

# Northern Suburbs Basketball Association Inc



The Norths Championship Men celebrate winning their 3rd title in 6 Years

## Annual Report 2017



Our Future Stars (best Under 10s)

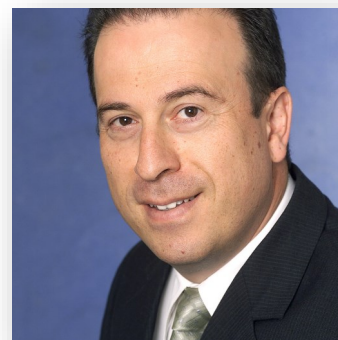
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## Welcome to Norths!

In 2017 /2018 we saw continual change and challenges at Norths. We are happy to report that Graeme and the team have stabilised the day to day operations of our association. As with last year, the Boards focus has been with finding a site to increase our playing facilities. Great progress has been made. With the help of the Board and Graeme, our part-time Stadium Project General Manager, Danny Martinez, has managed to make significant gains. In order to make our voice stronger when in discussion with politicians, we have formed the Community Sports Action Group (CSAG). This group is comprised of Northern Suburbs Basketball, Northern Suburbs Netball, Volleyball, Badminton, and Indoor Soccer Associations. Our first priority was to convince North Sydney Council not to pull down NSISC, but rather build a second three court stadium on Ridge St in North Sydney. We happy to report that the North Sydney Mayor, Jilly Gibson, supports our idea as well as using the money saved (not pulling the NSISC and building it underground) to renovate NSISC. We still have some work to do to make this an official Council decision.



Those of you who have worked with governments and politicians know that nothing is certain and to that end we are working on another site in Chatswood. The Westfield Car Park on Albert St in Chatswood offers an incredible opportunity to build a world class indoor venue. We are happy to report that in a recent meeting between Willoughby council, the Scentre Group (Westfields) and ourselves (CSAG) a verbal agreement was made to pursue this project. We have currently engaged with architects and engineers to create a proposal to submit to Council. This will be a multi-million dollar project and we have a number of major hurdles to overcome. We are confident that we can solve the technical issues in building this facility. Our biggest challenge will be funding the project and we will no doubt need the help of local, state, and federal governments as well as businesses and the community. To help us in getting the project over the line we have also recently hired Anthony James to the new position of General Manager of Marketing and Innovations. We have also enlisted the help of two of our members Mike Wilson and Sassoon Grigorian who are professional lobbyists and have volunteered their time.

2017 and 2018 saw many changes to our staff and Graeme has provided all the details in his CEO report. Likewise Graeme has provided a detailed account of our results in both the Junior and Senior representative teams.

Our strategic plan and our vision of becoming the most successful basketball association in Australia is still at the forefront of the Boards activity. Our Governance structure is in place and most recently we completed a review of all the administration activities. As a result of this review the Board is looking into our administration structure and we are



working with Graeme to propose changes that will further improve our operations and financial position. Linked to this restructure is the IT/Technology review and we will seek to use technology where appropriate to help with our staff and members.

While we have been excelling in our representative programs the Board has not lost sight of the importance of our social competition and maintaining our current facilities to the highest standards. The trial LED screen used on court 4 was completed and new LED screens will be installed on court 2 before the end of June.

Of course our progress could not have been achieved without the help and effort of our staff and volunteers. On behalf of the Board I would like to thank our staff who provide the face to face contact of our association to you and the general community. A special thanks to our hard working volunteers who give so selflessly of their time to the association. We would not be able to achieve what we have achieved if it was not for their hard work. We have some fantastic coaches, referees and team managers who contribute many hours to the association.

And finally a word of thanks to my fellow Board members. The number of hours they have put in to make this the best Association on and off the court is remarkable.

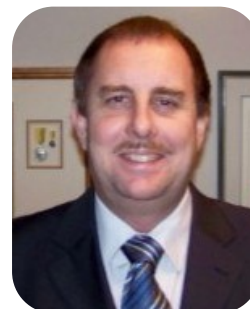
2018 / 19 is shaping up to be another exciting year for Norths. We will continue to build upon the strong foundations already set. We have the staff, volunteers and the resources to make Norths the best basketball association in Australia and we look forward to with working with you to make this happen.

Vik Kortian  
June, 2018



## Chief Executive's Report

For many years, Norths has continued to grow in numbers, which has enabled us to avoid increasing a number of our charges, despite our costs increasing. Over the last couple of years, it was apparent that we would not be able to continue to do this, as we had reached capacity at Norths, and the availability of external venues was very restricted. In order to maintain our revenue stream, we needed to increase prices and try to develop alternative sources of income.



One obvious area of potential growth is in our development programmes, as they do not require full courts, and can give us access to new facilities by building our relationships with schools. With this in mind, we re-vamped our development team in the second half of 2016 continuing into 2017, adding staff and offering different remunerations options, related more to growing the programmes than fixed wages. Curriculum for our various programmes were adjusted in response to feedback, and a number of new programmes were trialled.

One such programme was our Pro Camp. While very well received by participants, it fell short of the numbers expected to attend. At the time when the go/no go decision had to be made, the signups were following the normal patterns for our holiday camps, and it was believed that the camp would also sell out. Unfortunately, the surge did not continue and numbers were substantially down on budget, resulting in a loss on the camp. This was not helped when one of the Stars had to withdraw at the last minute due to medical restrictions placed on his travel, resulting in some refunds. Despite this, the association garnered significant publicity and media exposure, and those that attended were very happy with the opportunity to work with and listen to their heroes. Thank you to Lauren Jackson, Dante Exum and Joe Ingles for their attitude and willingness to help encourage our kids to dream and strive to be their best.

In 2017, we also added a part-time person to actively search for available sites to build new stadiums, and to build relationships with our various councils, politicians and other people to help us progress this critical goal. Danny Martinez has been great and we have been able to develop some key relationships that have substantially moved us along the path to more courts. One major outcome has been the creation of the Combined Sports Action Group. This provides a united voice for new facilities with which we have been able to approach local councils. Basketball, Netball, Badminton, Indoor Soccer, Volleyball and Northern AFL have all agreed to work together, which gives us a much more powerful voice.

In 2016 a number of staff had left and it took some time to find their replacements. This, combined with the decision to put more resources into our development program and



2017 compared to 2016.

Our Representative programme enjoyed another successful year. The Championship Men took out the championship grand final against Manly by 92 - 78. Our Championship Women lost to Manly 56 - 58. Our Youth League Men lost their elimination final to Manly 57 – 58, with a shot on the buzzer disallowed. Our Youth League Women lost their elimination final to Penrith 59 – 61. Penrith went on to win the championship.

We won U18B1, U12G2, U14G2 and U16G2 Metro Championships and U16B1 State Championship. Our U14B1 finished 19<sup>th</sup> in the U14 National Club Championships. We won the Lorraine Landon Shield for Best On Court Division One Girls Program and the Tom Moore Shield for Best on Court Division One Boys Program. We also won the Best Junior On Court and Overall Best on Court from Basketball NSW. 18 of our 23 Junior rep teams made the MJL playoffs, including all 11 of our girls teams. All 8 of our division one teams qualified for the State Championships and 5 of our division two teams qualified for State Cup. We had 6 teams competing in the MJL Grand Finals, including 2 U14 Girls teams who played each other in the Grand Final. One of our U18 Boys, Hunter Madden, was named in the U17 Australian squad.

Because of our demographic, we face some challenges that other associations do not. Many of the teams in our local Junior and Miniball competitions pay coaches to run training and/or games. In most associations, these coaches are unpaid volunteers, mainly parents. In addition, the large number of private schools in our area means there is a constant demand for coaches, which the schools can afford to pay very well. Over the last few years, we have tried to reduce the number of parent-coaches in our Junior rep programme, as there is a perception of favouritism towards their own children. In 2017, we therefore decide to pay our Junior Rep Coaches for the first time. This meant a substantial increase in our rep fees, but was necessary if we are to maintain the quality of our rep programme.

In April, we took 4 teams over to New Zealand to compete in the Pacific Rim Championships in Tauranga. They also played games against our sister association, North Harbour, in Auckland. The trip was very successful, with 100% of respondents wanting to go again! Our U11 Boys and U13 Girls won their respective competitions, with the U17 Girls coming 3<sup>rd</sup> and U15 Boys a respectable 5<sup>th</sup>. More than these great results, was the close relationships built up between all on the tour. This has resulted in several of the fathers now playing in our local competitions.

Chris McKibbins, our Facility Manager, left in February. Chris has been a long time member of Norths and we wished him all the best as he spends more time with his new baby and growing his rock climbing business. Mikaela Marsh, one of our senior CSOs, took over from Chris and has done an outstanding job. Another CSO, Nick Wormersley, also took on additional responsibilities in our Maintenance and WHS area.

During the year, we instituted a regular WHS reporting and audit process, which Nick took responsibility for. We also developed regular maintenance programmes with a greater focus on preventative rather than remedial maintenance.



Katie Markos, who had administered our Senior Rep programme, left at the end of the rep season. Katie did a great job and was well liked by all the senior rep coaches. John Quilter took on the added responsibility of the senior reps, adding to his junior rep duties.

Jayden Krieg left us in September to continue his studies. Jayden had helped with the administration of our development programmes and was a constant source of new ideas, including the Pro Camp programme. He continues to help out refereeing and coaching in our Junior rep programme.

During the year, we met a number of our politicians. We would particularly like to thank Gladys Berejiklian, our local Member for Willoughby, Alister Henskens, Member for Kuring-gai, Trent Zimmerman and John Alexander, our Federal MP's, and Mayor Jilly Gibson of North Sydney and Mayor Gail Giles-Gibney of Willoughby. They have all been very supportive and giving of their time to meet with us.

Thank you to our Partners for their support during the year: Etch Real Estate, Sportility, Mind, Heart & Body Centre, Harris Farm Markets, and Ooh Media.

As mentioned last year, we could not function without the support of our many volunteers. Thanks to all the coaches, managers, referees, GSCs, score table officials and statisticians for their thousands of hours of service. A special thank you to Tania Patterson for all her time organising our statisticians and score table for both senior reps and our Premier Men and Women domestic competitions.

Thank you to all our staff and CSOs. They have been outstanding with dealing with all the issues arising from the change in key positions and are a credit to the association. Their commitment to the association is clear and their willingness to help out whenever necessary is a great help.

Finally, I would like to thank the Board for their support. Norths is in the enviable position of having such a group of professionals willing to give up their time, for no payment, to provide strategic direction and assist management when required. The current Board consists of 3 men and 3 women. Two of them have had children in our representative program, two have coached in our Junior representative program, two have played in our senior representative program, two are referees and 5 play in our senior domestic competition. We have one Phd, a CA and 3 MBAs. I believe there is no other association Board in NSW that has such a broad representation of its members, as well as the wide range of experience and qualifications of our Board. They bring their very diverse skills, experience and ideas to the association, and are a significant factor in the success of the association over many years.

Finally, a special thank you to our President, Vik Kortian. Not only does he spend many hours attending the myriad of meetings required with politicians etc, he also referees several nights a week and is always available to provide advice and support.

Graeme Reid  
June, 2018



# Competitions

In 2017 1,296 teams participated in NSBA's competitions, up from 1,245 in 2016. Our competitions were run at six different venues, utilising 10 courts. Our competitions manager, Karen North, once again pulled a rabbit out of the hat and was able to squeeze in the extra teams that keep wanting to play, despite our continued severe lack of facilities. Most people are unaware, and unappreciative, of the effort Karen goes to when trying to ensure everyone can get a game. She is quite simply irreplaceable and a massive asset to the association.

Throughout the year we conducted the following competitions:

## ***Miniball and U13's***

Under 8's to under 12's, participated in mixed gender teams whilst U13's had same gender grades. This programme is geared towards building game skills in a team environment.

Up to 212 teams took part in each of the three competitions held during the year, with games played on Saturday's at NSISC, Willoughby Leisure Centre, Marie Bashir Mosman Centre, North Sydney Boys High School, Dunnet Hall Redlands Junior School Gym, and St Michaels Catholic Primary School. We played three competitions during the year, with 542 teams competing in total, which was an increase of 11% from 2016.

Mini ball and Under 13's had a Gala day at the end of each competition. U8's and Under 10's all receive a participation award, which was received with a lot of excitement from the children playing. Under 12's and 13's played top 4 knock out with a Grand Final for the two teams who won through.

## ***Junior Competitions***

Drawn up in age and gender grades from Under 14's to Under 19, boys and girls in up to 17 divisions. 155 teams participated in Competition One, 149 teams in Competition Two. Competitions run from early February to June, and July through to December each year.

Played during the evening on a Thursday, Friday, Wednesday and Saturdays during school term time at NSISC, WLC, Marie Bashir, Dunnet Hall, most divisions are now running with double byes.

For the first time ever we did not advertise for 2017 Junior Competition Two, we were prepared to lose a few teams if that happened and then we could spread out some of the double bye divisions.





### **Senior Competition**

In our Senior Hoops Season 16/17, 225 teams participated, and in our Tri Season 2017 competition we also had 225 teams. Played during the evenings Sunday through Thursday at: NSISC 36 Hume Street Crows Nest on 4 courts.

We celebrated 5 years of having full statistics on both our Premier Men's and Women's competitions. These divisions also no longer need to do "duty" and continue to use an amalgamated scoretable and statistics function into one panel of officials. We would like to thank all of our scoretable and statisticians, and a very special thanks to Tania Patterson, who did a wonderful job, organising the rosters for all the Premier Men and Women games, and Roupen Zarigian, who stepped in to assist Tania by taking over the rostering of our score bench officials.

Men's Grades A - E in 15 divisions

Women's, 3 Grades in 5 divisions

Unisex Grade - 2 divisions

We would like to thank all our Norths referees, who support the association and enable so many people to participate in their chosen sport. It is often a thank-less task but they continue to turn up officiate every day and night of the week.

On behalf of NSBA Board and staff, we would also like to thank the GSC's for their work in making the competitions run smoothly. Occasionally, incidents happen which lead to players attending a tribunal to explain their actions, and we would like to thank Wayne Marsh, our Tribunal Chairman, and all those who assisted by being tribunal members during the year.

Karen North  
June, 2018



# Basketball Development

## Overview

There is much energy and excitement in Development this year which has resulted in very successful programs. Two new staff have very recently come on board, Macsen Monk and Lara Scholz, who will certainly add to the energy and organisation of our programs. Numbers have stayed steady as our court space remains severely limited and the quality of all programs has continued to improve. As well as maintaining our focus on quality over the next 12 months we will also start to create specific outcomes for each program and introduce individual player assessments as a standard feedback tool for all programs.

### Our Mission

To build the most highly regarded development program in Australia

### Development Pathway

We have created a development pathway that begins in schools and shows, step-by-step, how a player can progress through our 'learn to play' programs, into a team, then into Reps and beyond. We have done a great job of consolidating our programs to fit this pathway and we have been effective at educating our participants about the pathway and it works – You may have noticed the pathway now that it is located just inside the entrance/exit to the courts. Over the next 12 months we need to refine the curriculum for each of our classes to create a smooth progression of skill development and assessment from one level of the pathway to the next.

### Schools

Introductory level programs aimed at schools and first-time basketball players. Although, we have visited 8 schools over the last 12 months these programs are in a building phase we expect to be in more schools next year.

### Bear Essentials

The entry level program offered after-school. It is fast paced, games oriented whilst maintaining a strong focus on learning the skills of the game. The current program has been successful but going forward it will be by establishing clear outcomes for the class and a process of assessing the players so that we can recommend the either move to the next level, or stay in the class to gain a few more specific improvements.

### Little Bears League

A modified game played 'across the court' which is designed to be a stepping stone between Bear Essentials and joining a mini-ball team. Establishing clear outcomes and a process of individual player assessment will be a focus over the next 12 months.



### **Hoops Camps**

We have increased the number of Hoops Camps we run in each holiday period to reduce the number of kids at each camp. Numbers are averaging approx. 100 participants per camp across the year. The coaching standard and the programming has become very consistent, participants are enjoying themselves and improving their skills and game knowledge.

### **Reps Camps**

Reps Camps have been reintroduced as a regular holiday event, numbers have been steady around 50-60 per camp and heavily weighted to the U12's and U4's Reps players. It is taking time to show the older kids in our Rep Program that there is value here for them but we are confident we can do this over the next 12 months.

### **Specialty Camps – Pro-Week**

In July we ran a camp called "Pro-week". It was a 5 day camp that featured an NBA player as the guest coach for each day. This was a huge project which included months of preparation with jobs ranging from dealing with player agents and organising accommodation for the Talent (NBA Player) to organising media and promotional appearances on top of the usual camp programming and coach preparation involved in all of our camps. The Camp marketing strategy reached far and wide and the event reflected very favourably on the association. We had participants from as far away as Singapore, Brisbane and Melbourne as well numerous associations in NSW. Norths members represented about 50% of the total camp membership. Unfortunately, we did not get enough participants to cover the costs of the camp.

### **Elite Development**

This has been a huge area of energy and activity, we have run some very successful programs for kids at this level – programs like Future Stars, Development Squad, Savage Bears and Rep Prep are building very strong reputations and generating great improvements and growth in confidence in our athletes.

Daniel Fischer  
June 2018



# OFFICIATING

## Staff

In 2017 we restructured our referee team into three roles. Brad Giersch is now on-board, bringing with him his years of experience and knowledge to the team. Riannan De La Torre's role has been redefined, and Janelle Younger has taken over administration duties, allowing Brad and Riannan more time for on-court referee coaching.

Junior Referee Development Manager – Riannan De La Torre

Senior Referee Development Manager – Brad Giersch

Referee Administration – Janelle Younger

## Senior Domestic

Referee coverage during 2017 continued on a positive note with referee coverage following the same trends as 2016. Under the guidance of Brad Giersch senior referees were asked to stamp out unacceptable behaviour and the number of tribunals significantly increased.

Brad also started on the task of senior domestic referee education and encouraging these referees to further their refereeing career, with an increased number of domestic referees attending Action Day for the 2018 Waratah League season.

At the end of 2017 we are still in need of more senior referees to cover the increasing number of games in the senior domestic competition, and to assist in covering junior games, both at NSISC and external venues.

## Junior Domestic

Referee coverage for junior games is currently at a level we can be proud of, with 100% coverage on most games at NSISC, barring the 10pm games where we have been relying on skilled senior referees to officiate on their own, or duty referees.

External venue games are being covered with two referees for most timeslots and days, with qualified referees who also coach making themselves available on these nights to fill in gaps on the roster. Senior referees continue to make up the core of the roster with juniors also being allocated games when available.

Wednesday nights at Dunnet Hall is currently our biggest area of concern however we are considering alternative options, including the use of a GSC Referee.

## Miniball

Referee coverage has been close to 100% at NSISC for miniball in the past year. We have introduced a new role at externals – a GSC Referee whereby one senior referee is appointed to each game and paid a higher rate, this has then helped with achieving 100%



coverage at externals.

The response to the GSC Referees has exceeded all expectations with continued positive feedback being received about the quality of the refereeing and the communication and coaching given to the players from these referees.

During the past year we have also utilised our older, more qualified junior referees in referee coaching roles during Miniball competitions. This introduction has led to continued growth and retention of trainee referees as they are monitored and given feedback every game. It has also helped to achieve 100% referee coverage as these referee coaches are able to referee if required.

## Representatives

2017 saw much success within our junior and senior ranks with the below a brief extract of achievements:

- 6 referees selected for Senior League finals
  - Senior League YLM2 Final – Bradley Mattioli
  - Senior League YLM1 Final – Luke Joseph
  - Senior League Championship Men Final – Guy Richards
- A large number of senior and junior referees selected for MJL finals, with a number appointed to Finals games
  - 18B1 Final – Luke Joseph
  - 16B1 Final – Jackson Hurst, Bradley Mattioli
- State Finals
  - YLW – Bradley Mattioli
  - YLM2 – Luke Joseph
- 2017 Nationals U16W Gold – Bradley Mattioli
- 2017 Nationals U16M Gold – Luke Joseph
- U14W Championship Bronze – Jayden Krieg
- Australian Schools Mens Gold – Jackson Hurst
- Zebra Tour selection – Maegen Lee, Oliver Toon, Nik Radowski, Madi Bowden
- Oceania Championships Mens Gold – Guy Richards
- WNBL – Guy Richards
- Development NBL Panel – Guy Richards
- Advanced Referee Program – Bradley Mattioli, Luke Joseph, Jackson Hurst, Guy Richards
- Junior Development Program – Maegen Lee, Madi Bowden, Zac Stewart, Oliver Toon

## Courses and Basketball Australia Grading Matrix

Throughout 2017 we held a number of referee courses, helping to grow our junior referee pool, as well as generally boost referee knowledge and ability.

Both Brad and Riannan held courses at local schools, with the target group being kids aged 15-18, in order to feed them straight into the junior domestic competition.

Basketball Australia introduced a new grading matrix and NSBA has since been educating our referees based on this new matrix. We are gradually converting all current referees over to



to the new matrix, based on their competencies.

### **Tribunals**

The second half of 2017 saw a spike in the number of tribunals. This action led to a number of suspensions, and the strong stance resulted in the year ending on a positive note, with the number of hearings down to only 1 in December.

### **Uniform Policy**

Brad introduced a referee uniform policy shortly after his appointment. This has led to a more professional, streamlined appearance across all levels of domestic competition.

### **Score table**

Our scoretable program continued to develop new officials throughout the year. We ran 4 courses during the year. Our Officials participated in SEABL games as well as on the NBL and WNBL. 4 also helped our at the U20 Nationals. 2 of our scoretable officials, Roupen Zarigian and Chris Peel), were awarded FIBA accreditation, while Tro Manjiklian and Roupen also got their Level 3 accreditation. Thanks to Roupen Zarigian for taking on the role of co-ordinator for our scoretable program..

### **Statistics**

Our Stats program remains the envy of other associations and the only one of its type in Australia. We have covered all our Championship games and also helped out other associations. We had several of our officials working on the NBL and WNBL. 8 of our officials received their FIBA accreditation. We continue to train our statisticians on our Premier League competition with positive feedback from players and statisticians about the benefits of this.

Brad Giersch/Riannan De La Torre/Janelle Younger  
June 2018



## REPRESENTATIVE PROGRAM

### ***Representative Teams***

In 2017 Norths had 28 representative teams, in various state and national competitions. This included:

- 23 junior teams (U12—U18) competing in the Basketball NSW Metropolitan Junior League
- 5 senior teams competing in the Basketball NSW Waratah League

The Norths Bears enjoyed a very successful year on the court, highlights being:

- NSW State Championships for Under 16 Boys;
- 3 NSW State Cup championships for U12 Girls, U14 Girls, and Under 16 Girls;
- 3 Metro Junior League championships for U12 Girls, U14 Girls, and Under 16 Girls;
- Championship Women finished the regular season in 3rd place, losing the Grand Final;
- Championship Men finished regular season 2nd, then won the grand final;
- State League Men Division 1 finished the regular season in 19th place;
- Youth League Men Division 1 finished in 6th place, and lost their playoff game on the buzzer, with a disallowed 3 pointer.
- Youth League Women finished the regular season in 1st place, before losing their semi final

Individual awards were as follows:

- Nic Blair of Championship Men: Finals Weekend Most Valuable Player.
- Kate Seebohm of Championship Women: All Star 5
- Brennan Rymer of Youth League Men: All-Star 5 (Point Guard) and Rookie of the Year.

John Quilter  
June 2018



## Facilities & Courts

### ***NSBA Court Usage***

In 2017/18 we once again utilized 9 courts (at 5 separate venues) for competitions and 11 courts (at 6 venues) for training purposes. We particularly acknowledge and thank Riverview, SCEGGS Redlands and North Sydney Boys for the access they allow us to their excellent facilities.

Our Facilities management division is responsible for maintaining and enhancing the Crows Nest facility, maximizing utilisation, ensuring an agreed percentage of cross sport events and participation, negotiating and managing access to external basketball facilities for Norths representative training and for hosting the growth of our domestic competitions.

2017/18 was a successful year in achieving these objectives.

Specifically, we:

- Continued to experience high levels of facilities usage in Crows Nest for competitions, for casual and alternative sport usage.
- Maintained access for members to the following key external basketball facilities: Shore, North Sydney Boys High, St Ignatius Riverview and Redlands;
- Continued access to new playing facilities at St Michaels Catholic School which allowed us to relocate our under U8 boys and girls competition and to grow player participation in existing facilities
- Installed new LED scoreboard on Court 4, offering players a more extensive data coverage of the game
- Worked to improve the monitoring of cross sport utilization of our Crows Nest facility, to ensure we meet targets
- Began work with Whiteley industrial for our court surfacing allowing for use within 24 hours
- Managed to sell a large amount of excess stock, allowing us to discontinue use of our rented storage space
- Both the Men's and Women's Championship change rooms underwent successful makeovers
- Mikaela Marsh resigned from her post as Facilities manager after a successful tenure in this role
- Received grants for both acoustic curtains to minimize noise emanating from the stadium and for an LED scoreboard on court 3
- Made plans for a revamp of the foyer and made alterations to some of the signage around the stadium
- Developed a set of behaviours and values for our referees, players and coaches to be displayed in effective signage around the facility

Moving into the new year our challenges remain as maintaining access to a range of external facilities, in finding new facilities to cater for member growth, optimising the mix of sports using our facility in Crows Nest, and ensuring that the facility is maintained to a high standard and presents well to our members.





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We are conscious that the external venues are mostly one court facilities and Willoughby Leisure Centre is a two court facility. Using small facilities does come at a higher cost as they require the same level of staff as does a four court facility.

I believe the club is headed in a great direction in terms of what the facility can become and how it can present to customers and our members, and I look forward to being involved with this.

Thomas Garlepp

June 2018



# Stadium Development

## **BACKGROUND:**

NSBA is experiencing growth in numbers and are requiring the use of additional facilities to play in over and above the courts in use at Crows Nest (4 courts) and satellite courts in a variety of locations (another 10 courts)

In addition to increase in demand, NSBA has been advised by North Sydney Council that our current Stadium is part of North Sydney Council's Master Plan that will see the Stadium closed down, demolished and re-developed underground on the same locale.

Council has been unable to be specific about WHEN the stadium will be shut down for this redevelopment plan. It is dependent on many things, not the least being Council's ability to fund the proposed costs (some \$88m)

## **ACTION TAKEN BY THE NSBA BOARD:**

In response to this, the NSBA Board immediately appointed a Stadium Development Manager (2 days a week role) and also set up a Lobbying Committee.

The task of the Stadium Development Manager was to liaise with North Sydney Council (hopefully to dissuade them from their current plans) AND ALSO to locate/identity alternate sites in other Council areas (Willoughby, Lane Cove, Hunters Hill).

## **CURRENT STRATEGY:**

Our strategy was in two Phases:

--Phase I was a broad spectrum approach to scour the landscape and locate as many suitable alternatives as possible. (We successfully did this and located several sites as well as many school sites. We pursued each of them and we listed each one's pros and cons and ended up distilling them into a priority list which was given to the Board)

--Phase II is now a more targeted pursuit of the most likely successful sites, being:

The roof top of ALBERT STREET Carpark in Chatswood (would be able to hold 8 courts under cover)

*[This site is owned by Willoughby Council but is on a lease with the Scentre Group \(ex name of Westfields\)](#)*

The RIDGE STREET Carpark in North Sydney (would allow for an additional 3 courts)

*[This site is owned by North Sydney Council and the DA is also North Sydney Council's.](#)*



The GORE HILL Site opposite RNS

*This site is owned by Willoughby Council. The construction of the Stadium (6 courts) is Stage 2 of their plans. Stage 1 is currently underway which is the re-alignment of the current AFL Oval in front of the hospital. Willoughby Council HAS the funds for Stage 1 but has no funds for Stage 2 as yet.*

I will spend most of my time on these 4 ACTION PLANS:

1. Ensure our **CURRENT** venue is left alone by North Sydney Council (ie that their re-development plans are shelved)
2. To get North Sydney Council to proceed with haste on Ridge Street Carpark proposal
3. To get Willoughby Council to expedite the Albert Street Carpark site.
4. To get Willoughby Council to build the Stadium they are labelling as Gore Hill Project.

### **CURRENT STATUS:**

#### **1. Ensure our CURRENT venue is left alone by North Sydney Council**

I have spoken to the Mayor who is aware I am expecting a categorical response to this. She is supportive of this and needs to get her Council on board. She has agreed to discuss this within Council as soon as practicable. At this stage I do not know how long she will take with this process.

I have also spoken several times to a variety of Council senior staff across several Departments. There is a view amongst them that Council have no plans to do anything with our Stadium until at least 3 years.

On May 15 2018 I received an email from Mayor Gibson stating that **“Council has no plans to knockdown and rebuild the basketball stadium”**.

Similarly on March 7, 2018 I also received an email from Ken Gouldthorpe (newly appointed GM of North Sydney Council) stating **“ the proposed second stage (which includes our Stadium) is not currently funded in the Draft Delivery Plan which includes the financial years 2019 though to 2021”** .

Despite both emails, we also sent a further email on June 4, 2018 asking both the Mayor and the GM to formalise this by way of a Council Motion and Minute.



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## **2. To get North Sydney Council to proceed with haste on Ridge Street Carpark proposal**

This appears to have hit a road-block because the latest Council papers do not mention it, leaving me to assume that Ridge Street has been de-prioritized by Council. Again, I have written to the Mayor and asked her to look into this. Have not had a reply as yet.

Meanwhile, on June 4, 2018 we sent an email to both the Mayor and the GM asking that the Ridge Street Project be re-activated asap by Council.

## **3. To get Willoughby Council to expedite the Albert Street Carpark site.**

Council has postponed several meetings I had arranged with the 3 groups (NSBA, Willoughby Council, Scentre). After I complained politely that this is dragging on, another meeting was set for June 4, 2018.

At that meeting there was a unanimous view by BOTH Willoughby Council AND The Scentre Group that building a Sports Centre on top would be a win-win for all concerned.

There was agreement that NSBA began the ball rolling by making a formal submission to Council. (this will involve NSBA in some expense)

## **4. To get Willoughby Council to build the Stadium they are labelling as Gore Hill Project.**

*(This is the site adjacent to the AFL Oval opposite the RNS Hospital)*

Willoughby Council are in an arm-wrestle with the Lindsay Bennelong Group. This Gore Hill stadium will not be built unless S94 funds are delivered by the Lindsay Bennelong Group from the sale of their development known as the Gore Hill ex-ABC project. But in a surprising move, rather than redevelop the final stages of this site, the LBG have decided to sell the site to another developer. Thus, this will be quite protracted and no one in Council seems to be able to tell me what will become of these alleged S94 contributions in order to begin the proposed Stadium opposite the RNS.

## **5. WHAT CAN OUR NORTHS MEMBERS DO TO HELP?:**

**HELP OUR LOBBYING COMMITTEE  
HELP OUR LOBBYING COMMITTEE  
HELP OUR LOBBYING COMMITTEE**



# Finance Report

2017 was not a good year financially for NSBA with our operating deficit for the year at \$74,897, from a surplus of \$78,749 in 2016.

During 2016, a number of key positions remained vacant for quite some time, resulting in lower staff costs in 2016, but exasperating the difference compared to 2017, when those positions were filled for the entire year.

We changed the way remuneration was paid to various staff, including our CSOs and some Development staff. We also recruited several people to fill gaps in our expertise, including marketing, WHS, and stadium development. Some of these were short-term, to establish the necessary systems before handing over to other staff.

During the year, we conducted the NSBA Pro Camp. As mentioned previously this failed to make the numbers expected and a substantial loss resulted. This was a one-off event and will not be happening in 2018.

Over many years, we have kept our price increases to a minimum. With our continued growth, we were able to absorb most cost increases with our increasing revenue from growing our programs. With our competitions basically at capacity, this is no longer possible.

The problem we face is the severe backlash whenever we increase our fees. During 2017 we increased our referee payments for Junior and Miniball domestic competitions. We then increased the game fee payment by the same amount. As referee payments are not subject to GST, we effectively only covered 90% of the increase in referee fees. Similarly, we commenced paying our Junior Rep coaches and increased the Junior rep fees by the same amount. Again, this meant we only covered 90% of the cost increase.

The only area where we can increase our programs, and thus revenue, is in the development space. We have commenced a major push to get out to schools, so we can run our development programs away from NSISC. In late 2016 and early 2017, we recruited several people to have the resources to enable us to meet the expected demand for our services. Although revenue in this area did grow significantly, it did not grow as much as we expected, which also impacted our bottom line. Some adjustment in development staffing was made in late 2017 due to this, but the benefits will be apparent in 2018 rather than 2017.



In 2016, we received a significant refund on our electricity which reduced our expense for the year. This also impacted the comparatives for 2017.

In 2017, we had several major repairs required, with a variety of equipment needing to be serviced more than previous years. We also put in place a regular maintenance plan for all major items, to minimize downtime from breakdowns. As the stadium gets older, it requires more work to keep it up to standard.

In 2017 the association again had no borrowings and a positive net worth at 31 Dec 2017 of \$684,565 (\$796,569 in 2016). At the date of this report, the Association is able to pay its debts as and when they fall due. Importantly, our cash reserves remain significant at \$798,328 (\$800,524 in 2016).

Our accounts were audited by Hales Redden, Chartered Accountants and their report was unqualified. We have also worked with Hales Redden to continue to improve our accounting processes. We have Hales Redden work with us throughout the year, not just in an end of year audit.

The full annual report from Hales Redden is available separate to this report as is a more detailed comparison in key areas compared to 2016.

We are constantly reviewing all aspects of our operations to minimize expenses and improve customer service. There has been a strong focus on returning to profit in 2018, which we are on track to do, while also providing the resources to meet the needs of the business, including obtaining new premises.



## 2017 Results and Statistics

### **State Honours**

Norths had a strong state representation in 2017, with the following players, coaches and officials selected:

#### U20 State Team Representatives

Millicent Yates

Bree Delaney

Brennan Rymer

#### U18 State Representatives

Rebekah Dallinger

Ted Ferguson

Hunter Goodrich

Benjamin Fakira

Hunter Madden

Reserves

Patrick Fraser

Campbell Green

#### U16 State Representatives

Isabelle Morgan

Mia Wellisch (Reserve)

Ethan Yetman

Robert Moore

Reserve

Caleb Henty-Brown

Alek Horenko (Head Coach Girls)

Shaun Rogers (Assistant Coach Boys)



## 2015 Results and Statistics

### ***Representative Teams***

In the 2017 Basketball Australia and BNSW season, NSBA's results can be summated as follows:

#### **Metro Junior League division 1 Grand-finalists:**

12 Boys

18 Boys (champions)

#### **Metro Junior League division 2 & 3 Grand-finalists:**

12 Girls Black (champions)

14 Girls Black (champions)

14 Girls Red

16 Girls Black (champions)

16 Girls Red

#### **State Cup Qualifiers**

12 Boys Black

12 Girls Black

14 Girls Black

16 Girls Black (grand finalists)

#### **State Championship Qualifiers:**

12 Girls

12 Boys (grand finalists)

14 Girls

14 Boys (grand finalists)

16 Girls (grand finalists)

16 Boys (champions)

18 Girls

18 Boys (grand finalists)

Basketball Australia U14 National Club Championships: U14 Boys (finished 17<sup>th</sup> in Australia)





## 2017 Results and Statistics

### Domestic Competitions

*Miniball and U13s*

#### Competition One

Under 8's – 4 divisions – 21 teams
Under 10's Girls – 3 divisions – 18 teams
Under 10's Boys – 4 divisions – 37 teams
Under 12's Girls – 3 divisions – 32 teams
Under 12's Boys – 6 divisions – 46 teams
Under 13 girls – 4 divisions – 20 teams
Under 13 boys – 4 divisions – 31 teams
<b>Total number teams – 205 teams</b>

#### Competition Two

Under 10's Girls – 1 division – 8 teams
Under 10's Boys – 1 divisions – 10 teams
Under 12's Girls – 4 divisions – 26 teams
Under 12's Boys – 4 divisions – 35 teams
Under 13 boys – 4 divisions – 27 teams
Under 13 girls – 3 divisions – 19 teams
<b>Total number of teams – 125 teams</b>

#### Competition Three

Under 8's – 3 division – 28 teams
Under 10's Girls – 3 divisions – 19 teams
Under 10's Boys – 4 divisions – 34 teams
Under 12's Girls – 4 divisions – 31 teams
Under 12's Boys – 7 divisions – 47 teams
Under 13 boys – 4 divisions – 31 teams
Under 13 girls – 3 divisions – 22 teams
<b>Total number of teams – 212 teams</b>



## 2017 Results and Statistics

### Domestic Competitions

#### Competition One

Under 14 Women –3 divisions – 19 teams
Under 16 Women – 2 divisions – 24 teams
Under 18 Women – 2 divisions – 17 teams
Under 14 Men – 3 divisions – 30 teams
Under 16 Men – 5 divisions – 46 teams
Under 18 Men –3 divisions – 19 teams
<b>Total number of teams – 155 teams</b>

#### Junior Competition One Grand Finalists 2017

U14 Women Division 1 – WGHS Weapons 20 def Roseville Roadrunners 0
U14 Women Division 2 – Cammeraygal Kestrals 30 def Thunderstorm 28
U16 Women Division 1- Avatars 29 def Willoughby Wildcats 14
U16 Women Division 2 – Ararat Red 29 def Panthers 17
U18 Women Division 1 – WGHS Blue Blaze 35 def NSGH Blue Flamez 17
U18 Women Division 2 – NSGH Poison Ivy 36 def Ararat 6
U14 Men Division 1 – Blazers 20 def Rip City 0
U14 Men Division 2 – The Sharks 31 def Homenetmen Antranig 24
U14 Men Division 3 – Lane Cove Lakers 41 def Ararat 26
U16 Men Division 1 – The Argonauts 43 def Black Hawks 36
U16 Men Division 2 – The Gladiators 64 def Ararat 18
U16 Men Division 3 – Dark Knights 38 def Cannibals 30
U16 Men Division 4 – Gold Falcons 39 def The Rockstars 28
U 16 Men Division 5 – Demons 28 def Lane Cove Wolves 24
U18 Men Division 1 – No game was played, it was cancelled.
U18 Men Division 2 – Red Falcons 54 def Blue Falcons 48



## 2017 Results and Statistics

### Domestic Competitions

#### Competition Two

Under 14 Women – 2 divisions – 15 teams
Under 16 Women – 3 divisions – 27 teams
Under 18 Women – 2 divisions – 15 teams
Under 14 Men – 3 divisions – 29 teams
Under 16 Men – 5 divisions – 44 teams
Under 18 Men – 2 divisions – 19 teams
<b>Total number of teams – 149 teams</b>

#### Junior Competition Two Grand Finalists 2017

U14 Women Division 1 – The Black Wolves 38 def Roseville Roadrunners 32
U14 Women Division 2 – Flames 21 def Red Rebels 20
U16 Women Division 1 – The Smarties 35 def Reds 33
U16 Women Division 2 – Cammeraygal Comets 14 def Ararat 13
U16 Women Division 3 – Mercy Magic 38 def NSGH Electric 14
U18 Women Division 1 – Comets 27 def WGHS Blue Blaze 27
U18 Women Division 2 – Pretty Little Ballers 29 def NSGH Silver Bullets 16
U14 Men Division 1 – Blazers 40 def Lane Cove Warriors 35
U14 Men Division 2 – Ararat 39 def Hitmen (J) 22
U14 Men Division 3 – Killarney Cougars 34 def Indigo Falcons 23
U16 Men Division 1 – The Argonauts 63 def Black Hawks 47
U16 Men Division 2 – Warriors JP 55 def Bullets 37
U16 Men Division 3 – The Hustlers 30 def Gold Falcons 28
U16 Men Division 4 – Cammeraygal Mavericks 43 def Lane Cove Wolves 29
U16 Men Division 5 – Silver Falcons 26 def Lane Cove Electric Shocks 24
U18 Men Division 1 – Gordon East Gorillas 30 def Homenetmen Antranig 25
U18 Men Division 2 – The Sabres 52 def Big Orses 32



## 2017 Results and Statistics

### Domestic Competitions

#### Senior Hoops Season 16/17

Women – 5 divisions – 51 teams
Men – 15 divisions – 158 teams
Unisex – 2 divisions – 16 teams
<b>Total number of teams – 225</b>

#### Senior Hoops 16/17 Grand Finalists

<b>Sunday Divisions</b>
Women's B – Homenetmen Antranig 27 def Flint Tropics 16
Women's C – AGBU 25 def Homenetmen Ararat 18
Men's B – AA Magic 42 def Slam Pieces 32
Men's C – Bulls 36 def Homenetmen Ararat 27
Men's D – GOAT 45 def Aztecs 42
Men's E – OIZ 46 def Norfolk Simplemum 42
<b>Monday Divisions</b>
Women's B – My team myer 20 def Nicholas Cage 0
Women's C – Rough Diamonds 26 def Warriors 23
Men's B – Space Hombres 49 def New Jets 41
Men's C – Black Mambo No 5 37 def Kirribilli Hoyles (P) 30
<b>Tuesday Divisions</b>
Men's A – Nads 71 def Wolverines B 52
Men's B – Vipers (P) 52 def Barbarians 48
Unisex A – Spartans 48 def BLCU 30
Unisex B – The Rebounds 33 def Aztecs 29
<b>Wednesday Divisions</b>
Men's Prem – Gale Force 71 def Red Eyes 52
Men's A – Mitches 64 def Rowley 56
Men's B – Blaze 57 def Norfolk Enchants 52
Men's C – Cougars 34 def Make a Swish Foundation 29
<b>Thursday Divisions</b>
Women's Prem – Ninjas 67 def \$xc slamdunkers 55
Men's B – Truckers 40 def The Clams 29
Men's C – The Tropics 46 def Icefire 36
Men's D – Player 1 43 def Keyboard Warriors 30



## 2017 Results and Statistics

### Senior Tri Season 2017

Women – 5 divisions – 53 teams
Men – 15 divisions – 154 teams
Unisex – 2 divisions – 18 teams
<b>Total Numbers teams – 225</b>

### Senior Tri 2017 Grand Finalists

<b>Sunday Divisions</b>
Women's B – Flint Tropics 43 def Redback Airness 28
Women's C – Muffinstorm 38 def Homenetmen Antranig 22
Men's B – AA Magic 50 def Falcons C 27
Men's C – Japamate 44 def AGBU 37
Men's D – The Bills 38 def Drifters 26
Men's E – Big Red 32 def Brick Layers 28
<b>Monday Divisions</b>
Women's B – my team myer 55 def Nicholas Cage 30
Women's C – Hot Fuzz 51 def Toucans (10pts) 29
Men's B – Space Hombres 67 def New Jets 50
Men's C – Gringos 40 def Celtics 34
<b>Tuesday Divisions</b>
Men's A – Nads 68 def Bullets 66
Mens B – Rowley 48 def Vipers (10pts) 38
Unisex A – Spartans 32 def Supersonics 28
Unisex B – Hoopsidaisy 44 def Nothing but Netballers 14
<b>Wednesday Divisions</b>
Premier Men – Wolverines 45 def Gale Force 43
Men's A – Eye of the Tiger 52 def Homenetmen Antranig 41
Men's B – Cougars 52 def Lethal Lizards 43
Men's C – Legends 52 def Northern Tigers 47
<b>Thursday Divisions</b>
Premier Women – Team Bobbles 54 def Ninjas 32
Men's B – Truckers 61 def The Tropics 38
Men's C – Skillz that Killz 37 def Player1 30
Men's D – Roys Boys 40 def Rice Ballers 35



## 2017 Results and Statistics

### **Development Programs**

<b>LTP Program</b>	<b>Term 1</b>	<b>Term 2</b>	<b>Term 3</b>	<b>Term 4</b>	<b>Total</b>
Bear Essentials	94	54	74		222
Little Bears League	224	121	139	215	699
Advanced Skills Training	46	48	39	58	191
Future Stars/Rep Prep	96	77	136		309

<b>School Holidays</b>	<b>Dec/Jan</b>	<b>April</b>	<b>Jun/Jul</b>	<b>Sep/Oct</b>	<b>Total</b>
Hoops Camps	502	250	136		888
Rep Camp	59	36	35	116	246
Summer League	123				123
Pro Camp			184		184

<b>Membership</b> (per BNSW Annual Report)	<b>2017</b>	<b>2016</b>	<b>2015</b>
Senior	1,789	1,951	1,973
Junior	1,747	1,697	1,619
Miniball	1,401	1,044	1,037
Learn to Play	<u>67</u>	<u>292</u>	<u>517</u>
	<b>5,004</b>	<b>4,984</b>	<b>5,146</b>



## 2017 Results and Statistics

### **NSISC**

#### ***Court Usage—By Sport***

Basketball	9,937 hours	73% of total usage
Basketball (1/2 Court)	624 hours	5% of total usage
Badminton	620 hours	5% of total usage
Netball	432 hours	3% of total usage
Soccer	648 hours	5% of total usage
Other	1,281 hours	9% of total usage



## 2017 Results and Statistics

### ***Norths People***

#### ***Board***

Vik Kortian	President
Arnie Selverajah	Finance Director
Louise Bortolin	
Guy Ricahrds	
Susan MacDonald	

#### ***Full Time Staff***

Graeme Reid	CEO
Karen North	Competitions Manager
Mikaela Marsh	Facilities Manager (resigned April 2018)
Thomas Garlepp	Facilities Manager (appointed April 2018)
Rachael Woo	Financial Controller
Erik Dorbek	Development Program Coach

#### ***Part Time and Casual Staff***

Janelle Younger	Competitions & Officials Administrator
Linden Smith-Hyde	Social Media Administrator
Nick Wormersley	Maintenance and WHS Administrator
Alek Horenko	Coaching/School Visits Coordinator
Macsen Monk	Development Administrator
Lara Scholtz	Development Administrator
Brad Giersch	Senior Referee Development Officer
Riannan De La Torre	Junior Referee Development Officer (resigned June 2018)

#### ***Contractors/Volunteers***

John Quilter	Rep Head Coach
Daniel Martinez	General Manager Stadium Development
Anthony (AJ) James	General Manager Marketing & Innovations
Daniel Fischer	Development Program Manager
Tania Patterson	Stats Coordinator (volunteer)
Roupen Zarigian	Scoretable Coordinator (volunteer)





## Our People

### Norths People

#### Customer Service Officers

- *Angus Bourke*
- *Holly Bolton*
- *Kate Golding*
- *Mike Golding*
- *Garen Kortian*
- *Taylor Jones*
- *Saxon Penn*
- *Elizajane Loader*
- *Alannah Stokes*
- *Rachael Stokes*
- *Katya Triantis*
- *Ross Noone*

#### Game Service Coordinators

- *Roupen Zarigian*
- *Graeme Reid*
- *Oliver Toon*
- *Guy Richards*
- *Felicity Wyker*
- *Vik Kortian*
- *Riannan De La Torre*
- *Matt Tsigotes*
- *Janelle Younger*
- *Luke Joseph*
- *Bradley Mattioli*

#### Life Members

- *Doug Golding, 1991*
- *John Niven, 1998*
- *Harry Kushkarian, 1999*
- *Graeme Reid, 1999*
- *Ralph Greco, 2000*
- *Greg Maraun, 2005*
- *Dave Milling, 2008*
- *Ken Kennedy, 2008*
- *Nick Ritten, 2009*
- *Anto Panoyan, 2009*
- *Bob Dickinson, 2011*
- *Michael Stokes, 2011*
- *Vik Kortian, 2013*
- *Tania Patterson, 2016*

#### Hall of Fame

- *Jacob Ashjian*
- *Louise Bortolin*
- *Luke Brennan*
- *Paul Buttsworth*
- *Steve Carfino*
- *Sharon Carleton*
- *Pat Carmody*
- *Sue Chalmers*
- *Bob Dickinson*
- *Dennis Emery*
- *Arnold Eynaud*
- *Daniel Fischer*
- *John Gale*
- *Kris Gale*
- *Geoff Gauci*
- *Doug Golding*
- *Bill Goodman*
- *Steve Goodman*
- *Ralph Greco*
- *James Heritage*
- *Ken Kennedy*
- *Vik Kortian*
- *Harry Kushkarian*
- *Nina Kushkarian*
- *Monica Love*
- *Corrina Lueg*
- *David Major*
- *Greg Maraun*
- *Wayne Marsh*
- *Daniel Martinez*
- *Genia McCaffery*
- *Ken McKibbins*
- *Dave Milling*
- *Tom Moore*
- *Tony Naar*
- *Viken Nalbandian*
- *John Niven*
- *Karen North*
- *Tania Patterson*
- *Anto Panoyan*
- *Glenn Pearson*
- *Tim Purcell*
- *Graeme Reid*
- *Nick Ritten*
- *Teresa Ruscoe*
- *Arnie Selvarajah*
- *Steve Smith*
- *Michael Stokes*
- *Phil Taylor*
- *Keith Webb*
- *Roupen Zarigian*

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**FINANCIAL REPORT**  
**FOR THE YEAR ENDED**  
**31 DECEMBER 2017**

**Liability limited by a scheme approved under  
Professional Standards Legislation**

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

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**General Information**

The financial report covers the Northern Suburbs Basketball Association Inc. as an individual entity. The financial report is presented in Australian dollars, which is Northern Suburbs Basketball Association Inc.'s functional and presentation currency.

The financial report consists of the financial statements, notes to the financial statements and the statement by Members of the Committee.

The financial report was authorised for issue on 19 June 2018. The officers do not have the power to amend and reissue the financial report.

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**STATEMENT OF COMPREHENSIVE INCOME**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

	Note	2017 \$	2016 \$
Revenue	2	3,353,292	3,019,743
Raw materials and consumables used		(1,929,367)	(1,807,996)
Administration expenses		(49,789)	(45,769)
Building maintenance expenses		(144,665)	(105,835)
Bad and doubtful debt expenses		-	(2,177)
Computer and software costs		(11,268)	(11,160)
Depreciation and amortisation expenses		(53,325)	(43,226)
Employee benefits expenses		(880,570)	(641,627)
Occupancy expenses		(134,470)	(126,190)
Professional expenses		(181,056)	(138,338)
Other expenses		(43,679)	(18,676)
<b>Profit for the year</b>	<b>3</b>	<u>(74,897)</u>	<u>78,749</u>
<b>Total comprehensive income for the year</b>		<u>(74,897)</u>	<u>78,749</u>
Total comprehensive income attributable to the members of Northern Suburbs Basketball Association Inc.		(74,897)	78,749

The accompanying notes form part of these financial statements.  
These statements should be read in conjunction with the attached compilation report of HALES REDDEN & PARTNERS PTY LTD.

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**STATEMENT OF FINANCIAL POSITION**  
**AS AT 31 DECEMBER 2017**

	Note	2017 \$	2016 \$
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Cash and cash equivalents	4	798,328	800,524
Trade and other receivables	5	311,301	189,667
Other current assets	6	124,776	170,749
<b>TOTAL CURRENT ASSETS</b>		<u>1,234,405</u>	<u>901,327</u>
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	8	174,877	209,989
Other non-current assets	7	13,241	13,350
<b>TOTAL NON-CURRENT ASSETS</b>		<u>188,118</u>	<u>223,339</u>
<b>TOTAL ASSETS</b>		<u>1,422,523</u>	<u>1,384,279</u>
<b>LIABILITIES</b>			
<b>CURRENT LIABILITIES</b>			
Trade and Other Payables	9	210,779	179,208
Provisions	10	39,922	34,871
Other current liabilities	11	487,257	373,631
<b>TOTAL CURRENT LIABILITIES</b>		<u>737,958</u>	<u>587,710</u>
<b>TOTAL LIABILITIES</b>		<u>737,958</u>	<u>587,710</u>
<b>NET ASSETS</b>		<u>684,565</u>	<u>796,569</u>
<b>EQUITY</b>			
Reserves	12	56,888	93,995
Retained earnings	13	627,677	702,574
<b>TOTAL EQUITY</b>		<u>684,565</u>	<u>796,569</u>

The accompanying notes form part of these financial statements.  
These statements should be read in conjunction with the attached compilation  
report of HALES REDDEN & PARTNERS PTY LTD.

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**STATEMENT OF CHANGES IN EQUITY**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

	Note	2017 \$	2016 \$	Total \$
	Note	Retained earnings \$	Other reserves \$	Total \$
<b>Balance at 1 January 2016</b>		623,825		623,825
Opening balance for the year			93,995	93,995
Profit attributable to members		78,749		78,749
<b>Balance at 31 December 2016</b>		702,574	93,995	796,569
Profit attributable to members		(74,897)		(74,897)
Movement			(37,106)	(37,106)
<b>Balance at 31 December 2017</b>		627,677	56,889	684,566

The accompanying notes form part of these financial statements.  
These statements should be read in conjunction with the attached compilation  
report of HALES REDDEN & PARTNERS PTY LTD.

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

	Note	2017 \$	2016 \$
<b>Cash Flows from Operating Activities:</b>			
Receipts from Customers		3,231,152	2,875,299
Interest Received		4,782	7,216
Payments & Outgoings		(3,219,917)	(2,731,487)
<b>Net Cash Provided by (Used In) Operating Activities</b>	<b>14</b>	<u>16,017</u>	<u>151,028</u>
<b>Cash Flows from Investing Activities:</b>			
Purchase of Property, Plant & Equipment		(18,213)	(67,489)
<b>Net Cash Provided by (Used In) Investing Activities</b>		<u>(2,196)</u>	<u>(67,489)</u>
<b>Cash Flows from Financing Activities:</b>			
<b>Net Cash Provided by (Used In) Financing Activities</b>		<u>-</u>	<u>-</u>
<b>Net Increase (Decrease) in Cash Held</b>		(2,196)	83,539
Cash at Beginning of the Financial Year		<u>800,524</u>	<u>716,985</u>
<b>CASH AT END OF FINANCIAL YEAR</b>	<b>4</b>	<u>798,328</u>	<u>800,524</u>

The accompanying notes form part of these financial statements.  
These statements should be read in conjunction with the attached compilation  
report of HALES REDDEN & PARTNERS PTY LTD.

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

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**1 Summary of Significant Accounting Policies**

The financial statements cover NORTHERN SUBURBS BASKETBALL ASSOCIATION INC as an individual entity. NORTHERN SUBURBS BASKETBALL ASSOCIATION INC is an association incorporated in NSW under the Associations Incorporation Act 2009.

**Basis of Preparation**

In the officer's opinion, NORTHERN SUBURBS BASKETBALL ASSOCIATION INC is not a reporting entity because there are no users dependent on general purpose financial statements.

These are special purpose financial statements that have been prepared for the purposes of complying with the New South Wales legislation the Associations Incorporation Act 2009 and associated regulations. The officers have determined that the accounting policies adopted are appropriate to meet the needs of the members of NORTHERN SUBURBS BASKETBALL ASSOCIATION INC.

Australian Accounting Standards set out accounting policies that the AASB has concluded would result in financial statements containing relevant and reliable information about transactions, events and conditions. Compliance with Australian Accounting Standards ensures that the financial statements and notes also comply with International Financial Reporting Standards as issued by the IASB. Material accounting policies adopted in the preparation of these financial statements are presented below and have been consistently applied unless stated otherwise.

The financial statements, except for the cash flow information, have been prepared on an accruals basis and are based on historical costs, modified, where applicable, by the measurement at fair value of selected non-current assets, financial assets and financial liabilities. The amounts presented in the financial statements have been rounded to the nearest dollar.

**Accounting Policies**

**Property, Plant and Equipment**

Each class of property, plant and equipment is carried at cost or fair value as indicated less, where applicable, any accumulated depreciation and impairment losses.



**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

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**Plant and equipment**

Plant and equipment are measured on the cost basis and are therefore carried at cost less accumulated depreciation and any accumulated impairment losses.

In the event the carrying value of plant and equipment is greater than the estimated recoverable amount, the carrying value is written down immediately to the estimated recoverable amount. A formal assessment of recoverable amount is made when impairment indicators are present.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the association and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the statement of comprehensive income during the financial period in which they are incurred.

**Depreciation**

Depreciation is calculated on a straight-line basis to write off the net cost of each item of property, plant and equipment (excluding land) over their expected useful lives as follows:

Leasehold improvements	3-10 years
Plant and equipment	3-7 years

The residual value, useful lives and depreciation methods are reviewed, and adjusted if appropriate, at each reporting date.

Leasehold improvements and plant and equipment under lease are depreciated over the unexpired period of the lease or the estimated useful life of the assets, whichever is shorter.

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

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**Income Tax**

As the company is a charitable institution in terms of subsection 50-5 of the Income Tax Assessment Act 1997, as amended, it is exempt from paying income tax.

**Financial Instruments**

Financial assets and financial liabilities are recognised when the entity becomes a party to the contractual provisions to the instrument. For financial assets, this is equivalent to the date that the association commits itself to either purchase or sell the asset (i.e. trade date accounting adopted).

Financial instruments are initially measured at fair value plus transactions costs except where the instrument is classified 'at fair value through profit or loss', in which case transaction costs are expensed to profit or loss immediately.

**Impairment of Non-Financial Assets**

At the end of each reporting period the association determines whether there is an evidence of an impairment indicator for non-financial assets.

Where this indicator exists and regardless for goodwill, indefinite life intangible assets and intangible assets not yet available for use, the recoverable amount of the assets is estimated.

Where assets do not operate independently of other assets, the recoverable amount of the relevant cash-generating unit (CGU) is estimated.

The recoverable amount of an asset or CGU is the higher of the fair value less costs of disposal and the value in use. Value in use is the present value of the future cash flows expected to be derived from an asset or cash-generating unit.

Where the recoverable amount is less than the carrying amount, an impairment loss is recognised in profit or loss.

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

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Reversal indicators are considered in subsequent periods for all assets which have suffered an impairment loss, except for goodwill.

Where it is not possible to estimate the recoverable amount of an individual asset, the association estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Impairment testing is performed annually for goodwill and intangible assets with indefinite lives.

**Accounts Receivable and Other Receivables**

Accounts receivable and other debtors include amounts due from members as well as amounts receivable from customers for goods sold in the ordinary course of business. Receivables expected to be collected within 12 months of the end of the reporting period are classified as current assets. All other receivables are classified as non-current assets.

At the end of each reporting period, the carrying amount of accounts receivable and other receivables are reviewed to determine whether there is any objective evidence that the amounts are not recoverable. If so, an impairment loss is recognised immediately in statement of comprehensive income.

**Employee Benefits**

*Wages and salaries, annual leave and sick leave*

Liabilities for wages and salaries, including non-monetary benefits, annual leave and accumulating sick leave expected to be settled with 12 months of the reporting date are recognised in current liabilities in respect of employees' services up to the reporting date and are measured at the amounts expected to be paid when the liabilities are settled. Non-accumulating sick leave is expensed to profit or loss when incurred.

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

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*Long service leave*

The liability for long service leave is recognised in current and non-current liabilities, depending on the unconditional right to defer settlement of the liability for at least 12 months after the reporting date. The liability is measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on national government bonds with terms to maturity and currency that match, as closely as possible, the estimated future cash outflows.

**Provisions**

Provisions are recognised when the association has a legal or constructive obligation, as a result of past events, for which it is probable that an outflow of economic benefits will result and that outflow can be reliably measured. Provisions recognised represent the best estimate of the amounts required to settle the obligation at the end of the reporting period.

**Cash and Cash Equivalents**

Cash and cash equivalents comprises cash on hand, demand deposits and short-term investments which are readily convertible to known amounts of cash and which are subject to an insignificant risk of change in value.

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

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**Revenue and Other Income**

Revenue is recognised when the amount of the revenue can be measured reliably, it is probable that economic benefits associated with the transaction will flow to the entity and specific criteria relating to the type of revenue as noted below, has been satisfied.

Revenue is measured at the fair value of the consideration received or receivable.

**Sale of goods**

Revenue is recognised when it is probable that the economic benefit will flow to the association and the revenue can be reliably measured. Revenue is measured at the fair value of the consideration received or receivable.

**Interest revenue**

Interest revenue is recognised using the effective interest rate method.

**Other revenue**

Other revenue is recognised when it is received or when the right to receive payment is established.

**Accounts Payable and Other Payables**

Accounts payable and other payables represent the liabilities at the end of the reporting period for goods and services received by the association that remain unpaid.

Accounts payable are recognised at their transaction price. Accounts payable are obligations on the basis of normal credit terms.

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

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**Goods and Services Tax (GST)**

Revenues, expenses and assets are recognised net of the amount of goods and services tax (GST), except where the amount of GST incurred is not recoverable from the Australian Taxation Office (ATO).

Receivables and payables are stated inclusive of GST. The net amount of GST recoverable from, or payable to, the ATO is included as part of receivables or payables in the statement of financial position.

**Comparative Amounts**

Comparatives are consistent with prior years, unless otherwise stated.

Where a change in comparatives has also affected the opening retained earnings previously presented in a comparative period, an opening statement of financial position at the earliest date of the comparative period has been presented.

**Critical Accounting Estimates and Judgements**

The committee evaluates estimates and judgements incorporated into the financial statements based on historical knowledge and best available current information. Estimates assume a reasonable expectation of future events and are based on current trends and economic data, obtained both externally and within the association.

*Provision for impairment of receivables*

The provision for impairment of receivables assessment requires a degree of estimation and judgement. The level of provision is assessed by taking into account the recent sales experience, the aging of receivable, historical collection rates and specific knowledge of the individual debtors financial position.

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

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*Estimation of useful lives of assets*

The committee determines the estimated useful lives and related depreciation and amortisation charges for its property, plant and equipment and finite life intangible assets. The useful lives could change significantly as a result of technical innovations or some other event. The depreciation and amortisation charge will increase where the useful lives are less than previously estimate lives, or technically obsolete or non-strategic assets that have been abandoned or sold will be written off or written down.

*Building maintenance provision*

A provision has been made for the present value of anticipated costs for future repairs of leased premises. The provision includes future cost estimates associated with repairs of the premises. The calculation of this provision requires assumptions such as cost estimates. The provision recognised is periodically reviewed and updated based on the facts and circumstances available at the time. Changes to the estimated future costs are recognised in the profit or loss.

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

	<b>2017</b>	<b>2016</b>
	<b>\$</b>	<b>\$</b>
<hr/>		
<b>2 Revenue and Other Income</b>		
<b>Revenue</b>		
Sales revenue:		
Sale of goods	3,348,510	3,012,527
Other revenue:		
Interest received	4,782	7,216
Total revenue	3,353,292	3,019,743
<b>3 Profit for the year</b>		
Profit before income tax from continuing operations includes the following specific expenses:		
<b>Expenses</b>		
Cost of sales	2,845,302	2,244,103
Depreciation of property, plant and equipment	53,325	43,226
Bad Debts Written Off	-	2,177
Total bad and doubtful debts	-	2,177
<b>4 Cash and Cash Equivalents</b>		
Cash on Hand	8,693	7,263
Cash at Bank	37,984	29,532
Cash on Deposit	746,916	762,355
Westpac Credit Card	4,735	1,374
	798,328	800,524

These notes should be read in conjunction with the attached compilation report of HALES REDDEN & PARTNERS PTY LTD.



**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

	<b>2017</b>	<b>2016</b>
	<b>\$</b>	<b>\$</b>
<hr/>		
<b>5 Trade and Other Receivables</b>		
<b>Current</b>		
Trade Debtors	307,134	189,667
GST Clearing A/C	4,167	-
	311,301	53,199
<b>6 Other Current Assets</b>		
<b>Current</b>		
Stock on Hand	70,950	133,165
Provision for Obsolete stock	-	(46,954)
	70,950	86,211
Prepayments	44,936	62,055
Accrued Income	8,890	22,483
	124,776	170,749
<b>7 Financial Assets</b>		
<b>Non-Current</b>		
Security Deposits	13,241	13,350
<b>8 Property, Plant and Equipment</b>		
Property, Plant & Equipment	322,165	345,690
Less: Accumulated Depreciation	(147,288)	(135,701)
	174,877	209,989
<b>Total Plant and Equipment</b>	174,877	209,989
<b>Total Property, Plant and Equipment</b>	174,877	209,989

These notes should be read in conjunction with the attached compilation  
report of HALES REDDEN & PARTNERS PTY LTD.

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

	<b>2017</b>	<b>2016</b>
	<b>\$</b>	<b>\$</b>

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**Movements in Carrying Amounts of Property, Plant and Equipment**

Movement in the carrying amounts for each class of property, plant and equipment between the beginning and the end of the current financial year.

	Plant and Equipment	Total
	\$	\$
Balance at 1 January 2017	209,989	209,989
Additions	18,213	18,213
Depreciation expense	.. (53,325)	.. (53,325)
Balance at 31 December 2017	.. <u>174,877</u>	.. <u>174,877</u>

**9 Accounts Payable and Other Payables**

**Current**

Sundry Creditors	57,072	50,464
Trade Creditors	153,707	128,099
GST Clearing A/C	-	645
	<u>210,779</u>	<u>179,208</u>

**10 Provisions**

Provision for Long Service Leave	18,634	17,711
Provision for Annual Leave	21,288	17,160
<b>Total provisions</b>	<u>39,922</u>	<u>34,871</u>

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

	<b>2017</b>	<b>2016</b>
	<b>\$</b>	<b>\$</b>
<hr/>		
<b>11 Other Liabilities</b>		
<b>Current</b>		
Revenue Received in Advance	<u>487,257</u>	<u>373,631</u>
<b>12 Reserves</b>		
Other reserves	<u>56,888</u>	<u>93,995</u>
<i>Stadium fund reserve</i>		
The stadium fund reserve relates to surplus funds set aside out of profits, as determined by management, for the potential development of a second stadium.		
<b>13 Retained Earnings</b>		
Retained earnings at the beginning of the financial year	702,574	623,825
Net profit attributable to the association	(74,897)	78,749
Stock Write Off	-	-
Provision for Obsolete Stock	-	-
Retained earnings at the end of the financial year	<u>627,677</u>	<u>702,574</u>

These notes should be read in conjunction with the attached compilation report of HALES REDDEN & PARTNERS PTY LTD.

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

	<b>2017</b>	<b>2016</b>
	<b>\$</b>	<b>\$</b>
<hr/>		
<b>14 Cash Flow Information</b>		
<b>Reconciliation of cash flow from operating activities with net current year surplus</b>		
<b>Operating Profit after Income Tax</b>		
Operating Profit (Loss) after Income Tax	(74,897)	78,749
<b>Non Cash Flows in Operating Profit:</b>		
Depreciation	53,325	43,226
<b>Changes in Assets &amp; Liabilities:</b>		
Increase (Decrease) in Trade and Other Payables	27,403	(11,250)
Decrease (Increase) in Other Operating Assets	15,370	26,586
Increase (Decrease) in Other Operating Liabilities	113,626	206,151
Decrease (Increase) in Trade and Other Receivables	(86,755)	(203,420)
Increase (Decrease) on Employee Benefits	5,051	10,986
Increase (Decrease) in Reserves	(37,106)	-
<b>Net Cash Provided by Operating Activities</b>	16,017	151,028

These notes should be read in conjunction with the attached compilation  
report of HALES REDDEN & PARTNERS PTY LTD.

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

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**15 Events after the Reporting Period**

No matter or occurrence has arisen since 31 December 2017 that has significantly affected, or may significantly affect the incorporated association's operations, the results of those operations, or the incorporated association's state of affairs in the future financial years.

**16 Association Details**

The registered office of the association is:

Level 5  
36 Hume Street  
CROWS NEST 2065

The principal place of business is:

Level 5  
36 Hume Street  
CROWS NEST 2065

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC  
ABN 87 062 251 400**

**STATEMENT BY MEMBERS OF THE COMMITTEE**

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In the opinion of the committee:

1. NORTHERN SUBURBS BASKETBALL ASSOCIATION INC is not a reporting entity because there are no users dependent on general purpose financial statements. Accordingly, as described in note 1 to the financial statements, the attached special purpose financial statements have been prepared for the purposes of complying with the New South Wales legislation, the Associations Incorporation Act 2009 and associated regulations;
2. the attached financial statements and notes thereto comply with the Accounting Standards as described in note 1 to the financial statements;
3. the attached financial statements and notes thereto give a true and fair view of NORTHERN SUBURBS BASKETBALL ASSOCIATION INC's financial position as at 31 December 2017 and of its performance for the financial year ended on that date;
4. At the date of this statement, there are reasonable grounds to believe that NORTHERN SUBURBS BASKETBALL ASSOCIATION INC will be able to pay its debts as and when they fall due.

This statement is made in accordance with a resolution of the Committee and is signed for and on behalf of the Committee by:

**President:** \_\_\_\_\_

**Finance Director:** \_\_\_\_\_

**Dated this day of**

**INDEPENDENT AUDITOR'S REPORT  
TO THE MEMBERS OF NORTHERN SUBURBS BASKETBALL ASSOCIATION INC  
ABN 87 062 251 400**

**Report on the Financial Report**

We have audited the accompanying financial report of NORTHERN SUBURBS BASKETBALL ASSOCIATION INC (the association) which comprises the statement of financial position as at 31 December 2017 and the statement of comprehensive income for the year then ended, notes comprising a summary of significant accounting policies and other explanatory information, and the statement by members of the committee.

**Committee's Responsibility for the Financial Report**

The committee of the association is responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and the Associations Incorporation Act 2009 and for such internal control as the committee determines is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

**Auditors' Responsibility**

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. Those standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance about whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation of the financial report that gives a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the committee, as well as evaluating the overall presentation of the financial report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**INDEPENDENT AUDITOR'S REPORT  
TO THE MEMBERS OF NORTHERN SUBURBS BASKETBALL ASSOCIATION INC  
ABN 87 062 251 400**

**Auditors' Opinion**

In our opinion:

The financial report of NORTHERN SUBURBS BASKETBALL ASSOCIATION INC is in accordance with the Associations Incorporation Act 2009 including:

- (i) giving a true and fair view of the Association's financial position as at 31 December 2017 and of their performance and cash flows for the year ended on that date; and
- (ii) complying with the Australian Accounting Standards.

**Basis of Accounting and Restriction on Distribution**

Without modifying our opinion, we draw attention to Note 1 to the financial report, which describes the basis of accounting. The financial report has been prepared to assist Northern Suburbs Basketball Association Inc. to meet the requirements of the Associations Incorporation Act NSW. As a result, the financial report may not be suitable for another purpose.

**Name of Firm:** Hales Redden  
Chartered Accountants

**Name of Partner:** \_\_\_\_\_  
Paul de Maria

**Address:** PO Box 54 ROCKDALE NSW 2216

**Dated this day of**



**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**PROFIT AND LOSS STATEMENT**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

	<b>2017</b>	<b>2016</b>
	<b>\$</b>	<b>\$</b>
<hr/>		
<b>REVENUE</b>		
Domestic program	1,748,362	1,695,588
Development programs	515,607	349,645
Representative programs	264,190	215,047
NSISC operations	635,884	597,307
Other sales	184,468	154,940
	<u>3,348,510</u>	<u>3,012,527</u>
<b>LESS: DIRECT EXPENSES</b>		
Domestic program	1,330,271	1,218,045
Development programs	711,711	339,799
Representative programs	466,603	373,041
Event costs	364	2,811
General and administration	336,353	310,407
	<u>2,845,302</u>	<u>2,244,103</u>
<b>GROSS PROFIT</b>	<u>503,208</u>	<u>768,424</u>
<b>OTHER INCOME</b>		
Interest Received	4,782	7,216
	<u>507,990</u>	<u>775,640</u>

The accompanying notes form part of these financial statements.  
These statements should be read in conjunction with the attached compilation  
report of HALES REDDEN & PARTNERS PTY LTD.

**NORTHERN SUBURBS BASKETBALL ASSOCIATION INC**  
**ABN 87 062 251 400**

**PROFIT AND LOSS STATEMENT**  
**FOR THE YEAR ENDED 31 DECEMBER 2017**

	<b>2017</b>	<b>2016</b>
	<b>\$</b>	<b>\$</b>
<b>EXPENSES</b>		
Accountancy & Audit Fees	10,000	10,000
Annual Leave & Long Service Leave	5,051	21,097
Bad Debts Written Off	-	2,177
Bank Charges	29,798	16,751
Board and committee meetings	3,480	3,658
Consultancy and professional fees	171,055	128,338
Computer and Software Costs	11,268	11,160
Depreciation	53,325	43,226
Insurance	23,303	24,310
Payroll Tax	(24,436)	(36,000)
Office expenses	7,815	7,399
Postage	365	458
Printing & stationery	21,746	24,143
Other Expenses	1,853	982
Rent & Occupancy Costs	134,470	126,190
Building Maintenance	144,665	105,835
Salaries & Wages	769,824	593,945
Staff Cost Allocation	(915,935)	(492,760)
Staff Amenities & Development	24,093	19,429
Staff Travel	10,440	9,104
Memberships & Subscriptions	9,682	8,975
Superannuation Contributions	71,162	54,705
Telephone	19,863	13,769
	<b>582,887</b>	<b>696,891</b>
<b>Profit before income tax</b>	<b>(74,897)</b>	<b>78,749</b>
Retained earnings at the beginning of the financial year	702,574	623,825
Extraordinary Items – stock write off	-	-
Extraordinary Items – Provision for Obsolete stock	-	-
<b>Retained earnings at the end of the financial year</b>	<b>627,677</b>	<b>702,574</b>

The accompanying notes form part of these financial statements.  
These statements should be read in conjunction with the attached compilation  
report of HALES REDDEN & PARTNERS PTY LTD.