



# Annual Report 09

**Squash Auckland Incorporated wishes to thank the following organisations  
for their generous support in 2009**

**SPONSORS:**



**FUNDERS / PARTNERS:**



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Sport Auckland, Harbour Sport, Sport Waitakere, Counties Manukau Sport

Squash Auckland Incorporated  
Sport Auckland House, Level 3  
Gate B, Alexandra Park, Greenlane Road, Epsom  
PO Box 26 599, Epsom, Auckland 1344  
P 09 623 7855 F 623 7920  
[www.squashauckland.org.nz](http://www.squashauckland.org.nz)

## Annual Report 2009

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Auckland Junior Triangular Team

## Squash Auckland Board of Directors and Management Positions

|                     |  |
|---------------------|--|
| Board of Directors  | Paul Brown<br>Paul Cameron<br>Andrew Eade<br>Dave Fraser<br>Pam Gilbert<br>Tanya Laurence<br>Tim Marshall (Chairman) |
| Patron              | Dame Susan Devoy   |
| General Manager     | Trudy Englebrechtsen   |
| Development Manager | Steve Hodges   |
| Development Officer | Jason Kay  |
| Statistician        | Kaye Jackson   |
| Interclub Committee | Karen Hadfield<br>Dietmar Londer<br>Jason Kay<br>Trudy Englebrechtsen  |
| Senior Selectors    | Aileen Buscke<br>Gary Duberly<br>Trudy Englebrechtsen  |
| Junior Selectors    | Aileen Buscke<br>Trudy Englebrechtsen<br>Mark Waldin   |
| Masters Selectors   | Kaye Jackson<br>Paddy Martin<br>Mark Waldin  |
| Team Managers       | Aileen Buscke<br>Paddy Martin  |
| Auditor             | Hayes Knight   |
| Hon Solicitor       | Michael Sumpter  |



*Gary Duberly – Senior Team Selector*



*Aileen Buscke – Senior & Junior Team Selector and Manager*

## 2009 Season Highlights

### National Champions

Auckland Senior Mens Team, Auckland Junior Womens Team  
 Jaclyn Hawkes, Kashif Shuja, Alex Grayson (Junior Open), Gary Duberly (40-44), Lui Syder (U19), Lance Beddoes (U17)  
 Lana Harrison (U19), Abbie Palmer (U13), Anna Hughes (U11)  
 Remuera B Grade Ladies & Men, Panmure D Grade Women, Eden Epsom F Grade Women  
 Remuera Mitchell Cup Team

### NZ Caps

Senior Men: Kashif Shuja, Campbell Grayson & Alex Grayson (Denmark)  
 Junior Girls: Lana Harrison (India)  
 Masters: Kaye Jackson, Gary Duberly & Mark Waldin (Australia)

### Australian & Oceania Champions

Congratulations to Kaye Jackson for winning 60-64 age group Australian Masters title,  
 and Gary Duberly our 40 - 44 Oceania Masters Champion.

### Sponsorship and Funding

Squash Auckland received \$159,851 in grants & sponsorships in 2009. We thank our sponsors and the trusts for their significant contribution which has greatly benefited the organisation and the game of squash in Auckland.



Tass Print has sponsored Squash Auckland for over a decade. Tass Print also sponsor and assist clubs when requested. Their ongoing support makes a significant difference to our organisation.

Thank you to Black Knight for their ongoing sponsorship and support.

Thank you to Apex Insurance for the implementation of the club scheme which has reduced club insurance premiums while providing sponsorship revenue to Squash Auckland.

### Research Completed

Thank you to Vitality Research for the skills and expertise provided during the Secondary School Research project and Competitions Review.

Thank you to Squash NZ for funding both of these projects.

*NZ Senior Men's Team  
 L to R: Martin Knight, Alex Grayson (RM),  
 Campbell Grayson (HB) & Kashif Shuja (RM)*

## Chairman's Report

### Squash Auckland at Crossroads

Squash Auckland stands at a crossroads.

Squash New Zealand (SNZ) believes the best way forward for the sport is to centralise functions such as club development and coaching that are currently carried out by Squash Auckland. SNZ believes the core business of the districts is competition delivery.

This is radically different from what Squash Auckland currently does and SNZ's future plans mean that in 12 months time Squash Auckland may not be the independent entity that it currently is but a delivery arm for SNZ.

You can look at this positively and say better alignment of SNZ and Squash Auckland is long overdue – which is true. However, there are potential problems: that squash in Auckland may not be as well served or resourced by a centrally controlled body and that the proposed changes will mean Auckland clubs may relinquish the district's independence.

If you believe Squash Auckland should continue to govern and run its own affairs – albeit working closely with SNZ to align activities – we need to hear your voice clearly, now and at the AGM. Alternatively, if you believe the Squash Auckland board should be replaced by a competition committee and Squash Auckland staff be employed by SNZ, we also need to hear those views.



Tim Marshall, Chairman

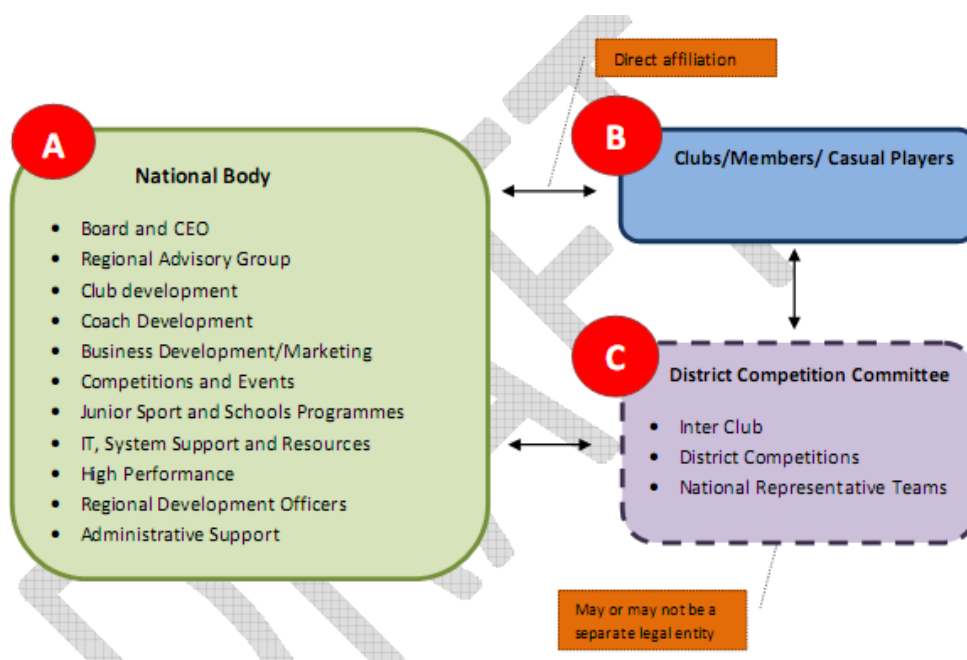
### Towards 2020

This issue is so crucial to Squash Auckland's future it is worth giving detailed background. This year SNZ has been working on a project called Towards 2020 (T2020) to align the national body, the districts and the clubs. The intention is to create the best possible structure and culture for the sport to succeed as we head to the year 2020.

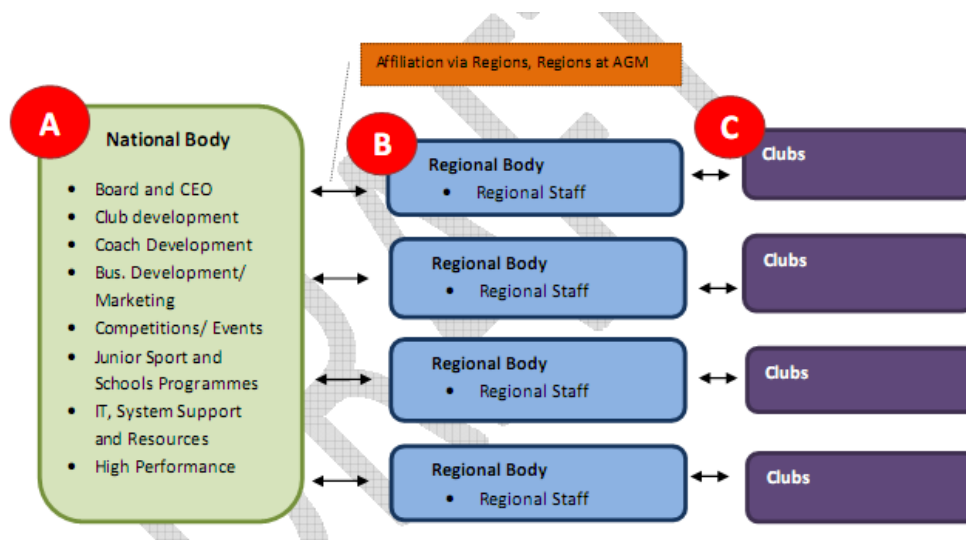
The T2020 project has been tricky to handle for a number of reasons. The 11 districts and 223 clubs are independent bodies with their own constitutions and boards /committees. These districts and clubs choose to affiliate to Squash New Zealand but account to their members which can lead to conflict. Communication from Squash New Zealand to district to club is by trickle down which takes time and is unreliable. Also matters must be considered by district boards and clubs whose meetings may not fall within T2020 planning timeframes. Additionally Squash Auckland feels that Squash New Zealand's proposals have lacked the detail that would enable us to make timely and well-informed decisions.

In June Squash New Zealand presented two National Structure options for discussion:

### Strawman 1



## Strawman 2



Strawman 2 involved reducing the number of districts from 11 to possibly 3 -5.

At a meeting of district Chairs/Presidents on 13 June, Strawman 1 was chosen as the preferred option. In main this was because districts did not want to amalgamate (an integral part of the Strawman 2 option) and because smaller districts with limited resources were willing to hand over responsibility for functions such as club and coach development to the national body and return to a focus on competitions.

When Strawman 1 was presented to the Squash Auckland board on 24 June serious concerns were immediately raised with Squash New Zealand about proceeding with the model. The concerns included:

- Possible loss of region/community based trust funding
- Whether the current level of Auckland club development would be maintained
- Lack of a business case showing how Squash Auckland and its clubs would be better served
- Lack of information about the affiliation model
- Insufficient time to put the proposal to Auckland clubs for consideration

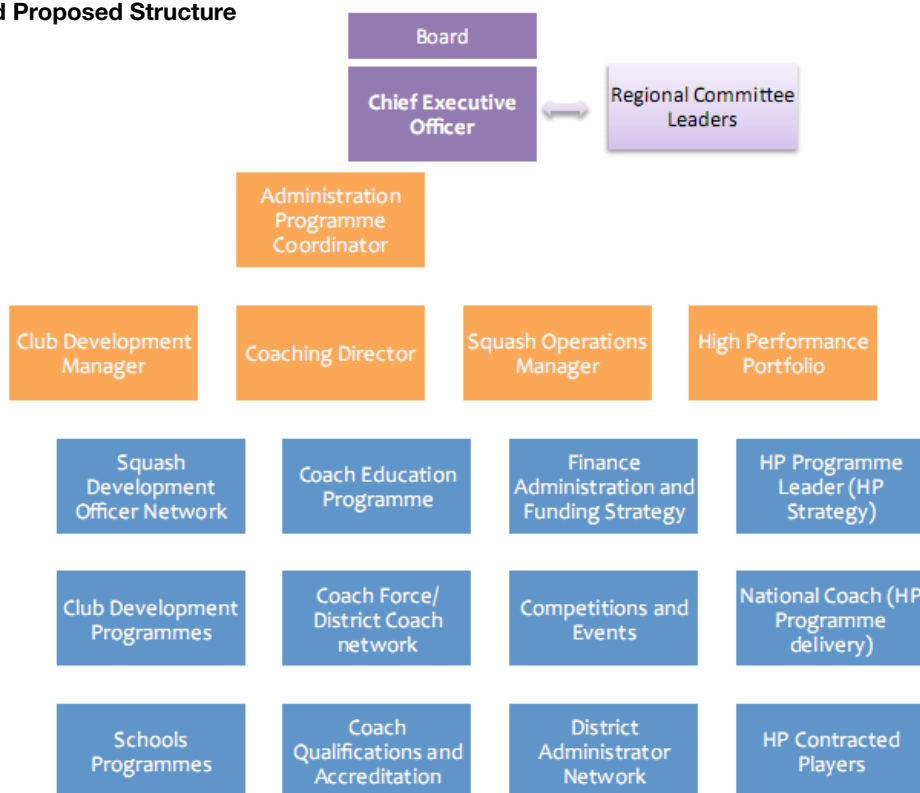
Similarly, when Strawman 1 was presented to Squash Auckland clubs at the Club Development Day on 1 July their response was:

- Squash New Zealand needs to improve its capability to deliver and ensure clubs and districts have confidence in this before proposing a significant restructure.
- A business case that provides more detail and budgets and the affiliation model must be provided to clubs so they can make an informed decision
- Cultural change may be required more so than structural change.

This response from Auckland and the responses of other districts caused Squash New Zealand to rethink. Following a further district Chairs/Presidents meeting on 18 July a T2020 phase one implementation plan for October 2009-September 2010 was circulated. This stated "there would be no formal changes to Squash New Zealand structure in the first phase."

However, the proposed organisation structure remains a centralised one.

## Squash New Zealand Proposed Structure



On 7 October the final T2020 report by consultant Cath Clark was released and the Squash New Zealand Board has accepted its recommendations.

| Towards 2020 Recommendations          |   |
|---------------------------------------|---|
| <b>A: New National Body Structure</b> | <ul style="list-style-type: none"> <li>Recruitment of a new CEO to replace Mike Thompson who resigned in September</li> <li>Appointment of Coaching Director Dave Clarke</li> <li>Appointment of a National Club Development Manager, for which Squash NZ seeks district approval at the 2009 AGM</li> <li>Provision for a Business Development role</li> </ul>                             |
| <b>B: Four Priorities</b>             | <ul style="list-style-type: none"> <li>Connections and Culture</li> <li>Delivery Coordination</li> <li>Resourcing and Accountability</li> <li>Knowledge and Capacity Building</li> </ul> <p><i>Structural change is to be complemented by changes in these four areas.</i></p>  |
| <b>C: Two Phased Approach</b>         | <ul style="list-style-type: none"> <li>Phase One: 2009-2010               <ul style="list-style-type: none"> <li>Nationwide alignment of squash delivery network</li> <li>Implementing new IT platform</li> </ul> </li> <li>Phase Two: 2010-2011               <ul style="list-style-type: none"> <li>Constitutional change of structure</li> <li>Affiliation reform</li> </ul> </li> </ul> |
| <b>D: Flexible Transition</b>         | <ul style="list-style-type: none"> <li>Districts ready to centralise immediately may do so</li> <li>Districts not willing to centralise yet may retain autonomy for a period</li> </ul>   |
| <b>E: Player Focused Structure</b>    | <ul style="list-style-type: none"> <li>Districts remain as entities; National/District structure with clear roles and responsibilities developed by 2010 AGM</li> <li>Core business of districts will be competition delivery</li> <li>National Events Board set up to review national and district competition needs</li> <li>One brand implemented by 2010</li> </ul>                     |
| <b>F: T2020 Performance Review</b>    | <ul style="list-style-type: none"> <li>To be presented at June 2010 President's meeting</li> </ul>  |
| <b>G: Affiliation and Funding</b>     | <ul style="list-style-type: none"> <li>Affiliation changes to be ready for implementation in 2010/11 year</li> <li>Assessment of local funding needs</li> </ul>   |

Squash NZ are also looking to remove district funding in 2011 (Squash Auckland currently receive \$30,000) to assist with the cost of employing the club and coach development staff. This will have a significant impact on Squash Auckland's ability to deliver in this area, should clubs accept this proposal.

## Review of 2009

While the focus of this report is Squash New Zealand's T2020 project the impact it will I am pleased to report that, Squash Auckland has had a successful year and highlighted below are some of the activities and achievements this year from the board's perspective.

## Strategic Plan

Squash Auckland's Strategic Plan 2007-2012 focuses on five areas: Systems, Facilities, People, Competitions and Growth. As a five-year plan, progress towards strategic goals must be viewed in the long term. For example, much of the progress in the systems area this year has been on-going implementation and enhancement of the website launched in 2007 and the on-line interclub system launched in 2008. A full report on progress against Strategic Plan goals is available on pages 8 to 17.

## Financials

Squash Auckland has achieved a \$18,457 surplus this year following a \$18,998 surplus last year and a \$36,296 surplus in 2007. The balance sheet has improved to net assets of \$183,374 from \$164,916 last year. We have \$80,000 in the bank which is helping to build towards the board's goal of having four months operating reserves in the bank in case we face a funding shortfall. These excellent financial results have been achieved by General Manager Trudy Englebrechtsen's success in fund-raising and

stringent financial management. I would like to thank Paula Browning for her assistance with the accounts and board member Dave Fraser for liaising with Trudy on financial matters and briefing the board.

## Constitution review

It's not until times like an AGM and there is a vote on a touchy issue and someone asks "How do we do this?" that the constitution comes to the fore. Former board chair Bob Dey took on the painstaking task of clarifying voting entitlements and quorums and removing clauses relating to the inaugural board constitution changes were approved at the last AGM. A Special General Meeting in April approved a further constitutional change to enable Squash Auckland to be registered as a charity with the Charities Commission and thereby received charity funding.

## Board changes

In June the Board filled two vacancies for co-opted members. We were delighted to welcome:

Paul Brown, General Manager of franchised commercial cleaning company Paramount Services which last year won the Westpac Franchise of the Year Award. He is a former chair of Westlake Boys board of trustees.

Andrew Eade, Chief Executive of Auckland Cricket who brings the perspective of another sport to the board. Andrew also knows squash and is a former manager of Herne Bay club.

At the AGM we will sadly bid goodbye to Paul Cameron who is stepping down from the Auckland board after joining it in 2006 and being chair in the 2007-08 year. Paul is a very energetic, committed and hard working board member. Thankfully he will not be lost to the sport as he plans to continue on the Squash New Zealand board.

Squash New Zealand are also looking to remove District funding in 2011 (currently \$30k) to assist with the cost of employing the Club and Coach development staff. This will have significant impact on Squash Auckland's ability to deliver in this area should Clubs accept this proposal.

## Squash Excellence Awards

Congratulations to all the finalists and winners of the Squash Excellence Awards, presented at the awards dinner at Eden Epsom Club on 30 October. I would specially like to recognise the efforts of the people behind the scenes – the club managers, committee members, club captains, coaches, referees, bar staff etc. Like most sports, squash relies on blending the professional skills of paid staff with the time, dedication and goodwill of unpaid volunteers to prosper. Your much appreciated contribution is vital for the sport's success.

## Special Thanks

Finally my special thanks to General Manager Trudy Englebrechtsen and her team Steve Hodges, Jason Kay and Kaye Jackson for keeping Squash Auckland operations running smoothly, helping clubs to thrive or survive and dealing with the uncertainty of possible national changes in the way the sport is administered.

Congratulations and best wishes to Trudy as she becomes a mum for the first time in November. And welcome to Adrian Dale, previously Cornwall Park Cricket Club Manager who has been appointed as General Manager during Trudy's maternity leave.

Thanks also to board members Paul Brown, Paul Cameron, Andrew Eade, Dave Fraser, Pam Gilbert and Tanya Laurence for the insights and dedication they bring to nurturing squash in the Auckland region.

Tim Marshall  
Chairman

## Board Attendance

|                      | 3 Dec | 18 Feb | 25 Mar | 4 May | 24 Jun | 19 Aug | 17 Sep |
|----------------------|-------|--------|--------|-------|--------|--------|--------|
| Paul Brown           |       |        |        |       |        | ✓      |        |
| Paul Cameron         | ✓     | ✓      | ✓      | ✓     | ✓      | ✓      | ✓      |
| Andrew Eade          |       |        |        |       | ✓      | ✓      | ✓      |
| Dave Fraser          | ✓     | ✓      | ✓      | ✓     | ✓      | ✓      | ✓      |
| Pam Gilbert          |       | ✓      | ✓      |       |        | ✓      |        |
| Tanya Laurence       | ✓     | ✓      |        | ✓     | ✓      | ✓      | ✓      |
| Tim Marshall (Chair) | ✓     | ✓      | ✓      | ✓     | ✓      | ✓      | ✓      |

At the 2008 AGM Dave Fraser was elected and Bob Dey and Kirk Richardson stood down from the Board.

Board members Andrew Eade and Paul Brown were co-opted onto the Board in June.

## Strategic Plan Progress - Staff Report

### June 2007 – October 2009

The Squash Auckland Strategic Plan was developed in 2007. The final plan was approved at a Board meeting in May 2007 and was published in June of that year.

The following pages outline Squash Aucklands progress over the past 2 1/2 years.

**GOAL One - Action One:** Determine and Implement technology initiatives that will have a significant impact on the delivery of squash in the region.

In December 2007 Squash Auckland's new website went live. The website has multiple capabilities including a club portal which gives clubs the opportunity to host their own website within the Squash Auckland website. 9 clubs (BB, DV, HD, NS, PM, RM, SV, TT and WW) are currently using the portal to capacity, while 5 clubs are partially using their portal (i.e. uploading tournament information). While the uptake of full portal usage is disappointing, the event page is utilised by 50% of clubs. This page provides clubs with an online marketing and promotion facility for their tournaments and events. Website statistics show that the club portal section has had 5386 unique page views over the past year. This indicates that even if clubs have their own website it is worthwhile to have the portal site kept up-to-date as potential players do refer to club portals for information.

The website took several months to develop, especially to upload all of the necessary information, particularly the club development resources. The website has capacity to send emails/newsletters and members can register on the site and select which topics they would like to receive information about. The member's database is self-managed as members edit their own profile as their requirements change.

A Board of Directors section within the site allows Board members to login and access relevant board information. This has been an excellent way for the Board to receive information and in particular to have access to historical board data.

In March 2008 the online Interclub system went live. The system has added a different dynamic to interclub - past results can be viewed, team lists are available & protests can be lodged. The system is integrated with the Squash NZ grading list so that teams can now be entered without having to search the grading list for player codes, grades and points. Results are now processed for grading much sooner and with minimal error as the system does not allow incorrect codes to be entered.

Slight modifications have been made to the Interclub system over the past 18 months and the system is now functioning well. It's hard to imagine what it was like before it was developed!

The interclub pages on the website are the most widely viewed. The web stats are outstanding. The past 12 months has seen an average of 6.59 page views (how many pages each person who visits the website views), the average time spent on the site is 4.02 minutes per visitor, with 227,000 unique views.

In 2008 Squash Auckland edited the statistician forms, enabling word documents to be emailed to the District Statistician to save volunteers time (they were previously only available in pdf format). In 2009 Squash NZ changed their processes to enable player information to be emailed directly - a step in the right direction - but most clubs still chose to use Squash Auckland's forms and email them to the District Statistician.

Squash Auckland investigated IT initiatives for future investment and a business case was prepared and presented to the Squash Auckland Board in August 2008. The priority investment item in the IT business case was the production and supply of tournament software for all clubs without cost.

Upon investigation Squash NZ advised that the World Squash Federation was considering purchasing a 'world' licence for everyone to use, thus halting any immediate investment in this tool. While this has not come to fruition Squash NZ are including a module on tournament software in their IT project which is due to be launched early next year so the delay will be worthwhile for clubs.

Other IT strategies facilitated include an introduction to the Xero Accounting System. Six clubs (DV, EE, HD, PM, PK and TT) are now are using Xero. The major benefit of this system is the ability for volunteer treasurers and committee members to view and have access to the clubs' accounts without needing to have specific software installed on their personal computer or transferring data back-ups via email or other means.

Additional work in the IT area includes the provision of information available on the Squash Auckland website. IT information now available includes club access/security options, tournament software package information, SMS solutions and a database assessment tool.

**GOAL One - Action Two:** Identify and implement opportunities for shared services that reduce costs to clubs and assist clubs to achieve their Actions

We have explored numerous avenues to share services and reduce costs for clubs. Our target was to identify and resource shared services required and the measure was 5 shared services in 5 years.

The most successful shared service to date is the introduction of the Apex Insurance Club Scheme. Apex Insurance is able to offer reduced insurance premiums to clubs and at the same time provide sponsorship back to Squash Auckland to use for club development initiatives. This Scheme is still available to clubs and has significantly reduced club premiums and/or ensured better insurance cover is provided. Eight clubs (BB, EE, FR, MR, NS, PK, RO and TT) are now insured with Apex with another club (HB) looking likely before the end of the year.

Auditing costs were investigated. The information provided by clubs highlighted that the quality, and hence cost, of club audits varied significantly. Being unable to gauge the quality of the audit we were unable to negotiate a reduced cost, especially when some clubs paid no audit fees, leaving us with very little bargaining power! With that being said, Squash Auckland uses Hayes Knight Auditors and recommends them to any club wishing to undertake a quality audit; Hayes Knight charge between \$2,000 - \$3,000 per club

(depending on the volume of work required and the number of areas of potential financial risk that the club is operating)

Sky TV negotiations were unsuccessful; while many clubs have Sky TV there are no other significant suppliers in the market to compete with so Sky TV were not willing to negotiate.

Shared services are not always financial nor do they necessarily have a direct financial benefit. However we worked hard to 'share' services where possible and/or reduce administration pressure on clubs. We have done this by producing a template Club Office policy/procedure manual which was made available to clubs in September 2009. A template Club Finance Manual (complete with policies for all finance-related matters inclusive of delegation and authority) was also completed and supplied to clubs in October 2009. We have confirmed the assistance of Sport Auckland to work towards providing clubs with an operation manual inclusive of best practice policies and procedures for running a bar and the contractual & IRD requirements for managing human resources. We are hoping to supply these policy/procedure manuals to clubs towards the end of the year.

All manuals supplied are editable by club committees to ensure they are relevant to the club; one size does not always fit all.

Having made a significant investment in increasing the number of qualified coaches in the region, the next step was to ensure that they were employed in coaching work, either at their own clubs or in some other capacity. To achieve this, a number of coaches were offered the opportunity to conduct coaching programmes at clubs other than their own. Our preference is always to have Coaches coach at their own Club but this was not always possible. It is pleasing to note that a significant number were prepared to offer their services to Squash Auckland and affiliated clubs to ensure that programmes were able to go ahead.

Squash Auckland thanks those club coaches who made themselves available to coach at various squash facilities, clubs and schools across the region. Often this was done in addition to the work they were doing at their own club. Due to their efforts Squash Auckland was able to meet its objective of raising the profile of the game by delivering a quality squash experience to hundreds of people who may not have otherwise had an opportunity to play.

The Squash Auckland PA system is available for clubs at no charge. Additionally clubs have been asked about the databases they use for their accounts, security/access & communication and a separate enquiry was undertaken to look at costs associated with club cleaners. While no suppliers were approached, these reviews enabled clubs to compare themselves with other clubs and investigate better options if necessary.

**GOAL Two – Action One:** Determine quality and structure of facilities required for the future delivery of Squash in the region

A report with recommendations highlighting facility options has been prepared and was made available to clubs in November 2009. The rationale behind the report was to evaluate and prioritise key facility issues that would enable Squash Auckland to assist clubs to address the common issues they face. The recommendations have been incorporated into the 2010 business plan.

The Squash Auckland website contains facility management and maintenance resources inclusive of a checklist for facility needs and a tool that assists clubs to 'age' facilities over time thus enabling future maintenance requirements to be budgeted for.

Squash Auckland staff have worked with the 7 local authorities (councils) over the past couple of years in varying capacity. Work in this area needs to be continued and prioritised for the benefit of all facilities and to ensure funding opportunities are not missed and squash clubs are included in council LTCCP plans. Squash Auckland will also be working with Sport Auckland, the RST Alliance and ARPASS to ensure that squash is well represented in Super City planning.

**GOAL Two - Action Two:** Assist Clubs to plan for the future development of facilities

When the Strategic Plan was written, facility planning was a significant priority and therefore the action derived from the goal above was to assist five clubs per year with long-term facility plans. In 2008 (year one of the Strategic Plan implementation) we also had a goal to assist clubs with Strategic Planning. It was evident that facilities would always be a goal in each club's strategic plan and therefore the decision was made to delay long term facility plans and concentrate efforts on club strategic planning first.

**GOAL Three - Action One:** Provide training and support to club people

The provision of training and support to club people is a large goal and one that encompasses the different staff and volunteers involved in managing a club.

Squash Auckland's goal was to ensure that the training opportunities offered were utilised by more than 70% of clubs. This was a large target and while individual training sessions never had that level of attendance, collectively 25 of our 28 clubs (89%) accessed one or more of the opportunities made available.

The various training opportunities offered annually for clubs and players include a statistician workshop, Club Development Day, Referee nights, research presentations and various coaching courses.

The Squash Auckland Coach Development Framework was designed and implemented in 2008. The framework included the provision of support to coaches to attend level 1 and level 2 coach courses, the Introduction of a Coach Apprentice Scheme, a "Mums on Court" coach recruitment and qualification strategy and a Mini Squash Coaching award. The framework also included the publishing of a bi-monthly coach's newsletter and delivery of a coach development day/weekend. The implementation of the full framework will occur in the next 2 years.

Having made a strategic decision to disestablish the role of a full-time District Coach in August 2007, Squash Auckland invested in a Club Development Manager whose role (in part) was to provide coach education opportunities and to increase the number of active & qualified coaches across the region. Since February 2008 Squash

Auckland has delivered four level 1 coaching courses. 57 aspiring coaches have attended one of these courses. Of those that have attended 15 (26%) people have become a qualified level 1 coach. With two assessment days scheduled for November this year it is anticipated that the number of qualified coaches will increase by 12-15.

Congratulations to the following clubs who now have qualified level 1 coaches;

Belmont Park 1, Devonport 1, Eden Epsom 1, Franklin 1, Herne Bay 1, Howick 1, Manurewa 1, North Shore 1, Panmure 2, Royal Oak 2, Te Papapa 1, Titirangi 1, Weymouth 1.

During this period 5 coaches passed their level 2 coaching assessment. Congratulations to the following new level 2 coaches: Mark Waldin, North Shore; Ricardo Stanley, Papakura; Manu Yam, Belmont Park; Nelson Palmer, Warkworth and Chris Lloyd, Herne Bay.

A significant amount of Squash Auckland resource was spent working with the Henderson Squash Club in 2009. Finance and accounting work was undertaken to assist the club with debt recovery and improving the clubs' finance systems. Additional support was provided by assisting with the recruitment and induction of the new Club Manager and work is ongoing with policy formation and mentoring of the new Manager.

**GOAL Three - Action Two:** Ensure Clubs address the Strategic issues they face

Squash Auckland's goal was to assist 5 clubs annually to develop a strategic plan. A consultant was employed in 2009 to assist club committees with Strategic Planning with the majority of guidance and support in this area being provided to clubs on an individual basis. The 8 clubs who have done work in this area are BB, FR, HD, MR, NS, PM, RO and TT.

A lot of assistance has been provided to clubs to assist with the formulation of future planning and numerous tools and resources have been placed on the website. Unfortunately, despite all the time and effort invested in this initiative, few clubs to date have completed the process and prepared a strategic plan. For Squash Auckland this is a disappointing outcome. Without a clearly defined direction and written plan, clubs face the risk of reacting to crisis instead of proactively managing their future. Having a long-term plan in place enables organisations to be responsive to change by forcing them to constantly analyse their performance and to make a conscious effort to study what is happening in the world outside their club and to see what trends are likely to impact on their viability. It is hoped that over the next 12 months more clubs will recognise the value of formulating a sound long-term plan and will work with Squash Auckland to complete one. Strategic plans are increasingly important especially when applying for funding from gaming trusts. We hope that clubs recognise and act on our recommendation to complete a club strategic plan.

Additionally Squash Auckland has worked with the North Shore Squash Club to identify the need for governance change and provide assistance with the review of the clubs' constitution. It was very pleasing to see the new board voted in at a Special General Meeting in September 2009.

Constitution reviews can be daunting, however it is worthwhile going through the process to ensure club rules are updated and relevant regardless of whether the club decides to move to a board of governance or remain under committee management. It is generally good practice to have a board of governance where paid staff are employed and in general is an enabler to goal setting, future thinking and performance management. It is Squash Auckland's recommendation that clubs consider a shift to a board of governance and/or, at the very least, review their constitution.

Squash Auckland was due to complete a 360 stakeholder review of the organisations performance in this financial year however this has not yet been completed. It is envisioned that this will be undertaken in December this year or early 2010.

**GOAL Four - Action One:** Ensure players have access to relevant competitions.

Squash Auckland has worked hard to ensure competitions are effectively administered in the greater Auckland region.

Over the years Squash Auckland has struggled to find a suitable competition format for junior graded players in the region. Problems caused by a lack of depth in the various grades, travel, timing, and mismatches have all plagued previous incarnations of a junior interclub competition. The result has been that juniors have been left with few opportunities to play regular competitive matches against players of their own age and skill level. This often means that they are forced to play in the senior interclub competition. This is not always the best solution for many of our younger junior players. To overcome this Squash Auckland has been encouraging clubs to register teams in a regional J grade interclub competition named JETS. (Junior Emerging Teams Series). Played on a Sunday morning and involving teams from clubs in the Northern, Southern, and Central/Western areas of Auckland, the competition currently involves J grade players from 12 clubs.

What started as a small interclub competition between two clubs (Devonport and Belmont Park which involved 6 teams and approximately 36 players) has now grown to incorporate 25 teams and 145 players split across three regions of the Auckland District. The number of players participating now represents 37% of the total Auckland District J graders on the Squash NZ grading list. This is 40% of the J grade boys and 27% of the J grade girls.

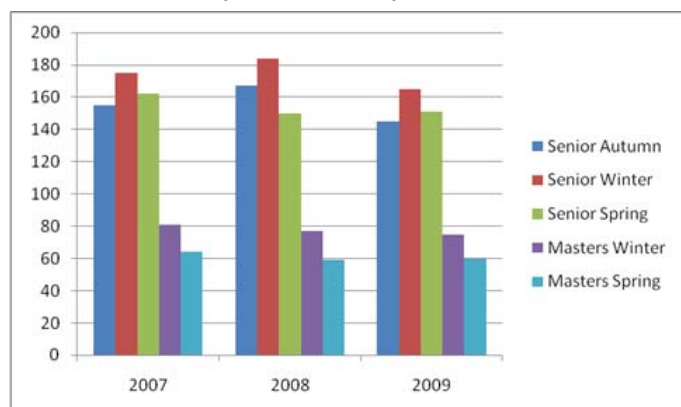
Given the success of the JETS series it was decided to pilot a similar competition for F grade players in the district. Currently 7 junior F grade players from 3 clubs in the southern region are playing a round-robin competition. This F grade competition runs alongside the existing JETS competition where players play at the same venue and time as their J grade compatriots. Depending on the success of the pilot it is hoped to be able to offer the same opportunity to F grade juniors in the other participating JETS clubs. Squash Auckland acknowledges Paul Cornish from the Devonport Squash Club - JETS was his brainchild and with his assistance Squash Auckland was able to develop this initiative across the region.

The coordination of the tournament calendar is always tough but tournament statistics show that in most cases entry numbers are good. Each year the calendar is coordinated on behalf of Squash NZ and in most instances clubs seem to be happy with the timing and allocation of tournaments.

In November each year an Interclub meeting is held to review the by-laws and determine the structure for the following season. All clubs are invited to send a representative but the meeting is traditionally poorly attended. It seems that, in the main, the rules and format of each of the 5 Interclub seasons is adequately meeting the needs of the players.

Over the past 3 years (2006-2008), 637 Interclub teams were entered annually. In 2009 the total number of interclub teams declined to 596 teams, a 6% decrease. The number of teams in each competition i.e. autumn or winter has fluctuated slightly over the past 3 years but remained constant overall until 2009 where the master's team entries and senior spring entries remained stable but the senior autumn and senior winter numbers declined. It is difficult to ascertain the reason for the decline. There has been a slight decrease in club membership as reported in club membership returns (see page 18 for membership statistics) but the decrease is not significant enough (a total 69 members in Greater Auckland between 2008 and 2009) to reflect this change. The decline could be a result of changing lifestyles or it may be a result of the point-a-rally scoring trial in October 2008. Apathy from individual players and/or clubs in getting entries in on time and/or the promotion of Interclub may be a contributing factor.

#### Interclub statistics (team numbers)



There was strong interest in the Super Champs competition again in 2009 with 41 mens and 25 womens teams entered. Of particular note, the total number of womens teams entered increased by 25% from 2008. Total team entries have remained relatively static from 2007 – 2009. The number of teams (mens and womens) entered were 63, 63 and 66 respectively. This year a promotion was held to stimulate interest in the F grade competition. Entries for F grade have been low in recent years and the entry fee for this grade was waived in an effort to attract and introduce new players to the Super Champs competition. Total entries for the F grade division increased by 100% to a total of 8 teams, compared to only 4 team entries in 2008.

The greatest piece of work in the competition area was the review undertaken by an independent researcher in August/September 2009. The review was administered as an online survey and enabled Squash Auckland to consult with club people to showcase options for future competitions and test capacity and capability for running current competitions at club, Squash Auckland and Squash New Zealand level.

Sitting alongside the online club member survey was the casual player survey which was a paper based survey administered in Recreation Centres.

514 club players responded to the survey, 29 Club administrators/managers responded and 53 casual recreation centre players responded and the results were made available on the competitions page of the Squash Auckland website in November.

The results from the competition review do not show any significant error in the format, timing or administration of interclub so does not provide us with any adequate reference points for the 6% decline in entries this year.

The casual player surveys (completed by 53 Recreation centre players) highlighted some solid perceptions about squash, topping the list of perceptions is that squash is a fun & flexible sport that can be played anytime/any weather and that it is social and has a lot of action and excitement. Interestingly 68% of casual players believe that courts can be easily located and only 7% of casual players believe squash is a time consuming sport.

82% of those surveyed indicated that they would consider playing in organised competition with people of the same ability. The second highest reason (68% of respondents) why casual players don't take part in organised competition is because they don't know anything about them and respondents indicated that the two most important aspect of organised competition would be that coaching is available and that the competition is not too expensive. It is also important that the competition is held on a weeknight rather than a weekend. Casual players are keen to have access to an online booking service and a 6 week coaching programme for beginners.

The survey undertaken with club squash players also highlighted some interesting thoughts.

The club player survey was segmented into club, Squash Auckland and Squash NZ sections.

In most areas club competitions are rated relatively positively, results indicated that clubs successfully have a friendly and social atmosphere. Promotion of club competitions and the standard of refereeing received the lowest ratings.

Overall most players rated club competitions very good or excellent with the exception of inter-club which scored poorly (this is in-house interclub, not interclub organised by Squash Auckland).

When distinguishing between different types of players (i.e. grades, gender or age) the ratings for club competitions were remarkably consistent, again highlighting that clubs cater for different players effectively.

75% of those who completed the survey have taken part in Squash Auckland's competitions over the past 12 months. Squash Auckland's competitions are; Interclub, Superchamps, Auckland Open & Graded Champs and the Auckland Masters & Junior Open.

Squash Auckland's tournaments are hosted by clubs and received similar feedback to the club competitions outlined above. However Squash Auckland received poor feedback about both the variety of competitions organised and the promotion and development squash through the competition programme.

In the survey percentage ratings were given based on the number of respondents that rated the event very good or excellent. Overall ratings for Squash Auckland's competitions were as follows: Auckland Masters Open 79%, Masters Interclub 70%, Auckland Open & Graded Champs 63%, Superchamps 59% and Senior Interclub 58%.

Squash Auckland's results showed that masters, female and D grade players rated Squash Auckland's competitions less positively than other types of players.

The timing and venues of Squash Auckland's competitions was generally positive.

We asked if senior Interclub should be played on 1 night rather than 2 and 78% of players were unhappy with this suggestion.

We took the opportunity in the review to table ideas for future competitions. The most popular future option was the introduction of a district team's event competition where both genders and all grades played in the same team; the second most popular was a coaching squad weekend for adults. The least popular option was a reduction in the number of club tournaments (60% negative).

Only 15% of survey respondents took part in Squash NZ competitions over the past year and most of those took part in the National Superchamps competition, this lower response rate was not a surprise as most of Squash NZ's events cater for high performance players and these players make up a lower percentage of the squash playing population.

Once again the results highlighted that Squash NZ's events, which are hosted by clubs were rated similarly to both Squash Auckland's and individual club events in that most areas rated very good or excellent but the standard of refereeing was not well rated.

Squash NZ's National Club Championships (Cousin Shield/Mitchell Cup) was the highest rated event followed by the North Island Championships then the Superchamps national finals.

Respondents rated the variety of competitions offered by Squash NZ as fair (52%), however rated the promotion and development of squash through the competition programme poorly (37%).

50% of respondents like the idea of introducing a national team event competition similar to Superchamps but where both genders and all grades are represented in each team and 37% of respondents thought that an extended competition season (January to November) was a good idea.

Most importantly 58% of respondents thought that the introduction of point a rally (PAR) scoring was not appropriate.

78% of respondents want a centralised website for all tournaments in NZ, a website where any player can enter a tournament (anywhere) and pay the entry fee online.

66% liked the idea of having an online 'find a player' service so that they can find an opponent and 49% want an online service to find local courts if their own clubs courts were full.

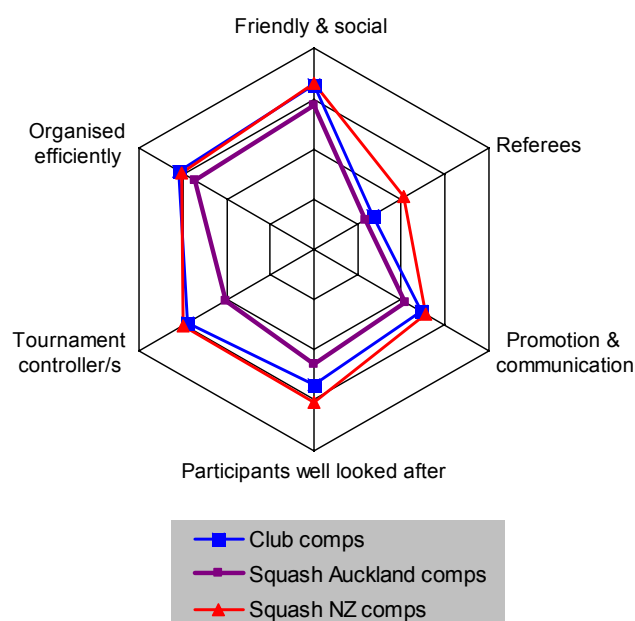
25 Club Administrators who are involved in running competitions were asked to complete the survey to see if administrator's responses differ from those of the players.

Administrators overall ratings for club competitions were relatively weak which is a direct contrast to how players rated club competitions. They also rated the variety and promotion of club tournaments as poor.

Additionally the administrators also rated Squash Auckland's and Squash NZ's competitions as fair or poor in most areas including variety offered and promotion of the events.

Administrator's responses to the timing and venues for Squash Auckland's competitions scored similarly to player responses and were generally positive.

A very unpopular response (92% negative) was received to the suggestion of the introduction of the point a rally (PAR) scoring system which was higher than the club player response of 58%. Overall administrators were not as positive as players about competitions and future options.



We are very grateful to those clubs that have put their hand up to host on behalf of Squash Auckland. The time and energy required to run an event is significant. Each year in November hosting forms are sent to clubs and all clubs have the opportunity to put their name forward to host. The events available for hosting are the Auckland Open & Graded Champs, Auckland Junior & Masters Opens and District Super Champs.

The Squash Excellence Awards Dinner is a celebration of outstanding achievement, performance and service and is held in October each year. The past 3 years have seen over 100 tickets sold to each awards dinner and it is hoped that the tradition of celebrating success in squash across the region will continue.

**GOAL Four - Action Two:** Engage Squash New Zealand to ensure innovative competition is developed and administration streamlined.

The major target here was to provide recommendations to Squash NZ for future competitions & effective competition administration. The competition review was funded by Squash NZ and included their current competitions. The findings have been provided to Squash NZ.

We hope that the new IT platform currently being developed by Squash NZ will remove their requirement to have competition administration paper-based. This includes SEM returns, membership returns, statistician requirements and event entries.

Work in this area could have been undertaken by Squash Auckland and was considered in the shared services business case, however the cost of developing new software and associated applications is high and it was believed that these should be national body initiatives.

**GOAL Five - Action One:** Assist clubs to increase and retain membership

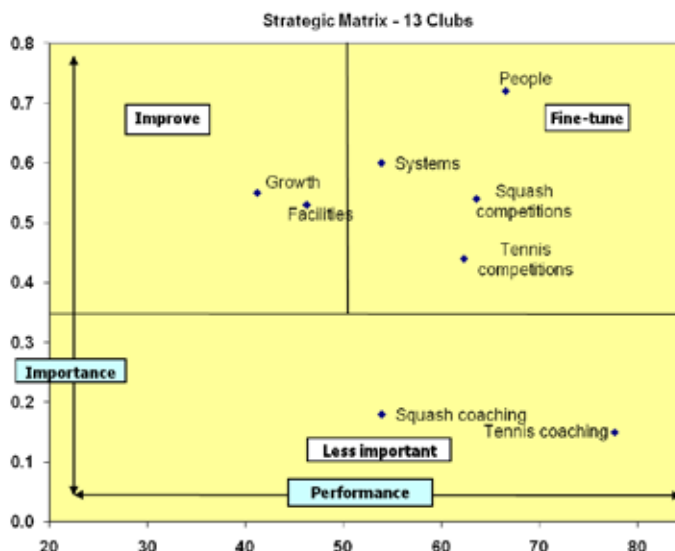
In 2008 Squash Auckland engaged a researcher to assist with assessing current & future member's profiles. This assessment took the shape of an online survey and was implemented in 13 clubs (BB, DV, FR, HD, HB, HW, MR, NS, PM, PK, RM, RO and TT). Club members were asked to provide feedback on their level of satisfaction as a club member under the core business areas; systems, competitions, growth, facilities and people (numerous questions were asked under each area).

Squash Auckland included tennis questions in the club survey as the goal was to assist clubs to review and develop all aspects of the club and in some clubs this included tennis operations.

The 13 club strategic matrix illustrated on the right highlights the correlation between overall member satisfaction (y axis) and percentage of members who rated the business area as very good or excellent (x axis). On the top right hand side of the quadrant are the areas that members said require fine tuning. How well the club is performing in these areas is highly correlated to members' satisfaction however clubs do perform relatively well in these areas.

The top left hand side of the quadrant highlights that the areas of growth and facilities are highly correlated to member satisfaction (y axis) but clubs are not performing well in these areas (x axis score is low).

Those areas in the bottom half of the matrix (squash and tennis coaching) are less important as they did not have a high correlation score. i.e. if the club did these poorly it would seem that it would not have had a significant impact on member satisfaction.



NB: the quadrant and explanation above is for the 13 club average, individual club results varied.

Clubs were provided with both qualitative and quantitative results and a report outlining recommendations and an action plan. In 2010 Squash Auckland plans to assist clubs to ensure that the recommendations are actioned or planned for and that clubs have the opportunity to assist each other to address any areas of weakness and share their areas of strength.

During the year a review of the squash membership statistics revealed that males out-number females in our sport 7 to 3. Equally disturbing was the fact that a greater percentage of females exit the sport every year. The implications of this female flight trend are already being felt in areas such as interclub and tournaments where a number of clubs are struggling to attract competitive female players to participate. In November 2008 a programme to attract adult women to the game was piloted. Called "Women in Squash", the programme offered women the opportunity to participate in six, weekly, one hour, group coaching sessions at their local club or user-pays facility. The goal was to introduce adult women to the sport of squash in a low-key, fun, female-friendly environment which allowed them to learn the fundamental skills of the game at their own pace. From here it was anticipated that they would continue with coaching, join a club or play socially.

After the success of the initial pilot programmes it was decided to offer the programme to all clubs and associated user-pays facilities in the Auckland district. To date 11 clubs have successfully delivered 27 Women in Squash programmes. Belmont Park delivered 6 programmes, Browns Bay 4, Titirangi and Panmure 3, Silverdale, Devonport, Royal Oak, Papakura have delivered 2 programmes and Franklin, Manurewa and Howick have delivered 1.

A total of 270 women have enrolled in a programme, 261 women

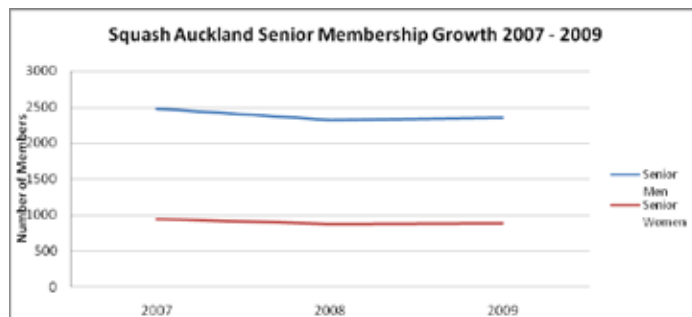
have completed a course. 35 have since become club members and 26 have registered for or attended a second programme. During the year, 3 clubs (BP, MR and RO) ran a women's one-day tournament. This tournament series was designed to provide women who had participated in a Woman in Squash programme the opportunity to experience competitive play. Entries were restricted to a maximum of 32 participants and there were no grading points on offer. Games were restricted to 15 minutes each and scoring was point-a-rally. Over 90 women participated in the three tournaments held between March and June of this year. The feedback from both the host clubs and the women who participated was very positive, suggesting that this was an initiative worth continuing and growing in 2010.

On the back of the successful launch of the Women in Squash programme it was decided to offer a similar programme for prospective beginner squash players, male or female, young or old. The Discovery Squash programme was designed to offer anybody wanting to learn the basic skills and strategy of squash a chance to participate in a 6 week group coaching programme. This programme was launched at the Club Development Day in July and is currently being delivered by the Franklin Squash Club and Lynfield Recreation Centre. Over the coming months Squash Auckland will be working hard to increase the number of participating clubs and centres.

One area that traditionally has not received a great deal of attention in the past is the casual squash market. Research shows that this market is growing at an exponential rate as more and more people opt for the convenience of a casual sports experience. According to SPARC, in its annual sports participation survey, over 100,000 people indicated that they played squash at least once during the last 12 months. With so many people having participated in the game it was considered important to explore ways in which we could engage them in Squash Auckland programmes, events and competitions. To achieve this it was decided to work more closely with user-pays facilities and recreation centres in the region to encourage them to affiliate to Squash Auckland. To date three centres have become Associate members of Squash Auckland, they are: Auckland University, Allan Brewster Recreation Centre, Papatoetoe, and the Lynfield Recreation Centre.

The 2009 year saw a significant turnaround in the district's club membership numbers. Having suffered a loss of 330 club members (7.2%) between 2007 and 2008, the district was able to address this decline significantly in the 2008 – 2009 reporting year to record a loss of only 69 members (1.6%). Significantly, almost 50% of this loss can be attributed to the closure of the Navy Squash courts which were demolished as part of the services renovation of its base facilities.

On the positive side was a turnaround in the number of senior male and female members with increases of 35 and 7 members respectively. This compares favourably with 2008 which saw membership decline by 160 senior men and 73 senior women.



See page 18 for club membership numbers from the 2007 - 2009

**GOAL Five - Action Two:** Determine and implement ways to assist clubs to engage and attract youth

In March 2008 the Board of Squash Auckland received and approved the business case to sell the portable school microcourts. Squash Auckland had 4 microcourts and had contracted a microcourt operator to deliver the courts to primary schools, set them up and provide a day's coaching to the students. Each delivery cost Squash Auckland \$125 (i.e. the cost of delivery was greater than the schools hire costs). It was evident that if Squash Auckland were to continue delivering the microcourts in primary schools we would be significantly reducing a clubs ability to form a relationship with their local schools. (i.e. the students would have their squash experience therefore would not need to go to the club) and that Squash Auckland would be delivering rather than facilitating and that as an organisation Squash Auckland would continue to stretch already limited resources, both financial and human. The microcourt was a form of introducing young people to the game, but was not the most effective way of doing so.

In July 2008 a business case was developed to look at appropriate strategies to get youth participating in squash. The business case recommendations included:

The introduction & delivery of mini-squash and the Squash NZ junior skills programme, the introduction of school holiday programmes, the application of a junior player pathway, the transfer of players from school to club squash and the training and development of people working with youth in squash.

The initiative implemented to replace the microcourt programme was the school – club partnership programme. Throughout 2009 Squash Auckland has invested in a series of partnership programmes designed to provide school pupils with a real squash experience by having them partake in a coaching programme at a local squash club. The programme has proven to be a success! 9 clubs (BB, BP, FR, HB, MM, RB, RO, TT and WA) delivered the programme to a total of 22 schools. Over 700 primary and intermediate aged children participated. Squash Auckland provided support to clubs by funding coaches to run the programmes, supplied equipment inclusive of rackets, balls and gear bags valued at \$1,000 per club (the gear is the club's to keep for continued programme delivery) and partnership with the schools that participated this year or that may participate in the future. Coaching manuals and skills award certificates for the participants was also provided.

To facilitate the delivery of the schools programme to primary and intermediate aged children mini squash was re-introduced. Essentially a modified version of squash, children are introduced to an age-appropriate version of the game by providing them with smaller rackets, bigger and bouncier balls, modified courts, and an emphasis on a games approach to coaching. To help with student learning and to assist the coaches to judge student progress, the children undertook a series of skills tests with awards being provided throughout the course of the programme. Depending on their level of progress children were awarded levels 1, 2 or 3 certificates. Feedback from participants and coaches indicated that this was a very popular initiative. Squash Auckland has done a lot of work on this programme to provide significant resources and value to clubs who run the programme. Currently Panmure and Browns Bay are the only clubs running this programme for junior club members. All clubs in the school-club partnership programme utilised the resources provided.

During the year support was provided to Auckland area intermediate schools to help run squash zone days in their region. In June two zone days were run in the Northern and Eastern regions. In the Northern region 5 schools consisting of 15 teams and over 60 children participated in the one-day event at the North Shore Squash Club. The eventual winner was Northcross Intermediate School. In the Eastern Zone squash day held at the Howick Squash Club, four schools consisting of 9 teams and over 30 players participated. In September this year the Central Zone intermediate schools participated in their zone day at the Royal Oak Racquets Club. 6 schools and 8 team teams were involved. Balmoral Intermediate was the winning school.

A positive spinoff from the school zone days has been an increase in the number of Auckland intermediate schools and players participating in this year's intermediate AIMS games in Tauranga. In 2008 no Auckland schools were represented in the squash competition. This year 17 players representing 4 Auckland schools registered to compete in squash. Next year it is hoped that we will be able to increase this number further.

The Junior High Performance structure has been developed and delivered. In 2008 four 2-hour squads were offered. In 2009 (when new Head Coach Paul Wright was contracted) Squash Auckland increased the support to up and coming junior players by delivering four full-day squads. Many thanks to coaches Chris Lloyd, Mark Waldin, Richard Van Rynbach, Carol Owens, Kaye Jackson, Manu Yam, Aileen Buscke & Ricardo Stanley for assisting in the development of our junior players.

This year Squash Auckland invested in junior high performance players by providing a subsidy towards individual coaching for 11 players. It is unlikely that the subsidy will continue in 2010 due to funding restraints but it was a nice way to recognise individual potential.

At present College Sport run the Secondary School Squash competition. This will continue in the future however the pitfall here is that Squash Auckland has relatively little interaction with both secondary schools and the students aged 13-18 years. In an

effort to overcome this and find out more about this age group, Squash Auckland engaged a researcher to prepare a survey to assist us with testing secondary school student's assumptions & perceptions about squash. The survey was developed and administered between November 2008 and June 2009. The research findings are available on the Squash Auckland website and clubs were invited to a seminar where the findings were presented. The research highlighted that Squash Auckland would be able to develop a single programme/project that would cater for all secondary school students as there was no great disparity in perceptions or attitudes of the students regardless of their age, gender or ethnicity. The research also enabled us to look at those students who currently play squash and those who do not play and cross reference thoughts and perceptions about students preferred sports with what squash can offer. A new initiative from these findings will be implemented in 2010.

During the year Squash Auckland piloted a series of school holiday squash programmes. Due to a lack of public support this initial pilot was not successful. Despite this a number of clubs decided to run their own school holiday programmes. Browns Bay, Belmont Park, Devonport, and Royal Oak all ran their own very successful school holiday programmes throughout the year. It is hoped that in future other clubs will also consider running holiday programmes.

Of concern is the decline in junior numbers, particularly junior girls as reported in club membership returns. Junior boy's membership declined by 28 members in 2009 compared with the loss of 60 junior boys in 2008, while junior girls declined by 83 in 2009 compared with 37 in 2008. In light of this the recruitment and retention of junior members, in particular junior girls, will continue to be a key focus for Squash Auckland in the next 12 months.



See page 18 for club membership numbers from the 2007 - 2009

**GOAL Five - Action Three:** Increase the profile of squash in Greater Auckland

The main target under action 3 is for Squash Auckland to prepare a business case for an Auckland marketing campaign. This target is dated October 2010 hence is included in the 2010 business plan. It would seem that an Auckland based marketing campaign would be redundant if Squash NZ continue to provide resources

for a nationwide campaign, however the details and logistics would be outlined in the business case and presented to the Squash Auckland Board so an informed decision could be made as to whether an Auckland campaign would provide a good return on investment.

**GOAL Five - Action Four:** Engage Squash New Zealand to raise the awareness of squash through marketing

Squash Auckland's target was to lobby Squash NZ to develop a nationwide marketing campaign.

In 2008 Squash NZ launched the first nationwide marketing campaign and 25 Auckland clubs participated. A total of 192 people visited an Auckland club, 31 people joined and the average income per club over the weekend was \$221.19. 11 clubs said that they wanted to hold another event and 8 clubs considered the event was a success for them. Feedback received by Squash Auckland indicated that the timing of the event and quality of the printed materials was satisfactory.

The campaign was funded again in 2009 but the number of clubs participating decreased to 12.

In both 2008 and 2009 Squash NZ provided marketing resources to all clubs that registered to be involved however in both years the delivery of the resources was so late that the opportunity to market the club using the resources provided was lost.

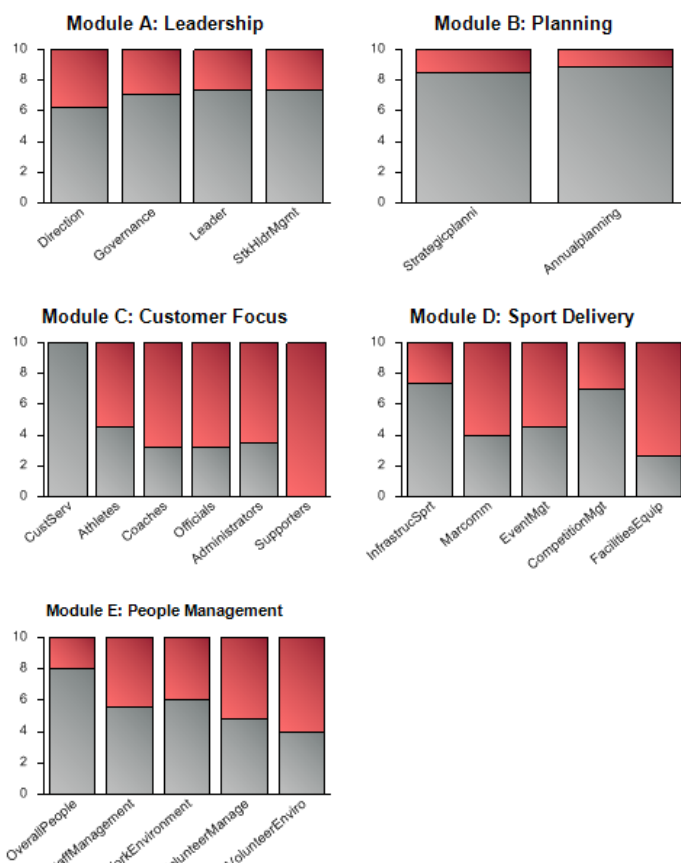
## Squash Auckland Operations

In November 2008 Squash Auckland undertook the SPARC, ARPASS and RST funded Organisational Development Tool (ODT).

The ODT is a self assessment tool that provided us with information about how Squash Auckland as an organisation is performing in various areas.

The key funders of this project (SPARC, ARPASS and RST's) took Squash Auckland through the 2 day assessment, identified key projects and provided resource of \$30,000 to assist with meeting the objectives of the identified projects.

The charts provided to the right are the high level results; each module contained various dimensions/questions that assisted us to evaluate our performance in each area.



**KEY:** The bottom shaded area indicates Squash Auckland's performance against the individual modules assessed. (0 = absent, 10 = outstanding).

The projects identified and resourced for Squash Auckland are outlined below. Project one has been completed, 2 projects are in progress, 1 was postponed and then withdrawn due to Squash NZ's restructure.

Project One – Financial Planning and Accounting Systems

This project involved a contractor supporting Squash Auckland to:

- Complete a financial review of their existing processes and systems
- Create a report (based on the review) to highlight areas that require improvement
- Provide allocated hours of support to help Squash Auckland improve internal financial processes and systems

#### Project Two – Revenue Generation

This project involved a contractor supporting Squash Auckland to:

- Complete a review to determine how successful existing revenue streams are managed
- Provide recommendations on how Squash Auckland can improve the management of existing revenue streams
- Provide an action plan to identify how current revenue streams can be maximised and what new revenue streams can be explored
- Provide allocated hours of support to implement action plan recommendations

#### Project Three: Organisational Development

This project involved a contractor supporting Squash Auckland to:

- Complete a research project with a targeted group of recreation centres to determine why user-pays squash participants are not involved in / affiliated to Squash Auckland club programmes
- Create a report and create an action plan to:
  - Inform Squash Auckland as to why user-pays squash participants are not joining or affiliated to local club programmes
  - Highlight new strategies and programmes to increase club membership
  - Identify how Squash Auckland should partner with recreation centres to create a database of user-pays squash participants

#### Project Four: NSO – RSO Collaboration

This project involved a contractor supporting Squash Auckland to:

- Develop a work plan that highlights how both organisations can work in partnership to:
  - Align organisational objectives and activities
  - Align NSO – RSO reporting objectives
  - Align funding to reporting outcomes

### **Finance**

In 2009 we received increased funding from Auckland City Council from the accommodation support fund (for office rent). In previous years we have received \$550 from council but with the shift to Sport Auckland house in August last year we secured \$8,100 in funding. The move to Sport Auckland house has been successful and the resources and expertise now available to Squash Auckland is hugely valuable.

We have had a successful past 3 years with gaming and sponsorship. Aligning our applications to our Strategic goals has assisted us to deliver on our goals. While the success with funding applications has been very helpful to our organisation, heavy reliance on this form of funding is not sustainable.

From 2007 to 2009, Squash Auckland has achieved consistent surpluses of \$36,296, 18,998, \$18,457 respectively. This is a significant turnaround from 2005 and 2006 deficits of \$38,016 and \$10,429.

We are very lucky that we have so many people volunteering and working for Squash Auckland other than the 3 staff that most people know and see.

A big thank you to Kaye Jackson our District Statistician. Kaye is always professional and extremely diligent in ensuring paperwork is processed on time. Thank you also to Lyndsey Gail, the Squash NZ Statistician for assisting Kaye when timelines were tight.

Karen Hadfield & Dietmar Londer have once again provided valuable time and knowledge by continuing on the Interclub By-Laws committee. Thank you Karen and Dietmar for your time over the years.

Thank you to our selectors and team managers - a huge job that requires significant time and energy. A special thank you to Aileen Buscke who continues to offer her support and expertise to Squash Auckland in the high performance area.

Paul Wright was an exceptional Head Coach this year. Thank you also to all of our other coaches who assisted with both the junior squads and schools coaching.

A special thank you to staff members Steve Hodges and Jason Kay for your work over the past 12 months. Your enthusiasm and motivation to achieve organisational goals has been very much appreciated. It has not always been smooth sailing, nor has it been easy but I truly believe that this year's membership statistics show that we are heading in the right direction.

We are sad to lose our accountant Paula Browning this year but thank her for her contribution over the past 6 years.

Lastly thank you to the Board of Squash Auckland for your time and expertise. Our Board are outstanding contributors to the game of Squash in Auckland and continue to work hard and ask the hard questions to ensure Squash Auckland is doing things right and doing the right things. Thank you for your knowledge, guidance and support.

Trudy Englebreetsen – General Manager  
Steve Hodges – Development Manager  
Jason Kay – Development Officer



*Squash Auckland Staff  
L to R: Steve Hodges, Development Manager, Trudy Englebreetsen, General Manager, Jason Kay, Development Officer.*

## Clubs Membership Returns 2007 - 2009

| CLUBS                      | Senior<br>Men | Senior<br>Women | Junior<br>Men | Junior<br>Women | Senior<br>Men | Senior<br>Women | Junior<br>Men | Junior<br>Women | Senior<br>Men | Senior<br>Women | Junior<br>Men | Junior<br>Women |
|----------------------------|---------------|-----------------|---------------|-----------------|---------------|-----------------|---------------|-----------------|---------------|-----------------|---------------|-----------------|
|                            | 2007          |                 |               |                 | 2008          |                 |               |                 | 2009          |                 |               |                 |
| Auckland Squash Centre     | 9             | 1               | 0             | 0               | 6             | 0               | 0             | 0               | 3             | 0               | 0             | 0               |
| Belmont Park               | 25            | 6               | 30            | 15              | 33            | 9               | 35            | 9               | 40            | 11              | 37            | 10              |
| Browns Bay                 | 189           | 74              | 71            | 38              | 185           | 51              | 72            | 28              | 185           | 56              | 65            | 27              |
| Devonport                  | 48            | 11              | 29            | 16              | 32            | 11              | 36            | 22              | 41            | 10              | 35            | 15              |
| Eden Epsom                 | 145           | 51              | 129           | 62              | 171           | 50              | 87            | 62              | 143           | 45              | 64            | 28              |
| Franklin                   | 99            | 46              | 55            | 18              | 108           | 40              | 43            | 14              | 102           | 36              | 44            | 13              |
| Grammar                    | 25            | 8               | 4             | 0               | -             | -               | -             | -               | -             | -               | -             | -               |
| Henderson                  | 226           | 102             | 54            | 44              | 187           | 80              | 72            | 49              | 152           | 72              | 36            | 15              |
| Herne Bay                  | 146           | 37              | 30            | 13              | 144           | 44              | 46            | 11              | 157           | 51              | 33            | 13              |
| Howick                     | 102           | 23              | 18            | 9               | 108           | 26              | 28            | 17              | 86            | 25              | 14            | 14              |
| Kumeu                      | 38            | 11              | 0             | 0               | 34            | 11              | 1             | 0               | 35            | 5               | 4             | 0               |
| Manurewa                   | 62            | 45              | 15            | 8               | 56            | 39              | 11            | 9               | 56            | 34              | 9             | 8               |
| Maramarua                  | 19            | 11              | 0             | 0               | 16            | 12              | 0             | 0               | 21            | 11              | 5             | 3               |
| North Shore                | 213           | 84              | 22            | 13              | 152           | 71              | 31            | 17              | 167           | 60              | 14            | 9               |
| Panmure                    | 153           | 63              | 32            | 19              | 147           | 60              | 29            | 12              | 152           | 75              | 46            | 14              |
| Papakura                   | 36            | 19              | 12            | 5               | 50            | 29              | 16            | 6               | 55            | 26              | 23            | 6               |
| Red Beach                  | 69            | 30              | 19            | 3               | 64            | 27              | 19            | 12              | 61            | 25              | 27            | 13              |
| Remuera                    | 282           | 116             | 101           | 46              | 227           | 78              | 54            | 26              | 230           | 72              | 54            | 24              |
| RNZAF                      | 26            | 10              | 0             | 0               | 26            | 8               | 0             | 0               | 24            | 12              | 0             | 0               |
| RNZ Navy                   | 31            | 20              | 0             | 1               | 36            | 13              | 2             | 2               | 15            | 5               | 0             | 0               |
| Royal Oak                  | 138           | 32              | 52            | 24              | 119           | 41              | 50            | 20              | 181           | 70              | 71            | 25              |
| Shepherds Park             | 15            | 6               | 0             | 0               | 9             | 5               | 0             | 0               | 3             | 4               | 0             | 0               |
| Silverdale                 | 45            | 13              | 1             | 0               | 28            | 8               | 0             | 0               | 29            | 7               | 1             | 0               |
| Te Kauwhata                | 23            | 7               | 7             | 4               | 28            | 17              | 4             | 2               | 21            | 6               | 3             | 3               |
| Te Papapa                  | 27            | 14              | 0             | 0               | 36            | 12              | 1             | 0               | 39            | 12              | 1             | 0               |
| Titirangi                  | 161           | 47              | 36            | 8               | 172           | 54              | 25            | 8               | 196           | 76              | 34            | 7               |
| Waiuku                     | 42            | 15              | 18            | 14              | 58            | 23              | 20            | 13              | 82            | 30              | 18            | 12              |
| Warkworth                  | 51            | 30              | 40            | 25              | 57            | 42              | 38            | 13              | 53            | 31              | 57            | 12              |
| Weymouth                   | 33            | 13              | 10            | 9               | 29            | 11              | 5             | 5               | 24            | 12              | 2             | 3               |
| <b>SUB TOTALS</b>          | <b>2,478</b>  | <b>945</b>      | <b>785</b>    | <b>394</b>      | <b>2,318</b>  | <b>872</b>      | <b>725</b>    | <b>357</b>      | <b>2,353</b>  | <b>879</b>      | <b>697</b>    | <b>274</b>      |
| <b>TOTAL (all members)</b> | <b>4,602</b>  |                 |               |                 | <b>4,272</b>  |                 |               |                 | <b>4,203</b>  |                 |               |                 |

## Auckland Open & Graded Champs

A large entry pool and the quality of the players involved were one of the features of the Auckland Open. The tournament was held at Remuera Rackets Club where the Mens Open was a Closed Satellite PSA Event.

Top seeded **Shelley Kitchen** was really tested in the womens final by rising New Zealand star Joelle King. The world number 10 was taken to four in the title decider, eventually edging to an 11-7 5-11 11-5 11-9 victory. The standard of squash was very high from both players. However, Shelley still remains the Queen of Squash in NZ. During this event she showed what a quality athlete she is. As well as her commitment to the Womens Open she also played in the Mens A Grade draw and was runner-up in the Open Plate. Before her womens final she had already played two tough matches. She'd won her men's semi final early in the morning and two hours later she was back on court for the plate final. An hour and a half later she was contesting the womens final - a total for the day of 12 sets and not one of them was easy!

Second seeded **Martin Knight** took out the mens title in straight games against fellow NZ Team compatriot Campbell Grayson. The victory was anything but straight forward. The second seed's 11-5 11-8 11-5 triumph took an energy sapping 73 minutes to complete. On the Saturday Campbell had ousted the top seed **Kashif Shuja** in a marathon crowd pleasing 5 setter in the semi finals.

It was rather a unique situation in both the B Finals. Brothers and sisters playing each other, and in each case the older one prevailing. Hamilton's Michael Martin beat Steven 3-0 while the Remuera sisters Elizabeth and Catherine Graham fought out the women's final, Elizabeth also winning in straight games.

|                           |   |
|---------------------------|---|
| <b>Mens Open</b>          | Martin Knight (North Shore) beat Campbell Grayson (Herne Bay) 3-1             |
| <b>Womens Open</b>        | Shelley Kitchen (Kaitaia) beat Joelle King (Hamilton) 3-1                     |
| <b>Mens Reserve Grade</b> | Matiu TeKani McQueen (Waikete Valley) beat Shelley Kitchen (Kaitaia) 3-1      |
| <b>Mens B</b>             | Michael Martin (Hamilton) beat Steve Martin (Hamilton) 3-0                    |
| <b>Womens B</b>           | Elizabeth Graham (Remuera) beat Catherine Graham (Remuera) 3-0                |
| <b>Mens C</b>             | Liam Blain-Caunce (Eden Epsom) beat Jacques van der Heerden (North Shore) 3-0 |
| <b>Womens C</b>           | Shontelle Goodhue (Kamo) beat Anna Fox (Eden Epsom) 3-2                       |
| <b>Mens D</b>             | Ryan Chestnut (Mangakahia) beat Sion Wiggan (Browns Bay) 3-0                  |
| <b>Womens D</b>           | Hayley Hughes (Eden Epsom) beat Vidya Skantha (North Shore) 3-0               |
| <b>Mens E</b>             | Wayne Innes (Royal Oak) beat Thomas Hall (Eden Epsom) 3-0                     |
| <b>Womens E</b>           | Moringa Ashford (Henderson) beat Nicole Manchester (Eden Epsom) 3-2           |
| <b>Mens F</b>             | Zac Thomas (Eden Epsom) beat Sameer Chandnani (Remuera) 3-2                   |
| <b>Womens F</b>           | Chelsea Johnson (Henderson) beat Monique Lees (Remuera) 3-0                   |

Aileen Buscke - Remuera  
**Tournament Director**



*Auckland Open & Graded Champions*

## Masters Nationals Report

The 2009 New Zealand Masters championships were held in conjunction with the Oceania Masters at Whakatane. A rather disappointing 146 were entered in the individuals, with some divisions being quite poorly supported. A working group has been established to look at 'why' in an effort to boost numbers in future years. If any of you have suggestions, please email paddy.martin@xnet.co.nz.

However, despite the low numbers, some fantastic squash was played and watched. Auckland's own world champion, Gary Duberly (40-44) had the appreciative crowd on the edge of their seats with his speed around the court and especially his front court deception, which had his opponent wrong footed on many occasions.

Other Auckland players to shine were: Runners up in their age groups were Jon Cheeseman (35-39), Glenn Hurley (45-49), Kaye Jackson (60-64) and Ian Gunthorp (60-64). Richard van Rynbach finished 3rd (40-44).

### Inter-provincial Teams Event:

The selectors had a tough time this year getting an Auckland team together, with several long time players out with injury (even after the team was named), and work commitments. Many phone calls and emails saw some players come to the fore just a few weeks out from the event. Only 2 team members selected had ever played for Auckland in the past, so it was a very excited and nervous group who headed to the sunny Bay of Plenty. The team was still minus a 50+ woman, and we were lucky to obtain the services of Michel Galloway, a fit and energetic B1 from Tauranga.



*Gary Duberly (right), winner of NZ and Oceania Masters 40-44 age group.*

### Mens Team:

Jon Cheeseman MR (35+), Richard van Rynbach HW (40+), Glenn Hurley PM (45+), Mark Waldin NS (50+), Paul Ferner KM (55+)

### Womens Team:

Eleanor Erihe MR (35+), Bev Hughes EE (40/45+), Lee Keighley HD (40/45+), Michel Galloway (50+), Judith Orr TT (55+)

With only 4 district teams entered, the teams event was held over 2 days instead of the usual 3. Auckland was seeded 3rd, behind the very strong teams from Canterbury and Bay of Plenty.

Tuesday morning Canterbury beat us 7-3. Highlights were our 3 youngest men taking out their matches, and Bev having a huge tussle with a player a grade above her, before going down in 5 games.

Tuesday afternoon saw us bow out to the Bay of Plenty 8-2, with Richard and Judith being our shining lights.

Wednesday was our day for glory, as we dispatched the Waikato team 7-3. The day started with a masterly display from Mark, then Judith was up against well known masters personality Judy Cooper. Judith's determination saw her take out the match in 4 games. What a great start to the tie! Elle had yet another tough B1 to contend with, Jon came up trumps in his match, Glenn won a hard fought 5 setter, as did Michel. Bev had another marathon before losing in 5 to an experienced masters campaigner, and a determined Paul went down fighting in 4 games. Richard triumphed (again) and was ruthless against a player who had beaten him in the individuals, and Lee had a very clinical win at the 40's slot. A great team effort.

I would like to thank all the players for making it a great occasion, and I am sure that the newbies all benefitted from the experience, and would be eager for selection in the future.

I would also like to thank Trudy for her hard work in getting funding towards travel, accommodation and outfits, making the trip affordable for our players. The effort is appreciated by us all.

Paddy Martin  
**Manager**

## Senior Nationals Report

The Auckland teams experienced another great National Championship, both in the Individuals and Teams Events.

**Kashif Shuja** (Remuera) retained his Men's title (his 5th in 6 years) while **Jaclyn Hawkes** (Remuera) won the Women's title for the first time.

The Men's final was an all Remuera affair. **Kashif Shuja** faced the former top NZ player **George Crosby** who was playing his first National championship since returning home after several years abroad.

George was seeded 7th and caused a major upset in beating second seeded Josh Greenfield from Central in the quarter finals then comfortably accounting for Oliver Johnstone in the semis. However his great run came to a halt in the final when Kashif Shuja, top seed, gave his best display of squash all season. He came out guns a blazing in the first, winning 11-0, and was 4-0 up before George won a point. The final score was 11-0 11-8 11-9.

It was disappointing for Kashif that his two main rivals **Martin Knight** (North Shore) and **Campbell Grayson** (Herne Bay) were not in the draw. The pair were committed to play in the qualifying matches for the Worlds in September. The dates for that event had been changed only a few weeks earlier and their absence was due to circumstances beyond their control.

**Alex Grayson** (Remuera) also had a great tournament. He beat former NZ Junior Champion Evan Williams in the quarter finals but lost to Kashif in the semis. Alex's win against Evan virtually secured his 4th spot in the NZ Men's Team to the World Champs in Denmark last September. Alex finished in 3rd place in the individuals.

The Women's event was without titleholder **Shelley Kitchen** for the first time in more than a decade. The week before at the NZ Open in Mt Maunganui Shelley announced that she is expecting a baby next February which left the door open for a new champion.

Remuera's **Jaclyn Hawkes** took over the number one slot in the draw with Hamilton's **Joelle King** as second seed. As expected, both girls reached the final and many of the critics favoured the fast improving Joelle King to continue her dream run. She had recently won the Australian Open, plus recorded a huge win in the NZ Open the week before against World Ranked No.3 Rachel Grinham. What the critics had overlooked however was the tremendous tenacity and determination of the number one seed and World Ranked No.14 **Jaclyn Hawkes**. Jaclyn lost the first set 11-9 but from then on she steadily took control after some long, tense rallies. She fought doggedly, picking up shots that looked like winners with her great reach. Her length was deep and amazingly tight. As the game progressed Jaclyn's error rate became non-existent! In fact in the last 2 sets she made only 1 unforced error. In the end her win was convincing. She won in four sets – 9-11, 11-8 11-6 11-5.

Other Auckland players to perform well included **Lana Harrison** (Remuera), the top junior who led the NZ Junior Women's Team to the World Champs in India in July and reached the quarter finals before losing to former National Champion Tamsyn Leevey in four sets. Lana went on to win the Classic Plate and finished in 5th place. **Rachel McLeod** (North Shore) lost her second round to eventual winner Jaclyn Hawkes but did well to win the special plate while **Jackie Laurenson** (Remuera) also reached the quarter finals, then lost her first round of the Classic Plate.



*Auckland Womens Team*

*L to R: Sarah Agi (RB), Racheal McLeod (NS), Lana Harrison (RM), Jackie Laurenson (RM)*

*Absent: Holly Donnelly (RM) and Aileen Buscke (Manager)*

## Inter-District Teams Event

The Teams Event is always a keenly-fought contest particularly in Men's. In the last 7 years the Teams final has been a battle between Auckland and Wellington with our opponents having 4 titles to our 3. This year the rivalry continued and the team was keen to even that score. As expected the final was another Auckland-Wellington showdown! In the first match **Lance Beddoes** (Henderson) had a tough task against former top liner Cory Love losing 11-7 11-5 11-3. **Andre Wagenaar** (Panmure) was next on and in winning levelled the team scores to 1-all. Although Andre's win was in straight sets the first game went to 19-17! It was then over to our champion **Kashif Shuja** to set the scene for victory against Evan Williams. A slow start saw him battle to win the first set 14-12 but, from then on he was never in doubt finishing off the next two sets 11-5 11-4. The all-important 4th match was between our reliable **Alex Grayson** and the very experienced and top team player Shane Johnstone. It was an action packed finale with long rallies, a number of lets and added to the mix some drama as well. Alex was unintentionally hit by Shane in the middle stages and because it was a nose bleed it took him off court for nearly an hour. Being the true professional that he is, Alex knew he couldn't afford to go back on court unless he was sure the bleeding had settled. The team result was very close and had he returned to the court prematurely he could well have been forced to forfeit the match. This would have meant a win to Wellington. However, it wasn't to be. Alex, who belies his years, kept his cool and won a courageous and exciting encounter 9-11, 11-7, 11-4, 7-11, 14-12.

Results were:

**Kashif Shuja** beat Evan Williams 14-12, 11-5, 11-4

**Alex Grayson** beat Shane Johnstone 9-11, 11-7, 11-4, 7-11, 14-12

**Andre Wagenaar** beat Michael Pittams 19-17, 11-4, 11-6

**Lance Beddoes** lost to Corey Love 11-7, 11-5, 11-3

## Auckland won 3 matches to 1.

The Women's team lost to Wellington – on a count-back on sets in the semi finals and went on to beat BOP 4-0 for 3rd place. Wellington then lost by a set to Waikato which showed the closeness of the top three teams.

## Mens Team

Kashif Shuja, Alex Grayson, Andre Wagenaar and Lance Beddoes.

## Womens Team

Lana Harrison, Jackie Laurenson, Rachel McLeod, Sarah Agi and Holly Donnelly.

Palmerston North's organisation was once again exceptional and the teams all enjoyed their time at the Club. The teams were a very happy group and very supportive of each other. It was my pleasure, yet again, to be associated with them this year.

Aileen Buscke

**Team Manager**



*Auckland Senior Mens Team*

*L to R: Lance Beddoes (HD), Alex Grayson (RM), Aileen Buscke (Manager), Kashif Shuja (RM) & Andre Wagenaar (PM).*

## Junior Nationals Report

Once again our juniors performed extremely well at this year's Nationals. **Lui Syder** (Eden Epsom) and **Lance Beddoes** (Henderson) were impressive in winning the Under 19 and 17 titles respectively in the boys while **Lana Harrison** (Remuera) was too strong in the Under 19 girls; **Abbie Palmer** (Warkworth), a class above in the Girls under 13 as was **Anna Hughes** (Eden Epsom) in the Girls Under 11. The Auckland Junior Girls won the Teams Title while the Boys' Team were runners-up. However Auckland once again won the Gifford Cup for the best combined overall performance.

For Lui Syder and Lana Harrison it was their last year in the juniors and their wins capped off good seasons for them both. Lui overcame a strong challenge from the much improved Paul Coll from Christchurch (who was later awarded NZ Most Improved Trophy) in the final to win 12-10, 11-8, 4-11 11-6. Lana also had to produce her best squash to beat a determined Amanda Landers-Murphy from Central. Lana came from behind to win 9-11, 11-2, 12-10, 11-7.

Both Lui and Lana are talented players who have already made their mark in senior competition. We look forward to watching their progress through the senior ranks and hopefully senior national representation in years to come.

Other national efforts worthy of note were:

\*Georgina Shelton-Agar (Remuera), who has just gone up to A2 won the Girls Under 19 Special Plate beating fellow team mate Crystal Tahata (Manurewa) in five.

\* Eden Epsom players had a good tournament. Jessica Lepper finished 3rd in the Under 15 Girls while sister Rhonda won the Special Plate. Younger brother Anthony finished 3rd in the Under 11 Boys. Anna Fox won the Girls Under 19 Classic Plate.

\* North Shore's Josh McHugh was runner-up to Northland's Tate Matson in the Classic Plate.

In the Teams Events Auckland were dominant in the Girls. The team dropped only two matches in the entire event and downed Central 3-1 in the final. It was tougher for the boys. In the absence of Lui Syder they did well to make the finals after a good win in the semis against Central. They lost to Canterbury 3-1 in the final.

Auckland Teams were:

Boys – **Lance Beddoes, Josh McHugh, Michael Blanchard, Nathan Gunn and Bradley Robinson**

Girls – **Lana Harrison, Crystal Tahata, Georgina Shelton-Agar, Catherine Graham and Taylor Flavell.**

**Finals Team Results** were as follows:

Auckland Names First:

### Boys' Final

**Lance Beddoes** lost to Ed Dromgool 11-9 11-9 11-7

**Josh McHugh** lost to Paul Coll 11-7 11-7 11-6

**Michael Blanchard** lost to 11-7 11-8 11-5

**Bradley Robinson** beat Andrew Ellis 7-11, 11-5 4-11, 11-3 15-13

### Girls' Final

**Lana Harrison** beat Amanda Landers-Murphy 11-3 11-7 11-6

**Crystal Tahata** lost to Danielle Fourie 5-11 7-11 6-11

**Georgina Shelton-Agar** beat Charvae McLean-Woon 11-3 11-6 11-1

**Catherine Graham** beat Brooke Dexter 11-4 11-8 6-11 11-9

Auckland players named in the World Junior 2010 Squad were:

**Lance Beddoes** and **Josh McHugh.**

North Shore's organisation of the Junior Nationals was first class. There was a huge entry but it did not deter the controllers. Well done to the McHugh family and their assistants.

The Junior Teams were a delight to work with. Special thanks to **Paul Wright** for his dedication to the Boy's Team and also to **Pat McHugh** for his support.

Aileen Buscke  
**Manager**



*Auckland Junior Girls Team (National Champions)  
L to R: Lana Harrison (RM), Taylor Flavell (RM), Georgina Shelton-Agar (RM), Catherine Graham, Aileen Buscke (Manager) & Crystal Tahata (MR).*



*Auckland Junior Boys Team  
L to R: Michael Blanchard (TT), Lance Beddoes (HD), Bradley Robinson (FM), Paul Wright (Coach), Nathan Gunn (EE), Josh McHugh (NS).*

## Auckland Junior Squads

It has been a pleasure to be the head coach for the Auckland regional junior squads for the 09 season, for more than one reason. Firstly it has been made so much easier to run with the very professional help of Trudy in the Squash Auckland office. All invitations, venue bookings, coach coordination and just general communication has been first class. Secondly I have had a very committed team of coaches working with me. I thank both Mark Waldin and Chris Lloyd for stepping up and being assistant coaches for the U15/13 and U17/19 respectively. My thanks must also go out to two coaches (who won the Squash Auckland Coach of the year awards) - Ricardo Stanley (2007) and Manu Yam (2008) whose hard work and enthusiasm certainly was appreciated. We had one-off appearances from Richard Van Rynbach, Aileen Buscke, Kaye Jackson (x2) and were honoured to have two times World Women's champion Carol Owens whose style of coaching added to the quality of the Panmure camp. I know that those who attended were delighted to have had Carol coach them. Plus, she rather foolishly offered to write the reports. You are welcome back anytime Carol!

Obviously I must congratulate all the players who came this season as we had some very long hard days on the court and I must say that all who attended worked very well. My only criticism is that a small number did not have the good manners to answer invitations or failed to turn up on the day without informing someone.

I think that there is some awesome potential for the future.

Whilst I am delighted with the first season in its current form I would like to try to raise the bar for future squads. My wish would be that we could have weekly training in four centres (west, central, north and south) for a chosen few and then continue with the four squads just prior to major events. Who knows maybe there is a sponsor out there somewhere?

If I had a tip to pass on to all players who have attended Auckland training it would be to make sure that you have your own personal coach and try to get a lesson every week - provided you are working hard you will be amazed at the progress you can make. Also try to maintain the work over the summer period.

My goal this year was to set a tighter, better structured programme than over the last few seasons and to raise the overall standard of the work done on the squads both by the coaches and the players. I feel that I have a great deal of experience in the coaching field and want to share as much information with others as I can.

Paul Wright  
**Head Coach**



*Auckland Junior Squad Coaches  
L to R Paul Wright, Mark Waldin, Chris Lloyd  
& Manu Yam*

## Secondary School Report

College Sport would like to take this opportunity to say thank you to all the Squash Clubs in the Greater Auckland region for allowing College Squash to play on your courts. Without your courts and co-operation we would have 850-900 students unable to participate in this sport.

This year 153 teams entered into the Auckland Secondary School squash weekly competition. Games started in early May and continued until early August term 3. This year we had 3 new schools join the squash competition. Well done to the new schools.

In the Auckland Secondary School Intercollegiate Squash Teams Champs we had 28 teams enter. It was a full day of intense squash and we now require a third venue to be able to accommodate all teams. Some great squash was played. In Division One we had 7 boys teams and 4 girls teams that both played at North Shore Squash Club. Division Two Boys had 10 teams and they played at the National Squash Centre. The Division Two Girls had 7 teams and they played at Henderson Squash Club.

The winners were:

**Boys Division One:** Auckland Grammar 1st,  
Saint Kentigern College 2nd

**Girls Division One:** Epsom Girls Grammar 1st,  
Baradene College 2nd

**Boys Division Two:** Sacred Heart College 1st,  
Mt Roskill Grammar 2nd

**Girls Division Two:** Orewa College 1st,  
Diocesan School for Girls 2nd

The results at the nationals for the Auckland schools saw Auckland Grammar School come 2nd to Christchurch Boys High and the Epsom Girls Grammar team came 5th

### Premier Final's weekly competition

The Auckland Secondary School Squash Season came to an end with 12 teams entered into Boys Division One, Auckland Grammar 1 Boys 1st, Auckland Grammar 2, 2nd and Mt Albert Grammar 3rd. In the Girls Division One, St Cuthberts College came 1st; Epsom Girls Grammar 1 placed 2nd and 3rd place went to Baradene College.

Other results

**Senior A Boys** 1st Saint Kentigern College  
2nd Auckland Grammar School 1

**Senior B Boys** 1st St Peter's College 1  
2nd Orewa College

**Junior A Boys** 1st Auckland Grammar School 1  
2nd Sacred Heart College

**Junior B Boys** 1st Orewa College 1  
2nd Sacred Heart College

**B Girls** 1st Mt Roskill Grammar School  
2nd Epsom Girls Grammar School 1

**C Girls** 1st Orewa College 1  
2nd Takapuna Grammar School

I would like to take this opportunity to say thank you to all Clubs and Club Managers for their assistance over the Secondary School Season. I would also like to thank all the school team managers for all their work to make sure the season was a success.

Collette Amai

**Sport Manager**



## Auckland Affiliated Clubs Details

|                                 |                                       | No. of Courts |
|---------------------------------|---------------------------------------|---------------|
| Allan Brewster Rec Centre       | Tavern Lane, Papatoetoe Central       | 3             |
| Auckland Squash Centre          | Karaka St, Newton                     | 8             |
| Auckland University Squash Club | 17 Symonds Street, Auckland           | 2             |
| Belmont Park Racquets Club      | 133 Bayswater Ave, Bayswater          | 3             |
| Browns Bay T & SRC              | Freyberg Park, Browns Bay             | 4             |
| Devonport SRC                   | Wairoa Rd, Devonport                  | 3             |
| Eden Epsom T & SRC              | 1 Penrhyn Rd, Mt Eden                 | 5             |
| Franklin SRC                    | Franklin Rd, Pukekohe                 | 4             |
| Henderson SC                    | 63 Buscomb Ave, Henderson             | 6             |
| Herne Bay Ponsonby T & SC       | 10 West End Rd, Herne Bay             | 4             |
| Howick SRC                      | Meadowland Drive, Howick              | 4             |
| Kumeu SC                        | Access Rd, Kumeu                      | 3             |
| Lynfield Rec Centre             | 16 - 18 Griffen Park Road, Mt Roskill | 4             |
| Manurewa SRC                    | Weymouth Rd, Manurewa                 | 5             |
| Maramarua SRC                   | Maramarua Golf Course, Maramarua      | 2             |
| North Shore SRC                 | Shea Tce, Takapuna                    | 7             |
| Panmure SRC                     | Lagoon Dr, Panmure                    | 5             |
| Papakura T & SRC                | Cnr Green & Queen St, Papakura        | 4             |
| Red Beach SL & SRC              | Ngapara Rd, Red Beach                 | 2             |
| Remuera Rackets                 | Dilworth Ave, Remuera                 | 6             |
| Royal Oak RC                    | 116 Symonds St, Royal Oak             | 5             |
| RNZAF SRC                       | RNZAF Base, Whenuapai                 | 2             |
| RNZN SC                         | Naval Base, Queens Pde, Devonport     | 2             |
| Shepherds Park RC               | Cresta Ave, Beach Haven               | 4             |
| Silverdale United SRC           | State Highway 1, Silverdale           | 3             |
| Te Papapa RF & SC               | Fergusson Park, Olea Rd, Onehunga     | 3             |
| Te Kauwhata SRC                 | Mahi Rd, Te Kauwhata                  | 2             |
| Titirangi T & SC                | 1 Ava Ave, Titirangi                  | 5             |
| Waiuku SRC                      | Racecourse Rd, Waiuku                 | 3             |
| Warkworth SRC                   | Shoesmith St, Warkworth               | 2             |
| Weymouth Cosmopolitan Club      | Sykes Rd, Weymouth                    | 4             |

## Awards

### TASS PRINT Squash Excellence Awards 2009

|                               |                               |
|-------------------------------|-------------------------------|
| Most Improved Junior Boy      | Harry Tapsell (RM)            |
| Most Improved Junior Girl     | Hayley Hughes (EE)            |
| Most Improved Male            | Alex Grayson (RM)             |
| Most Improved Female          | Georgina Shelton-Agar (RM)    |
| Team of the Year              | B Grade SuperChamps Team (RM) |
| Referee of the Year           | Heather Findlay (EE)          |
| Coach of the Year             | Carol Owens (EE)              |
| Master of the Year            | Gary Duberly (NS)             |
| Administrator of the Year     | Brett Dennis (RO)             |
| Young Sportsman of the Year   | Alex Grayson (RM)             |
| Young Sportswoman of the Year | Lana Harrison (RM)            |
| Sportsman of the Year         | Campbell Grayson (HB)         |
| Sportswoman of the Year       | Lana Harrison (RM)            |
| Personality of the Year       | Garry Samuels (NS)            |
| Club of the Year              | Royal Oak Racquets Club       |



Remuera Mitchell Cup Team – NZ Champions

### Auckland Open and Graded Championships 2009

|         | Men                       | Women                         |
|---------|---------------------------|-------------------------------|
| Open    | Martin Knight (NS)        | Shelley Kitchen (HB)          |
| B Grade | Michael Martin (Waikato)  | Elizabeth Graham (RM)         |
| C Grade | Liam Blain-Caunce (EE)    | Shontelle Goodhew (Northland) |
| D Grade | Ryan Chestnut (Northland) | Hayley Hughes (EE)            |
| E Grade | Wayne Innes (RO)          | Moranga Ashford (HD)          |
| F Grade | Zac Thomas (EE)           | Chelsea Johnson (HD)          |



Auckland Open Champions – Shelley Kitchen (HB) & Martin Knight.

### Auckland Masters Age Group Championships 2009

|       | Men                 | Women                |
|-------|---------------------|----------------------|
| 35-39 | Damon Lord (DV)     | Eleanor Erihe (MR)   |
| 40-44 | Gary Duberly (NS)   | Sheila Sterling (MR) |
| 45-49 | Glen Hurley (PM)    | Wani Hoyte (RO)      |
| 50-54 | Kevin Smuts (HW)    | Eva Timu (PM)        |
| 55-59 | George Sanders (RM) | Liz Tregidga (HD)    |
| 60-64 | Bruce Mellor (RM)   | Kaye Jackson (WW)    |
| 65+   | Fred Kalman (HD)    |                      |

### Auckland Junior Age Group Championships 2009

|     | Boys                  | Girls                      |
|-----|-----------------------|----------------------------|
| U19 | Josh McHugh (NS)      | Georgina Shelton-Agar (RM) |
| U17 | Bradley Robinson (PM) | Crystal Tahata (MR)        |
| U15 | Brandon Young (BOP)   | Taylor Flavell (RM)        |
| U13 | Leighton Lipsham (HD) | Abbie Palmer (WW)          |
| U11 | Rafa Yam (BP)         | Anna Hughes (EE)           |



Auckland Junior Age Group Champions

### Cousins Shield

Champions: Palmerston North  
 For the second year running Remuera have been beaten in the final.  
 In a very close and competitive final, it went down to the final match  
 before Palmerston North was able to claim a 3-2 victory.

### Mitchell Cup

Champions: Remuera Rackets Club  
 After being beaten in the final last year by North Shore, Remuera have come back with a vengeance beating Hamilton 3-1 in the final.

### Auckland Super Champs – Eliminations

|          | Men        | Women      |
|----------|------------|------------|
| B Grade  | Remuera    | Remuera    |
| B2 Grade | Eden Epsom | No Contest |
| C Grade  | Eden Epsom | Eden Epsom |
| D Grade  | Henderson  | Henderson  |
| E Grade  | Eden Epsom | Eden Epsom |
| F Grade  | Henderson  | Eden Epsom |

### Super Champs National Finals

The Remuera B Grade Men's and Women's teams, Panmure D Grade Women's team, and Eden Epsom F Grade Women's team won their respective National Super Champs Finals.



Jaclyn Hawkes (RM) – NZ Champion

### Auckland Team Placings at the National Super Champs Finals

|         | Men            | Women          |
|---------|----------------|----------------|
| B Grade | Remuera 1st    | Remuera 1st    |
| C Grade | Eden Epsom 4th | Eden Epsom 5th |
| D Grade | Henderson 4th  | Panmure 1st    |
|         |                | Henderson 2nd  |
| E Grade | Eden Epsom 3rd | Eden Epsom 2nd |
| F Grade | Henderson 3rd  | Eden Epsom 1st |



Alex Grayson (RM) NZ & Auckland's most improved player & Kashif Shuja (RM) NZ Champion

### Senior Spring Interclub Pennant Winners – 2008

|     | Men         | Women          |
|-----|-------------|----------------|
| M01 | North Shore | W01 Remuera    |
| M02 | Eden Epsom  | W02 Herne Bay  |
| M03 | Eden Epsom  | W03 Herne Bay  |
| M04 | Browns Bay  | W04 Henderson  |
| M05 | Weymouth    | W05 Waiuku     |
| M06 | Kumeu       | W06 Henderson  |
| M07 | Franklin    | W07 Franklin   |
| M08 | Manurewa    | W08 Eden Epsom |
| M09 | Herne Bay   | W09 Henderson  |
| M10 | Belmont     |                |
| M11 | Remuera     |                |
| M12 | Remuera     |                |
| M13 | Royal Oak   |                |
| M14 | Te Kauwhata |                |
| M15 | Manurewa    |                |
| M16 | Belmont     |                |
| M17 | Maramarua   |                |

### Masters Spring Interclub Pennant Winners – 2008

|      |             |
|------|-------------|
| MS01 | Panmure     |
| MS02 | Remuera     |
| MS03 | Royal Oak   |
| MS04 | Eden Epsom  |
| MS05 | Panmure     |
| MS06 | Browns Bay  |
| MS07 | Eden Epsom  |
| MS08 | North Shore |
| MS09 | Franklin    |
| MS10 | Silverdale  |

### Senior Autumn Interclub Pennant Winners – 2009

| Men |              | Women |             |
|-----|--------------|-------|-------------|
| M01 | Eden Epsom   | W01   | Papakura    |
| M02 | Panmure      | W02   | North Shore |
| M03 | Howick       | W03   | Howick      |
| M04 | Eden Epsom   | W04   | Warkworth   |
| M05 | Herne Bay    | W05   | Eden Epsom  |
| M06 | Kumeu        | W06   | Henderson   |
| M07 | Belmont Park | W07   | Eden Epsom  |
| M08 | Manurewa     | W08   | Eden Epsom  |
| M09 | Herne Bay    |       |             |
| M10 | Remuera      |       |             |
| M11 | Eden Epsom   |       |             |
| M12 | Royal Oak    |       |             |
| M13 | Belmont Park |       |             |
| M14 | Papakura     |       |             |
| M15 | Royal Oak    |       |             |
| M16 | Belmont Park |       |             |
| M17 | Royal Oak    |       |             |

### Senior Winter Interclub Pennant Winners – 2009

| Men |              | Women |             |
|-----|--------------|-------|-------------|
| M01 | Manurewa     | W01   | Papakura    |
| M02 | Browns Bay   | W02   | North Shore |
| M03 | Kumeu        | W03   | Eden Epsom  |
| M04 | Belmont Park | W04   | Warkworth   |
| M05 | Papakura     | W05   | Titirangi   |
| M06 | Franklin     | W06   | Henderson   |
| M07 | Browns Bay   | W07   | Royal Oak   |
| M08 | Titirangi    |       |             |
| M09 | Remuera      |       |             |
| M10 | Royal Oak    |       |             |
| M11 | North Shore  |       |             |
| M12 | Maramarua    |       |             |
| M13 | Franklin     |       |             |
| M14 | Titirangi    |       |             |



### Winter Open Interclub Pennant - 2009

Winner: Remuera  
 Runner Up: Herne Bay

### Masters Winter Interclub Pennant Winners - 2009

|      |            |
|------|------------|
| MS01 | Herne Bay  |
| MS02 | Browns Bay |
| MS03 | Papakura   |
| MS04 | Manurewa   |
| MS05 | Herne Bay  |
| MS06 | Howick     |
| MS07 | Papakura   |
| MS08 | Henderson  |
| MS09 | Weymouth   |
| MS10 | Henderson  |



*Auckland Masters Age Group Champions*

### Past Presidents

|         |                      |
|---------|----------------------|
| 1966-71 | Tom Childs           |
| 1972-73 | John Austin          |
| 1974-75 | Mike Sumpter         |
| 1976-77 | Alison Childs        |
| 1978    | Mike Louden          |
| 1978-79 | John Lister          |
| 1980-81 | Wilma Halling        |
| 1982-84 | Mike Greig           |
| 1985-86 | Sue Purdie           |
| 1987-88 | Elaine Penney        |
| 1989-91 | Mike Birch           |
| 1992-95 | Vern Pere            |
| 1996    | Neil Tuffin          |
| 1996-99 | John Sangster        |
| 2000    | Nigel Fitzgerald     |
| 2001    | Geoff Dimes (acting) |
| 2002-04 | Arthur Fickling      |
| 2005-06 | Marcus MacDonald     |
| 2007    | Bob Dey              |
| 2008    | Paul Cameron         |

### Chairman

|      |              |
|------|--------------|
| 2009 | Tim Marshall |
|------|--------------|

### Life Members

Alison Childs  
Gower Dallimore  
Mike Greig  
Wilma Halling  
Elaine Penney



It was with great sadness that the Henderson Squash Club Manager Rochelle Hobbs passed away on the 8th May this year.

Rochelle was an excellent Manager and ambassador for squash. She was a well-known face around Auckland clubs and a very much loved member of the Henderson Squash Club. She will be sadly missed.

# SQUASH AUCKLAND INC.

## Statement of Financial Performance For the Year Ended 30 September 2009

|                                      | Note | 2009<br>Actual<br>\$ | 2008<br>Actual<br>\$ |
|--------------------------------------|------|----------------------|----------------------|
| <b>Income</b>                        |      |                      |                      |
| ASRA Affiliation                     |      | 67,287               | 70,334               |
| Events                               |      | 66,845               | 70,693               |
| Growth & Development                 |      | 13,704               | 6,891                |
| Sponsorship & Grants                 | 4    | 159,851              | 129,607              |
| Squash New Zealand                   |      | 36,432               | 32,015               |
| Other Income                         |      | 2,710                | 7,454                |
| <b>Total Revenue</b>                 |      | <b>346,829</b>       | <b>316,993</b>       |
| <b>Expenses</b>                      |      |                      |                      |
| Audit Fees                           |      | 5,916                | 4,362                |
| Depreciation                         |      | 16,185               | 16,021               |
| Events & Competitions                |      | 20,630               | 28,077               |
| Governance                           |      | 2,828                | 3,557                |
| Growth & Development                 |      | 130,154              | 96,554               |
| High Performance                     |      | 28,475               | 30,501               |
| Loss on Disposal of Assets           |      | 0                    | 3,296                |
| Management & Operations              |      | 99,683               | 94,454               |
| Rent & Office Expenses               |      | 24,500               | 21,173               |
| <b>Total Expenses</b>                |      | <b>328,371</b>       | <b>297,995</b>       |
| <b>Operating Surplus / (Deficit)</b> |      | <b>18,457</b>        | <b>18,998</b>        |

**SQUASH AUCKLAND INC.**

**Statement of Financial Position  
As At 30 September 2009**

|  | Note | 2009<br>Actual<br>\$  | 2008<br>Actual<br>\$  |
|--|------|-----------------------|-----------------------|
| <b>Current Assets</b>                      |      |                       |                       |
| Westpac Current Account                    |      | 20,092                | 16,626                |
| Westpac Investment Accounts                | 2    | 60,983                | 53,389                |
| Stock                                      |      | 20,105                | 11,800                |
| Accounts Receivable                        |      | 43,351                | 46,212                |
| Accrued Income                             |      | 8,294                 | 0                     |
| Prepaid Expenses                           |      | 2,935                 | 5,425                 |
|  |      | <u>155,760</u>        | <u>133,452</u>        |
| <b>Current Liabilities</b>                 |      |                       |                       |
| Accounts Payable                           |      | 4,106                 | 4,843                 |
| GST Payable                                |      | 9,815                 | 8,243                 |
| Accruals                                   |      | 5,987                 | 4,500                 |
| Grants Received in Advance                 | 6    | 7,540                 | 21,555                |
| Other Income Received in Advance           |      | 0                     | 640                   |
|  |      | <u>27,448</u>         | <u>39,781</u>         |
| <b>Working Capital Surplus / (Deficit)</b> |      | <b>128,313</b>        | <b>93,671</b>         |
| <b>Non-Current Assets</b>                  |      |                       |                       |
| Fixed Assets                               | 3    | 55,061                | 71,245                |
|  |      | <u>55,061</u>         | <u>71,245</u>         |
| <b>Net Assets</b>                          |      | <b><u>183,374</u></b> | <b><u>164,916</u></b> |

**Statement of Movement in Equity  
For the Year Ended 30 September 2009**

|                                     | 2009<br>Actual<br>\$ | 2008<br>Actual<br>\$ |
|-------------------------------------|----------------------|----------------------|
| Equity at the beginning of the year | 164,916              | 145,918              |
| Current Year Surplus / (Deficit)    | 18,457               | 18,998               |
| Equity at the end of the year       | <u>183,374</u>       | <u>164,916</u>       |

  
.....  
Chairperson

13 October 2009  
.....  
Date



## Squash Auckland Inc.

### Notes to the Financial Statements For the year ended 30 September 2009

#### 1. Statement of Accounting Policies

##### (i) Basis of Reporting

Squash Auckland Incorporated is an Incorporated Society and these Financial Statements have been prepared in accordance with S23(i) of the Incorporated Societies Act 1908.

##### Measurement Basis

The society has chosen to adopt generally accepted accounting practice in New Zealand as defined by Financial Reporting Standards and Statements of Standard Accounting Practice. The Financial Statements have been prepared on the basis of historical cost with the exception of certain items for which specific accounting policies have been identified.

The Society qualifies for the New Zealand Institute of Chartered Accountants Framework for Differential Reporting exemptions based on the following criteria:

- The Incorporated Society is not large as defined in that the following apply:
  - a) Total revenue does not exceed \$20 million;
  - b) Total assets do not exceed \$10 million; and
  - c) Total employees do not exceed 50

##### Specific Accounting Policies

The following specific accounting policies which materially affect the measurement of the financial performance and financial position have been applied.

##### a) Valuation of Fixed Assets

Fixed Assets have been recorded at cost less accumulated depreciation

##### b) Depreciation

Depreciation has been calculated on a diminishing value basis using rates which reflect the expected useful life of the assets.

The expected useful economic lives estimated for the major fixed assets categories are:

|                      |         |
|----------------------|---------|
| Office Equipment     | 5 years |
| Computer Equipment   | 3 years |
| Furniture & Fittings | 5 years |
| Microcourts          | 5 years |
| Website              | 5 years |

Residual value is assumed to be nil in all cases.



## Squash Auckland Inc.

### Notes to the Financial Statements For the year ended 30 September 2009

- c) Accounts Receivable  
Accounts Receivable are shown at an amount which represents their estimated realisable value.
- d) Goods and Services Tax  
These Financial Statements have been prepared exclusive of Goods and Services Tax, with the exception of receivables and payables which include GST invoiced.
- e) Taxation  
The incorporated society has been granted general exemption from income tax as it is a registered charity with the Charities Commission (Number CC39030).
- f) Revenue Recognition  
All receipts are treated as income when received except where income is received in advance in which case it will be brought to account in the period to which it relates. Income contingent upon conditions to be met is only treated as income once the conditions have been satisfied.

#### (ii) Changes in Accounting Policies

There were no changes to accounting policies in the year ended 30 September 2009

| 2. Investments            | 2009   | 2008   |
|---------------------------|--------|--------|
| WestpacTrust Call Account | 60,978 | 53,389 |

#### 3. Fixed Assets

|                      | Cost<br>2009 | Acc<br>Depn<br>2009 | NBV<br>2009 | Cost<br>2008 | Acc<br>Depn<br>2008 | NBV<br>2008 |
|----------------------|--------------|---------------------|-------------|--------------|---------------------|-------------|
| Office Equipment     | 73,447       | 27,052              | 46,395      | 73,447       | 13,036              | 60,411      |
| Furniture & Fittings | 129          | 55                  | 74          | 129          | 36                  | 93          |
| Micro Court          | 15,050       | 7,473               | 7,577       | 15,050       | 5,579               | 9,471       |
| Trophies             | 1,587        | 572                 | 1,015       | 1,587        | 317                 | 1,270       |
| Total Assets         | 90,213       | 35,152              | 55,061      | 90,213       | 18,968              | 71,245      |



## **Squash Auckland Inc.**

### **Notes to the Financial Statements For the year ended 30 September 2009**

#### **Summary of 2009 Asset Additions**

|                      |  | <b>Actual<br/>2009</b> | <b>Actual<br/>2008</b> |
|----------------------|--|------------------------|------------------------|
|                      |  |                        |                        |
| Office Equipment     |  | 0                      | 52,681                 |
| Furniture & Fittings |  | 0                      | 0                      |
| Micro Court          |  | 0                      | 0                      |
| Trophies             |  | 0                      | 499                    |
|                      |  |                        |                        |
| Total Additions      |  | 0                      | 53,180                 |

#### **Depreciation Expense by Category**

|                      |  | <b>Actual<br/>2009</b> | <b>Actual<br/>2008</b> |
|----------------------|--|------------------------|------------------------|
|                      |  |                        |                        |
| Office Equipment     |  | 14,018                 | 12,952                 |
| Furniture & Fittings |  | 19                     | 384                    |
| Micro Court          |  | 1,894                  | 2,368                  |
| Trophies             |  | 254                    | 317                    |
|                      |  |                        |                        |
| Total Depreciation   |  | 16,185                 | 16,021                 |

#### **4. Sponsorship & Grants**

Squash Auckland would like to acknowledge their grateful receipt of the following grants and donations:

|                                |  | <b>Actual<br/>2009</b> | <b>Actual<br/>2008</b> |
|--------------------------------|--|------------------------|------------------------|
|                                |  |                        |                        |
| ASB Community Trust            |  | 29,926                 | 20,817                 |
| Lion Foundation                |  | 20,000                 | 20,000                 |
| NZ Community Trust             |  | 42,404                 | 43,077                 |
| Pub Charity                    |  | 10,331                 | 8,818                  |
| Mt Wellington Charitable Trust |  | 4,000                  | 4,000                  |
| Perry Foundation               |  | 15,000                 | 5,670                  |
| Southern Trust                 |  | 8,340                  | 0                      |
| Pacific Sports & Comm Trust    |  | 5,555                  | 2,662                  |
| Other Trusts                   |  | 0                      | 10,059                 |
| Auckland City Council          |  | 8,150                  | 550                    |
| Sponsorship                    |  | 3,938                  | 1,954                  |
| Sponsorship in Kind            |  | 12,207                 | 12,000                 |
|                                |  |                        |                        |
| Total Sponsorship & Grants     |  | 159,851                | 129,607                |

## Squash Auckland Inc.

### Notes to the Financial Statements For the year ended 30 September 2009

#### 5. Commitments and Contingent Liabilities

There were no contingent liabilities at 30<sup>th</sup> September 2009 (2008 : Nil)

There is a commitment relating to 2 car leases. This commitment is calculated as follows:

|         | 2009 (\$)    | 2008 (\$)     |
|---------|--------------|---------------|
| Current | 8,664        | 12,492        |
| Term    | <u>1,084</u> | <u>8,500</u>  |
|         | <u>9,748</u> | <u>20,992</u> |

#### 6. Income in Advance

Income has been received during 2008/2009 which relates to events and programmes planned for 2009/2010. In these cases, the income has been carried forward for the purpose of matching income against expenditure which is expected to be incurred in the 2009/2010 financial year.

|                      | Actual<br>2009 | Actual<br>2008 |
|----------------------|----------------|----------------|
| Mt Wellington CT     | 0              | 4,000          |
| Pacific Sports Trust | 3,020          | 3,575          |
| NZ Community Trust   | 4,519          | 6,923          |
| Southern Trust       | 0              | 6,000          |
| Pub Charity          | 0              | 1,057          |
| <b>TOTAL</b>         | <b>7,540</b>   | <b>21,555</b>  |



# SQUASH AUCKLAND INC.

## Statement of Financial Performance For the Year Ended 30 September 2009

|                                      | Note | 2009<br>Actual<br>\$ | 2008<br>Actual<br>\$ |
|--------------------------------------|------|----------------------|----------------------|
| <b>Income</b>                        |      |                      |                      |
| ASRA Affiliation                     |      | 67,287               | 70,334               |
| Events                               |      | 66,845               | 70,693               |
| Growth & Development                 |      | 13,704               | 6,891                |
| Sponsorship & Grants                 | 4    | 159,851              | 129,607              |
| Squash New Zealand                   |      | 36,432               | 32,015               |
| Other Income                         |      | 2,710                | 7,454                |
| <b>Total Revenue</b>                 |      | <b>346,829</b>       | <b>316,993</b>       |
| <b>Expenses</b>                      |      |                      |                      |
| Audit Fees                           |      | 5,916                | 4,362                |
| Depreciation                         |      | 16,185               | 16,021               |
| Events & Competitions                |      | 20,630               | 28,077               |
| Governance                           |      | 2,828                | 3,557                |
| Growth & Development                 |      | 130,154              | 96,554               |
| High Performance                     |      | 28,475               | 30,501               |
| Loss on Disposal of Assets           |      | 0                    | 3,296                |
| Management & Operations              |      | 99,683               | 94,454               |
| Rent & Office Expenses               |      | 24,500               | 21,173               |
| <b>Total Expenses</b>                |      | <b>328,371</b>       | <b>297,995</b>       |
| <b>Operating Surplus / (Deficit)</b> |      | <b>18,457</b>        | <b>18,998</b>        |

## SQUASH AUCKLAND INC.

### Statement of Financial Performance For the Year Ended 30 September 2009

|                                      | Note | 2009<br>Actual<br>\$ | 2008<br>Actual<br>\$ |
|--------------------------------------|------|----------------------|----------------------|
| <b>Income</b>                        |      |                      |                      |
| ASRA Affiliation                     |      | 67,287               | 70,334               |
| Events                               |      | 66,845               | 70,693               |
| Growth & Development                 |      | 13,704               | 6,891                |
| Sponsorship & Grants                 | 4    | 159,851              | 129,607              |
| Squash New Zealand                   |      | 36,432               | 32,015               |
| Other Income                         |      | 2,710                | 7,454                |
| <b>Total Revenue</b>                 |      | <b>346,829</b>       | <b>316,993</b>       |
| <b>Expenses</b>                      |      |                      |                      |
| Audit Fees                           |      | 5,916                | 4,362                |
| Depreciation                         |      | 16,185               | 16,021               |
| Events & Competitions                |      | 20,630               | 28,077               |
| Governance                           |      | 2,828                | 3,557                |
| Growth & Development                 |      | 130,154              | 96,554               |
| High Performance                     |      | 28,475               | 30,501               |
| Loss on Disposal of Assets           |      | 0                    | 3,296                |
| Management & Operations              |      | 99,683               | 94,454               |
| Rent & Office Expenses               |      | 24,500               | 21,173               |
| <b>Total Expenses</b>                |      | <b>328,371</b>       | <b>297,995</b>       |
| <b>Operating Surplus / (Deficit)</b> |      | <b>18,457</b>        | <b>18,998</b>        |

## NOTES

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Squash Auckland Incorporated  
Sport Auckland House, Level 3  
Gate B, Alexandra Park, Greenlane Road, Epsom  
PO Box 26 599, Epsom, Auckland 1344  
P 09 623 7855 F 623 7920  
[www.squashauckland.org.nz](http://www.squashauckland.org.nz)