



Lilydale Swimming Club Inc.

2011 to 2012 COMMITTEE
PORTFOLIO REPORTS



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LILYDALE SWIM CLUB PORTFOLIO REPORTS 2011 -2012

Contents

1.0	President`s Report	Page 2
2.0	Treasurer`s Report	Page 4
3.0	Profit and Loss Statement	Page 6
4.0	Balance Sheet	Page 8
5.0	Coach`s Report	Page 9
6.0	Fundraising and Social Report	Page 14
7.0	Competition Officer`s Report	Page 15
8.0	Sponsorship Report	Page 16

PRESIDENTS REPORT

Season 2011/2012

At the beginning of season 2011/2012 the committee set a number of targets relating to various aspects of the Clubs management and operation. These were developed in response to questions raised during General Business at the 2011 Annual General Meeting, areas of weakness identified by the committee and others identified in discussion with the Head Coach. The strategic plan that came out of that formalized targets under various categories.

The committee formalized an organizational structure that clearly defined roles and responsibilities within the committee. This has led to clearer communication at all levels. It has also placed a greater level of authority and autonomy with portfolio holders enabling them to operate at a high level of efficiency and output. This has been evident in all portfolios.

The committee (formalized in the 2011/12 strategic plan) targeted a lift in membership above 90. The Club has come very close to achieving this and the systems put in place to bring this about should reap even greater benefits in the season ahead.

A key aim for 2011/2012 was to create a healthy working relationship with Yarra Ranges Shire. The committee feels it is well on the way to doing this through the excellent and supportive relationship it has with Councillor Len Cox. His financial support and keen interest in the Club is of great value, very much appreciated and important as the Club works with council staff and pool management to secure better outcomes for Lilydale swim Club.

Another important target outlined in the 2011/2012 strategic plan was to develop open and transparent communication between committee and parents / members. To achieve this the committee committed to sending out minutes to members on a monthly basis, upgrading the web and emailing information concerning club activities, developing a variety of handbooks and running a parent information afternoon. The swim club is a very dynamic area and these strategies are under constant review but much has been done in the 2011/12 to reach this strategic plan target.

The committee also recognized that sponsorship and fundraising needed dedicated focus. This focus has helped the Club achieve an excellent result in money raised through sponsorship and fundraising. The amount is approximately 20% of our total income and represents around \$200 per swimmer.

The areas listed above fail to fully reveal the level of endeavour and commitment I have seen from my fellow committee members and our registrar (Sue Ringer) this last season. It has been my privilege in season 2011/2012 to work with an excellent team of people. They have carried out

their portfolios with a high level of energy and professionalism. They have committed to running the club for all swimmers and parents, at times at the expense of their own. Their work, along with the excellent coaching staff, has built on the work in seasons past and places the club in an excellent position as it enters 2012/2013.

PHILIP JONES

LSC PRESIDENT

TREASURERS REPORT

FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 APRIL 2012

Please find attached the Profit and Loss Report and the Balance Sheet for Lilydale Swimming Club Inc. for the year ended 30 April 2012.

PROFIT AND LOSS

For the year ended 30 April 2012 the club made a small loss of \$574.

The total income received for the year was \$102,680. This is an increase of \$23,448 (29.5%) from 2011. Squad fees and memberships totaled \$67,672. Out of these funds, \$10,178 was paid the Swimming Victoria for the fees we collected on their behalf.

Both fundraising and sponsorship were significantly higher this year. Fundraising profit increased by \$1,777 (69%) and sponsorship increased by \$6,495 (237%). Fundraising profits this year included the following:

- chocolates	\$1,590.00
- Bunnings BBQ	\$1,847.00
- Raffle at All Juniors meet (thanks to Marino family for donating fruit hampers)	\$220.00
- 2011 presentation night raffle	\$725.00

We are thankful for the sponsors of the club. We encourage all members to consider using their business if ever required. They include:

- ACR Roofing
- Frontline Pest Control
- Methven Professional Real Estate
- Bendigo Bank

We also thank Yarra Ranges Council for their continued financial support.

Our Encouragement Meet was well supported. The income received was \$5,560 plus \$1,480 sponsorship from club members. Overall a profit of \$5,220 was made.

Club social activities income included funds received from a disco night, Laser Strike and the 2012 presentation night. During the year we do spend funds on other club activities such as ice creams and biscuits at club nights, pancake mornings, Christmas breakup.

We acquired during the year some equipment. They include t-racks, rubbers mats for stretching, medicine balls and the chin up station. We are hoping to develop the gym equipment further in the next 12 months.

Lane hire has been the major change this year with Belgravia invoicing the club for the use of an additional lane. We are still fighting to have this fee removed and we have council and Swimming Australia supporting us in this endeavour. We hope that Belgravia will change their stand on this in the future as the kids are paying for pool entry as well as lane hire.

Swim meet expenses include covering the costs such as reimbursing Algie family for attending the Nationals and covering club costs associated with Dromana weekend. It is great to have the club represented at National events and we hope to have a lot more swimmers in the future. However for a club our size it will be financially impossible to support all families. As a result of this, it has been decided to only make a contribution towards the cost of attending these events.

A significant investment in the club occurs through coaches wages and on costs. This amounts to 57% of the clubs total expenses. It can be seen that the net income that the club generates from membership and squad fees (\$57,494) equals the funds which we pay our coaches. Therefore the importance of ensuring fees are paid on time is critical to paying the coaches.

BALANCE SHEET

At 30 April 2012, the club had \$44,722 funds in the bank. This includes funds in the following bank accounts:

- operating account	\$11,397.00
- fundraising account	\$5,506.00
- savings account	\$27,819.00

Uniforms in stock at the end of the year were valued at cost for \$4,843. This is higher than last year but is only a timing issue. Some items of stock require us to acquire in lots of 20. Therefore we are required to hold items in stock. Also we had just arranged our new tracksuits and this required the club to buy a few different sizes for kids to try.

The prepaid income represents squad fees and Swimming Victoria membership fees which were invoiced in April 2012 for services to be rendered from 1 May 2102.

The club at the end of the year is in a healthy position to move forward. However there is always the need to grow our sponsorship and fundraising so that funds can go back into the club and social activities for the swimmers. Looking for opportunities for grant funds is always a challenge. If you become aware of these opportunities, please notify me.

GRAHAM McLAUHLAN

TREASURER

LILYDALE SWIMMING CLUB INC
ABN 55 226 335 472

PROFIT AND LOSS STATEMENT
FOR THE YEAR ENDED 30 APRIL 2012

	2012	2011
	\$	\$
INCOME		
Interest received	1,461.72	1,382.89
Sponsorship	9,230.00	2,735.00
Membership	15,448.00	10,126.80
Squad fees	52,224.00	48,277.50
Swim meets	750.00	1,330.00
Encouragement meet	5,559.75	3,591.50
Fundraising	7,636.55	4,572.30
Club Social Activities	2,781.00	-
Uniform	6,127.00	7,216.00
Club championships	1,462.00	-
	102,680.02	79,231.99
LESS EXPENDITURE		
Affiliation fees	300.00	508.00
AGM & presentations	3,223.98	1,245.34
Bank charges	46.90	91.20
Club Social Activities	3,402.70	-
Coaches Gifts	596.90	-
Computer expenses	542.40	387.08
Depreciation / Equipment	2,291.00	1,040.00
Encouragement meet	1,819.91	781.49
Fundraising	3,244.24	1,987.08
Filing fees	41.80	76.00
Information Night Expenses	144.75	389.94
Internet	39.00	-
Lane hire	2,297.70	-
Miscellaneous	49.70	433.09
Postage	93.00	137.89
Printing and stationery	930.47	779.74
Referral Fees	-	150.00
Relay Team Entries	902.00	865.00
Repairs and maintenance	-	10.80
Sponsorship	426.26	290.71
Staff training	835.00	685.00
Swim meets	3,495.05	886.22
Memberships & subscriptions	10,178.00	7,208.00
Superannuation contributions	4,025.33	3,547.86
Trophies	3,000.00	2,331.68
Uniform	6,588.36	9,117.96
Wages	53,981.14	45,809.66
Worker's insurance	758.29	317.21

	<u>103,253.88</u>	<u>79,076.95</u>
NET OPERATING PROFIT (LOSS)	(573.86)	155.04
Retained profits at the beginning of the financial year	<u>39,832.24</u>	<u>39,677.20</u>
TOTAL AVAILABLE FOR APPROPRIATION	39,258.38	39,832.24
RETAINED PROFITS AT THE END OF THE FINANCIAL YEAR	<u>39,258.38</u>	<u>39,832.24</u>

LILYDALE SWIMMING CLUB INC
ABN 55 226 335 472

BALANCE SHEET
AS AT 30 APRIL 2012

	2012	2011
	\$	\$
CURRENT ASSETS		
Cash at Bank	16,902.65	18,586.48
Savings Account	27,819.20	26,357.48
Fees Receivables	11,756.00	13,212.50
Stock on Hand	4,843.01	3,198.70
	<u>61,320.86</u>	<u>61,355.16</u>
FIXED ASSETS		
Plant and Equipment	4,404.61	4,571.48
	<u>4,404.61</u>	<u>4,571.48</u>
TOTAL ASSETS	<u>65,725.47</u>	<u>65,926.64</u>
CURRENT LIABILITIES		
Accounts Payable	1,555.90	3,595.93
Prepaid Income	23,401.50	21,551.00
Payroll Liabilities	1,509.69	947.47
	<u>26,467.09</u>	<u>26,094.40</u>
TOTAL LIABILITIES	<u>26,467.09</u>	<u>26,094.40</u>
NET ASSETS	<u>39,258.38</u>	<u>39,832.24</u>
EQUITY		
Retained Profits	<u>39,258.38</u>	<u>39,832.24</u>
TOTAL EQUITY	<u>39,258.38</u>	<u>39,832.24</u>

COACHES REPORT: SEASON OVERVIEW 2011/2012:

Membership Renewal and Retention:

Current Numbers:

Squad	Males	Females	Total
Total	23	54	77

The Club has not improved the lack of male swimmers within the Club. Looking forward it seems we will have the depth for multiple age group state relays teams still as the competitive level of the Males within the Club has improved. There is still a significant difference of males to females.

Growth:

Season	08/09	09/10	10/11	11/12	Projected 12/13
Memberships	35	61	68	77	100+

Total numbers have improved since last year. It was not a solid year of growth as many senior swimmers moved on from swimming with the Club leading to a dip in the Club members at approximately in June/July last year to 72. Since then the Club has rebuilt those numbers plus more through several recruitment strategies.

Going into the 2012/13 season are numbers will be significantly higher. The Club has had many new memberships begin as of the new swimming season taking the Club up to 79 with many more trials underway.

Junior Competition:

7-10's Meet	Season 10/11	Season 11/12	Improvement
Entries	21	34	+13
Finalist	8	10	+2

All Junior's Meet	Season 10/11	Season 11/12	Improvement
Entries	80	102	+22
Finalist	32	22	-10

The Club saw a very slight improvement in 7-10's and All Juniors entries. While the results only improved in the 7-10's. This is due to our 14 years age group last year accounting for 40% of last year's finalist, as the competition is limited to less than 14 years all of those finalist were ineligible this year. Compounding this is that the 12 and 13 year age bracket within the Club is currently the smallest age group, leaving a major gap in our competitive field of swimmers. This issue of depth has already been addressed since and should show positive signs for next year's result. I would be disappointed if we did not better both 10/11 and 11/12 seasons results in 12/13.

Major Meet Entries:

Meet	Season 10/11	Season 11/12	Improvement
Victorian Age S/C	39	40	+1
Victorian Open S/C	10	28	+18
Victorian Age L/C	28	27	-1
Victorian Open L/C	23	17	-6
Sprint Meet L/C	28	40	+12
Open Water Nationals	0	1	+1
District Championships	168	142	-26

District Entries have gone down in numbers, but the number of swimmers competing was higher (28 in 2011 up to 38 in 2012). This has come about as swimmers are entering fewer events in order to have greater success and not overburden themselves.

Victorian Age and Open states events went down to the loss of 3 swimmers who accounted for 9 events (Opens) and 8 events (Age). Taking this into account the Club shows that it has stimulated new State Qualifiers, though not enough to cover the loss of others.

The Club held strong this year in State Entries, with the hope of seeing large improvements in the coming years.

Major Meet Rankings:

Meet	Season 10/11	Season 11/12	Improvement
Age L/C Club	72 nd	79 th	-7
Open L/C Club	12 th	30 th	-18
Age S/C Club	61 st	52 nd	+9
Open S/C Club	16 th	9 th	+7
Open Nationals S/C	56 th	39 th	+17
Telstra Championships L/C	did not rank	74 th	+1

Rankings improved through our short course swimming but due to it being an Olympic year long course results were affected due to visiting Club's looking for qualifying times and experience travelling before nationals.

Next year I would expect to see the clubs Age State L/C and S/C improve. The open rankings will drop because of the loss of 2 great club swimmers Julia Algie and Andrew Fisch. Both swimmers amassed huge amount of points for the Club and their presence will be sorely missed.

Swimming Australia Awardees:

Swimming Australia	Season 10/11	Season 11/12	Improvement
YPS Awards	2	4	+2
JXS Awards	13	26	+13

The JXS and YPS awards are a great reflection of the year we have had. JXS and YPS awards are given to swimmers who achieve a competitive time within their age group and as you can see the Clubs number of awardees has grown quicker relative to our memberships. This means an increase performance level across 9-13 year olds (JXS) and 13-18 year olds (YPS), though not a large enough one that is reflected in state entries or rankings.

CLUB DEVELOPMENT:

Recruitment:

The Club now has set-up recruitment opportunities with the following swim schools:

- 1) Kings
- 2) Award
- 3) Belgravia Leisure (Kilsyth)
- 4) Belgravia Leisure (Yarra Junction)
- 5) Jo Moore's Swim School

With the Following Schools

- 1) Luther College
- 2) Oxley College (still in process)
- 3) Ruskin Park Primary
- 4) Lilydale West Primary
- 5) Montrose Primary School
- 6) Mt Evelyn (still in process)

The Clubs greatest recruitment tool has been the introduction of Club Night to invitational swimmers. Almost 100% of invitational swimmers have joined the Club. With currently 7 more swimmers on trial not included in numbers above, 2012/13 should see a big growth in numbers due to these various partnerships with swim schools and schools.

The Club continues to look into many other means of recruiting swimmers into the Club.

Program:

The Program has changed significantly over the 2011/12 season, but I believe we have ended up in the right place.

Changes made have included:

- 1) Trailing Youth Performance Squad
- 2) Introducing Senior Competition Squad
- 3) Introducing State Target Squad

Under the current program the Club feels that it can offer all aspects of competitive swimming that the member's desire, without losing sight of the Clubs competitive goals.

Training Standards:

Each of the squads has under gone various changes in its training standard. I can happily boast that excluding the State Target squad all squads have seen a significant increase in their training standard. Improvements include:

- 1) Reduction in average age of squad swimmers
- 2) Improved cycling times for all strokes and drills
- 3) Increased volume of training
- 4) Increased intensity of training

Despite the improvement there is still much ground to be made. It must remain a gradual transition to this higher standard of training so it can match the culture and conditioning of our members.

Looking Forward to 12/13 Season:

As a coach I write down my goals each session just as I ask the swimmers to. Below are the top five goals that myself and the Club hope to achieve in the 12/13 season.

- 1) Development of a Gym facility
- 2) Hiring of Part Time assistant Coach
- 3) 40+ entries for S/C Age States and an ranking in the top 50 Clubs
- 4) 40+ entries including 8+ relays teams entries and a ranking in the top 60 Clubs
- 5) 30 JXS Qualifiers and 8 YPS Qualifiers

LAWRENCE KRAUTER

HEAD SWIM COACH

FUNDRAISING AND SOCIAL REPORT

It has been a very successful fundraising year for the club.

In total the club has raised \$7655. The Encouragement Meet was a huge success as well as the Bunnings BBQ and the Chocolate Drive.

We currently have Bayswater Bucks reward vouchers totalling \$264 which will be used to purchase prizes for the raffle at the Encouragement Meet.

Fundraising Events

Lilydale Encouragement Meet

Chocolate Drive

Bunnings BBQ

All Junior Raffle

Jo Moor Chocolates

The club has also held many social events for the swimmers and families of the club. All of the social events were attended well by everyone. The exception was the SC season break-up disco where we made a loss due to lack of attendance. However this can be attributed to the timing of the event which was held during the school holiday.

Social Events

Pancake and Bacon & Egg Breakfast

Morning & Movie 15/7/2011

SC Season Break Up Disco 30/9/11

Pancake and Bacon & Egg Breakfast Morning 5/10/11

Christmas Party & BBQ Lilydale Lake 11/12/11

Open Water Camp Dromana 4 & 5/2/12

Gourmet BBQ Dinner following

Club Champs Day 1 24/3/12

Season Break Up Breakfast and Laser Strike Morning 2/4/12

Presentation Night & Spit Roast 28/4/12

(- attendance of over 150 people)

MICHELLE GILLING AND LISA MARINO

Fundraising Co-ordinators

COMPETITION OFFICER`S REPORT

Our club has had a very satisfying year in the pool with many excellent individual results. Lilydale has traditionally supported Metro East interclub relays with a large number of teams in each age and grade; however the team results this year were somewhat disappointing. It may be that for 2012-2013 season we need to review the number of teams and the number of swimmers per team.

A major event on our swim calendar is our Encouragement Meet held annually in July. This event is well supported and provides valuable funds for our club as well as allowing younger swimmers to compete in an informal and friendly environment.

Short and long course seasons were both a very hectic period for our swimmers with competitions nearly every weekend. Lawrence chose to target specific meets with the aim of seeing our swimmers qualify for State Championships. This proved successful as we had many State qualifiers with some swimmers making finals.

Our younger swimmers were not forgotten competing in 7-10's and All Juniors with many swimming well enough to make finals which is an excellent achievement.

This season our club targeted open water swims at Hazelwood and Dromana. The swimmers who competed enjoyed both days with some receiving medals for their efforts. One of our swimmers achieved a fantastic result and qualified for the Open Water Nationals in Perth in the 5km event.

State Sprint Champs this season was a very commendable performance for our swimmers with many qualifiers just missing finals times. This competition is of a very high standard.

District Champs was a very enjoyable day for our swimmers with many medallists in both A & B grade. From this competition Metro East selects a team to travel to Canberra to compete in June. Our club has been well represented again this year.

This season Club Champs were held for the first time in a short course pool. We were given exclusive use of Tintern School pool which enabled us to complete the event program over two days. This proved ideal and incorporated a BBQ at the completion of day one.

In closing our club has had an excellent year in the pool and credit must be given to our coaching panel for their excellent work.

JOHN RINGER

COMPETITIONS OFFICER

SPONSORSHIP REPORT

Thanks to some very kind contributions from our sponsors the club see itself in a solid position with regards to sponsorship.

The past 12 months have seen a total contribution of \$6,250.00. Many thanks to ACR roofing, Frontline Pest Control, Bendigo Bank and Professional Real Estate (Mooroolbark).

We also received grants from Yarra Ranges Shire of \$3,000.00. Thanks also to the efforts of Len Cox.

Whilst this is a great achievement we are looking to improve on this figure over the next 12months. In order to do this we are looking for new sponsors to the club.

If anyone knows of a business or someone that may be interested please contact Paul Gilling or any committee member.

Also we would like to thank Hamilton Morello Accounting, Morino Bros Fruit & Vegetables and Warrandyte Physiotherapy who have all donated goods and services to the Club over the past 12 months.

PAUL GILLING

SPONSORSHIP OFFICER.