



Blind Sporting Council



Blind Sporting Council

2012 Annual Report



Our Vision and 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 fulfill 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 2011/2012 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.

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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)
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QLD	116.6
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SA/NT	35.6
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NSW	162.4
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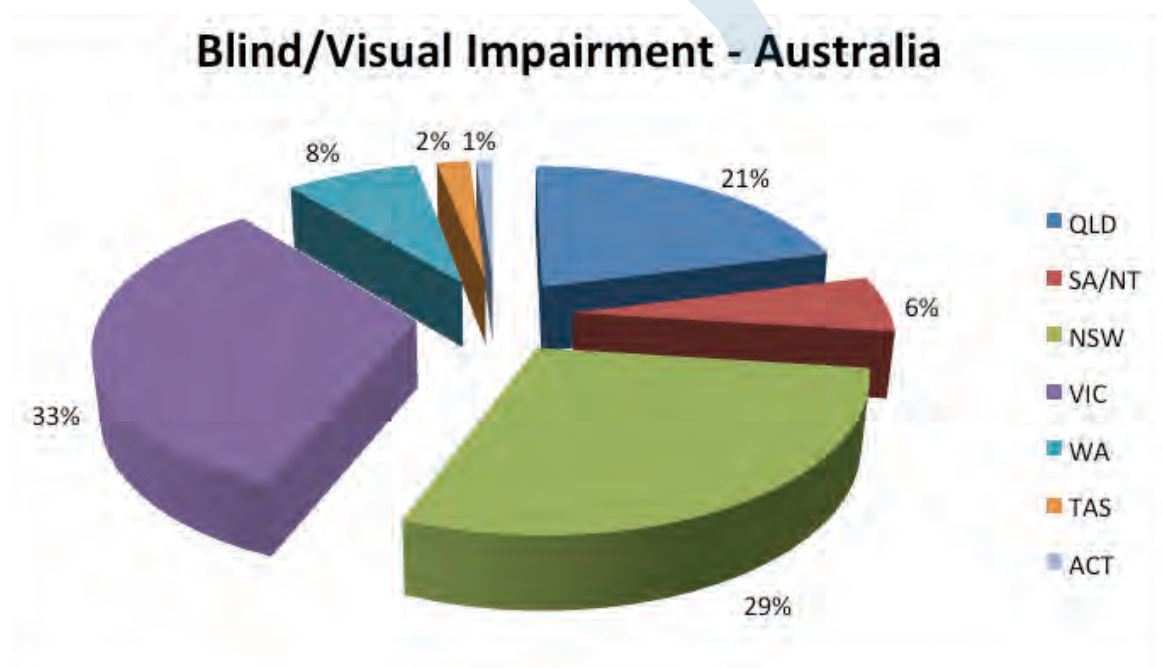
VIC	184.8
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WA	46.3
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TAS	14.2
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ACT	7.9
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The following pie chart illustrates the percentage of people who suffer from the aforementioned conditions around Australia.



President's Report

The 2011/12 financial year was one with many challenges and changes. Most of them were due to circumstances beyond our control, like the world financial situation, the falling of the stock market and, closer to home, some negative publicity of charities. In addition, the increased cost of household utilities like power and water means that many Australians are themselves finding it tough. Therefore, the challenge for the board has been to devise and implement new ideas and programs for fundraising.

For example, rather than the Blind Sporting Council acting as a single entity, our board is currently looking into mergers and/or partnerships to attract corporate investment, minimise overheads and extend both our reach and relevance.

Last year, under the recommendation of our previous CEO Tony Stacey, the board advertised for a new full-time CEO. Numerous applications were received, and after a thorough interview process, Rajini Vasan was selected. Raj's qualifications and experience are second to none, and although Raj has only been in the role for a short time, her passion and commitment heralds a new era for the Blind Sporting Council.

At this time I would like to thank our previous staff members for their support and many years of committed service. I hope Moira enjoys her retirement and Annie finds success in her future endeavours.

I would also like to thank past and present board members, staff and contractors for their contribution. It has been a pleasure and an honour to hold the position for the past five years and I thank the board for their trust in me.

John Cornaggia



CEO Report

It is with great pleasure and humility that I accepted the responsibility of driving BSC forward. And drive it forward, we will!

We intend to seize every opportunity in realizing our dream of a financially sustainable organization, advocating for the rights of our client group, representing their needs, raising awareness and bridging the huge divide in accessibility and opportunities for blind and vision impaired people in the areas of sport and recreation.

I understand we are working with limited resources but I also know that scarcity is advantageous, because it forces us to get creative with what we have, to play out different scenarios, to visualize different outcomes, see different perspectives and explore various possibilities. What we do have are big plans, a passionate board, a dedicated team of staff and volunteers and a very generous group of supporters.

As the CEO of the Blind Sporting Council I'm in a very fortunate position. Yes, it's a difficult job and one with many challenges. But none of the challenges I face are as great as the challenges a blind or vision impaired person in Australia faces every day. It's easy to feel sympathy for people with a disability. We look at them and think 'imagine not being able to do this or that'. But I've seen the things they are able to do, and I don't feel sympathy but enormous respect. These people don't know what the word impossible looks like.

That's why I think I'm in a very fortunate position. I have an opportunity to help our blind and vision impaired get opportunities. They don't need sympathy, they certainly don't need motivation, they simply need opportunity. And turning disability into possibility is what we at the Blind Sporting Council are all about.

Whilst we have several initiatives in place already, there will be a much greater focus on income generating activities and to this extent, we will actively seek and engage with our various corporate, government and charity partners and consolidate these relationships to become more meaningful and mutually beneficial. We understand the importance of being able to generate quality, radical ideas that cut-through and ultimately make money. After all, as a community profit organization, continuously challenging the status quo and seeking out all possibilities is simply part of what we do.

As I mentioned in my speech at the 2011 eye to eye ball, the living world is not out there somewhere, it is in our hearts. We need to think and behave differently in a culture that stimulates the passion in us, to make an impact, to restore some semblance of balance and justice to our world. I urge you to be inspired, energized and engaged. Connect with us and let's run to our goal post as if our life depends on it!

Rajini Vasan



Income Development

In the current economic climate and given our modest resources, we decided to think in a more commercial way in terms of how BSC can generate revenue beyond its traditional income streams. Good business skills will be important in 2012 - having an understanding of our market, being able to generate income, developing a strong business discipline so that we are making decisions based on evidence and a clear plan for the future will all be essential.

For example, we needed to think about how we can offer our services, premises, intellectual capital or expertise to generate revenue. It requires a more commercial mindset and strong management information to understand where we can maximise value. To this extent, we moved on from telemarketing as an income source and introduced 2 major lotteries with plans to go national by 2013. We are also introducing our signature event the “Eye to Eye” Ball across the various cities we operate in, with Perth scheduled for August 2012.

Social Media

The evolution of Facebook and Twitter, and the impact that has on how we engage with users, will become a lot more sophisticated. We’re past the stage of knowing it’s important - understanding the data and how these spaces plug into existing content/sites will become more prevalent.

Being able to interpret the data we have and make decisions that help our organization will become even more important. We did a very small but very useful exercise at BSC using telemarketing data to help us drive our strategy. We are currently applying for funding to integrate a comprehensive data and customer management system that will enable our programs and promotions to be more specific and targeted.

Collections

The main source of income for Blind Sporting Council, Collections saw an early increase with the recruitment of Mark Carpenter commencing weekly collections in Brisbane and Tim Haggis from South Australia doing a one month stint in Tasmania which was very productive. Change in wages and new regulations means a closer review of our processes and targeted collection sites to ensure long term viability in this area.

Change for Blind Sport

Change for Blind Sport was driven by our Vice-President Brad Jansen and was specifically adopted as it was a low cost to set up and manage and designed to collect pocket change and donations from bar trade without cost to supporting Clubs. Its overall low cost set up and maintenance means maximising the fundraising dollar to the end user, namely, our blind and vision impaired sports people. Since its launch in November, BSC has distributed 100 tins to various bowling clubs, footy clubs and restaurants in Adelaide and over 80 % supporters are happy to continue hosting a tin on an ongoing basis. A fantastic outcome!

Lotteries

Another wonderful initiative from BSC which is here to stay, is our collaboration with Community Links through Epilepsy SA to run 2 state lotteries this year. The first Lottery, aptly titled EYE ACHIEVE Lottery ran between February – May with winners drawn and announced on the 29th of May. After the success of the first lottery, plans are underway to increase the volume on the second one scheduled for September for a draw in December. The lottery will also go national in 2013.

Income Development

Eye to Eye Ball

Our signature event, the Eye to Eye Ball was a huge success, thanks to the tireless efforts of our board, staff and volunteers. Over 200 guests attended the event and enjoyed the festivities with a three course meal, wines from Deviation Road, floor show by the “Shaker”, major and silent auctions, all whilst raising valuable fundraising dollars for South Australia’s blind and vision impaired athletes.

Our special thanks to Steve and Heather Holmes for their vision, dedication and hard work the staff, telemarketers and volunteers of BSC for their tireless efforts. Thanks to the efforts of all concerned and the generosity of our supporters who attended the event, BSC raised over \$20,000 which will go towards providing training and participation opportunities for our client group. A warm thank you and congratulations to all involved!

Our 2012 event is scheduled for the 10th of November and already promises to be a sell out with guests expressing interest in confirming their tickets for next year. We also plan to introduce our signature event across all major cities that we operate in with Perth event being launched in August 2012 in partnership with CDF, a foundation set up by our Brand Ambassador for Western Australia, Barry Cable.

Grants

BSC has identified and submitted several requests for grants to fund various projects such as marketing resources, website and IT development, new data management systems, training programs and volunteering. Applications submitted and outcomes pending with Community Benefit SA, Perpetual Trustees, AHA, ANZ Foundation and Australian Executor Trustees.

BSC was also fortunate to be chosen as a beneficiary by The Advertiser Sunday Mail Foundation at the George Cross and Harry Who Spring Collection Luncheon. The event was a huge success and we thank ASMF for their generosity which will go a long way towards supporting the work of BSC.

Speaking engagements

Through the recruitment of Matthew Carey as a Youth Brand Ambassador and telemarketer, BSC has been able to reach out to, and address several service clubs, schools and colleges raising awareness on the importance of sport and recreation for people with blindness or vision impairment and the invaluable work of The Blind Sporting Council. This has opened up opportunities for BSC to benefit through donations, becoming a beneficiary of their fundraising events, recruiting experienced volunteers as well as branding BSC. A warm thank you to all the Rotary clubs, Lions and Kiwanis for their welcome and generosity.

To use a sporting analogy, BSC’s effort to compete in the fundraising arena is a little bit like our paralympians at play. These extraordinary home-grown leaders and champions have shown by example that success on your terms is possible. Even when facing defeat, resistance or controversy they saw opportunities to innovate, grow and forge their own path to greatness.

Like the champions we represent, Blind Sporting council will continue to demonstrate that the drive to succeed goes hand in hand with embracing change. We will keep pace with the continuously changing landscape of Australian philanthropy and continue to keep ourselves relevant, transparent and accountable.

BSC Benefactors List

Blind Sporting Council warmly thanks its supporters without whose support we couldn't have continued with our good work in the community. Your generosity and donations, either in-kind, product or financial has contributed to maximizing our fundraising dollar to the end user, namely, the blind and vision impaired people of South Australia. We encourage you to support the businesses that support us. These are the businesses that have made donations:

Adelaide Statue Manufacturers
Alchemy Ironworks
AMF Noarlunga Super Bowl
Artistic License Gallery & Studio
Beerenberg
Bennetts Magill Pottery
Billy Baxters
Bridgestone Tyre Centre
Burts Bees
Cast Stone
Charlesworth Nuts
Cheap as Chips
Chicken Joint
Chifley Hotel
Chimnea
Chocoholics
Civic Park Family Restaurant
Coles
Columbia
Crowies Paints - Mount Barker
Crown Inn Hotel
Eddible Blooms
Enzo's
Evida Bar & Grill, Henley Beach
Fasta Pasta
Felmeri Homes
Forty Winks
Fringe Benefits
Goodlife
Greenhills Adventure Park
GW Cox
Haggle & Co.
Harris Scarfe
Heeb Hair
Hub Photo Shop
Hungry Jack's
International College Hotel Mana
Jealousy
Joe Adelaide Furniture & Electrical
John Cornaggia
Julies of Burnside Village

Just Cuts
Kwik Kopy Norwood
La Tombola Italian Restaurant
Laubman & Pank
Leanne Michaels Jewellery
Living Sculpture Statues
Liz Ann's
Marcellina
Marion Bowland
Mediterranean Ristorante
Miss Gladys Sym Choon
Mitcham Amcal Pharmacy
Morphett Vale Drug Store
Morphett Vale Drug Store
National Pharmacies
National Pharmacies
Noarlunga AMF Bowling
North Terrace Tyres
O'Donnell Griffin
Office Works Keswick
Old Tailem Town
P & C Heath Painters & Solver Paints
Penfield Park Railway
Peter Coombe Music
Pets Paradise
Prices Fresh
Profix Auto Service
Prouds The Jewellers
Pt Lincoln Diving Services
Qattro
R M Williams
Roof Rack City
SA Lotteries
SA Lounge Suites
SAJC
Sandison Hair Deisgners
Secrets Shhh
Shiraz & Riesling
Snowy's Outdoors
Snowy's Outdoors
Sofa Shop

BSC Benefactors List

We encourage you to support the businesses that support us. These are the businesses that have made donations:

Solver Paints
Steam Ranger
SteamRanger
Step Road Wines
Steve Holmes - SHMarketing
Stratco
Sube Hair
Terry White Chemists
The Body Shop
The Book Boys
Tusmore Antiques
Twisted Scissors Hair Studio
Vintage Cellars
Victor Velgush
Water Feature Pot Wholesalers
Watermark Enterprises
Zoos South Australia



Board Members

John Cornaggia (President)

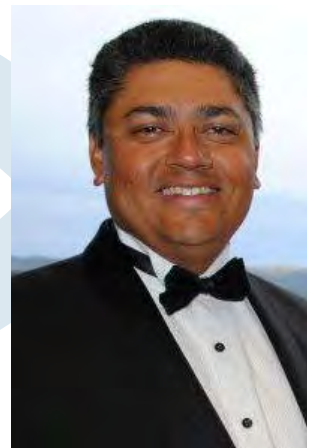
John has been on the Blind Sporting Council Board for over 12 years. His leadership has steered the Blind Sporting Council in broadening both its income base and geographic coverage across Australia. He has also been involved in the SA Blind Lawn Bowls for 9 years and has represented Australia at the Trans Tasman Lawn Bowls Competition.

John has regularly won national titles for tenpin bowling and has invented specialised equipment for the sport. He has also held high positions for the SA Disabled Tenpin Bowling Tournament Committee for 20 years.



Bradley Jansen (Vice President)

He 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. 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.



Board Members

Steve Holmes (Board Member)

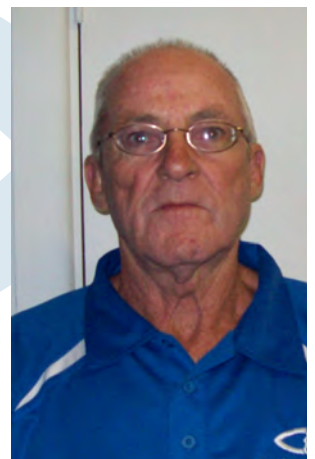
Steve is a self employed Marketing Specialist conducting two businesses, both supporting Financial Planners. SHMarketing, is a consulting business helping financial planners market the value of quality financial advice. Feedsy, is a business creating branded news feed “apps” for Apple and Android mobile devices. Contributions to the Blind Sporting Council include progressive marketing and also planning and coordination of the annual Eye to Eye Ball.

Steve is married, and enjoys playing tennis, camping, waterskiing, listening to music and watching his kids play sport. One of Steve’s biggest challenges was walking the Kokoda trail in 2007.



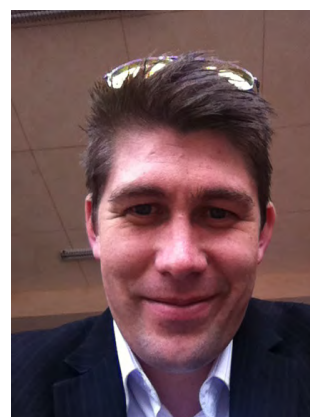
Des Warner (Board Member)

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 and regularly represents SA in Blind/Vision Impaired Tenpin Bowling.



Ryan Mansell (Board Member)

Ryan joined the Blind Sporting Council Board in November 2010. He works as a Sales & Distribution Manager with Pine Design. 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 two young daughters.



Board Members

Dmitri Voronenko (Board Member – October 2011)

Dmitri is an IT professional with extensive industry experience both as a developer and a business manager. Branching out from IT Patterns to concentrate on online business technologies and customised software development, Dmitri started Virtual Integrity as its Managing Director.

His solution-based approach helps clients find improvements through internal systems and processes.

He joined the Blind Sporting Council board in October 2011 and contributes his expertise to drive BSC strategic goals. Currently Dmitri is exploring the possibilities of using online donations schemes.



Victor Velgush (Board Member – Nov 2011)

Formerly a martial artist and state chess player, Victor joined The Blind Sporting Council Board in 2011. Victor has a strong sales and marketing background. He is also a professional property investor, developer and auctioneer. Currently he is a senior sales consultant with Refined Real Estate. When not working with properties he enjoys spending quality time with his family and maintains a training schedule to keep in shape.



Staff

Rajini Vasan (CEO – National)

Raj has over 20 years experience spanning three countries, across various industries including hospitality, tourism, arts and the not-for-profit sectors. A Hotel Management graduate from India with a degree in Sociology, Raj arrived in Adelaide in 1996, and has taken on various executive roles with Hyatt Regency Adelaide, Adelaide Festival Centre and Novita Children's Services, to name a few.

During her time as the Executive Manager for a children's charity in 2006, the organization won the Prime Minister's Award for Excellence in Community Business Partnerships and Raj was the SA Ambassador for FACSIA promoting community - business links.

Raj continues to also serve on several boards including Charity Direct, Ambassador for OzAsia Festival, Youthinc and India Executive. She is inspired by the resilience and strength of the clients she represents on the Blind Sporting Council and looks forward to growing BSC for the benefit of the community.



Tom Peter Changarathil (Administration Manager)

Tom joined Blind Sporting Council in February 2012. He comes with significant international media, marketing and entertainment experience. Content production and presentation has been the mainstay of his career over the past five years in Adelaide, spanning multimedia broadcast and publishing across online, radio, television and print. He gained extensive operations & administration experience while working for News Corp. in India which he believes will help in his role at BSC. He has a keen interest in world music, films, technology, travel and yoga. He spends his free time exploring Adelaide with his wife and young child.



Matthew Carey (Team Member & Telemarketer)

Matthew Carey was born blind due to a very rare condition. However, this did not deter Matt and with the help and support of his parents, Linda and Peter Carey, Matthew achieved tremendous results in his academic, sporting, professional and personal life.

At age 7, Matt competed in the Pan Pacific Games at Sydney and won 6 medals including 3 gold in Track and Field, Athletics and Swimming. He then went on to win 8 medals in Darwin and 9 medals including 8 golds in New Zealand at age 10 and 12 respectively. Matt has also dabbled in blind cricket, goal ball and ten pin bowling.

Most of you might even remember Matt from his not-so-reliable footy tips on the KG Sports Show.

Or maybe as his Dad's biggest fan running into the banner, rather than through it, at his father's 400th game for Glenelg. But what Matthew would like to be most remembered for is his courage, determination and resilience to succeed in the face of seemingly insurmountable odds.



Grants Distributed 2011 / 2012

A total of 26 grants (63 last year) were distributed to blind/vision impaired athletes/sportspeople and organisations supporting them during the 2011/12 financial year. This assisted people to take part in various competitions and events throughout the year. The total amount of distributed grants was \$93,990.30 (\$119,167 last Year).

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



Please see the following page for a list of grants distributed during the 2011/2012 financial year.

Grants Distributed 2011 / 2012



Sport	Details	Date	Grant
Sailing - Dis-Able Sailing Inc	Digital Audio Compass purchase.	Jul 2011	\$ 373.00
Dancing - Anthony Clarke	Dancing lessons	Jul 2011	\$ 200.00
Art - WCH Foundation	Perception Project	Jul 2011	\$ 4000.00
Goal ball - Rachel Henderson – SA Blind Athletics Club	National Goalball Championships	Aug 2011	\$ 260.00
Indoor Bowls – Blind Indoor Bowlers	Grant	Aug 2011	\$ 613.00
Ten Pin Bowling - Rhian Patching	Grant	Aug 2011	\$ 180.00
Judo – Elizabeth Special Needs	Grant	Aug 2011	\$ 1580.00
Golf - WA Blind Golf Association	Host- WA Blind Golf Open	Sep 2011	\$ 4040.00
Golf - WA Blind Golf Association	Grant	Sep 2011	\$ 1195.00
Golf - Robert Curtin – SA Blind Golf Club	NSW Blind Golf Open	Sep 2011	\$ 232.00
Swimming - Kieran Murphy	2011 Australian Age Multi Class Championship	Sep 2011	\$ 525.00
Goal ball - WA		Sep 2011	\$ 6000.00
Golf - Robert Curtin – SA Blind Golf Club	WA Open & Australian Blind Golf Open	Oct 2011	\$ 336.00
Physical Training - Mark Costello – Gym Instructor	Gym Training	Nov 2011	\$ 560.00
Scholarships – Emma Jako	Annual Scholarship	Nov 2011	\$ 1000.00
Projects – Can Do 4 Kids	Modbury Project	Jan 2012	\$ 10,000.00
Cricket - SA Blind Cricket Club	Grant	Feb 2012	\$ 5847.00
Ten Pin Bowling - VB's Tenpin Bowling League WA		Feb 2012	\$ 8000.00
Cricket - WA Blind Cricket Club		Feb 2012	\$ 2180.00
Cricket - Qld Blind Cricket Club		Feb 2012	\$ 4192.00
Physical Training - Mark Costello – Gym Instructor	Gym Training	Feb 2012	\$ 700.00
Ten Pin Bowling - Rhian Patching	7 th TBA Natl. Championship 2012	Mar 2012	\$ 1000.00
Physical Training - Mark Costello – Gym Instructor	Gym Training	Mar 2012	\$ 700.00
Golf - Robert Curtin – SA Blind Golf Club	Victorian Open & Australian Blind Golf Open	Mar 2012	\$ 193.20
Lawn Bowls - SA Blind Bowlers Club	33 rd National Blind Bowlers Championships Qld	Apr-May 2012	\$ 8630.70
Cricket - SA Blind Cricket Club	Ashes England Tour 2012	Apr-May 2012	\$ 2677.80
Ten Pin Bowling - Des Warner	2012 Nationals For People with Disability	Apr-May 2012	\$ 225.60
Lawn Bowls - WA Blind Bowlers Association	33 rd National Blind Bowlers Championships Qld	Apr-May 2012	\$ 13342.00
Sailing – Kylie Forth – Sailability WA	IFDS International Blind Match Racing Championships	Apr-May 2012	\$ 9151.00
Cricket – Qld Blind Cricket Association	Ashes England Tour 2012	Apr-May 2012	\$ 4817.00
Golf - WA Blind Golf Association	2012 National Stableford - Trophy	Apr-May 2012	\$ 500.00
Physical Training - Mark Costello – Gym Instructor	Gym Training	Jun 2012	\$ 140
Goal ball – Blind Sports SA	Workshop	Jun 2012	\$ 600.00
Total		2011-2012	\$93,990.30

Financials

BLIND SPORTING COUNCIL
TRADING, PROFIT AND LOSS STATEMENT
FOR THE YEAR ENDED 30TH JUNE 2012

	2012 \$	2011 \$
SALES		
Tin Collections (QLD)	266,330.85	188,273.23
Banquet	33,394.61	34,526.37
Telemarketing	75,691.45	123,656.40
Tin Collections (NT)	8,200.00	7,800.00
Tin Collections (SA)	226,705.58	159,902.49
Tin Collections (WA)	118,410.00	199,445.00
	<hr/> 728,732.49	<hr/> 713,603.49
LESS: COST OF GOODS SOLD		
Commission Paid (James Nicholson)	94,596.79	244,948.87
Commission Paid - Aust Disability Sport	140,816.99	110,512.40
Fundraiser eye2eye	18,764.92	15,763.64
Tin Collection Expenses	1,272.00	2,466.12
Wages - Telemarketing	58,063.40	102,174.29
Commission Paid - Buddha M/Ment Services P/L	167,144.77	-
	<hr/> 480,658.87	<hr/> 475,865.32
	<hr/> 480,658.87	<hr/> 475,865.32
GROSS PROFIT FROM TRADING	<hr/> 248,073.62	<hr/> 237,738.17
OTHER INCOME		
BBQ	508.75	-
Donations	5,750.20	5,308.80
Dividends Received	2,042.45	1,834.97
Interest Received	4,533.81	7,321.76
Grants	5,000.00	2,500.00
Insurance Reimbursement	-	15.48
Lottery	24,633.71	-
Other Revenue	2,000.00	3,869.60
	<hr/> 44,468.92	<hr/> 20,850.61
	<hr/> 292,542.54	<hr/> 258,588.78

Financials



BLIND SPORTING COUNCIL TRADING, PROFIT AND LOSS STATEMENT FOR THE YEAR ENDED 30TH JUNE 2012

	2012 \$	2011 \$
EXPENDITURE		
Accountancy Fees	4,035.00	4,010.00
Advertising	970.04	3,146.50
Bank Fees	2,598.87	1,685.25
Consultancy Fees	21,000.00	24,540.00
Cleaning	427.82	76.96
Club Commission	-	386.40
Donations & Grants	99,269.80	119,167.00
Electricity	1,777.52	1,886.99
Entertainment Expenses	1,016.22	533.36
Freight & Cartage	965.82	420.76
Functions	-	1,330.00
Hire of Plant & Equipment	140.45	438.64
Insurance	5,359.61	5,303.11
Legal Costs	-	395.00
Licences & Fees	170.00	59.09
Motor Vehicle	1,533.73	-
Office & General Expenses	95.42	1,117.69
Parking	1,858.18	87.77
Postage	3,831.79	4,652.75
Printing & Stationery	3,281.96	9,800.24
Promotions	1,069.00	-
Rent	20,311.36	19,503.21
Repairs & Maintenance	-	1,353.33
Salary Sacrifice	9,534.75	-
Software & Computer Expenses	1,551.07	1,851.01
Staff Training & Welfare	500.40	1,244.01
Subscriptions	852.18	840.00
Superannuation	14,486.33	16,450.02
Taxi Fares	-	13.64
Telephone	6,281.53	11,408.30
Tool Replacement	293.40	1,187.17
Travelling Expenses	3,359.02	3,204.78
Telemarketing DataBase	-	5,000.00
Uniforms	462.96	1,721.57
Volunteer Expenses	720.00	960.00
Wages	91,960.10	79,904.70
Waste Disposal	-	40.63
Workcover	5,035.87	4,964.34
	<u>304,750.20</u>	<u>328,684.22</u>
LOSS FROM ORDINARY ACTIVITIES	<u>\$12,207.66</u>	<u>\$70,095.44</u>

Financials



BLIND SPORTING COUNCIL

BALANCE SHEET AS AT 30TH JUNE 2012

	2012 \$	2011 \$
TRUST FUNDS		
Accumulated Profits (Losses) Brought Forward	280,288.92	350,384.36
Loss for Year	12,207.66	70,095.44
TOTAL TRUST FUNDS	\$268,081.26	\$280,288.92
Represented by:		
CURRENT ASSETS		
Petty Cash	476.60	355.75
Deposits	233.75	233.75
Function (Net GST)	-	3,763.64
Cash at Bank	10,383.68	3,216.54
Visa Card	81.94	-
SA - Lottery Account	4,834.88	-
Qld Account	10,074.13	2,123.49
Qld Investment Account	25,635.61	5,134.67
NAB A/C - WA	13,313.78	14,559.33
Express Saver	5,736.36	12,630.39
WA Investment Account	79,824.74	94,353.19
Input Tax Credits	15,337.00	8,478.00
	165,932.47	144,848.75
FIXED ASSETS		
Plant & Equipment	24,422.80	22,747.80
	24,422.80	22,747.80
	24,422.80	22,747.80
INVESTMENTS		
Shares in Listed Companies	83,156.60	118,299.76
	83,156.60	118,299.76
TOTAL ASSETS	273,511.87	285,896.31
CURRENT LIABILITIES		
Bank Overdraft		143.39
Other Creditors	4,380.00	5,464.00
Payroll Creditor	1,050.61	-
	5,430.61	5,607.39
NET ASSETS	\$268,081.26	\$280,288.92

Financials

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 2012. 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 2012 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
28 August 2012



Financials

BLIND SPORTING COUNCIL INCORPORATED TREASURER'S REPORT FOR THE YEAR ENDED 30TH JUNE 2012

The year ended 30th June 2012 has resulted in a deficit of \$12,208.

The areas of net income can be summarised as follows:-

		\$	%
	%	\$	
Queensland	46	99,186	
Northern Territory	2	3,690	
South Australia	39	84,616	
Western Australia	13	<u>28,323</u>	
Net Tin collection activities		215,815	74
Eye2Eye function		14,630	5
Lottery		24,634	8
Telemarketing		17,628	6
Grants		5,000	2
Donations		5,750	2
Investment		6,576	2
Other		<u>2,509</u>	<u>1</u>
		292,542	100
Grants		99,270	34
<u>Overheads</u>			
Consulting		21,000	7
Rent & Outgoings		22,088	7
Wages + On Costs		111,481	38
Other		<u>50,911</u>	<u>17</u>
		304,750	103
Deficit		<u>(12,208)</u>	<u>(3)</u>

In order to continue assisting vision impaired persons we have had to use reserves from prior years. I see the challenge for 2013 is developing non tin collection fundraising avenues, to reduce our reliance on this type of income.

I would like to take this opportunity to thank all my fellow board members and in particular John Cornaggia for his leadership and to welcome Raj and Tom to the organisation.

I look forward to a prosperous 2013 which will allow the council to assist visually impaired people to develop and achieve in their chosen sport of recreational activity.

PA Brooks

Major Supporters



In Charity Partners



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WE EXIST TO FINANCE RECREATION, SPORT AND ASSOCIATED PROJECTS TO ENSURE BLIND AND VISION IMPAIRED PEOPLE OF ALL AGES HAVE OPPORTUNITIES TO FULFILL THEIR DREAMS.

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