



Annual General Meeting

Bayside United Football Club

9 December 2018, 12.00pm

Upstairs Function Room, Bentleigh RSL

Attendees:

Sue Collins	Paul Stewart	Jane Dando
Chris Kozaris	Joanne Porter	Greg Porter
Shona Bass	Kym Grillo	Leo Kyriakopoulos
Dean Wixon	Shelley Racine	Elio Grillo
David Walters	Simon Polinelli	Matteo Zappala
Malcolm Brand	Paul Nelson	Victoria Leigh Walker

The meeting was opened by General Manager and Chairwoman, Jane Dando at 12.07pm.

1. Welcomes and Introductions

Jane Dando welcomed the attendees, and thanked them for their time. There were no apologies noted.

2. Confirmation of 2017 AGM minutes

Victoria Leigh Walker moved that the 2017 minutes be accepted. This was seconded by Matteo Zappala.

3. President's Report

Paul Stewart presented his report on the third year of Bayside United FC (see attached), which included a history of the license application and gave thanks to the Presidents of the consortium clubs for their work in putting it together and supporting it in its formative years. He thanked the coaches, team managers and volunteers and Board members for their work in administering the club in its third year.

Sue Collins moved that the 2018 President's Report be accepted. This was seconded by Simon Polinelli.

4. Treasurer's Report

Our Treasurer Malcolm Brand presented his report (see attached). Particular thanks were given to the consortium clubs for their seed funding/loans which ensured the club was financially viable from the start, and to our sponsors whose funding ensured fees were kept to a manageable level. Our financial year goes from 1st October until 30th September in accordance with Football Victoria requirements. We finished the financial year with a surplus of \$1,474.56 but we still have not, been invoiced nor paid for the full cost of venues which potentially could have seen end the financial year in a loss situation.

Shona Bass moved that the 2018 Treasurer's Report be accepted. This was seconded by Sue Collins.

5. Election of the Board for 2019

Thank you to our Board members from 2017 and 2018. The following people were elected to the Board for a 2 year period:

Position	Nominee	Nominated by	Seconded by
President (& Hampton rep)	Victoria Leigh Walker	Jane Dando	Simon Polinelli
Vice President	Paul Stewart	Jane Dando	Victoria Leigh Walker
Treasurer	Malcolm Brand	Leo Kyriakopoulos	Kym Grillo
General Manager	Jane Dando	Victoria Leigh Walker	Simon Polinelli
Equipment Manager	Kym Grillo	Victoria Leigh Walker	Jane Dando
Chair Football Operations Group	Shona Bass	Kym Grillo	Victoria Leigh Walker
Football Operations Group	Leo Kyriakopoulos	Malcolm Brand	Kym Grillo
Football Operations Group	Nick Koletsas	Jane Dando	Malcolm Brand
Sandringham Representative	Simon Polinelli	Paul Stewart	Malcolm Brand
Beaumaris Representative	Matteo Zappala	Paul Stewart	Malcolm Brand
Bayside Argonauts Representative	Chris Kozaris	Victoria Leigh Walker	Paul Stewart
Brighton Representative	Sue Collins	Jane Dando	Victoria Leigh Walker

6. Other Business

Paul Nelson (Technical Director BUFC) asked that a sub-committee be formed to discuss and plan for the change in the female football landscape that is likely once the Football Victoria review is complete. This will ensure that the Club is in the best position possible to continue providing a regional pathway for elite female players when the new structure is announced and implemented. This was agreed to, with an action on the President to constitute this forum.

The meeting closed at 12.52pm.

Attachments:

President's Report

Treasurer's Report



Bayside United Football Club Incorporated (B.U.F.C.)
President's Report
Prepared for the Annual General Meeting- December 9th, 2018

MISSION STATEMENT

Bayside United Is committed to providing talented female players In the region with a high quality development program that will give them the best opportunity to reach their individual goals. Those goals may include SSV or state age group team selection, Young Matildas representation, International college scholarships or W-league selection.

BUFC was created in an effort to support the many talented female players that reside in the Bayside and Kingston municipalities and adjacent catchment areas to provide an elite pathway to the W League and National squad or Matildas.

The creation of BUFC came from the support and agreement of five consortium Clubs within this catchment area in mid-2015 who saw the benefit of an elite pathway for their talented players who would traditionally move away from the area to seek the success they desired in the Women's Game.

These consortium Clubs are:-

Bayside Argonauts Football Club <http://www.baysideargonauts.com.au/>

Beaumaris Soccer Club [www.beaumarissc.com.a u](http://www.beaumarissc.com.au)

Brighton Soccer Club www.brightonsc.org.au

Hampton Junior Soccer Club www.hamptonsoccer.com.au

Sandringham Soccer Club [www.sandringhamsoccerclub.com.a u](http://www.sandringhamsoccerclub.com.au)

Behind the Scenes

Since season 2017 we have been developing policy and procedures to best deal with change and a sustainable model to hold us well into the future of WNPL.

- The further development of the BUFC brand
- Appointment of all coaching staff for 2018

- Child Safety implementation policies
- Pre-Season Trials process
- Pre-Season training sessions
- Liaison with Bayside and Kingston Councils and consortium clubs for trials, pre-season and season venues
- Regular liaison and meetings with the FFV from a season compliance perspective in line with licencing requirements.
- Community Club engagement processes
- Fundraising initiatives
- Organisation of equipment and apparel with suppliers.

We have taken the decision to move from current suppliers This is Football in season 2018 to Givova Sports Australia for the foreseeable future. Although TIF were very professional in their approach and service we felt that the Nike brand was becoming cost prohibitive and restrictive in style moving forward. If we are able to compromise on price of our gear generally we can take some pressure off the bottom line and in turn, be less reliant on some income streams if need be.

Pressure as always and even more than ever was brought to bear on pre-season trials and training and compromised through much of 2018 due to Pitch 2 replacement at Kingston Heath Soccer Complex. As always, Jane Dando liaised with both Kingston Councils and Bentleigh Greens to attain some equality for the club with reasonable access given the circumstances. All home matches remained at Kingston Heath during the renovations, with the senior team playing all matches on pitch 1.

Club Sponsors:-

<https://www.baysideunitedfc.com.au/club-sponsors>

I wish to thank all of the Club's sponsors for their financial contribution in 2018 and in particular Sam Bassaly/Chemist Warehouse, Sven Samild/Ace Gutters, Danny Dale/SPT, Ben Lenton/Brighton Renault as major contributors for the year. Please click on the above link to view all of the Club sponsors and support them where you can. We are very appreciate of the support no matter how large or small.

On the Pitch

An improvement to overall standings for the 2018 season but disappointing to have had mid-year changes to coaching staff at Senior/Reserves levels. Recruiting for season 2019 for both coaches and players has been very promising with increased success assured for season 2019. I would like to thank Leigh Walker and Shona Bass for stepping in as required and assisting with some Club compliance and dispute matters during the season and their well balanced view of changes that need to be made moving forward.

Others to thank:-

- Kym Grillo – Equipment Manager
- Nick Tembel and Colin Walker – General and consistent help wherever required
- Graham Bayley for his excellent media coverage and filming of games during the season
- Our Team Managers and coaches

Thank you to our Board:-

Dr Eddie Sansil (Bayside Argonauts)
 Ruth Kyte (Brighton SC)
 Matteo Zappala (Beaumaris SC)
 Leigh Walker (Hampton JSC)
 Simon Polinelli (Sandringham SC)
 Malcolm Brand
 Jane Dando

Once again, I must thank our very special General Manager, Jane Dando. Her constant performance and ability to assist at all levels is very humbling and without her valuable input would create a huge pressure on our success pathway. I thank Jane on behalf of the Board which I'm sure is endorsed by all.

We continue to learn a great deal with regard to Club structure and the areas that need improvement and this extends and touches many parts of our day to day operation but on the whole and given our restricted capacity and man/women power we feel that we have also come a long way in a short time and your Committee is already working hard to improve these structures that will build a sustainable foundation and culture well into the future.

We invite parents and interested parties to help the committee over the coming season not only to make daily chores easier but to tap into your thoughts and ideas and help improve all things BUFC. There is still much to do now and into the future and we hope with your support that we can become a force not only within the WNPL competition but as a Club that is respected for its focus on women in football and its culture of supporting female inclusion at all levels of community engagement.

Finances:-

Our Treasurer, Malcolm Brand has provided a list of transactions for the season to date so that you can all see clearly where all monies and season fees have been spent and allowances made for future bills. I would like to again thank Malcolm for his diligence and attention to detail during the season and making this part run like clockwork.

I again call on all parents involved in BUFC to think about how they can help put us in touch with potential sponsors to not only sustain Club finances but also to try and avoid increasing fees and charges moving forward.

Conclusion:-

I thank you all for making season 2018 another step forward for Bayside United Football Club and helping to make this Club one to be envied well into the future.

Season 2019 will see again see improved change to coaching and player structure and a much more professional focus on senior performance. Whilst the original focus of player development remains a high priority we have allowed the new coaching staff appointed for 2019 to have some latitude to construct a high performing team that will see us play finals and remain very competitive moving forward with an improved attitude and culture of success.

Yours sincerely,

Paul Stewart
President.

info@baysideunitedfc.com.au



2017-2018 Financial Report

Bayside United has completed a very successful third year. We have managed to work within our own financial resources for the whole year not needing to draw on funds loaned by the founding clubs.

You may recall Bayside Argonauts Football Club, Beaumaris Soccer Club, Brighton Soccer Club, Hampton Junior Soccer Club and Sandringham Soccer Club got behind the establishment Bayside United FC by each providing \$5,000 as seed funds. We are very grateful to those clubs for their magnificent support, but we are still not in a position to repay those loans. This \$25,000 reserve is of great comfort as we still remain uncertain about our financial obligations for the Kingston Heath facilities and would have needed to draw on these funds during the financial year had we known of our commitment to Kingston Council.

As a WNPL club we have some of the most elite football players in Australia. In the year just past, as distinct from men's NPL clubs where senior players are paid, we have managed to offer no registration charge for seniors and to offset some player costs. For our other 4 teams fees were set at a very modest level when compared to other WNPL clubs and boys NPL clubs.

From the subscriptions from 12s, 14s, 16s and 19s and funds raised from our Holiday Clinics and Skills Acquisition programs, sponsorships and from some fantastic functions and raffles we have been able to offer Skill Clinics for budding players, fund coaches for all teams, pay for Football Victoria licence fees, provide training venues, referees, kits and equipment. A truly remarkable performance.

Our financial year goes from 1st October until 30th September in accordance with Football Victoria requirements. We finished the financial year with a surplus of \$1,474.56 but we still have not, been invoiced nor paid for the full cost of venues which potentially could have seen end the financial year in a loss situation.

We have been very lucky in having the support of some great sponsors, **Ace Gutters, Chemist Warehouse Glen Waverley Mount Waverley and Keysborough, Brighton Renault, Impact Soccer, CPD Live, Innovative Machine Vision, Melbourne Orthodontics, Smash FM, and Bluff Road Medical.** Without these sponsors we would have not survived financially. A number of players have also been sponsored to help with their individual registration fees and a number of businesses have assisted with raffle prizes and in-kind support. We also acknowledge the great co-operation of Bentleigh Greens Football Club in enabling us to share the facilities at Kingston Heath.

We are now into the year ahead and budgets have been formulated. We need to lock in sponsors either at Club or team level so we can match the costs we expect to incur. **We have tried to strike and a delicate balance between parent affordability of player fees and the need for success on the park.** Our goal is to excel even further in the delivery of a professional football program for the elite women players of Bayside.

The Club would not operate without the dedicated support of many volunteers both on game day and in Committee and administrative roles. As players, parents and supporters, we all have busy lives and in 2019 season we will be looking to see how everyone can play their own part in supporting the club in whatever way they can.

To everyone who has assisted my heartiest thanks.

Attached are the reconciled but unaudited financial reports to the 30th September 2018 which indicates our financial position.

Malcolm V. Brand, Honorary Treasurer

Balance Sheet

Bayside United Football Club

Accrual mode

30 Sep 2018

ABN: 92313290936

Generated 19 Nov 2018

	Total
Asset	
Banking	
BUFC Access Cheque Account	25,951.30
BUFC Investment account	25,255.48
Total Banking	51,206.78
Current Assets	
Bonds Refundable	200.00
Pulse Shares	10.00
Total Current Assets	210.00
Fixed Assets	
Total Fixed Assets	0.00
Total Asset	51,416.78
Current Liabilities	
GST collected	11,172.77
GST paid	-
Total Current Liabilities	227.99
Long Term Liabilities	
Other loan	25,000.00
Total Long Term Liabilities	25,000.00
Total Liability	25,227.99
Net Assets	26,188.79
Equity	
Current Earnings	
Current year earnings	1,474.56
Total Current Earnings	1,474.56
Retained Earnings	
Retained earnings	24,714.23

Total Retained Earnings	24,714.23
Total Equity	26,188.79

Profit and Loss

Bayside United Football Club

Accrual mode

01 Oct 2017 - 30 Sep 2018

ABN: 92313290936

Generated 19 Nov 2018

	Total
Income	
U12 Team Subscriptions	20,697.63
U14 Team Subscriptions	33,916.45
U16 Team Subscriptions	20,863.63
U19 Team Subscriptions	26,289.35
Train on Subs	2,767.02
Holiday clinic	1,267.17
SAP Apr Subscriptions	247.40
Fee income	599.56
Raffle Proceeds	260.55
Functions	9,850.00
Sponsorship	23,209.10
Clothing Sales	2,019.69
Fund raising	2,510.21
Team App Cup Prize	454.55
Holiday Clinics	9,391.72
Miscellaneous Income	404.54
Total Income	154,748.57
Less Expense	
Accounting fees	463.62
Coach and Technical Director Fees	59,275.21
Advertising	120.00
Player Costs	21,374.50
Referee Fees	9,881.00
Education and Training	285.00
Bank charges	25.56
FFV Licence Fee	9,999.99
Health and Fitness expenses	7,070.69
Player Refreshments	48.33

Player Awards and Trophies	982.28
Functions	5,549.03
Internet	751.88
Kits and Outfits	28,516.53
Facilities	1,185.86
Coaching Equipment	4,817.72
Postage & courier	124.55
Printing & stationery	312.18
Repairs & maintenance	171.37
Sundry expenses	32.62
Accommodation	2,640.91
Total Expense	153,628.83
Operating Profit	1,119.74
Plus Other Income	
Interest income	162.82
Other income	192.00
Total Other Income	354.82
Less Other Expense	
Total Other Expense	0.00
Net Profit	1,474.56