



Blind Sporting Council

Success begins with access



Annual Report
2009/2010

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A sincere thank you to our major supporters:



Financial Strategists Pty Ltd



Our Vision & Mission

Our Vision is to provide all blind or vision impaired Australians the opportunity to participate in sport.

The Blind Sporting Council exists to provide funding opportunities, support and promotion for blind or vision impaired persons, enabling them to participate in the sport, recreation or community activity of their choice.

The Blind Sporting Council was established in 1996 to provide support to people who are blind or vision impaired participating in sport, recreation and community activities.

The 2009/2010 Financial Year has seen many changes to the Blind Sporting Council that has strengthened its position as a not-for-profit organisation in Australia. It has been a successful year for both the organisation and its clients.

The Blind Sporting Council has been progressing its way through its Strategic Plan and achieving outcomes. The organisation looks forward to continuing its service to blind and vision impaired people and will strive to maximise potential for clients to be able to participate in the sport, recreation or community activity of their choice.



Introduction



Background Statistics

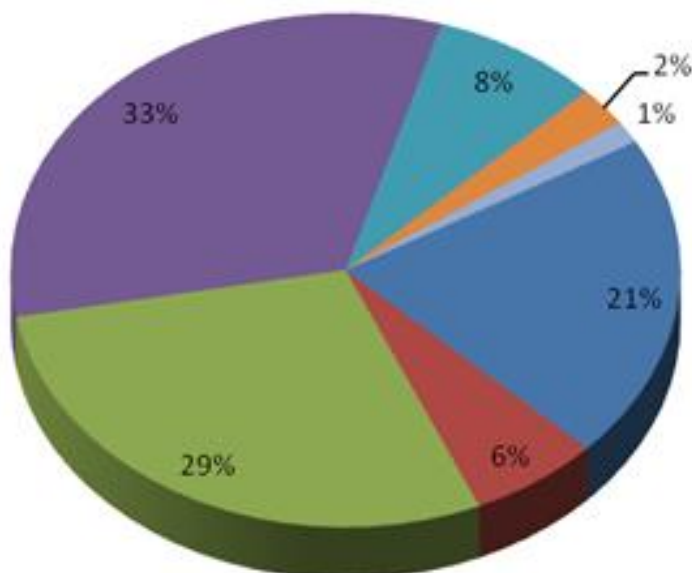
There are approximately 567,800 people in Australia who suffer from blindness and other serious visual disturbances or loss of vision (all statistics provided by Australian Bureau of Statistics).

State	People ('000)
QLD	116.6
SA/NT	35.6
NSW	162.4
VIC	184.8
WA	46.3
TAS	14.2
ACT	7.9

The following pie chart illustrates the percentage of people who suffer from the aforementioned conditions around Australia.

Blind / Visual Impairment Australia

■ QLD ■ SA ■ NSW ■ VIC ■ WA ■ TAS ■ ACT



President's Report



I welcome our new board members Steve Holmes, Bradley Jansen, Des Warner and Paul Vickers.

As stated last year, I would like the Board to look outside the square for any opportunities in fundraising. Collectively, the Board Members and Staff have successfully taken me at my word and many positive changes have occurred.

The past year has been successful based on the adoption of our strategic plan and its ongoing implementation. At the same time it has been a disruptive year. We have had to move to a larger office, this process providing additional work pressure on our dedicated staff. Their job was made easier through great support from Bradley Jansen and his building contacts and supporters. We have restructured our tin collection and have established our in-house telemarketing team led by Annie Hall. We have broadened our fundraising by the introduction of the Eye to Eye marketing initiatives led by Steve Holmes.

I sincerely thank all my fellow board members, staff including the new team of telemarketers and our Tin Collection agents and their staff for the outstanding effort they have put in over the last 12 months. I also thank our Ambassadors for their ongoing support – Peter Carey in SA and Barry Cable in WA.

In conclusion I would take this opportunity to thank those who have confidence in me and support my determination of leading the further development and expansion of the Blind Sporting Council to help those in need.

Chief Executive Officer's Report



It is an honour to be entrusted by the Board to work with it and its staff at a time of major change.

The plans to best serve our clients, the half a million people in Australia who are blind or vision impaired have given us great challenges. We know that our unique role is to fundraise and to provide grants to ensure that recreation and sport opportunities are accessible to them.

A very clear way forward is to ensure that the Council does not duplicate services provided by others. This is why the development of MOU's is so important. We need to move forward with certainty, hence documentation. We need to operate efficiently to maximise the funds provided by our donors, sponsors and supporters.

The large number of changes already achieved over the past year are summarized in the achievement section of this Annual Report and when reviewed show a great outcome as a result of commitment and hard work by many.

I sincerely thank the Board for their support and contribution by every member. The staff Moira and Annie have been very supportive of major change and have dedicated much personal time in addition to their normal duties to ensure success with all changes. We have had excellent support from our new telemarketing team, from our tin collection agents, Jim Nicholson & Tim Haggis and their teams and from a growing number of supporters.

We have come a long way over the past 12 months and the future remains positive but challenging. By all working together, there is no doubt that the Blind Sporting Council profile will increase but more significantly, many more blind and vision impaired people across Australia will benefit by gaining access to recreation and sport opportunities.

Board Members



John Cornaggia (President)

John has been on the Blind Sporting Council Board for over 9 years. He has regularly won national titles for tenpin bowling and has invented specialised equipment for the sport. He also has an impressive administrative record having held Executive positions of President, Vice President, Fundraising Co-ordinator and Treasurer of the New Concept Tenpin Bowling League. John has also held high positions for the SA Disabled Tenpin Bowling Tournament Committee for 20 years. John has also been involved in the SA Blind Lawn Bowls for 9 years and has represented Australia at the Trans Tasman Lawn Bowls Competition.



Warren McKennarley (Vice President)

Warren joined the Blind Sporting Council Board in 2007. Warren is married and has a young daughter. He is a former Track and Field National/International athlete and was a finalist in the Seoul Paralympics in long jump in 1988. Warren has also had many successes in tandem cycling. He is currently a state coach for Blind Athletics and has a First Dan Black Belt in Tae Kwon Do.



Pam Brooks (Treasurer)

Pam is an accountant with S.G. Kerley and Associates and is a highly regarded member of the Blind Sporting Council. She also has an extensive sporting history, enjoying basketball, scuba diving, hiking and cycling. Some of her hikes have included the Inca Trail, Base Camp, Kokoda track and Mount Kilimanjaro.



Steve Holmes (Board Member – Aug 2009)

Steve has been with AMP for almost 23 years and is currently the Marketing Specialist for WA/SA & NT. Steve has extensive experience working in many roles for AMP including General Insurance, Investments & Rollovers, Adviser Services and IT. Steve is married with two young children.



Bradley Jansen (Board Member – Mar 2010)

He is self employed in his own business Qattro, being one of Adelaide's leading residential property developers and home builders. Brad is a member of the Lockleys Bowling Club and plays in division 1 and is also a member of the SA high performance squad.



Des Warner (Board Member – Dec 2009)

Des is President of the Association of SA Blind Indoor Bowlers Club and was on the Board of Management of the Blind Welfare Association's Indoor Bias Bowls Club for 5 years. He volunteers for Prospect Council with their Senior Citizens Bias Bowls. Des enjoys participating in Tenpin Bowling weekly and regularly represents SA in Blind/Vision Impaired Tenpin Bowling.



Paul Vickers (Board Member – Apr 2010)

Paul has a continuing interest in governance and management in the not for profit sector. Paul is tertiary educated in Business Management. He is currently serving as Technical Projects Manager for the APA Group, Australia's largest natural gas infrastructure business.

Staff



Tony Stacey (Chief Executive Officer)

Tony was first engaged by the Blind Sporting Council as a Fundraising/Business Management Consultant in 2009. Tony was appointed as the organisation's CEO this year. Tony has extensive experience in management positions including other CEO roles and has held a number of board positions for a range of organisations. Tony enjoys cheering on his two football teams (Adelaide Crows and North Adelaide Roosters) as well as playing table tennis.

Moira Delvins (Office Administrator)



Moira joined the Blind Sporting Council as the Administration Officer in 2001. She has experience working as a legal secretary in South Australia and New South Wales. Following the arrival of her two children, Moira has concentrated her efforts as a voluntary worker for Riding for the Disabled and the Cancer Foundation of South Australia.



Annie Hall (Fundraising Manager)

Annie joined the Blind Sporting Council in 2005. She has been appointed as the Blind Sporting Council's Fundraising Manager. Annie has worked as a duty manager at a tenpin bowling centre where she has been involved with bowling for people with a disability for over 15 years.

Achievements

Grants Distributed 2009/10

A total of 33 grants were distributed to blind/vision impaired athletes/sportspeople and organisations supporting them during the 2009/2010 financial year. This assisted in excess of 273 people to take part in various competitions and events throughout the year. The total amount of distributed grants was \$68,705.

Grants were distributed to participants who took part in the following sports:

- Sailing
- Lawn Bowls
- Golf
- Tenpin Bowling
- Swimming
- Marching
- Cricket
- Tandem Cycling
- Indoor Bias Bowls

Please see the following page for a list of grants distributed during the 2009/2010 financial year.



Blind Sporting Council

Sport	Details	Date	Grant	People
WA Sailing	Sailability WA – IFDS World Blind Match Racing Champs Italy	May 10	2,974	3
WA Cycling	WATandem Cycling Council – sponsorship of bike	May 10	1,312	10
WA Golf	D. Evans & D. Golding – Stableford Golf Champs	May 10	816	3
SA Cricket	Michael Zannis	May 10	3,675	1
SA Tenpin Bowling	Susan Earles & Des Warner– TBA Disability Champs	April 10	2,211	2
SA Tenpin Bowling	M. Burrows – National Disability Tournament	Mar 10	850	2
SA Tenpin Bowling	A.Bernhardt – National Disability Tournament	Mar 10	839	2
SA Tenpin Bowling	R. Turner – National Disability Tournament	Mar 10	526	2
SA Athletics	K. Murphy – Telstra Swimming Champs	Mar 10	1,123	1
SA Golf	Stableford Golf Trophy	Mar 10	400	
SA Golf	SA Blind Golfers	Feb 10	1,428	4
SA Lawn Bowls	SA Lawn Bowlers – Hosting National Champs	Feb 10	8,860	106
NT Lawn Bowls	NT Blind Bowlers – National Champs in South Australia	Feb 10	2,100	2
WA Bowls	WA Blind Bowlers – National Champs in South Australia	Feb 10	12,288	20
SA Marching	Kortney/Emily Rollins – Australian National Marching Champs	Dec 09	1,325	3
SA Cricket	N. Armstrong – training in Sydney as part of NSW team	Dec 09	504	1
SA Cricket	N. Armstrong – Australian Blind Cricket National Champs	Dec 09	820	1
SA Cricket	K. Murphy – Australian Blind Cricket National Champs	Dec 09	871	1
SA Cricket	M. Gosney –Umpire for Australian Blind Cricket National Champs	Dec 09	1,204	1
SA Cricket	M. Zannis – Australian Blind Cricket National Champs	Dec 09	905	1
SA Cricket	M. Haskett – Australian Blind Cricket National Champs	Dec 09	914	1
SA Cricket	Trans Tasman Cricket Series Australia v New Zealand	Dec 09	595	2
SA Golf	WA Blind Golf Open & Australian Blind Golf Open	Nov 09	516	2
Horse Riding	Sponsoring activity for vision impaired children	Oct 09	90	10
Women's & Children's Hospital	Funding 2 slit lamps for Women's & Children's Hospital	Oct 09	\$15,000	
SA Indoor Bowlers	Association of Blind Indoor Bowlers – Catchpole Trophy	Oct 09	1,147	40
SA Golf	SA Blind Golf	Oct 09	401	1
SA Indoor Bowlers	SA Blind Indoor Bowls – Mark Hanlon Trophy	Oct 09	210	40
SA Cricket	M. Haskett, M. Zannis, N. Armstrong & K. Murphy – National Training Camp	Oct 09	1,443	4
SA Cricket	N. Carozza – National Blind Cricket Training Camp	Oct 09	420	2
SA Golf	Jim Baxter- Australian National Golf Champs	Oct 09	774	2
WA Golf	D. Evans – Japan Blind Golf Open	Jul 09	675	1
WA Golf	J. White – Japan Blind Golf Open	Jul 09	1,489	2
	TOTAL 09/10		\$68,705	273

Strategic Plan

PROGRAMS

1. Revenue Generation

Established in-house telemarketing to businesses
Developed a sponsorship package
Restructured Tin collections

2. Promotion

Telemarketer and Website promotion
Distribution of requests for DVD's by 150 schools across SA

3. Relationships

Developed a generic MOU to formalise working relationships with other organisations supporting blind and vision impaired people
A special relationship with the Women's and Children's Hospital Foundation

4. Grant Allocation

In addition to retaining traditional fund allocation through the grant application process, the Board has diversified the source of blind and vision impaired clients by identifying gaps in service delivery. This is being achieved through strategic partnerships and aims to focus on support to a diversity of age groups including children and youth. The coverage of support across Australia has also been reviewed and fundraising has been arranged to commence in Queensland next year.

BUSINESS MANAGEMENT

5. Governance, Administration & Reporting

The Board has been expanded with people bringing new and complementary skills to the Board.

A concentrated effort has been undertaken by staff to document policies and maintain statistics to provide information for good future decision making. There has been an initial effort to develop a comprehensive data base but new technology is still needed to improve this area of operation.

6. Staffing

A CEO was appointed in May 2010 to support the Board and Staff make necessary changes to meet the new organisational goals.

Job descriptions of existing staff were reviewed and modified to reflect the changes in the future direction as outlined in the strategic plan.

7. Marketing

The Board continues its regular monthly community radio presence.

The website has been modified, both in style and content.

Development of an "EYE TO EYE" sub-brand commenced

8. Facilities

A new head administration office has been secured and fitted out to accommodate additional services such as telemarketing and improved facilities for other staff and for meetings.

9. Finance

Financial reporting remains a strong point for the Council. It is now being further supported with statistics and information giving more transparency to the outcome of grant allocations.

Other Activities

Other activities undertaken by the Blind Sporting Council during the year 2009/2010 include:

- Totally Wild (Channel 10) Tenpin Bowling – Norwood
- Badge Day Corporate Function
- Badge Day Adelaide
- Badge Day Western Australia
- DVD Distribution to 150 schools
- School presentations attended by John Cornaggia and Warren McKennariey
- Off Road Buggy Day
- Vertical Reality Rock Climbing
- Basic Self Defence
- Table Tennis for the Blind (Once a month)
- Horse Riding Activity
- Slit Lamps (Women's & Children's Hospital)



Financial Statements



S.G. KERLEY & ASSOCIATES

CHARTERED ACCOUNTANTS

A.B.N. 43 805 239 880

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BLIND SPORTING COUNCIL INCORPORATED
TREASURER'S REPORT FOR THE YEAR ENDED 30TH JUNE 2010

The year ended 30th June 2010 has resulted in a surplus of \$18,297.

The areas of income can be summarised as follows:-

	\$	%
Net Telemarketing	77,931	35
Net Tin collection -(SA local)	40,954	18
-(WA, SA country & NT	94,823	43
Other	<u>8,449</u>	<u>4</u>
	<u>\$222,157</u>	<u>100</u>

Application		
Grants	68,705	31
Overheads	<u>135,155</u>	<u>61</u>
	<u>\$203,860</u>	<u>92</u>

Surplus	<u>\$18,297</u>	<u>8</u>
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The major areas of overheads are as follows:-

Consulting	32,675
Wages	31,298
Occupancy	8,405
Printing & stationary	3,181
Superannuation	7,674
WorkCover	4,565
Insurance	5,650
Telemarketing database	10,050
Advertising	8,573
Other	<u>23,084</u>
	<u>\$135,155</u>

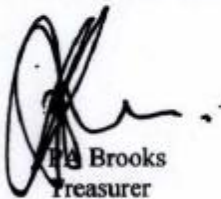
2010 has been a year of change and challenges for the council. Telemarketing is now conducted in house. This has resulted in start up costs and increased overheads initially. I am hopeful this is now on track as a successful income stream for the council.

Tin collection is now totally outsourced. I am hopeful this will allow for constant income strewn together with allowing office staff to concentrate their efforts on telemarketing activities.

Blind Sporting Council

I would like to take this opportunity to thank my fellow board members for their effort in progressing this difficult year, which of course would not be possible without the efforts of Moira Delvins and Annie Hall.

I look forward to a prosperous 2011 which will allow the council to assist visually impaired people to develop and achieve in their chosen sport of recreational activity.



Ian Brooks
Treasurer

Blind Sporting Council

BLIND SPORTING COUNCIL TRADING, PROFIT AND LOSS STATEMENT FOR THE YEAR ENDED 30TH JUNE 2010

	2010 \$	2009 \$
OTHER INCOME		
Telemarketing	222,650.95	235,444.05
Donations	300.00	890.00
Tin Collections (NT)	4,298.00	-
Tin Collections (SA Country)	22,886.65	-
Tin Collections (SA)	143,883.29	160,992.67
Tin Collections (WA)	191,026.00	231,984.53
Dividends Received	1,476.82	1,766.34
Interest Received	6,672.47	4,288.99
Grants	-	16,800.00
	<u>593,194.18</u>	<u>652,166.58</u>
EXPENDITURE		
Accountancy Fees	3,300.00	3,600.00
Advertising	4,273.13	1,273.82
Bank Fees	2,294.66	3,144.37
Consultancy Fees	32,675.00	8,825.00
Cleaning	46.77	-
Club Commission	-	326.80
Commission Paid (James Nicholson)	123,386.58	127,465.47
Commission Paid - Allstate	-	-
Telemarketing	119,157.88	154,096.68
Displays	145.45	-
Donations & Grants	68,705.40	61,205.55
Electricity	725.11	910.94
Entertainment Expenses	1,213.81	81.75
Fines & Penalties	56.00	-
Freight & Cartage	221.11	170.89
Functions	1,655.22	1,842.43
Grant Expenditure	-	12,422.72
Hire of Plant & Equipment	534.62	610.00
Insurance	5,650.32	4,749.22
Interest	-	0.03
Licences & Fees	472.90	168.50
Office & General Expenses	831.84	317.75
Parking	9.91	24.59
Postage	882.21	490.93
Printing & Stationery	3,181.63	4,653.12
Promotions	4,300.03	-
Rent	8,404.77	6,423.75
Repairs & Maintenance	-	150.00
Security Costs	14.55	-
Software & Computer Expenses	3,980.33	982.59
Staff Training & Welfare	465.86	390.93
Subscriptions	7.23	319.50
Superannuation	7,674.27	11,163.38
Taxi Fares	-	615.73
Telephone	3,765.09	3,185.62
Tin Collection Expenses	1,037.93	3,838.72
Tool Replacement	289.09	110.45
Travelling Expenses	107.96	835.91
Telemarketing DataBase	10,050.00	-
Volunteer Expenses	960.00	1,122.00
Wages	31,298.16	47,742.59
Waste Disposal	66.00	68.50
Wages - Tin Collectors	102,929.09	96,252.16
Wages - Telemarketing	25,561.69	-
Workcover	4,565.44	7,214.32
	<u>574,897.04</u>	<u>566,796.71</u>
PROFIT FROM ORDINARY ACTIVITIES	<u>\$18,297.14</u>	<u>\$85,369.87</u>

The accompanying notes form part of these financial statements.

This report is to be read in conjunction with the attached compilation report.

Blind Sporting Council

BLIND SPORTING COUNCIL

BALANCE SHEET AS AT 30TH JUNE 2010

	2010 \$	2009 \$
TRUST FUNDS		
Accumulated Profits (Losses) Brought Forward	332,087.22	246,717.35
Undistributed Profit for Year	18,297.14	85,369.87
TOTAL TRUST FUNDS	\$350,384.36	\$332,087.22
Represented by:		
CURRENT ASSETS		
Petty Cash	70.70	3.20
Deposits	233.75	233.75
Sundry Debtors	-	193.42
Cash at Bank	10,512.75	11,573.05
J B Were Cash Management	43,445.26	42,147.09
NAB A/C - WA	26,870.38	18,575.20
Express Saver	35,515.14	51,025.65
Investment Account	81,763.28	50,949.87
Input Tax Credits	4,808.67	9,195.74
	203,219.93	183,896.97
FIXED ASSETS		
Plant & Equipment	20,929.62	20,929.62
	20,929.62	20,929.62
	20,929.62	20,929.62
INVESTMENTS		
Shares in Listed Companies	131,893.78	130,851.28
	131,893.78	130,851.28
TOTAL ASSETS	356,043.33	335,677.87
CURRENT LIABILITIES		
Other Creditors	5,658.04	3,625.65
GST Payable	0.93	
Provision for Income Tax	-	(35.00)
	5,658.97	3,590.65
NET ASSETS	\$350,384.36	\$332,087.22

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