



Annual General Meeting

Bayside United Football Club

27 November 2017, 7.00pm

The Dolphin Room, Sandringham Hotel.

Attendees:

Ruth Kyte  
Chris Kozaris  
Colin Walker  
Malcolm Brand

Paul Stewart  
Heli Bayley  
Chris Kozaris  
Paul Nelson

Jane Dando  
Graham Bayley  
Matteo Zappala  
Emma-Jane Stevens

The meeting was opened by President and Chairman, Paul Stewart at 7.00pm.

1. Welcomes and Introductions

Paul Stewart welcomed the attendees, and thanked the consortium clubs for their work in putting together the license documents in 2015 that led to the formation of Bayside United FC.

2. Apologies

None.

3. Acceptance of 2016 AGM minutes

Jane Dando moved that the 2016 minutes be accepted. This was seconded by Matteo Zappala.

4. President's Report

Paul Stewart presented his report on the second 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. He thanked the coaches, team managers and volunteers and Board members for their work in administering the club in its second year. A special thanks was given to our sponsor iSelect for having the vision to support a new women's sporting club in new competition. Mention was made of our continuing struggles to find a home base.

5. 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.

6. Questions to Directors

There were no questions to Directors but some discussion on a number of issues:

- Chris Kozaris noted the new sponsorship brochure and encouraged the club to sell as much of the jerseys and shorts as possible to smaller sponsors (sleeves, shorts etc) to generate income
- The Corner Flag's posts – ascertain from them what their facebook reach is, as this can be used to help sell the value of our social media ACTION: Jane to approach TCF
- Colin Walker suggested that This is Football be asked whether a discount will be provided on kit if their logo is affixed to the back of the neck. ACTION: Jane to ask Kym Grillo to investigate
- Our Technical Director thanked those parents who formed part of the strategy working group and those who played a role in the selection panel for our new senior coaches. Their time, effort and support was greatly appreciated.

Jane Dando presented the meeting with a list of roles that the club is looking to fill for the 2018 season, and the progress in filling those roles. The following people were thanked for stepping forward and volunteering their time for the 2018 season:

<b>ROLE</b>	<b>ACCEPTED BY</b>
Sponsorship (work with Paul Stewart to bring on businesses as sponsors of our club)	VACANT
Registrar duties (registering players with BUFC, printing and laminating team sheets, liaising between team managers and FFV re any match day issues. Will require previous experience as a community club registrar.)	Maxine (Beaumaris) and Jane initially but to be handed over once My Football Club set up for 2018 (Action: Jane to speak to Libby Irving)
Facilities (liaising and negotiating with councils/clubs re a permanent home)	EJ Stevens
Community club liaison and development (organize mascot matches at our home games, visits to community clubs from BUFC players & vice versa)	Cassie Clarkson
Compliance (ensuring the club is meeting its various obligations re child safety, WWCC, FFV license requirements, re-draft and implement Codes of Conduct)	Shona Bass
Procurement (kit, equipment and other supplies needed by the club)	Kym Grillo
Club-wide first aid organization (rostering of first aiders/physios, keeping kits filled, meeting FFV guidelines for different age groups, stretcher care)	Action: Jane Dando to discuss role with Heli Bayley to ascertain interest
Develop Club Handbook (containing all the policies and information for players and parents)	VACANT
Grants (work independently to apply for any grants that could provide much needed funds)	Shona Bass
Team Photos (book photographer & co-ordinate team photos)	Leo Kyriakopoulos
Filming of matches for each age group and preparing highlights for distribution on social media	12s: Jacobs family to be approached as expressed interest during registration 14s: Colin Walker 16s: 19s: Graham Bayley to be approached as expressed interest during registration

	Seniors: Jane to liaise with Bill Mihaloudis re his filming person being available
Game photographer for each age group	12s: Gary Cook to be approached after being recommended by Sandringham Soccer Club & Ruth Kyte 14s: VACANT 16s: Bruce Thompson 19s: VACANT Seniors: VACANT
Social media match updates for each age group	12s: Libby Irving to be approached as expressed interest during registration 14s: VACANT 16s: Jane Dando 19s: Sarah Jowett to be approached as expressed interest during registration Seniors: Team Manager
Website maintenance	Colin Walker
Events (organizing Jersey Presentation, Trivia Night, Awards Night)	VACANT
Fundraising (raffles – sourcing prizes, organizing each team to sell tickets)	VACANT

#### 7. Proposed Resolutions

There were no resolutions. The Board members elected in 2016 are not due for re-election until the 2018 AGM.

#### 8. Acceptance of Financial Statements

Paul Stewart moved that the financial statements (Treasurer's Report and attachments) be accepted. This was seconded by Ruth Kyte.

#### 9. Acceptance of Annual Report

Matteo Zappala moved that the Annual Report (President's Report) be accepted. This was seconded by Ruth Kyte.

The meeting closed at 8.33pm.

#### 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 – November 27<sup>th</sup>, 2017**

**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 of 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  
[www.baysideargonauts.com.au](http://www.baysideargonauts.com.au)

Beumaris Soccer Club  
[www.beumarissc.com.au](http://www.beumarissc.com.au)

Brighton Soccer Club  
[www.brightonsc.org.au](http://www.brightonsc.org.au)

Hampton Junior Soccer Club  
[www.hamptonsoccer.com.au](http://www.hamptonsoccer.com.au)

Sandringham Soccer Club  
[www.sandringhamsoccerclub.org.au](http://www.sandringhamsoccerclub.org.au)

**Behind the Scenes**

Since our inaugural season in 2016 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 2017
- 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, SAP trials and season venues
- Regular liaison and meetings with the FFV from a season compliance perspective in line with licencing requirements.
- Community Club engagement programs
- Sponsorship and fundraising initiatives
- Organisation of equipment and apparel with suppliers.

**We have taken the decision to move from current suppliers Sportsmart in 2016/2017 to that of This is Football for the foreseeable future. After meeting with Scott Rolston from TIF and subsequently Nick Roberts from Ultra Football we are confident that our kit and related requirements will be supported and dealt with in an efficient and seamless fashion and will see our own on-line shop commence where players and supporters alike can order replacement or new apparel accordingly.**

**Kym Grillo will take on the role of Equipment Manager for 2017/18**

We are currently in discussion with Chelsea Football Club to try and establish a co-tenancy at the grounds in Edithvale Road. We are hoping to have a working agreement in place in late 2017, early 2018 so that we can develop a "Home Base" and have something more substantial to offer players and sponsors alike moving forward.

We hope that if successful we can help pressure Kingston Council into suitable upgrades that will allow both clubs to run and play more efficiently and save on our operating costs significantly.

Jane Dando has created a petition to be sent to Bayside Council to make them more accountable for their original commitment to BUFC in our licence application around facilities and the like.

As a result of the above work and with the support of parents and players we were again able to field the required three Junior and one Senior squad to complete what has been a very challenging and reasonably successful year.

### **On the Pitch**

#### **Under 13:**

Aish Ravi (Coach) and Indi Tait (Assistant Coach). Colin Walker was TM – super efficient and also filmed the 13s matches. Whilst Aish has moved on to Heidelberg United to coach their U12 in season 2018 we thank her for her contribution in 2016/17 as coach and later assisting with sponsorship activity.

Indi was a great role model for the girls and we hope she decides to continue coaching next year.

We are hoping that she can do the occasional "specialist" session as she is too busy to do every week.

#### **13s reached finals.**

#### **Under 15:**

Andy Burnett (Coach) and Katie Lee (Assistant Coach) Leo Kyriakopoulos was TM and also assisted at training regularly. Andy is very passionate, dedicated and hardworking. Katie was another terrific role model and well-liked by all. We are also hoping that she will return to do some specialist sessions if she doesn't head to another WNPL club or even the WAFL

### Under 18:

Steve Stroud (Coach) and then Andy Burnett (Interim Coach). Veronica Glugsberger (Assistant Coach) and implemented FIFA11 warm up/injury prevention program. 18s reached finals. Kristina Belleville was TM – organized and calm.

### **18's reached finals.**

### Seniors:

Graham Dudley (Coach) then Steve Stroud (Interim Coach) and Shaun Parton (Assistant). Andy Burnett also assisted until Steve took over. Jo Dudley was TM and then Jane Dando.

### Summary

A slight improvement to overall standings for the season but very disappointing at Senior level with coaching changes bringing some relief mid-year after the resignation of Graham Dudley.

This created a knock down effect to the other junior teams creating some initial angst amongst squads which quickly settled down to a business as usual approach.

### Others to thank:

- Kym Grillo and Eddie Sansil and Katie Lee and Nick Tembel and Graham Bayley for all their help with the trivia night
- Danny Dale for marshalling 13s for the whole season and for his help with strategy working group
- Kevin Griffen and Stuart Norbury for their contribution to the strategy working group
- Kevin and Nathan Burke for their work on senior selection panel
- Leo K for organizing the team photos

We have again learned 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.

### 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.**

We were lucky to receive backing from iSelect to the tune of \$30,000.00 for seasons 2016 and 2017 and we are currently in negotiation to continue this relationship along with Chemist Warehouse and other major sponsors.

Again, thanks to David Christie, Chief Administrative Officer, General Counsel and Company Secretary with iSelect in having the vision to support not only our Club but in supporting women in sport. This is a true example of corporate business supporting the local community.

Sponsorship and Grants keep clubs like BUFC alive and help to keep player fees at a manageable level.

You will see that our annual budget is substantial and without our own home base all monies flow outwards excepting some raffle income and specific team sponsorships over the current season.

I 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. I encourage all enquiries to my email no matter how small they may be.

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.

**On behalf of the Board:-**

<b>Dr Eddie Sansil</b>	<b>Bayside Argonauts</b>
<b>Matteo Zappala</b>	<b>Beaumaris Soccer Club</b>
<b>Ruth Kyte</b>	<b>Brighton Soccer Club</b>
<b>Leigh Walker</b>	<b>Hampton Junior Soccer Club</b>
<b>Simon Polinelli</b>	<b>Sandringham Soccer Club</b>
<b>Jane Dando</b>	<b>General Manager</b>
<b>Malcolm Brand</b>	<b>Treasurer</b>

**One very special person and indeed the hardest working of all is our 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 Committee which I'm sure is endorsed by all.**

I thank you all for making season 2017 another leap forward for Bayside United Football Club and helping to make this Club one to be envied well into the future.

Season 2018 will see substantial change to coaching and player structure with the addition of an U12's team on a small pitch and a much more professional focus on senior performance.

The threat of relegation remains and announcements by the competition expected at any point.

Whilst the original focus of player development remains a high priority we have allowed the new coaching staff appointed for 2018 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](mailto:info@baysideunitedfc.com.au)



## 2017 Financial Report

Bayside United has completed a very successful second year. We have managed to work within our own financial resources for most of the year only needing to draw on funds loaned by the founding clubs for about a fortnight during the year when cash was short.

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 and once we have cemented all our sponsorship for 2018 we will probably be in a position where we can start to repay those loans.

As an WNPL club we have some of the most elite football players in Australia. In the year just past however, as distinct from men's NPL clubs, we have not been able to contract and pay our senior players. However, we have managed to offer no registration charge for seniors. For our other 3 teams fees were set at a very modest level when compared to other WNPL clubs and boys NPL clubs.

From the subscriptions from 13s, 15s and 18s and those raised from our Junior Skills Acquisition program and from some fantastic functions and raffles we have been able to offer two Skill Acquisition Programs for budding players, fund coaches for all teams, pay for FFV licence fees, venues, referees, kits and equipment. A truly remarkable performance.

Our financial year goes from 1<sup>st</sup> October until 30<sup>th</sup> September in accordance with FFV requirements. We finished the financial year with a profit of \$9,854.43 but we still have not been invoiced nor paid for the full cost of venues which would see us come in around break even.

We have been very lucky in having the support of some great sponsors **iSelect, Chemist Warehouse Glen Waverley Mount Waverley and Keysborough, Smash FM, New Home Inspections, Exclusive Marble 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 are now into the year ahead and budgets have been formulated taking account of the new age ranges. We need to lock in some further sponsors either at Club or team level so we can match the costs we expect to incur. We have tried to strike 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 2018 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.

Available are the reconciled but unaudited financial reports to the 30<sup>th</sup> September 2017 which indicates our financial position.

Malcolm V. Brand  
Honorary Treasurer