



Blind Sporting Council

Success begins with access



Annual Report
2010/2011

Table of Contents

Introduction

Our Vision & Mission	3
Background Statistics	4
President's Report	5
CEO'S Report	6

Organisation

Board Members	7
Staff	11

Achievements

Grants Distributed 2010/11	12
----------------------------	----

Financial Statements

Financial Statements	17
----------------------	----

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 finance recreation, sport & associated projects to ensure blind & vision impaired people of all ages have opportunities to fulfil their dreams.

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 2010/2011 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 positive 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

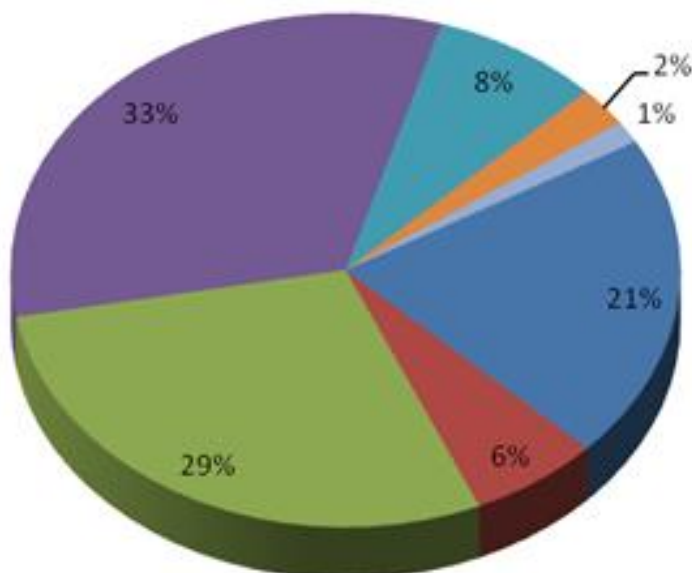
There are approximately 567,800 people in Australia who suffer from blindness and other serious visual disturbances or loss of vision (all statistics provided by Australian Bureau of Statistics).

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



Introduction



President's Report



I welcome our new board members Dee Soral and Ryan Mansell. I also farewell and thank departing Board Members Robert McKinnon, Paul Vickers and Warren McKennariey. We are however fortunate that Warren accepted our offer and remains a Special Advisory Board Member.

2010/11 has been successful based on advancing the implementation of our strategic plan. The most significant achievements include the increase in support for blind and vision impaired people, the inaugural Eye to Eye Banquet and commencement of fundraising in Queensland. At

the same time it has been a year of disappointment in Australia with the Queensland flood tragedy and other fire and climatic events. Fundraising has been difficult as we curtailed our work in Queensland significantly and experienced a broad fundraising decline.

We have broadened our fundraising by the introduction of the Eye to Eye marketing initiatives led by Steve Holmes and the planning of a 'Change for Blind Sport' Program next year, masterminded by Brad and Ryan.

I sincerely thank all my fellow board members, staff, telemarketers and our Tin Collection agents and their staff for the outstanding effort they continue to put in every year. 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 once again thank those who have confidence in my leadership in furthering the development and expansion of the Blind Sporting Council to help those in need.

Chief Executive Officer's Report



Significant development progress has occurred over the past year.

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. It was very pleasing to have the Board continue and expand its funding during 2010/11 based on need rather than the difficult fundraising times experienced across

Australia. The number of people supported has greatly increased and the range of sports and activities has broadened significantly. It was great to see new sports such as dressage. Personal highlights were the Australia Pakistan cricket series in Adelaide and the International Blind Match Sailing Races in Perth.

Based on the Council policy not to duplicate services provided by others, development of MOU's has progressed. We need to operate efficiently to maximise the funds provided by our donors, sponsors and supporters. We have very good working relationships with Guide Dogs SA/NT, Women's and Children's Hospital Foundation, Can Do Group, Association for the Blind of WA, Sporting Wheelies and Disabled Association (Qld) and Blind Sport Australia.

I sincerely thank the Board for their support and contribution by every member. The staff Moira and Annie together with our telemarketing team, from our tin collection agents, Jim Nicholson & Tim Haggis and their teams and from a growing number of supporters.

The future remains positive but challenging. By all working together, the Blind Sporting Council profile has increased significantly, evidenced by the many more blind and vision impaired people across Australia benefiting by gaining access to recreation and sport opportunities through Blind Sporting Council funding.

Board Members



John Cornaggia (President)

John has been on the Blind Sporting Council Board for over 12 years. His leadership has steered the Blind Sporting Council in broadening both its income base and geographic coverage across Australia. 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 Coordinator 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.



Bradley Jansen (Vice President)

He is self employed in his own business Qattro, being one of Adelaide's leading residential property developers and home builders. The fitout of the relocated Blind Sporting Council Office was kindly arranged by Brad. 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. Together with Ryan, Brad has guided the establishment of the 'Change for Blind Sport' Program.



Pam Brooks (Treasurer)

Pam is an accountant with S.G. Kerley and Associates and is a long serving and highly regarded member of the Blind Sporting Council which relies heavily on her financial expertise. 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)

Steve is a Marketing Specialist, conducting his own business through Steve Holmes Marketing Consulting providing support to Finance Industry Advisory Services. Contributions to the Blind Sporting Council include progressive marketing and also planning and coordination of the annual Eye to Eye Banquet. Steve is married with two young children.



Des Warner (Board Member)

Des supports the Blind Sporting Council with his regular voluntary service within the Office, undertaking a wide range of duties. 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.



Dhierendra Soral (Board Member – Oct 2010)

Dee has provided many new links for the Blind Sporting Council, particularly throughout the active Indian Community. Dee has extensive international business development experience and specialises in developing strategic alliances. Good at numbers, he has been good with the racket as well. In India he was Captain of a university tennis team and played nationals two times.



Ryan Mansell (Board Member –Nov 2011)

Ryan joined the Blind Sporting Council Board in November 2010. Ryan has been employed with Auspine (now Pine Design) for a period of 12 years in which time he has worked his way through the company to his current position of Sales & Distribution Manager. Ryan's key responsibilities include servicing some of Adelaide largest and leading builders while also developing Pine Design's product range and customer base. Ryan is keen to use his business management and marketing expertise to progress the aims and objectives of the Blind Sporting Council. In his spare time Ryan enjoys spending time with his wife and two young daughters.



Paul Vickers (Board Member – Apr 2010 to June 2011)

Paul has a continuing interest in governance and management in the not for profit sector. Paul is

Blind Sporting Council

tertiary educated in Business Management. He is currently serving as Technical Projects Manager for the APA Group, Australia's largest natural gas infrastructure business. His resignation was due to an interstate work transfer.

Robert McKinnon (Board Member – Oct 2010 to June 2011)

Rob has been with ETSA Utilities for 23 years, and is currently its Industrial Relations Consultant. Rob has volunteered in many positions during his career, including Australian Services Union honorary roles, Stirling Community Child Care Centre, the Attention Disorder Association of SA and currently with the ETSA Employees Foundation, particularly organising a 'Relay for Life' raising funds for the Cancer Foundation. Rob is married and has three sons.

Rob contributed to the Blind Sporting Council by attending various events, promoting BSC and providing management advice. He was unable to continue as a Board Member due to work commitments.



Warren McKennarley (Special Advisory Member)

Warren joined the Blind Sporting Council Board in 2007 but had to resign due to work commitments in 2010. 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.

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 last 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 both competitive and social 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 voluntary efforts with Riding for the Disabled and the Cancer Foundation of South Australia.



Annie Hall (Fundraising Coordinator)

Annie joined the Blind Sporting Council in 2005. She has been responsible for fundraising activities. 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 2010/11

A total of **63** (33 last year) grants were distributed to blind/vision impaired athletes/sportspeople and organisations supporting them during the 2010/11 financial year. This assisted in excess of 341 (273 last year) people to take part in various competitions and events throughout the year. The total amount of distributed grants was \$119,167 (\$68,705 last Year).

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

Cricket
Cross Country
Dressage
Fishing
Goalball
Golf
Gym Training
Indoor Bias Bowls

Judo
Lawn Bowls
Marching
Sailing
Swimming
Tandem Cycling
Tenpin Bowling

Please see the following pages for a list of grants distributed during the 2010/2011 financial year.



Blind Sporting Council

Sport	Details	Date	Grant	People
WA Blind Golf	Blind World Golf Champs	Aug	\$5,132	4
WA Blind Golf	Host WA Blind Golf Open	Nov	\$1,652	20
Thanh Tu (WA)	2011 Cycling Champs		\$880	2
Mark Costello (SA)	Gym Training Instructor RSB Gilles Plains		\$630	6
Jackson Paige McKenzie (SA)	Cross Country	Aug	\$470	1
Daniel Vuni (SA)	Cross Country	Aug	\$470	1
Kieran Murphy (SA)	Telstra Australian Short Course Swimming	Jul	\$936	1
Paul Crestani (WA)	Victorian Goalball Challenge	Aug	\$720	2
Peter Johnson & Les Buchanan (WA)	Victorian Goalball Challenge	Aug	\$586	3
Lisa Pearce (SA)	Kodokan Nationals Judo	Oct	\$895	2
SA Blind Golf	2010 NSW pen	Sept	\$394	1
SA Blind Bowlers	Invitational Competition Barmera	Sept	\$540	14
Association for Blind WA	2010 Goalball Nat Championships	Oct	\$3,573	7
SA Blind Golf	Aust Open & WA Open Golf	Nov	\$525	1
Guide Dogs SA & NT	Fishing Trips		\$1,000	18
WA Tandem Cycling Advisory Council	2011 Aus National Cycling Champs	Feb	\$3,360	8
Mark Haskett	Aust National Training Camp – cricket	Jan	\$340	1

Blind Sporting Council

(SA)				
Michael Zannis (SA)	Aust National Training Camp – cricket	Jan	\$340	1
Phillip Penn (SA)	Aust National Training Camp –cricket	Jan	\$332	1
Queensland Blind Cricket	National Training Camp	Jan	\$2,134	7
Rachel Henderson (SA)	Australian Females Goalball Training	Dec	\$371	1
Des Warner (SA)	4 th Australian Blind Tenpin Bowling Champs	May	\$100	1
Blind & Vision Impaired Tenpin Bowling Aust	4 th Australian Blind Tenpin Bowling Champs trophy	June	\$90	
SA Blind Bowlers	Australian Open	Feb	\$1,320	4
Thanh Tu (WA)	National Cycling Champs	Jan	\$1,353	2
NT Blind Bowlers	Australian Open	Feb	\$725	2
Steven Kemp (SA)	Tandem Cycling – bike purchase		\$2,739	1
Emily Rollins (SA)	2011 National Marching Championships Victoria		\$578	2
Queensland Blind Cricket	National Competition		\$1,644	16
SA Blind Golfers	Victorian Blind Golf Championships	Mar	\$330	1
Mark Costello (SA)	Gym instructor RSB	Oct-Dec 2010	\$560	6
Association for Blind WA	Hosting World Blind Sailing	Mar	\$3,300	20

Blind Sporting Council

Rhian Patching (Qld)	4 th Aust Tenpin Bowling Champs &		\$1,297	2
SA Blind Cricket M Zannis	Australia v Pakistan	Feb	\$1,022	1
SA Blind Cricket M Haskett	Australia v Pakistan	Feb	\$1,022	1
Rhian Patching Qld Tenpin Bowling	4 th IBSA World Tenpin Bowling Champs	Oct	\$3,077	2
Des Warner SA Blind Tenpin Bowlers	2011 IBSA World Tenpin Bowling	Oct	\$2,313	1
Kylie Forth (WA) Sailing	2011 IFDS International Match Race Sailing	Mar	\$2,207	3
NT Blind Bowlers	32 nd Australian National Blind Bowls Champs	May	\$3,740	4
Rachel Henderson (SA)	Goalball Training Camp	Jan	\$285	1
SA Blind Bowlers	ABBA Training Camp	Mar	\$1,230	5
SA Blind Bowlers	Trans Tasman	May	\$2,066	5
Jenny McDonald (SA)	SE Dressage Competition	Apr	\$281	2
Blind Golf Australia	National Stableford Trophies		\$400	20
SA Blind Bowlers	32 nd Aust National Champs	May	\$8,148	14
C. Gordon (SA)	2011 IFDS International Blind Match Race Sailing	Mar	\$1,200	1
SA Blind Cricket	Hosting Australia v Pakistan Series	Feb	\$1,500	40

Blind Sporting Council

K Murphy (SA)	2011 Telstra Swimming Champs	Apr	\$702	1
M. Costello (SA)	Gym Instructor RSB	Feb-Apr	\$630	6
F. Johnson (SA)	2011 Scody Cycling Australia Track Nationals Cycling		\$839	2
A. Bernhardt (SA)	National Disabled Tenpin Bowling Champs	Jun	\$935	2
R. Turner (SA)	National Disabled Tenpin Bowling Champs	Jun	\$500	1
SA Blind Golf – R. Curtin	British Blind Golf Open	Jun	\$3,561	1
Queensland Blind Cricket	Australia v Pakistan Series	Feb	\$5,356	6
WA Blind Golf Assoc	Australian National Stableford	May	\$991	6
WA Blind Bowlers	Trans Tasman Series	May	\$1,220	4
WA Blind Bowlers	32 nd Australian Blind Bowls Champs	May	\$12,117	22
WA Blind Bowlers	Training Camp for Trans Tasman	Mar	\$1,067	4
VB's Tenpin Bowling League	2011IBSA World Tenpin Bowling Champs	Oct	\$9,750	7
VB's Tenpin Bowling League	4 th Australian Blind Tenpin Bowling Championships	May	\$9,027	19
Charity Direct	Membership		\$165	
Radio RPH	Donation		\$500	
WCH Foundation	Grant – Perception Project – ‘The Lizard’		\$4,000	
This Year	TOTAL 10/11		\$119,167	341
Previous Year	Total 2009/10		\$68,705	273

Financial Statements

Blind Sporting Council

BLIND SPORTING COUNCIL

TRADING, PROFIT AND LOSS STATEMENT FOR THE YEAR ENDED 30TH JUNE 2011

	2011 \$	2010 \$
OTHER INCOME		
Tin Collections (QLD)	188,273.23	-
Banquet	34,526.37	-
Telemarketing	123,656.40	222,650.95
Donations	5,308.80	300.00
Tin Collections (NT)	7,800.00	4,298.00
Tin Collections (SA Country)	-	22,886.65
Tin Collections (SA)	159,902.49	143,883.29
Tin Collections (WA)	199,445.00	191,026.00
Dividends Received	1,834.97	1,476.82
Interest Received	7,321.76	6,672.47
Grants	2,500.00	-
Insurance Reimbursement	15.48	-
Other Revenue	3,869.60	-
	734,454.10	593,194.18
EXPENDITURE		
Accountancy Fees	4,010.00	3,300.00
Advertising	3,146.50	4,273.13
Bank Fees	1,685.25	2,294.66
Consultancy Fees	24,540.00	32,675.00
Cleaning	76.96	46.77
Club Commission	386.40	-
Commission Paid (James Nicholson)	244,948.87	123,386.58
Commission Paid - Aust Disability Sport	110,512.40	-
Commission Paid - Allstate	-	-
Telemarketing	-	119,157.88
Displays	-	145.45
Donations & Grants	119,167.00	68,705.40
Electricity	1,886.99	725.11
Entertainment Expenses	533.36	1,213.81
Fines & Penalties	-	56.00
Freight & Cartage	420.76	221.11
Functions	1,330.00	1,655.22
Fundraiser	15,763.64	-
Hire of Plant & Equipment	438.64	534.62
Insurance	5,303.11	5,650.32
Legal Costs	395.00	-
Licences & Fees	59.09	472.90
Office & General Expenses	1,117.69	831.84
Parking	87.77	9.91
Postage	4,652.75	882.21
Printing & Stationery	9,800.24	3,181.63
Promotions	-	4,300.03
Rent	19,503.21	8,404.77
Repairs & Maintenance	1,353.33	-
Security Costs	-	14.55
Software & Computer Expenses	1,851.01	3,980.33
Staff Training & Welfare	1,244.01	465.86
Subscriptions	840.00	7.23
Superannuation	16,450.02	7,674.27
Taxi Fares	13.64	-
Telephone	11,408.30	3,765.09
Tin Collection Expenses	2,466.12	1,037.93
Tool Replacement	1,187.17	289.09
Travelling Expenses	3,204.78	107.96
Telemarketing DataBase	5,000.00	10,050.00
Uniforms	1,721.57	-
Volunteer Expenses	960.00	960.00
Wages	79,904.70	31,298.16
Waste Disposal	40.63	66.00
Wages - Tin Collectors	-	58,401.63
Wages - Telemarketing	102,174.29	70,089.15
Workcover	4,964.34	4,565.44
	804,549.54	574,897.04
LOSS FROM ORDINARY ACTIVITIES	\$70,095.44	(\$18,297.14)

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 2011

	2011 \$	2010 \$
TRUST FUNDS		
Accumulated Profits (Losses) Brought Forward	350,384.36	332,087.22
Loss for Year	70,095.44	(18,297.14)
TOTAL TRUST FUNDS	\$280,288.92	\$350,384.36
Represented by:		
CURRENT ASSETS		
Petty Cash	355.75	70.70
Deposits	233.75	233.75
Function Deposit (Net GST)	3,763.64	-
Cash at Bank	3,216.54	10,512.75
J B Were Cash Management	-	43,445.26
Qld Account	2,123.49	-
Qld Investment Account	5,134.67	-
NAB A/C - WA	14,559.33	26,870.38
Express Saver	12,630.39	35,515.14
WA Investment Account	94,353.19	81,763.28
Input Tax Credits	8,478.00	4,808.67
	144,848.75	203,219.93
FIXED ASSETS		
Plant & Equipment	22,747.80	20,929.62
	22,747.80	20,929.62
	22,747.80	20,929.62
INVESTMENTS		
Shares in Listed Companies	118,299.76	131,893.78
	118,299.76	131,893.78
TOTAL ASSETS	285,896.31	356,043.33
CURRENT LIABILITIES		
Bank Overdraft	143.39	
Other Creditors	5,464.00	5,658.04
GST Payable		0.93
	5,607.39	5,658.97
NET ASSETS	\$280,288.92	\$350,384.36

The accompanying notes form part of these financial statements.

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

**INDEPENDENT AUDIT REPORT
TO THE MEMBERS OF
BLIND SPORTING COUNCIL**

Scope

We have audited the Profit and Loss Account, Balance Sheet, Notes to and Forming Part of the Accounts, being a special purpose financial report for the year ended 30th June 2011. The entity's management is responsible for the preparation and presentation of the financial statements and the information contained therein, and have determined that the accounting used and described in Note 1 to the financial statements is appropriate to meet the needs of the members of the entity. We have conducted an independent audit of the financial statements in order to express an opinion to the members of the entity on their preparation and presentation. No opinion is expressed as to whether the basis of accounting used, and described in Note 1, is appropriate to the needs of the members of the entity.

We disclaim any assumption of responsibility for any reliance on this report or on the financial statements prepared as a special purpose financial report to which it relates to any person other than the members of the entity, or for any purpose other than that for which it was prepared.

Our audit has been conducted in accordance with Australian Auditing Standards. Our procedures included examination, on a test basis, of evidence supporting the amounts and other disclosures in the financial statements, and significant accounting estimates. These procedures have been undertaken to form an opinion as to whether, in all material respects, the financial statements are presented fairly in accordance with the accrual basis of accounting as defined in AAS 6: Accounting Policies: Determination, Application and Disclosure, applying accounting standards (if any) deemed necessary by the entity's management in the circumstances and the provisions of Miscellaneous Professional Statement APS 1 "Conformity with Accounting Standards and UIG Consensus View" relevant to a special purpose financial report, as described in Note 1 to the financial statements. The application of all Accounting Standards and other mandatory professional reporting requirements (Urgent Issues Group Consensus Views) is not required.

The audit opinion expressed in this report has been formed on the above basis.

Audit Opinion

In our opinion the financial statements of the company for the year ended 30th June 2011 are properly drawn up:

- (a) So as to give a true and fair view, in accordance with the basis of accounting described in Note 1 to the financial statements.
- (b) In accordance with applicable Accounting Standards. As the entity has applied SAC 1: Definition of the Reporting Entity, other Accounting Standards and other mandatory professional reporting requirements have only been applied to the extent described in Note 1 to the financial statements.

**S G Kerley & Associates
Chartered Accountants**


Stephen Gordon Kerley
Adelaide
9th August 2011

The Block
First Floor
2 Hindmarsh Square, Adelaide

P.O. Box 111
Rundle Mall SA 5000

P: (08) 8232 4644
F: (08) 8232 4622
E: enquiries@blindsport.com.au
W: www.blindsport.com.au



Blind Sporting Council
Success begins with access