

Northern Suburbs Basketball Association Inc



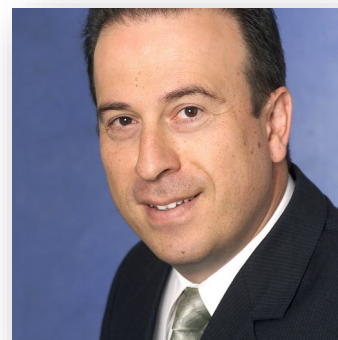
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Welcome to Norths!

In 2018, the Board gave clear direction to Graeme and the staff, that we wanted to focus our energies on delivering our core activities to our members, and to continue the search for alternative venues. We are happy to report that Graeme and the team have stabilised the day to day operations of our association, resulting in a small profit. This represents a turnaround of \$84,605 in our bottom line, which is very pleasing. It is even more pleasing when we take into consideration that it was achieved with very little increases in charges to our members.



The Board's other primary focus has been to secure our access to NSISC and obtain other venues to enable us to grow. WE believe we have achieved the first of these objectives, with indications from North Sydney Council that they do not have the funds to proceed with the previously published plans, at least in the foreseeable future.

The Board has looked at all areas of the association's activities and has continued to develop reporting mechanisms required in today's business environment. We continued the independent quarterly audits of our Work, Health and Safety processes, achieving high marks, and fixing 3 problems that were identified promptly.

We also obtained the services of an HR Consultant to ensure we comply with all the complex requirements in this area.

We would like to thank Graeme and all his team for their hard work, commitment and dedication. IN 2018, this was recognised by the presentation of the North Sydney Community Award to Graeme, in recognition of outstanding achievement in sport. This was one of 3 Awards presented to Norths' members on the night. This award is for all the staff and volunteers who contribute so much of their time, money, expertise, skills and passion. Without all of their help, Norths could not continue to be at the forefront of basketball in New South Wales.

Lastly, thank you to my fellow Board members. We don't always agree, however we eventually get to what we believe is the best option. Different views are important of any organisation to grow and develop, rather than stagnate. Thank you to Guy Richards and Louise Bortolin for their service and support.

I look forward to an even better 2019.

Vik Kortian

June 2019



Chief Executive's Report

2018 was a year of "Business as usual", where we endeavoured to consolidate our core activities and focus on returning to profit, primarily through cost reductions, while at the same time putting a major effort into sourcing alternative venues, and saving NSISC from proposed demolition.



I am pleased to be able to say that we achieved our objective of returning to profit, albeit a small one of just under \$20,000. This was achieved with minimal price increases across our programs. We were also successful in "Saving Our Stadium" after raising an online petition, which attracted considerable attention from media and government.

Our Representative programme enjoyed another successful year. The Championship Women took out the championship grand final and our Championship Men lost their grand final, both teams reversing their results from 2017. Our Youth League Men lost had a very disappointing year, ending in relegation to Division 2 in 2019. with a shot on the buzzer disallowed. Our Youth League Women lost their semi final after a heroic last few games of the regular season, culminating in the defeat of Manly, their first and only defeat of the regular season.

We won U12B1, U12B2, U12G2, U14B2, U14G2 and U1*G2 Metro Championships and U12B1 State Championship. We also won Best Senior On Court and Overall Best on Court from Basketball NSW. We had more Junior rep teams than any other association and, for the first time, had 4 Junior teams playing in the Country Eastern Junior League, where they performed extremely well.

Mikaela Marsh, our Facility Manager, left in April. Mikaela had worked her way up as a CSO, then Senior CSO, before becoming Facilities Manager. She was key to the implementation of a number of initiatives to improve our frontline processes. Thomas Garlepp took over from Mikaela, after retiring from his NBL career. Later in the year, he took on extra responsibility for our High Performance area, when JQ left to take up a teaching position.

One of our rep parents, Anthony (AJ) James, started providing us with assistance in a range of areas and eventually accepted a contracted position looking after our Marketing, Sponsorship and Innovation areas, after our contracted Marketing person, Wade Smith, left to return to his native USA. AJ hit the road running, putting together a marketing and sponsorship strategy and signing several new sponsors.

Towards the end of the year, it was decided to take on a HR Consultant, Adrienne Unkovich, to help systemise this vital area of our business. This is still been undertaken but has already helped with recruitment.



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

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 many 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 over many years. Tania has decided to reduce her involvement moving forward, although she continues to be available to help as needed.

Thank you to all our staff and CSOs. They all work hard and have a real commitment to the association. Their willingness to help out whenever necessary was clearly demonstrated when they all put in extra time to ensure the Rep Presentation function was the most successful in living memory.

Finally, I would once again like to thank the Board for their support. Norths' Board is completely volunteer, yet have been able to secure the services of some outstanding professionals, giving us probably the best local association Board in New South Wales, if not Australia. Guy Richards has decided not to renominate and I would like to thank him for his services, especially his mentoring of our new Officiating Coordinator. Guy worked as our RDO several years ago and was able to bring his knowledge and experience to help Brendan settle in quickly.

Louise Bortolin is up for re-election. Louise has been on the Board for 10 years, and has contributed in a number of areas, including Competitions and Rep Committees. Her sons came through our domestic and representative programs so she has provided a parent's view to the Board, as well as a player.

In addition to Louise, we have been fortunate to attract 3 other outstanding candidates for the 2 Board positions up for election. We appreciate that these people are willing to give up their precious free time to provide their advice, knowledge and services to NSBA. We hope all will continue to offer their services, even if unsuccessful in the current elections.

Our President, Vik Kortian has continued to devote huge amounts of his time to assist NSBA, especially with meetings concerning possible new stadiums. Once he has finished with them, he then comes and referees several nights a week. Thanks for all your help.

Graeme Reid
June, 2019



Marketing, Sponsorship & Social Media

2018 represented a restart and building year for Marketing and Sponsorship at NSBA. With no major sponsors of the Club, focus and attention was put on building relationships and securing at least 1 major sponsor on which to leverage 2019 sponsors. Norths also hosted over 20 events, culminating in the massive Rep Awards Evening and the establishment of a solid social media foundation on which to build upon in 2019-20 and beyond.

In April 2018, Norths Basketball retained the services of Anthony James as the General Manager, Marketing, Sponsorship and Innovation. James brings over quarter of a century marketing, communications, events and sponsorship experience to Norths, including industry recognised digital and social media credentials. He has worked in both Corporate and Agency-side global marketing roles for the likes of IBM, Fujitsu, Creativa and DDB.

Partnerships

In 2018 Norths Basketball commenced negotiations with major sponsors and supporters of the Club.

Norths entered into 2 major partnerships, the first of which was with the food franchise Guzman y Gomes (GyG), funded by the Crows Nest franchise owner. GyG provided home day activations with their pop-up store in venue during Senior Home Games as well as funding the MVP program for the domestic junior competition. These activations were viewed as highly success by the franchise business.

A 3-year deal was entered into with Sportility for custom apparel. This included the full-funding (at no cost to Norths) for Representative Team uniforms and playing kits as well as the merchandise rights for Norths branded gear.

Norths and Sportility continue to innovate by adding new products and brand merchandise to the webstore inventory. Sportility have continued to add more brand sponsors to their roster in order to drive down the price of merchandise for Camps and other giveaway items priced into programs. More aggressive marketing tactics, such as seasonal discounts and specials are being planned as well as deeper social media pushes.

The online webstore has also meant that NSBA does not need to carry stock, manage inventory or fulfil orders as this is done on our behalf by the partner.

Other valued partners and individuals continue to collaborate and help the brand building and community engagement for Norths. For example, Eric Stephens (voice of the Sydney Kings) who has been commentating Senior home games from the sidelines.

Social Media

Social Media continues to be a growing platform for NSBA and a key to our future brand engagement.



In an environment that increasingly depends on strong social and digital leadership, prior to 2018 Norths was fragmented with its digital strategy. With multiple Facebook and Instagram pages, and low engagement on its aging website www.nsba.com.au

A project was undertaken to streamline and consolidate social channels and provide members and followers a channel to follow, with regular updates and a fresh new look and feel. Instagram sites, which Norths had lost control of, were consolidated to @nsbahoops which had approximately 200 followers and less than 100 posts. Facebook also continues to be an important channel with just under 1,800 followers in 2018, which is expected to grow in the coming year with a push into live-streaming and deeper digital engagement.

A full website refresh project was also undertaken. Working with the current digital platform, SportsTG, Norths Marketing extended the capabilities of the platform to have, what is now viewed by other Clubs in NSW, as “one of the best basketball websites in the state” with requests to share our strategy and approach with other clubs in Sydney.

NSBA and members of the Club engaged with players from the Sydney Kings having the highest participation of players in the Kings Club day.

2018 was the year of foundation setting for Norths Marketing & Sponsorship. Growth is the focus for 2019 and beyond.



Competitions

In 2018 1,274 teams participated in NSBA's competitions, down from 1,296 in 2017. Our competitions were run at six different venues, utilising 10 courts. Our competitions manager, Karen North, continued to manipulate grades and venues to maximise available court space.

Throughout the year we conducted the following competitions:

Miniball and U13's

Kindy to Under 8's, participated in mixed and same gender teams whilst U10's through U13's had only same gender grades. This programme is geared towards building game skills in a team environment.

Up to 200 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 527 teams competing in total, which was an decrease of 2.8% from 2017. We had to turn away at least 13 new teams, due to Junior numbers increasing, in order that all existing teams could be accommodated.

Mini ball and Under 13's had a Gala day at the end of each competition. Kindy, 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 18, boys and girls in up to 18 divisions. 169 teams participated in Competition One (up from 155 in 2017), 164 teams in Competition Two (up from 149 in 2017). Competitions run from early February to June, and July through to December each year. Games were played over 17 weeks for each competition, with around 2,312 games played during the year.

Played during the evening on a Tuesday, Wednesday and Thursday, Friday and Saturday daytime during school term time at NSISC, WLC, Dunnet Hall, Marie Bashir, and North Sydney Boys High School, with most divisions running with double byes.



Senior Competition

In our Senior Hoops Season 17/18, 202 teams participated, and in our Tri Season 2018 competition we had 212 teams. Played during the evenings Sunday through Thursday at: NSISC 36 Hume Street Crows Nest on 4 courts.

We continued into our 6th of having full statistics on both our Premier Men's and Women's competitions. These divisions 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. Tania "retired" at the end of the year, however still provides assistance as required.

Men's Grades A - E in 15 divisions

Women's, 3 Grades (Premier, B and C) in 5 divisions

Unisex - 2 Grades (A and B)

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. A special thank you to the handful of referees who officiate multiple nights, covering a large percentage of total games, without which many games would require duty referees.

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 all those who assisted by being tribunal members during the year.

Karen North

June, 2019



Basketball Development

Overview

There is much energy and excitement in Development this year which has resulted in very successful programs. Macs Monk, the NSBA Development Officer, has been a fantastic addition to the Development Team. Macs is completing his first year on the job and has had a huge and very positive impact! He has made a great impression on staff, coaches, players and parents alike.

Our Development Programs have continued to grow in size (where court space allows) and quality with a marked improvement in the quantity and quality of our elite level programs – especially those run in the morning before school.

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.

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 2019



OFFICIATING

Staff

In mid-2018 Brad Giersch and Riannan De La Torre stood down due to other work commitments, so for several months we were without any Referee Development Officer. Janelle Younger did a great job, handling the administration side of refereeing and also organizing tribunals, as required.

Senior Domestic

Referee coverage during 2018 declined without any Referee Development Officers, however we were pleased to appoint Brendan Lloyd as our new Officials Co-Ordinator late in 2018. He has brought a new breath of fresh air to the position, is enthusiastic and very personable. He comes from a country association and brings those country values with him. He understands that in order to look after the needs of all our customers, the referees who officiate on local competitions need to be looked after just as much as the elite, rep-level referees.

We re-instituted recording coverage of games from the end of June 2018. This shows that 90.61% of Senior Domestic games were officiated by 2 or more referees. Overall, referees averaged 2.98 games per session.

Junior Domestic

Referee coverage for junior games for the same period was 79.32%, with poor coverage mainly on late games.

At some external venue games, we have instituted a combined CSO/Referee, which has helped get senior officials to these venues. Although not ideal, it does ensure that there is a senior official at each venue for all games.

Miniball

Referee coverage was at 79.51% from June to December. As with some Junior venues, we have introduced a new role at externals – a CSO Referee whereby one senior referee is appointed to each game and paid a higher rate, and this has then helped with getting Senior officials to referee at external venues.

Representatives

2018 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
 - 12W1 - Matthew Venticinque
 - 14W2 - Alec Warner
 - 14W3 - Paige Younger
 - 14M2 - Nik Radowski
 - 14M1 - Jayden Krieg
 - 18W2 - Jonathon Parkinson
 - 16M4 - Maegen Lee
 - 14M3 - Oliver Tysoe
 - 16M2 - Oliver Toon
 - 18M2 - Bradley Mattioli
 - 18W1 - Jackson Hurst
 - 18M1 - Luke Joseph
- State Cup Finals
 - 18M - Oliver Toon
 - 16M - Maegen Lee
 - 14M - Matthew Venticinque
 - 12W - Paige Younger
- 2018 Nationals U18M Gold – Luke Joseph & Bradley Mattioli
- Oceania Championships Mens Gold – Guy Richards
- WNBL – Guy Richards
- Development NBL Panel – Guy Richards
- National Referee Development Program – Luke Joseph
- Advanced Referee Program – Bradley Mattioli, Luke Joseph, Jackson Hurst, Jayden Krieg
- Junior Development Program – Maegen Lee, Oliver Tysoe and Matt Venticinque

Courses and Basketball Australia Grading Matrix

Throughout 2018 we held a number of referee courses, helping to grow our referee pool, as well as generally boost referee knowledge and ability.

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 the new grading matrix, based on their competencies.



Tribunals

The number of tribunals during the year were down on the previous year, however this is more due to the lower coverage than to better behavior, as duty officials are much less likely to report poor behavior. This will be a focus in 2019.

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 have Roupen Zarigian as our Scoretable Officials Coordinator and he has taken this role on well and helped continue the growth of our program. NSBA Officials have participated in Waratah League games as well as on the NBL and WNBL Panels. Waratah Finals appointments: Roupen Zarigian - Championship Women; Alannah Stokes, Tro Manjikian, Roupen Zarigian - Youth League. Thanks to Roupen Zarigian for continuing in 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 We continue to train our statisticians on our Premier League competition with positive feedback from players and statisticians about the benefits of this. Waratah Finals appointments: Jessie Skeen-Fisher and Jayme Debnam - Championship Men; Nikita Bradford Championship Women. A special thanks to Tania Patteron for all her years of looking after this program, and welcome to Jayme Debnam, who has offered to take on many of the duties that Tania has provided, to enable Tania to wind back her involvement

Brendan Lloyd
June 2019



REPRESENTATIVE PROGRAM

Representative Teams

In 2018 Norths had 32 representative teams, in various state and national competitions. This included:

- 24 junior teams (U12—U18) competing in the Basketball NSW Metropolitan Junior League
- 4 junior teams (U12—U14) competing in the Basketball NSW Eastern Junior League
- 4 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 12 Boys;
- 1 NSW State Cup championships for U14 Boys;
- 6 Metro Junior League championships for U12 Boys (Div1 & Black), U12 Girls (Black), U14 Boys (Black), U14 Girls (Black) and Under 18 Girls (Black);
- Championship Women finished the regular season as Minor Premiers, before taking out the Grand Final (Norths' 1st Women's Championship Division title);
- Championship Men finished regular season 2nd, then lost the grand final;
- Youth League Men Division 1 had a disappointing year, and were subsequently relegated to Division 2 for 2019;.
- Youth League Women finished the regular season in 6th place, before losing their semi final.

Individual awards were as follows:

- Nic Blair of Championship Men: Finals Weekend Most Valuable Player;
- Kate Seebohm and Renae Garlepp of Championship Women: All Star 5;
- Muffy Loader of Championship Women, Grand Final MVP;
- Championship men's coach Ben Knight, and women's coach Tom Garlepp, awarded coach of the year, for their respective divisions.

Thomas Garlepp
June 2019



Facilities & Courts

NSBA Court Usage

In 2018/19 we once again utilized 9 courts (at 5 separate venues) for competitions and 12 courts (at 7 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, St Aloysius and Shore Grammar.

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.

2018/19 was a successful year in achieving these objectives.

Specifically, we:

- Continued to experience maximum levels of facilities usage in Crows Nest for competitions, and high levels for casual and alternative sport usage
- Maintained access for members to the following key external basketball facilities: 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 noise cancelling curtains which now line the walls of the stadium and reduce noise to residential neighbours
- Continued work with Whiteley industrial for our court surfacing allowing for use within 24 hours
- Began a new agreement with SUEZ waste disposal. Improving costs and efficiency.
- Enhanced relationship with Anderson Events with increase in their competition hours
- Rebuilt a healthy working relationship with Shore Grammar with weekly hours swap between representative teams and Shore teams
- Began a relationship with St Aloysius, which sees our representative teams occupy their Dalton Hall facility for 4 hours of training a week
- Inaugural Concierge hires made with the employment of Ross Noone and Simon Frost. Both employees have been great additions to the club and the concierge system has been seen an improvement in customer service and productivity
- Installation of a President's board
- Furnished referees room

Moving into the new year our challenges will remain largely the same. We will look to maintain access to a range of external facilities, while continuing to search for, and build relationships with, the managements of new new facilities to cater for member growth. The aims of 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 will continue to be of utmost importance to the facilities team in efforts to maximise member experience.



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 on the cusp of some great growth opportunities in 19/20 with the opening of some exciting facilities in our region that the club has existing and strong ties with. These facilities could offset pressures that come from the representative program with regard to trainings, and open up opportunities for our domestic competition to take small but meaningful strides. In the meantime, the challenges are regular and sometimes unexpected, but the club will continue to work to operate with efficiency with aims to satisfy members and their experience.

Thomas Garlepp

June 2019



Stadium Development

In 2017, NSBA was 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 was unable to be specific about WHEN the stadium would be shut down for this redevelopment plan. It was dependent on many things, not the least being Council's ability to fund the proposed costs (some \$88m).

In 2018, in addition to actively lobbying and meeting with local, state and federal representatives, NSBA started a petition to **SAVE OUR STADIUM**.

RESULT: We have SAVED our Stadium

North Sydney Council have since confirmed that they are not in a financial position to undertake the costs involved in the original Plans to re-build the Stadium underground.

But we are still bursting at the seams and having to turn teams away, so it is imperative that we find additional courts/venues. Our strategic objectives has been two-fold:

- 1) Build close relationships with schools in our area, to increase access to their current, and future facilities;
- 2) Locate possible sites for building new, multi-purpose indoor facilities.

We have had some success with 1), gaining access to St Aloysius, as well as agreeing future access to Shores' new courts. We have also met with the management of Willoughby Leisure Centre and Marie Bashir, and have established very good relationships with them.

To achieve the second objective, the Board has agreed the following timeline as being logical and feasible:

To have and occupy a new venue by 2025 (six year program)

2017: Canvas all possible sites with Councils, Corporates, Education Dept, Investors (public and private)

2018:: Reduce target sites to a list of around 10.

2019: Refine potential sites further (presently six)
Rank, categorise and eliminate to a final two by 2020

2020: Reduce target sites to two
Final analysis and target to a singular site by 2021

2021: Commence development applications (DA) and building applications (BA)



2023: Shovel turn on new site

2026: Opening of new venue with basketball as the major user

During 2018, we had prepared a list of a number of sites that we felt would meet our needs, however often these fell off the list, as councils allocated them to other uses.

By the end of 2018, we had 4 sites that are considered able to meet our needs. These are:

1. The roof top of ALBERT STREET Carpark in Chatswood (would be able to hold 8 courts under cover);
2. The RIDGE STREET Carpark in North Sydney (would allow for an additional 6 courts)
3. The GORE HILL Site opposite RNS
4. The LANE COVE COUNCIL Project

All 4 sites have their own issues and advantages, and we are continuing to work with all stakeholders to try to get one or more of these projects to move forward. It is often quite frustrating as it appears that we take one step forward, then one or two backward, however we are still on track, based upon the time frames for other stadiums to be built. The slowest, and most difficult, phases are to obtain the site, get all stakeholders buy-in, and get funding approvals from all levels of government.

During 2018, we were able to create a new lobbying group, Combined Sports Action Group (CSAG). This has representatives from NSBA, Northern Suburbs Netball, indoor soccer, badminton, volleyball, table tennis and AFL. The aim of the group is to provide one voice when going to government, as all sports need additional facilities, and this stops each sport being played off against each other.

In our efforts to bring our needs to council, we asked for members to attend various council meetings and ask pertinent questions. We would like to thank the small group of parents and children who gave up their nights to attend these meetings, sometimes without been given an opportunity to ask their questions.

We also would like to thank the members and parents who have contacted us during the year, to let us know about various things that they have become aware of, such as plans for new recreation areas, and new grants etc. While we are often already aware of these, sometimes it is the first we have heard and it enables us to investigate earlier than otherwise would be possible.

We ask that you all keep your eyes and ears open, and help as much as you can when we send out our requests for assistance.

Daniel Martinez
June 2019



Finance Report

2018 was significantly better financially than 2017 for NSBA with moving back to a small surplus, of \$19,708, compared to the deficit in 2017 of \$74,807,

The main difference between the two years was the running of the Pro Camp in 2017, which lost significant money, due to lower than expected attendees.

Another factor is that Nomination Fees are now taken up in the month when a competition starts. For example, nomination fees received in December for a competition starting in February, are now recognized in February. This is a continuing effort to better match income to the expenses related to that income, and the time the services are provided.

Game Fees were also up due to more Junior teams playing, and rep fees were also higher as we had 4 additional Junior rep teams.

Our Referee/GSC/Scorebench/Stats expenses were up due to combining CSO/Referee positions at external venues for Junior and Miniball. This meant that our wages costs were down, as fewer CSOs were required.

Bad debts relate to two debtors from previous years. There was some dispute over the expectations of both sides, and it was felt that neither debt could be collected, so should be written off.

Employee Benefits Expenses are down as a number of staff left and were not replaced, although this is partially offset by an increase in professional fees.

We are looking to continue to build on this result in 2019, however we have had an unexpected increase in electricity. Previously, we were on the North Sydney Council plan for our electricity provider. In early April 2019, we were informed that this was no longer the case, effective from 1 January 2019. We were informed that our rate would increase from \$0.05/kW to as much as \$0.25/kW. We have been able to negotiate a price of around \$0.13/kW, however this still represents a significant increase in our electricity prices. We are looking at alternatives, including solar panels.



In 2018 the association again had no borrowings and a positive net worth at 31 December 2018 of \$648,818 (\$684,565 in 2017). 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 \$778,399 (\$798,32 in 2017). The reason for the drop in net worth is due to us applying some of the costs of stadium development against the Stadium Development Fund. These costs are not part of the day-to-day operations of NSBA, so should not be included in the normal Operating Profit, but offset against the Stadium Development Fund, which was established for this purpose.

Our accounts were audited by Hales Redden, Chartered Accountants and their report was unqualified. As with any business, we are constantly looking at better ways of operating, including our accounting processes. We have worked with Hales Redden throughout the year as part this continuous review.

Arnie Selvarajah

June 2019.



2018 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)



2018 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 17th in Australia)



2018 Results and Statistics

Domestic Competitions

Miniball and U13s

Competition One

Kindy teams – 1 division – 5 teams
Under 8's – 2 divisions – 12 teams
Under 10's Girls – 3 divisions – 19 teams
Under 10's Boys – 5 divisions – 35 teams
Under 12's Girls – 4 divisions – 29 teams
Under 12's Boys – 6 divisions – 53 teams
Under 13 girls – 3 divisions – 20 teams
Under 13 boys – 3 divisions – 23 teams
Total number teams – 196 teams

Competition Two

Under 10's Girls – 1 division – 6 teams
Under 10's Boys – 2 divisions – 13 teams
Under 12's Girls – 3 divisions – 22 teams
Under 12's Boys – 4 divisions – 32 teams
Under 13 boys – 3 divisions – 24 teams
Under 13 girls – 3 divisions – 18 teams
Total number of teams – 115 teams

Competition Three

Kindy teams – 2 divisions – 8 teams
Under 8's – 2 division – 18 teams
Under 10's Girls – 3 divisions – 21 teams
Under 10's Boys – 4 divisions – 42 teams
Under 12's Girls – 4 divisions – 29 teams
Under 12's Boys – 7 divisions – 51 teams
Under 13 boys – 4 divisions – 27 teams
Under 13 girls – 3 divisions – 20 teams
Total number of teams – 216 teams



2018 Results and Statistics

Domestic Competitions

Competition One

Under 14 Women – 1 divisions – 12 teams
Under 16 Women – 3 divisions – 27 teams
Under 18 Women – 2 divisions – 25 teams
Under 14 Men – 3 divisions – 28 teams
Under 16 Men – 5 divisions – 49 teams
Under 18 Men – 3 divisions – 28 teams
Total number of teams – 169 teams

Junior Competition One Grand Finalists 2018

U14 Women Division A – Ararat 20 F/W def Lane Cove Mercury 0 F/L
U14 Women Division B – WGHS Sapphires 58 def Lane Cove Lightning 20
U16 Women Division 1- Black Wolves 56 def The Pigeons 42
U16 Women Division 2 – WGHS Wolverines 20 F/W def Best Swishes 0 F/L
U18 Women Division 1 – Comets 20 F/W def Avatars 0 F/L
U18 Women Division 2 – Jelly Beans 34 def Cammeraygal Comets 21
U14 Men Division 1 – Mavericks 61 def Lane Cove Raptors 36
U14 Men Division 2 – Lane Cove Celtics 20 F/W def Hitmen (D) 0 F/L
U14 Men Division 3 – Lane Cove Saints 42 def Cammeraygal Hawks 16
U16 Men Division 1 – Lane Cove Slammers 2 62 def The Gladiators 42
U16 Men Division 2 – Dark Knights 45 def Cannibals 29
U16 Men Division 3 – Cyan Falcons 47 def The Matchsticks 34
U16 Men Division 4 – Green Falcons 29 def Lane cove Lakers 28
U 16 Men Division 5 – Killarney Cougars 27 def Hitmen (J) 24
U18 Men Division 1 – Gorillas 20 F/W def Big Orses 0 F/L
U18 Men Division 2 – Magenta Falcons 35 def Blue Falcons 26
U18 Men Division 3 – Lane Cove Wolves 73 def Cats 69



2018 Results and Statistics

Domestic Competitions

Competition Two

Under 14 Women – 2 divisions – 14 teams
Under 16 Women – 3 divisions – 26 teams
Under 18 Women – 2 divisions – 21 teams
Under 14 Men – 3 divisions – 28 teams
Under 16 Men – 5 divisions – 49 teams
Under 18 Men – 3 divisions – 26 teams
Total number of teams – 164 teams

Junior Competition Two Grand Finalists 2018

U14 Women Division 1 – WGHS Sapphires 20 F/W def Lane cove Lightning 0 F/L
U14 Women Division 2 – Flames 23 def Bombers 14
U16 Women Division 1 – Spartans 42 def Black Wolves 41
U16 Women Division 2 – Mercy Wildcats 49 def Lane Cove Sparks 17
U16 Women Division 3 – NSGH Flash 31 def Cammeraygal Chaos 27
U18 Women Division 1 – WGHS Blue Blaze 43 def Homenetmen Antranig 31
U18 Women Division 2 – Mercy Magic 36 def NSGH Silver Bullets 29
U14 Men Division 1 – Mavericks 57 def Lane Cove Rockets 31
U14 Men Division 2 – Orange Falcons 27 def Hurricanes 23
U14 Men Division 3 – Lane Cove Bulls 48 def Wildcats 25
U16 Men Division 1 – Lane Cove Slammers 2 49 def The Slammers 17
U16 Men Division 2 – The Rockstars 54 def The Chiefs 38
U16 Men Division 3 – Meteorites 23 def The Tigers 16
U16 Men Division 4 – Navy Seals 36 def Killarney Cougars 21
U16 Men Division 5 – Lane Cove Streetballers 24 def Swishfish 22
U18 Men Division 1 – The Argonauts 52 def Thunder 39
U18 Men Division 2 – Lane Cove Wolves 62 def The Sabres 54



2018 Results and Statistics

Domestic Competitions

Senior Hoops Season 17/18

Women – 5 divisions – 46 teams
Men – 15 divisions – 140 teams
Unisex – 2 divisions – 16 teams
Total number of teams – 202

Senior Hoops 17/18 Grand Finalists

Sunday Divisions
Women's B – AGBU 39 def Impulse 28
Women's C – Forest Flames 44 def Muffin Storm 10pts 31
Men's B – AA Magic 54 def Newbee 42
Men's C – The Jeths 41 def OIZ 38
Men's D – LC Ballers 42 def Travellers 35
Men's E – No Other Name 47 def Breathless 25
Monday Divisions
Women's B – My team myer 55 def AGBU 48
Women's C – Pink Panthers 35 def AGBU 21
Men's B – Cornballers 2.0 38 def New Jets 36
Men's C – GB 38 def Black Mambo N5 37
Tuesday Divisions
Men's A – Nads 64 def Wolves A 38
Men's B – Krisis Krew 38 def Tin sinkers 17
Unisex A – Supersonics 49 def BLCU 32
Unisex B – Xtreme 37 def Rebounds 24
Wednesday Divisions
Men's Prem – Untouchables 49 def Wolverines 46
Men's A – Mitches 62 def TW fighters 62
Men's B – Northern Tigers 63 def Make a Swish foundation 52
Men's C – Cougars 34 def Make a Swish Foundation 32
Thursday Divisions
Women's Prem – \$xc slam dunkers 49 def Ninjas 48
Men's B – The Tropics 40 def Novus 30
Men's C – Homenetmen No 'Stars 34 def Keyboard Warriors 26
Men's D – Pick N Troll 31 def No Homers 28



2018 Results and Statistics

Senior Tri Season 2018

Women – 5 divisions – 43 teams
Men – 15 divisions – 155 teams
Unisex – 2 divisions – 14 teams
Total Numbers teams – 212

Senior Tri 2018 Grand Finalists

Sunday Divisions
Women's B – Redback Airness 38 def AGBU 29
Women's C – Magic Mummies 25 def Spuds 23
Men's B – AA Magic 55 def Newbee 37
Men's C – The Bills 41 def Homenetmen Ararat 26
Men's D – Outer Spacejam 42 def Homenetmen Antranig White 36
Men's E – Norfolk Simplemun 57 def Bricklayers 47
Monday Divisions
Women's B – my team myer 20 F/W def AGBU 0 F/L
Women's C – Flint Tropics 43 def Airballers 29
Men's B – Desierto Hermanos 61 def Wolves B 50
Men's C – BCP 51 def Gringos 44
Tuesday Divisions
Men's B1 – NST 30 def TTP 28
Men's B2 – The UN 41 def Harboard Diggers 36
Unisex A – Supersonics 44 def Spartans 39
Unisex B – Dirty Slammers 59 def Extreme (10pts) 45
Wednesday Divisions
Premier Men – Mitches 72 def Red Eyes 44
Men's A – Cobbers 51 def Blaze 49
Men's B – Jedis 63 def Kawhi So Serious 55
Men's C – Sydney Deanes 35 def NST MC 28
Thursday Divisions
Premier Women – \$xc slam dunkers 55 def Ninjas 30
Men's B – Novus 38 def Grumpy Old Bears 36
Men's C – Ice Fire 38 def Homenetmen Antranig TB 27
Men's D – Anti Loser Loser Club 47 def Thirsty Crows 19



2018 Results and Statistics

Development Programs

LTP Program	Term 1	Term 2	Term 3	Term 4	Total
Bear Essentials	53	46	60	104	263
Little Bears League	128	67	72	132	399
Advanced Skills Training	20	74	50	50	194
Future Stars/Rep Prep	59	59	209		327

School Holidays	Dec/Jan	April	Jun/Jul	Sep/Oct	Total
Hoops Camps	497	308	289	289	1383
Rep Camp	109	36	46	171	362
Summer League	118				118

Membership (per SportsTG)	2018	2017	2016
Senior	1,810	1,804	1,956
Junior	1,648	1,322	1,708
Miniball	1,262	1,851	1,357
Total	4,720	4,977	5,021

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



Our People

Norths People

Board

Vik Kortian	President
Fiona Johnson	Vice President (resigned September 2018)
Arnie Selverajah	Finance Director
Louise Bortolin	Director
Guy Richards	Director
Susan MacDonald	Director

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
Kendra Asleson	Rep Administrator (appointed December 2018)
Brendan Lloyd	Officials Coordinator (appointed November 2018)
Erik Dorbek	Development Program Coach

Part Time and Casual Staff

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

Contractors/Volunteers

John Quilter	Rep Head Coach
Adrienne Unkovich	HR Consultant
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

- Tyler Beaton
- Holly Bolton
- Angus Bourke
- Heidi Freeburn
- Courtney Frizzell
- Kate Golding
- Mike Golding
- Taylor Jones
- Garen Kortian
- Elizajane Loader
- Shaina Marsh
- Ross Noone
- Christopher O'Shea
- Saxon Penn
- Alannah Stokes
- Rachael Stokes
- Katya Triantis
- Lachlan Wright

Game Service Coordinators

- Roupen Zarigian
- Graeme Reid
- Oliver Toon
- 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
- Michael Stokes, 2011
- Bob Dickinson, 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 2018

**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 2019. 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 2018

	Note	2018 \$	2017 \$
Revenue	2	3,466,801	3,353,292
Direct expenses		(1,902,576)	(1,929,367)
Administration expenses		(37,246)	(49,789)
Building maintenance expenses		(143,917)	(144,665)
Bad and doubtful debt expenses		(12,000)	-
Computer and software costs		(9,034)	(11,268)
Depreciation and amortisation expenses		(58,679)	(53,325)
Employee benefits expenses		(841,935)	(880,570)
Occupancy expenses		(134,904)	(134,470)
Professional expenses		(207,357)	(181,056)
Other expenses		(99,445)	(43,679)
Profit for the year	3	<u>19,708</u>	<u>(74,897)</u>
Total comprehensive income for the year		<u>19,708</u>	<u>(74,897)</u>
Total comprehensive income attributable to the members of Northern Suburbs Basketball Association Inc.		19,708	(74,897)

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 2018

	Note	2018 \$	2017 \$
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	4	778,399	798,328
Trade and other receivables	5	59,064	311,301
Other current assets	6	131,803	124,776
TOTAL CURRENT ASSETS		<u>969,266</u>	<u>1,234,405</u>
NON-CURRENT ASSETS			
Property, plant and equipment	8	231,760	174,877
Other non-current assets	7	13,451	13,241
TOTAL NON-CURRENT ASSETS		<u>245,211</u>	<u>188,118</u>
TOTAL ASSETS		<u>1,214,477</u>	<u>1,422,523</u>
LIABILITIES			
CURRENT LIABILITIES			
Trade and Other Payables	9	126,160	210,779
Provisions	10	56,798	39,922
Other current liabilities	11	382,701	487,257
TOTAL CURRENT LIABILITIES		<u>565,659</u>	<u>737,958</u>
TOTAL LIABILITIES		<u>565,659</u>	<u>737,958</u>
NET ASSETS		<u>648,818</u>	<u>684,565</u>
EQUITY			
Reserves	12	1,433	56,888
Retained earnings	13	647,385	627,677
TOTAL EQUITY		<u>648,818</u>	<u>684,565</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 2018

	Note	\$	\$	
	Note	Retained earnings \$	Other reserves \$	Total \$
Balance at 1 January 2017		702,574		702,574
Opening balance for the year			93,995	93,995
Movement			(37,106)	(37,106)
Profit attributable to members		(74,898)		(74,898)
Balance at 31 December 2017		<u>627,677</u>	<u>56,889</u>	<u>684,565</u>
Profit attributable to members		19,708		19,708
Movement			(55,455)	(55,455)
Balance at 31 December 2018		<u>647,385</u>	<u>1,434</u>	<u>648,818</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 CASH FLOWS
FOR THE YEAR ENDED 31 DECEMBER 2018

	Note	2018 \$	2017 \$
Cash Flows from Operating Activities:			
Receipts from Customers		3,705,077	3,231,152
Interest Received		10,532	4,782
Payments & Outgoings		(3,619,978)	(3,219,917)
Net Cash Provided by (Used In) Operating Activities	14	<u>95,631</u>	<u>16,017</u>
Cash Flows from Investing Activities:			
Purchase of Property, Plant & Equipment		(115,560)	(18,213)
Net Cash Provided by (Used In) Investing Activities		<u>(115,560)</u>	<u>(2,196)</u>
Cash Flows from Financing Activities:			
Net Cash Provided by (Used In) Financing Activities		<u>-</u>	<u>-</u>
Net Increase (Decrease) in Cash Held		(19,929)	(2,196)
Cash at Beginning of the Financial Year		<u>798,328</u>	<u>800,524</u>
CASH AT END OF FINANCIAL YEAR	4	<u>778,399</u>	<u>798,328</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 2018

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 2018

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 2018

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 2018

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 2018

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 2018

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 2018

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 2018

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.

NORTHERN SUBURBS BASKETBALL ASSOCIATION INC
ABN 87 062 251 400

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2018

	2018	2017
	\$	\$
2 Revenue and Other Income		
Revenue		
Sales revenue:		
Sale of goods	3,456,269	3,348,510
Other revenue:		
Interest received	10,532	4,782
Total revenue	3,466,801	3,353,292
3 Profit for the year		
Profit before income tax from continuing operations includes the following specific expenses:		
Expenses		
Direct expenses	1,902,576	1,929,367
Depreciation of property, plant and equipment	58,679	53,325
Bad Debts Written Off	12,000	-
Total bad and doubtful debts	12,000	-
4 Cash and Cash Equivalents		
Cash on Hand	7,662	8,693
Cash at Bank	39,292	37,984
Cash on Deposit	120,557	746,916
Term Deposits	608,647	-
Westpac Credit Card	2,241	4,735
	778,399	798,328

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 2018

	2018	2017
	\$	\$
5 Trade and Other Receivables		
Current		
Trade Debtors	58,115	307,134
GST Clearing A/C	949	4,167
	<u>59,064</u>	<u>311,301</u>
6 Other Current Assets		
Current		
Stock on Hand	82,746	70,950
Prepayments	46,725	44,936
Accrued Income	2,332	8,890
	<u>131,803</u>	<u>124,776</u>
7 Financial Assets		
Non-Current		
Security Deposits	<u>13,451</u>	<u>13,241</u>
8 Property, Plant and Equipment		
Property, Plant & Equipment	405,503	322,165
Less: Accumulated Depreciation	(185,843)	(147,288)
	<u>219,660</u>	<u>174,877</u>
Stadium Development	12,100	-
Total Plant and Equipment	<u>231,760</u>	<u>174,877</u>
Total Property, Plant and Equipment	<u>231,760</u>	<u>174,877</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 2018

	2018	2017
	\$	\$

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 2018	174,877	174,877
Additions	115,561	115,561
Depreciation expense	(58,679)	(58,679)
Balance at 31 December 2017	231,760	231,760

9 Accounts Payable and Other Payables

Current

Sundry Creditors	10,042	57,072
Trade Creditors	116,118	153,707
	126,160	210,779

10 Provisions

Provision for Long Service Leave	21,884	18,634
Provision for Annual Leave	34,914	21,288
Total provisions	56,798	39,922

NORTHERN SUBURBS BASKETBALL ASSOCIATION INC
ABN 87 062 251 400

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2018

	2018	2017
	\$	\$
<hr/>		
11 Other Liabilities		
Current		
Revenue Received in Advance	<u>382,701</u>	<u>487,257</u>
12 Reserves		
Other reserves	<u>1,433</u>	<u>56,888</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. Expenses have been incurred during this period in relation to the development of a second site. Management has made the decision to offset these expenses with the balance in the reserve.		
13 Retained Earnings		
Retained earnings at the beginning of the financial year	627,677	702,574
Net profit attributable to the association	<u>19,708</u>	<u>(74,897)</u>
Retained earnings at the end of the financial year	<u>647,385</u>	<u>627,677</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 2018

	2018	2017
	\$	\$
14 Cash Flow Information		
Reconciliation of cash flow from operating activities with net current year surplus		
Operating Profit after Income Tax		
Operating Profit (Loss) after Income Tax	19,708	(74,897)
Non Cash Flows in Operating Profit:		
Depreciation	58,679	53,325
Changes in Assets & Liabilities:		
Increase (Decrease) in Trade and Other Payables	(81,402)	27,403
Decrease (Increase) in Other Operating Assets	(12,006)	15,370
Increase (Decrease) in Other Operating Liabilities	(104,556)	113,626
Decrease (Increase) in Trade and Other Receivables	253,787	(86,755)
Increase (Decrease) on Employee Benefits	16,876	5,051
Increase (Decrease) in Reserves	(55,455)	(37,106)
Net Cash Provided by Operating Activities	95,631	16,017

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 2018

15 Events after the Reporting Period

No matter or occurrence has arisen since 31 December 2018 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

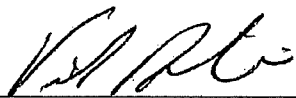
8

In the opinion of the committee:

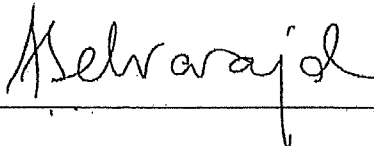
1. NORTHERN SUBURBS BASKETBALL ASSOCIATION INC is not a reporting entity because there are no users dependent on general purpose financial statements. Accordingly, as described in note 1 to the financial statements, the attached special purpose financial statements have been prepared for the purposes 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 2018 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 *25th June 2019*

**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 2018 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 2018 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 11th June 2019

NORTHERN SUBURBS BASKETBALL ASSOCIATION INC
ABN 87 062 251 400

PROFIT AND LOSS STATEMENT
FOR THE YEAR ENDED 31 DECEMBER 2018

	2018	2017
	\$	\$
REVENUE		
Domestic program	1,845,047	1,748,362
Development programs	446,380	515,607
Representative programs	297,465	264,190
NSISC operations	667,205	635,884
Other sales	200,172	184,468
	<u>3,456,269</u>	<u>3,348,510</u>
LESS: DIRECT EXPENSES		
Domestic program	1,131,510	1,092,290
Development programs	340,813	451,516
Representative programs	355,032	295,492
Event costs	2,222	364
General and administration	72,999	89,705
	<u>1,902,576</u>	<u>1,929,367</u>
GROSS PROFIT	<u>1,553,693</u>	<u>1,419,143</u>
OTHER INCOME		
Interest Received	10,532	4,782
	<u>1,564,225</u>	<u>1,423,925</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 2018

	2018	2017
	\$	\$
EXPENSES		
Accountancy & Audit Fees	10,012	10,000
Annual Leave & Long Service Leave	16,876	5,051
Bad Debts Written Off	12,000	-
Bank Charges	38,464	29,798
Board and committee meetings	6,110	3,480
Consultancy and professional fees	197,345	171,055
Computer and Software Costs	9,034	11,268
Depreciation	58,679	53,325
Insurance	28,189	23,303
Payroll Tax	10,150	(24,436)
Office expenses	3,283	7,815
Postage	507	365
Printing & stationery	10,193	21,746
Other Expenses	2,467	1,853
Rent & Occupancy Costs	134,904	134,470
Building Maintenance	143,917	144,665
Salaries & Wages	719,364	769,824
Staff Amenities & Development	27,624	24,093
Staff Travel	10,966	10,440
Memberships & Subscriptions	14,065	9,682
Superannuation Contributions	67,105	71,162
Telephone	23,263	19,863
	1,544,517	1,498,822
Profit before income tax	19,708	(74,897)
Retained earnings at the beginning of the financial year	627,677	702,574
Retained earnings at the end of the financial year	647,385	627,677

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.