



Football South Coast Board Meeting

Minutes

Date: 16 April 2012

Time 5.00pm – 8.00pm

Venue: Boardroom – Fraternity Club Corporate Centre

Attendees: FSC Board Attendees:

Mrs. Nicki Bowman (Independent Director/Acting Chairperson)

Mrs. Ann-Marie Balliana (Independent Director)

Mr. Milco Stojanoski (Independent Director)

Ms. Danielle Foster (Junior Football Council)

Ms. Sandra Depers (Women's Football Council)

Mrs. Rosemary Digger (Women's Football Council)

Mr. Claude Cuda (Men's Football Council)

Mr. Bill Kostandas (CEO, FSC)

In attendance by invitation

Nil

Apologies:

Mr. Eddy De Gabriele (Independent Director/Chairman)

Mr. Bob Hennessy (Independent Director)

Mr. Paul Herbert (Invited Representative – Referees)

1. Meeting Opening

1.1. Welcome and Apologies

Nicki Bowman informed the Board of the three apologies.

1.2. Disclosures of Conflicts of Interests

Bill Kostandas advised the Board that a letter has been drafted regarding this topic, specifically highlighting the section of the FSC Constitution that addresses this matter. The letter is being reviewed by the Chairman for sign off. Once signed off it will then be sent to all football council members and to club members.

1.3. Minutes of previous meeting(s)

Moved by Rosemary Digger that the minutes of the March meeting be accepted as true and correct record of proceedings. Seconded by Claude Cuda. MOTION CARRIED.

1.4. Business arising from previous minutes

Leisure Coast Competition – Bill Kostandas yet to speak to Wollongong City Council regarding the Leisure Coast Competition. Leisure Coast Competition play when Junior Clubs are playing and there behavior on the whole is of concern.

Action: Bill Kostandas to chase up with Mark Bond from WCC

Futsal Council – Bill Kostandas and Rosemary Digger spoke and will action at the end of May.

Mercury – Bill Kostandas spoke to the Peter Fitzgerald, the Sports Editor of the paper as to the diminishing coverage of football. The Sports Editor advised that the paper was getting smaller and therefore content was diminishing, hence football and other sports coverage declining. He did state that the results and tables were now put into the sports results section of the paper instead of the main sports pages.

Action: Bill Kostandas is to explore ideas on what makes our sport more attractive to the paper and driving their readership. Sandy Depers's idea is to encourage readers to send emails and also comment on articles on the internet. FSC must convince the Mercury that we do have a large number of readers.

Social Media Policy – Bill Kostandas spoke to FNSW and confirms that FNSW has a policy waiting for approval. This will be sent out to FSC once approved by FNSW Executive.

2. Matters for Decision

2.1. Johnny Warren Football Foundation Dinner – table for Sponsors (as per Eddy

De Gabriele email 13/4)

Agreed to have further discussion. This is in regards to the request by the Johnny Warren Football Foundation to buy a table on the night. However, it was agreed that this cannot be funded by FSC only by individuals themselves. Directors must pay for their attendances.

3. Matters for discussion and/or proposals and submissions

3.1. CEO Report

Bill Kostandas advised the Board on the Futsal at the Fraternity Club report has been completed. The full report was emailed to the Board last Friday 13 April 2012 and also a relevant summary copy was sent to the Fraternity Club General Manager.

Nicki Bowman made mention that play is possible in the rain, but not so when it was torrential.

Rosemary Digger advised that the main opposition to our competitions were those at the University.

Claude Cuda asked what the expectations from here are.

Nicki Bowman would like to see a marketing strategy and new competitions implemented. Also have dates set as well. Winter for corporate should work well.

Nicki Bowman stated that Alfredo Esteves will need to know a marketing budget. Also need to have Facebook going well. In terms of getting the message out there what will be required e.g. advertisements in the paper, website, flyers, letter drop – Alfredo Esteves will need to provide a brief and Bill Kostandas to approve.

Rosemary Digger: Maybe have a come and try for a couple of weeks – get people along.

Action: Bill Kostandas to the show structure/plan to Alfredo Esteves. Alfredo Esteves is to provide a business development/communications brief for approval by Bill Kostandas.

Bill Kostandas advised that the AGM notice has gone out to all stakeholders.

Bill Kostandas spoke to a web developer re: FSC website. He suggested if we can't move or alter Sporting Pulse website then we implement a 'Cover Page' for the website with FSC sponsors on there.

3.2. Chairman's Report

The Chairman, Eddy De Gabriele was absent due to illness. However, Eddy De Gabriele sent through an email with comments and items to be discussed and to be raised by the Deputy Chairperson Nicki Bowman.

3.3. FSC Academy Update and Way Forward

Bill Kostandas advised that Glenn Fontana will send signed employment contract tomorrow.

Nicki Bowman suggested that she firmly believed that the Academy can grow further, under the FSC governance and operation.

Nicki Bowman advised that KPIs will be issued to Glenn Fontana.

Action: Bill Kostandas to work out KPIs for Glenn Fontana in his new role as the FSC Technical Director.

Milco Stojanoski requested the need for a system to be put in place to keep track of what juniors and what age group are coming into the programs. MyFootballClub might be a useful tool to store and/or find this information. Claude Cuda suggested to target the returning and regular players i.e. put a strategy in place to attract these.

Danielle Foster stated that the same system has been used in the past regarding notification of programs. Glenn Fontana does a mail out to his regulars and clubs also get an email and flyer. For this intake Clubs have only been training two weeks. The price of this latest clinic was reduced to \$80 which saw more kids come along. Thirroul had 60 kids attend which was a great result. Great feedback has been received and people have been asking when the next clinic is on.

Action: FSC Board needs to see a plan for the Academy. Glenn Fontana to sit down with the university interns and CEO to start developing a full plan with all relevant information including when programs start.

Danielle Foster suggested that we should have a calendar in place so people know what's coming up.

Bill Kostandas advised that Glenn Fontana wants a new bank account set up for the academy so you can see funds going in – it would be a good tracking tool as well.

Danielle Foster stated that a school role system was used.

Milco Stojanoski advised that we need to look at how we can see who is attending and where then we can see where resources need to be targeted. Need systems to be aligned and capture all the information.

Action: A database system needs to be developed. E.g. Access database. Milco Stojanoski is to set up the database. Bill Kostandas is to check use of a new bank account.

3.4. Finance Report*

Ann-Marie Balliana reported that a lot of player registrations have come in. With the Receivables the line should be drawn at 31-60 days and not over that.

Action: Bill Kostandas to chase up local clubs with outstanding amounts owing.

Danielle Foster advised the Board that Samba Pty Ltd supplied goals for small sided games.

Action: AMB has asked CEO to check the negatives in payables. AMB gave an update on the audit.

3.5. Elite Football Support and Future of Pathways

MS suggested that we need to set this aside for a couple of hours to discuss.

Action: CEO to convene workshop/meeting within the next month to discuss the elite pathway (straight after the next FNSW Comps Review Town Hall meeting. Also set down a date with Martin to keep him in the loop (Eddy De Gabriele and Bill Kostandas to sit down with Martin Littler to talk about the elite pathway).

3.6. Strategy Workshop Outcomes and Progress

Action: Nicki Bowman to follow up with Bob Hennessy to have something at the AGM.

3.7. AGM Presentation Content

Nicki Bowman advised that Eddy De Gabriele wants to show our members what work has been done in the past year. Talked about reporting as well and spend time on our strategic plan and what we are looking to achieve and our vision.

3.8. W-League Update

Nicki Bowman advised that she was not sure what FFA was going to do with W-League. FFA had to delay its review of the W-League because of the issue with Gold Coast and the Jets. There's an issue with the expense of having Perth Glory in the competition. Not sure if W-League team from Western

Sydney. Do we talk to FNSW and be the W-League team for West Sydney. No significant sponsor out there. FFA CEO and Lyall Gorman said that there needs to be some sort of security of tenure.

3.9. Report on Various Committee Meetings (Rosemary Digger)*

Rosemary Digger submitted a paper on Sportsfield fees and charges from Shellharbour Council as well as a paper outlining a snapshot of Sport & Recreation in Shellharbour City Council.

Rosemary Digger proceeded to advise that the WCC (Wollongong City Council) Sports Reference group were impressed with the grants applications from football. WCC want feedback on form to simplify it.

Danielle Foster advised that Thirroul had no problem with form, but has a problem with WCC communicating to clubs.

Rosemary Digger advised that the WCC communicated to her via email and that the email was forwarded to Bill Kostandas. Checked with Steve Maidment and he gave OK to notify clubs. Steve stated in an email to Rosemary that the WCC preferred to deal with the peak body in the region. Income for the grants came from council sports fund, partly from capital works fund and partly from telcos tower funding. Football received 66% of funding because of highly outstanding applications.

Rosemary Digger asked to consider the Academy Games. The IAS has a new General Manager and she spoke to Rosemary about the sports at the academy and spoke about Academy Games. History as to why football not involved.

Sandy Depers advised that you had to pay and as a club it costs a lot.

Rosemary Digger did state that there were 700 athletes at the Games and football was not represented.

Nicki Bowman advised that disagreement was had between IAS and FSC. RD asked if we could have a dialogue with them.

Action: CEO to meet IAS GM and discuss.

Rosemary Digger advised that she attended a Working Party for Shellharbour City Council. Rosemary also advised that a decision in May will be made on how clubs will be charged for the use of grounds. A Paper is to come from council on 27 April for feedback and includes three options to choose from. Council seems to favour a licence agreement with clubs. Clubs need to look at their usage and to see what they've paid. Football has to vote as one.

Rosemary Digger advised that she won't be around when the Paper is sent out by Council and feedback back required by 18 May. Need to have a say.

Action: CEO to organize a meeting with Shellharbour clubs to be initiated and get a consensus approach. Danielle Foster to also be involved.

3.10. Football Councils Update

3.10.1. Futsal Football Council – Rosemary Digger

Rosemary Digger advised no new initiatives except for Futsal Council will be worked on when she returns in mid May.

3.10.2. Juniors Football Council – Danielle Foster

Danielle Foster advised that Shellharbour Juniors has a team that is playing a year up (Under 14's playing in Under 15's) and is currently playing in the cup and is being assessed by three qualified coach. On the weekend the team won 1-0 against a very good team.

3.10.3. Men's Football Council – Claude Cuda

Claude Cuda advised that there has been good patronage at games. Claude thanked AMB for her assistance with the finances.

3.10.4. Women's Football Council – Sandra Depers*

Sandy Depers advised that the Women's competition is a couple of teams down from last year. This season there are three divisions. Sandy stated Nichole has been of great assistance from the office.

Sandy Depers advised that the Bonny Lassie Cup had to be cancelled.

Sandy Depers advised that the Stingrays were doing well and that all teams were undefeated after four rounds. Sandy noted that NSWIS drop out at finals' time.

Nicki Bowman asked if there is a reason as to why there are a couple of teams down for the Women's competition.

Sandy Depers advised that they have picked up new clubs and that part of it is because competitions structure changed from year to year.

Danielle Foster asked if last year's competition rules could be taken off from the website. Change to 2012 material.

Sandy Depers advised that Michelle Hayman won Golden Boot for W-League.

Danielle Foster mentioned that Glenn Fontana had Caitlin Ford (Matilda) come out to a Thirroul clinic. She was very good with the clinic.

Sandy Depers advised that the Ash Connor night is on this Saturday night.

3.11. Other Items

4. Matters for Noting (Discussed only if requested)

4.1 Major Correspondence – Bill Kostandas advised that a letter had come in about referee abuse.

Action: Bill Kostandas to respond

5 Meeting Close 8.00pm

Next Meeting: 14 May 2012

*Matters marked with an asterisk are supported by a Board paper.