ownership of the machine is retained by U-Bix.

### Facsimile - Blue Star Finance Limited

The facsimile is leased from Blue Star for a period of three years commencing 19 June 1996. Monthly payments including GST are \$164.25. Ownership of the machine remains vested with Blue Star Finance Limited.

### Club Kelburn - Leasehold Land - Salamanca Road, Kelburn, Wellington

The ground lease is for a term of 10 years commencing 1 August 1995 and expiring on 31 July 2005. The rent for the ground lease is \$25,000 per annum plus GST.

## 4 - FINANCE LEASES

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### Motor Vehicles - NZ Squash

#### Honda Accord - Registration Number SQUA5H - Honda Finance Lease

The finance lease is for a period three years (finance rate of 16.5%) and commenced on 27 March 1995. Monthly payments are \$617.13.

### Equipment - Club Kelburn

#### Photocopier & Facsimile Machines - Sharp Corporation of NZ Ltd

In April 1995, Club Kelburn took over the existing finance agreement for the machines from Student Typing Services, the original party to the agreement. Monthly payments are \$204.07 with the final payment due 1 November 1996. The finance rate is 15.05% per annum.

## 5 - INVESTMENTS

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### Christchurch Squash Club (Inc) - \$25,000

Advancement Date (new terms):	13 September 1995
Terms:	five years, interest only in year one
Repayment Date:	13 August 2000
Interest Rate:	9% per annum, reviewable annually.
Security:	The advance is secured by a mortgage over the property at 182 Chester St East, Christchurch.

### Herne Bay Ponsonby Rackets Club (Inc)

Advancement Date:	12 June 1996
Term:	Five years
Repayment Date:	12 June 2001
Interest Rate:	10% per annum, reviewable annually.
Principal Repayments:	Five equal installments of \$5,000
Security:	The advance is covered by an "Instrument by way of security" dated 7 August 1996.

## 6 - BANK OVERDRAFT

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NZ Squash does not operate a current overdraft facility. The credit balance of \$12,330 includes unrepresented cheques at balance date. Funds are transferred from the On Call account as required.

## 7 - ACCRUALS & PROVISIONS

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### a. Payments in Advance - \$35,328

One months rent on National Office Premises	1,916
Insurances, contents & vehicles	2,936
1997 Subscriptions	995
International Meetings	1,228
1997 Event Trophies	1,919
Women's World Championships	15,719
Youth Tour to Australia	4,206
1997 Junior Women's World Championships	244
1997 Player Grants	2,742
National Events - Capital expenses	355
Club Kelburn - One months rental	1,708
Club Kelburn - Cafe Development Design Fee	1,360
	<b>35,328</b>

### b. Income in Advance - \$16,500

Hillary Commission Funding	2,000
NZ Sports Foundation Grant - Womens World Championships	6,000
NZ Sports Foundation - Development Squad Funding	8,500
	<b>16,500</b>

### c. Sundry Accruals - \$33,422

Communications - Player Newsletter Production Costs	24,739
Club Kelburn - One months rental from Cafe	433
Club Kelburn - Provision for increased rental (14 months)	5,250
Club Kelburn - Provision for 1996 Audit Fee	3,000
	<b>33,422</b>

### d. Stock Adjustments

Mini Squash Rackets and equipment together with obsolete stock have been written off. An adjustment for \$3,343 has been recorded against the profit on stock sales, in the accounts.

Profit on Sales	5,861
less obsolete stock written off	3,343
Net Profit on sales:	<b>2,518</b>

## 8 - LEVIES & SUBSCRIPTIONS - \$599,491

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The following is an analysis of the 1996 Affiliation Levies:

- Levy income for 1996 includes \$100,000 of unspent levies brought forward at year end from the 1994-1995 Financial Year.
- The breakout of Affiliation Levies into Marketing and General Programmes is as follows:

General Programmes (74%)	445,410
Marketing Programmes (26%)	154,081
	<b>599,491</b>

- c. Based on the above income from levies, including the levies brought forward from 1995, the consolidated Individual SEM (Senior Equivalent Member) dollar value for 1996 based on 19,000 total SEMs was \$31.55 plus GST of which \$7.88 was used on Marketing Programmes and \$23.67 on General Programmes.

#### **9 - CLUB KELBURN SURPLUS - \$58,380**

The following is a summarised Statement of Financial Performance for Club Kelburn for the year ended 30 September 1996:

	1996	1995
<b>Income:</b>		
Trading Profits	68,212	57,913
Court Fees	214,906	202,119
Gear Hire	11,691	9,997
Gym & Sauna	71,343	14,887
Sponsorship & Promotion	12,780	433
Other Income	16,097	17,425
	<b>395,029</b>	<b>302,774</b>
<i>less</i>		
<b>Expenditure:</b>		
Insurance	5,947	6,198
Bank Fees & Interest	1,020	1,635
Power & utilities	24,036	20,632
Rent & Rates	28,633	23,595
Repairs & Maintenance	8,158	7,676
Depreciation	71,738	47,814
Management & Sundry	197,117	162,972
<b>Total Expenditure:</b>	<b>336,649</b>	<b>270,522</b>
<b>Net Surplus</b>	<b>58,380</b>	<b>32,252</b>

#### **10 - PROGRAMME RECOVERIES - \$38,750**

This year's recoveries include \$30,079 recovered from District Associations which last year were netted against Grading System Costs.

#### **11 - OFFICIAL REPRESENTATION & TRAVEL - \$10,025**

This item consolidates all reimbursement of expenses incurred by CEO/Chairman NZ Squash while representing NZ Squash and includes all expenses relating to the operation of the official vehicle.

#### **12 - SALARIES, MANAGEMENT CONTRACTS & FBT - \$134,330**

This item consolidates the salaries for the CEO, Administration Officer and Accounts Contractor in addition to the Fringe Benefit Tax. The split out of the two costs is as follows:

Salaries & Management Contracts	131,174
Fringe Benefit Tax	3,156

#### **13 - OFFICE LEASE, RATES AND POWER - \$7,304**

The reduced amount for 1996 reflects the allocation of these charges to other programme cost centres.

#### **14 - PHOTOCOPYING, PRINTING & STATIONERY - \$7,778**

The reduced amount for 1996 reflects the allocation of these charges to other programme cost centres.

#### **15 - SALARIES, CONSULTANTS FEES & REIMBURSEMENTS - \$70,179**

This figure incorporates salaries for the Programme Manager and one shared staff member plus fees for consultants contracted for specialist projects associated with the production of resource material and computer software design.

#### **16 - MEMBER COMMUNICATIONS & NEWSLETTERS - \$27,515**

The costs for the 1996 Player Newsletter HANDOUT are included in this figure.

#### **17 - PROGRAMME MANAGEMENT & OPERATIONS - \$10,585**

The National Events/Communication's Manager's salary and general programme expenses are included in this item.

#### **18 - GRADING LIST PRODUCTION & DISTRIBUTION - \$17,972**

Production and distribution of the monthly grading lists is now fully undertaken by NZ Squash National Office and the full cost of operating the Grading System met by NZ Squash income, subsidised by District Grading List Fee Recoveries.

#### **19 - PROGRAMME MANAGEMENT & OPERATIONS - \$69,092**

This item incorporates all administration and communications costs associated with the management of the Education & Development Programmes, including the Programme Manager's Salary.

#### **20 - PROGRAMME MANAGEMENT, OPERATIONS - \$85,905**

This item includes all costs relating to the operation of the Squash Institute and High Performance Programmes including staff salaries, travel, accommodation, communications, marketing, board expenses, motor vehicle expenses, staff recruitment costs, venue hire etc.

#### **21 - FIXED ASSET & DEPRECIATION SCHEDULE (Consolidated)**

The following is a consolidated listing of fixed assets and depreciation for NZ Squash and Club Kelburn for the year ended 30 September 1996:

Asset Description	Cost	Opening Book Value	Additions Disposals	Value pre Depn	Depn	Accum Depn	Closing Book Value
Trophies	500	500	0	500	0	0	500
Motor Vehicles	99,478	73,705	1,193	74,898	13,315	37,696	61,583
Plant, Equip & Fittings	223,325	78,419	41,694	120,113	20,920	124,132	99,193
Computer Software	2,440	1,282	0	1,282	1,220	2,378	62
Sports Equipment	55,837	13,754	37,948	51,702	18,367	22,502	33,335
Perspex Court	158,175	57,483	0	57,483	5,748	106,440	51,735
Buildings	650,402	176,962	0	176,962	32,520	505,960	144,442
Leasehold Improvements	147,457	30,484	89,247	119,731	15,117	42,843	104,614
<b>Total</b>	<b>1,337,614</b>	<b>432,589</b>	<b>170,082</b>	<b>602,671</b>	<b>107,207</b>	<b>842,150</b>	<b>495,464</b>

## **AUDIT REPORT**

To the readers of the financial report of New Zealand Squash (Inc).

We have audited the financial reports as presented in this report. The financial report provides information about the past financial performance of New Zealand Squash (Inc) and its financial position as at 30 September 1996. This information is stated in accordance with the accounting policies as set out.

### **New Zealand Squash (Inc) Responsibilities**

The Executive Council is responsible for the preparation of the financial report which fairly reflects the financial position of the Association as at 30 September 1996 and of the results of operations for the year ended 30 September 1996.

### **Auditor's Responsibilities**

It is our responsibility to express an independent opinion on the financial report presented by the Executive Council and report our opinion to you.

### **Basis of Opinion**

An audit includes examining, on a test basis, evidence relevant to the amounts and disclosures in the financial report. It also includes assessing:

1. The significant estimates and judgments made by the Executive Council in the preparation of the financial report, and
2. whether the accounting policies are appropriate to the Association's circumstances, consistently applied and adequately disclosed.

We conducted our audit in accordance with generally accepted auditing standards in New Zealand except where our work was limited as explained below. We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial report is free from material misstatements, whether caused by fraud or error. In forming our opinion we also evaluated the overall adequacy of the presentation of the information in the financial report.

Other than in our capacity as auditors we have no relationship with or interest in the Association.

### **Qualified Opinion**

Control over cash sales for Club Kelburn prior to being recorded is limited. There was no system of control over such sales on which we could rely for the purpose of our audit and there were no satisfactory audit procedures that we could adopt to confirm independently that all cash sales were properly reconciled. In this respect alone we have not obtained all the information and explanation that we have required.

In our opinion, except for the adjustments that might have been found necessary had we been able to obtain sufficient evidence concerning cash sales, the financial report of Club Kelburn fairly reflects the results of the operations for the year ended 30 September 1996.

In our opinion the financial report fairly reflects the financial position of New Zealand Squash (Inc) as at 30 September 1996. Our audit report was completed on 8 November 1996 and our qualified opinion is expressed as at that date.

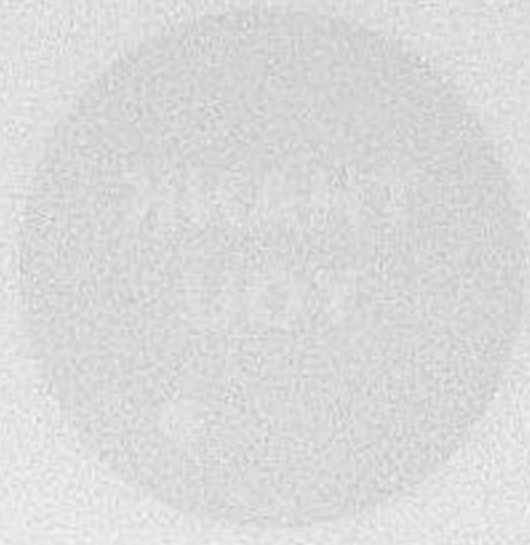
*McGregor Bailey & Co*

8 November 1996

## Notes



## Notes



"New Zealand's greatest strength is its people. It is their spirit, their determination, their resilience, their ability to overcome adversity, that has made us a nation of achievers. We are proud of our people and their achievements. We are proud of the many individuals and organizations who have supported our activities over the past year and in particular the following organizations without whose funding support and assistance we would not have been able to achieve our goals."





**“New Zealand Squash extends its grateful appreciation to the many individuals and sponsors who have supported our activities over the past year, and in particular**

**the following organizations without whose funding support and assistance we would not have been able to achieve our goals.”**







# MAKING SPORT HAPPEN

*Every time a New Zealander takes part in a sport or physical leisure activity, that helps us achieve our aims.*

*Whether it's a walk in the bush or competing for Olympic gold, New Zealanders are out there doing it for the fun of it, meeting challenges and inspiring others to do the same.*

*But they can't always do it on their own. That's why we're involved. At the Hillary Commission we're committed to helping make sport happen by funding sports organisations such as New Zealand Squash.*

*And for any organisation, success should be measured not only by the achievements of its star performers but also by the number of newcomers attracted and the skills which are nurtured. Our aim is to help you achieve this success.*



THE HILLARY COMMISSION  
MAKING SPORT HAPPEN

