



Annual Report 2016



Melbourne University Hockey Club Inc.

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Reports presented at the Annual General Meeting of 5 December 2016.

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Office Bearers

Executive

President	James Stewart
Vice President	Emily Rosse
Secretary	Matilda Tonkin
Treasurer	Erica Tonkin

General Committee

Kate Crawford	(Communications)
Dominic Crowley	(Equipment & Uniforms)
Sarah Dennis	(Officiating)
Faith Freeman	(Women's)
Frayne Gomez	(Social)
Annabelle Hargreaves	(Women's, Social)
Louise Lines	(Canteen)
Jackson Matthews	(Canteen)
Hamish Stein	(Social)
Nick Ternes	

President's Report

2016 has been a watershed year for MUHC. Significant developments and efforts both on- and off-field have the club in the best position it has been for many years, and poised to take the next big steps forward.

Overall results were again strong this year. Of our 19 teams, 11 made finals, with four teams playing off in grand finals for two Premierships: Women's Pennant B and Men's Pennant C. Remarkably, all seven of our women's teams played finals – an outstanding achievement from all involved! A special mention must go to the women's 2s who played in their 5th consecutive grand final (for two premierships) before moving up to Premier League Reserves next season. The only downside from so much success was that getting satisfactory scheduling from HV was a challenge, with several teams and individuals hard done by. So my apologies to those affected. Hopefully we can have the same success again next year but without these issues.

The social calendar was also a huge success in 2016: Great attendances and good times across many events, culminating in a magnificent, epic, and sold-out Presentation Night. Thanks to the Social sub-committee for their work in putting this all together, and for their unabashed promotional videos!

The key initiative which occupied much of our time over the last off-season was the introduction of a 'Director of Hockey' position within the club, and securing a suitable person for the role. In Phil Burrows we certainly have had that. The knowledge, experiences, and ideas that Phil has brought to the club are rapidly helping transform our nascent high performance program – as evidenced by the dramatic improvement from our Men's Premier League team across the season. We are looking forward to continuing to roll out Phil's knowledge and expertise on both the men's and women's sides of the club and down through the grades.

We are grateful for the support from Melbourne University Sport in helping to realise this initiative, and I'd also like to thank Davin Smith and Andrew Paice for leading the efforts to make it happen. It has been a significant investment by our historical standards, but one that was very necessary to make if we were to avoid being an afterthought in elite hockey in Victoria (particularly given the context around the League Entry Criteria). In addition to the on-field outcomes, the appointment has given the club a greatly increased profile and prestige, and shown a serious demonstration of our intent. As an aside, a personal highlight for me was seeing the 'good luck' message that was sent to our MPL team during the Rio Olympics from some of the biggest names in the sport – very cool.

Another new initiative this year in partnership with MU Sport was hosting an intern. It's been a pleasure having Suzan Hendrickx with us, and she has been a great (and enthusiastic) help to the Committee – especially as we worked through preparing for compliance with HV's LEC. Thank you and best wishes to Suze as she now heads back home to the Netherlands. And thank you to Em Rosse for all her work in implementing and coordinating the internship. Whilst this was a success this year, whether or not we look to do this again may depend on predicted future needs (the LEC was a major project this year for instance).

Getting the club into a position of compliance with the League Entry Criteria was then the other major body of work for the Committee this year, with grateful assistance from a number of other volunteers as well. Whilst it may have been burdensome, much of the LEC relate to good

governance, and thus are genuinely sensible and constructive things for us as a club to do and have. This includes a suite of policies, covering areas such as member conduct, member protection, diversity, financial management, etc. But it also required us to produce a strategic plan. Developing this was an interesting exercise, provoking discussion around what we are as a club and where we want to go. This culminated in defining the club's strategic vision as follows:

To be the leading university hockey club in Australia for high performance and development, and recognised as one of the most participation-friendly, competitive, social, and inclusive hockey clubs in Victoria, for all levels.

I would encourage everyone to read through the strategic plan as a whole, but at the least please hold this vision as driving what we do over the coming years.

The most prominent outcome of all this work (on top of putting the club in a solid management and governance position) has of course been the promotion of our women to Premier League. Having both sections of the club represented in the top grade is a fantastic result, but also very important to the club's position within Victorian hockey and in helping to drive excellence in performance and experience in all our teams. Congratulations to everyone involved (it of course couldn't have happened without the good results on the pitch)! With the introduction of a final 8 for PL next season, there's an immediate carrot to aim for and I look forward to supporting our teams in 2017.

Looking to next year, a number of ongoing challenges, issues, and projects remain. A quality pitch is the highest profile of these, with some incremental developments having been made in that area this year. The initial stages of a funding proposal from MU Sport for a widespread capital works program in the Sports Precinct (within which the athletics & hockey facilities are up the top of the priority list) has been positively received by the University.

There is a long way to go on that, and no funding commitments have been made, but it is some progress at least. In the interim, we are looking at establishing a more formal and comprehensive arrangement with SNHC. The experience of using that facility in 2016 has proven a positive one both for the development of our top teams as well as in facilitating a better training and match schedule for all our teams.

The future of the canteen is another issue requiring consideration. Whilst the concept of the service it provides is a desirable one, in practice we are seeing very few sales – particularly when compared to the amount of effort required to organise and manage it, as well as from club members having to spend several hours doing 'canteen duty'.

This year we saw some limited revenue from sponsorship (the first in several years), primarily from social events. If we can expand to more substantial arrangements this would greatly assist in delivering the services, experiences, and opportunities that we want to be able to provide, without having to burden members with extra costs.

Similarly, building a strong coterie and alumni network is an ongoing objective. From a financial perspective it may help with sourcing donations or sponsorship, but just as important is the networking, mentoring, and general support that these can provide, as well as contributing to a healthy supporter base for matches.

An ongoing LEC compliance task is around participation numbers in 'social hockey'. Our Social Participation Growth Plan outlines actions that will need to be undertaken over the coming years, particularly with the college hockey program and HV's new social hockey formats. This latter task will hopefully be assisted by a Student Services and Amenities Fee Grant, for which we have an application in at the moment.

MUHC is a big club with a lot going on, and it takes an enormous amount of work to keep it going, meet the every-increasing external requirements from HV, MU Sport, and government & legal obligations, and most importantly to still deliver an enjoyable, satisfying, and rewarding experience to our members. It would not be possible without the selfless efforts of a large number of volunteers. So a huge 'thank you' to everyone on the Committee and sub-committees, to our coaches and managers, technical officials, umpires, and everyone else who's helped out in some capacity during the year.

Finally, I would urge people to consider ways that they can get involved in helping out. Even if it's a small thing it makes a big difference!

James Stewart
President

Treasurer's Report

This report outlines Melbourne University Hockey Club's (MUHC) financial position; fee issues; the financial plan throughout 2017 and suggestions how to improve the Treasurer position in 2016-17.

1 Financial position

The reporting period runs from October 2015 – September 2016, covering the Summer 2015-16 season and Winter 2016 season. Some expenses related to these seasons may have been incurred outside of the reporting period. Similarly, it is hard to report accurately on the success of the summer competitions. Key points include:

- MUHC continued to run surplus during the 2015-16 period; \$14,816. Although a positive result, this is 33% down on LY surplus of \$21,986.
 - Most of this surplus is attributable to the winter season, although revenue from the 2016 season was back on LY by 1%.
 - The club ran a small surplus on summer hockey although is also back on LY reports by \$778, 6%.
 - The reduction in surplus can be attributed to an increase in spending to build competitiveness of the club's top squads, particularly the men's side. Such spending included bringing on a Director of Hockey, investing in a fitness coach and facility hire (training at SNHC and MUS weights room). Much of this increase in expenses was offset however by an increase in grants and donations.
- Winter fees remain much lower at MUHC (\$370) compared to fees at other Victorian clubs (average of about \$600) and there is definitely scope to increase fees for next year or charge an additional levy to top squad players.
- The canteen operated at a very small surplus of \$100. Whether the monetary and other gains are worth the time commitment of volunteers should be considered before deciding to continue operation for another year.
- Compared to LY, uniform sales made almost the same amount of revenue (\$8,790) but expenses were down on LY by 8% (\$850). LY saw close to \$800 of unaccounted shrinkage, which could explain why order \$ were down TY.
- The club purchased a NacSport license (\$2421), and was reimbursed for 50% of these from Melbourne University Sport.
- The club managed intercollegiate hockey and ran a small surplus.
- Presentation Night cost exactly that of LY however TY we made a slight surplus (\$150).
- This year we held a MUHC Alumni function at the SNHC, which was a very successful event. We look to continue to reconnect past MUHC members and friends, however might have to look at more affordable opportunities as the SNHC costs were considerable.
- We offered an internship for which Melbourne University Sport provided half of the funding. The internship helped to secure sponsorship opportunities with local businesses, making a surplus of \$800. It would be great to increase sponsorship opportunities going forward, especially with rising top squad costs.
- Fines decreased on LY, however still cost the club \$400.

Table 1.1 **Melbourne University Hockey Club Statement of Financial Performance**
September 2015–September 2016

Row Labels	2016	2015	% VAR LY
Expenses	-\$159,684	-\$105,680	51%
Admin	-\$2,038		
AGM	-\$20		
Banking	-\$807		
Consumer Affairs	-\$54		
Website	-\$1,157		
Events	-\$12,940		
Presentation Night	-\$11,695	-\$11,695	0%
Alumni function	-\$1,245		
Strength & Conditioning	-\$7,346		
Coaching	-\$6,800		
Facility hire	-\$546		
Hockey Victoria	-\$42,547		
Course Costs	-\$120		
Ground Hire	-\$2,009		
Fines	-\$410	-\$850	-52%
Player Permits	-\$800		
Team Entry/Affiliation	-\$37,498		
TO/Live Streaming	-\$1,710		
Intercollegiate Hockey	-\$1,920	-\$2,040	-6%
Umpiring Fees	-\$1,920		
Summer Competition (2015-16)	-\$3,185		
Umpiring	-\$3,185		
High Performance Program	-\$62,803		
Coaching	-\$51,370		
Overseas player support	-\$4,000		
Facility hire	-\$7,433		
Winter Competition	-\$685		
Fee refunds	-\$685	-\$2,248	-70%
Internship	-\$5,000		
Internship	-\$5,000		
Canteen	-\$668	-\$2,377	-72%
Canteen	-\$668		
Scholarship	-\$1,500		
Scholarships	-\$1,500		
Uniform & Equipment	-\$15,429		
Equipment	-\$2,421	-\$2,758	-12%
NacSport	-\$2,734		
Uniform	-\$10,224	-\$11,075	-8%
Coaching Equipment	-\$50		
InterVarsity	-\$2,939		
AUG	-\$2,939		

(Table 1.1 cont.)

Revenue	\$174,500	\$127,666	37%
Events	\$12,650		
Presentation Night	\$11,850	\$8,685	36%
Sponsorship	\$800		
Hockey Victoria	\$60		
TO refund	\$60		
Summer Competition (2015-16)	\$12,690		
Fees	\$12,690	\$13,468	-6%
Winter Competition	\$81,434		
Membership fees	\$81,389	\$81,867	-1%
Supporter fees	\$45		
Canteen	\$585		
Canteen	\$585		
Uniforms & Equipment	\$8,790		
Uniform sales	\$8,790	\$8,700	1%
Grants	\$32,261		
AUG (MU Sport)	\$2,000		
Coaching (MU Sport)	\$22,000		
Equipment (MU Sport)	\$2,191		
Intercollegiate hockey (MU Sport)	\$2,070		
Internship (MU Sport)	\$2,500		
Trophy cabinet (REA)	\$1,500		
Donations	\$26,030		
Donations	\$26,030		
Surplus/Deficit	\$14,816	\$21,986	-33%

Table 1.2 **Statement of financial position**
Balance sheet

	30/09/2012	30/09/2013	30/09/2014	30/09/2015	30/09/2016
Cash at Bank			\$40,693	\$50,342	\$73,366
Bank Account			\$33,208	\$35,318	\$41,087
Petty Cash			\$0	\$609	\$0
Foundation cash			\$7,485	\$14,415	\$22,846
Donations account			\$0	\$0	\$9,733
Foundation capital			\$159,429	\$195,505	\$200,402
Value of Stock	\$22,545	\$22,565	\$22,565	\$23,800	\$25,129
TOTAL ASSETS			\$222,687	\$269,647	\$299,197

2 Fees

Most people paid fees promptly and paid the correct amount. Suggestions for fees next year:

- It is great to offer students and the local community affordable sport membership fees. Winter membership revenue decreased on LY by 1% (possibly attributable to the increase in paid players) so it would be disappointing to discourage future players by making the game less affordable.
- Although a tiered fee approach would help to account for extra top squad spending, it would create greater difficulty in managing fees and registration administration and is not recommended.
- Sponsorship provides great opportunity to cover increasing costs to the club so should be a point of focus.
- RegisterNow continues to provide a valued service for many members of the club, despite attracting an additional fee. RegisterNow charges the player and adds no cost to the club.
- The current half yearly membership fee rates are aligned with the University's semesters, however do not align with the hockey season timelines, nor necessarily with when players are actually coming and going. As a result, the Committee this year discussed increasing the first half year rates and decreasing the second half year rates so that costs are in line with number of games. This should be confirmed and updated on the website.

3 Financial Plans 2017

With the successful promotion of the women's top squad into Premier League, the financial plan for the short term will be to prioritise building competitive strength for both the men and women's sides. This means that the club will invest in strategic areas that should provide lasting outcomes such as the investment of bringing on Phil Burrows as Director of Hockey. Phil will help to improve player skills and game strategy in addition to providing support and improve coaching standards throughout the club; both outcomes having positive effects that will filter down throughout all levels of the club. Additionally, Phil should act as a drawcard for other high-skilled players, which will also work to enhance the competitiveness of MUHC both in Premier League and all playing levels.

Over the medium term, the club intends that strategies implemented in the short term will be able to be maintained without higher spending and we will resume growing our capital.

4 Suggestions for Treasurer position

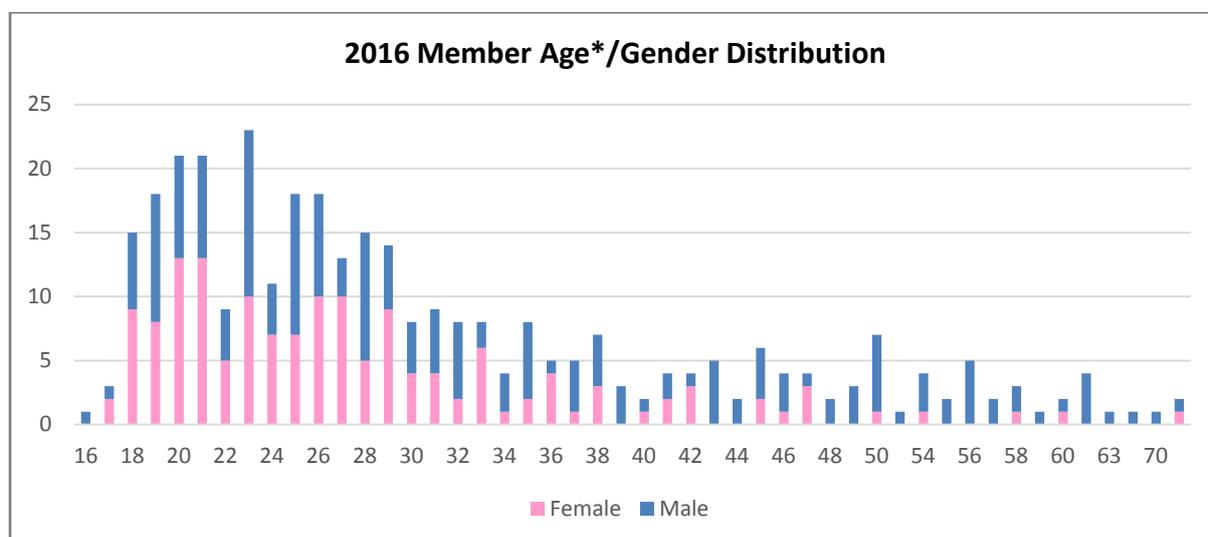
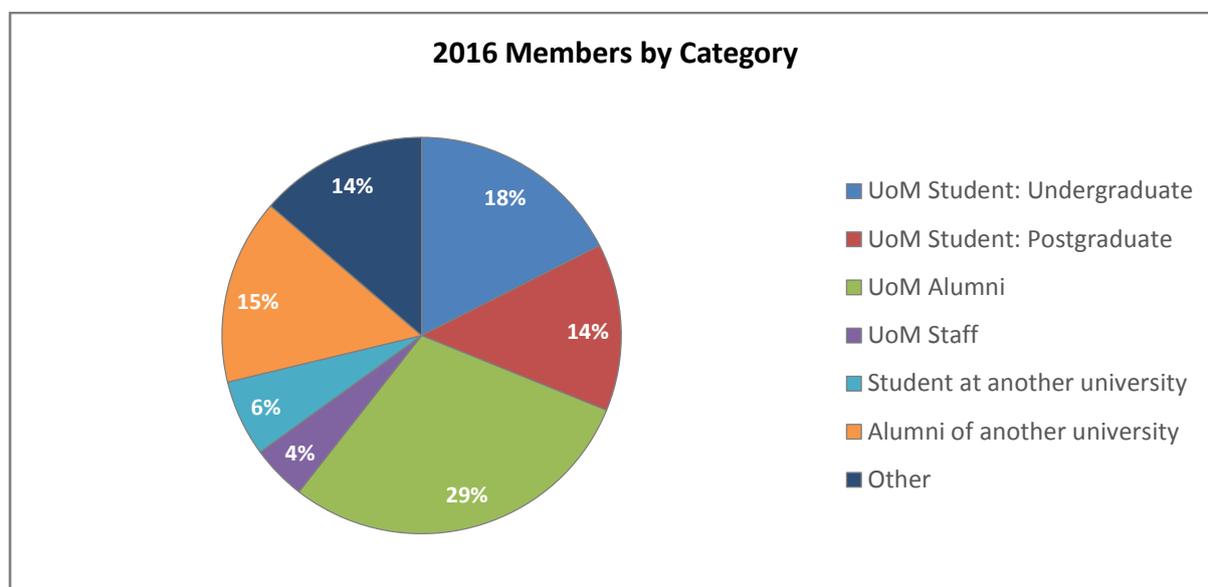
With increasing demands on volunteer positions such as being Treasurer, some process improvements would improve the necessary time required to fulfil the Treasurer's duties:

- Create an email mailbox (rather than an alias) for the Treasurer position to provide a record of past documents including emails and player information.
- Look to move to new bank as NAB Business Connect services are difficult and time consuming. For example:
 - On numerous occasions throughout this year we were unable to log into the NAB account due to page maintenance and other issues.
 - To make amendments to account signatories, NAB requires all four new signatories to go to the Melbourne University NAB branch at the same time within business working hours.
 - It is clunky and difficult to pull past payment information.
- Explore ways to make fee consolidation less manual and therefore less onerous by:
 - Improving instructions on website so that player payment information is easier to extract.
 - Building tool which consolidates banking and registration information.
 - Look to online registration (but which does not include the additional costs of RegisterNow).

Erica Tonkin
Treasurer

Membership Summary

Member Category	Male	Female	TOTAL	
UoM Student: Undergraduate	27	32	59	18%
UoM Student: Postgraduate	20	26	46	14%
UoM Alumni	64	35	99	29%
UoM Staff	8	7	15	4%
Student at another university	8	13	21	6%
Alumni of another university	34	17	51	15%
Other	24	22	46	14%
TOTAL	185	152	337	
	55%	45%		



* at 1-Jan-2016

Historical Membership Comparison

Member Category	2016	2015	2014	2013
UoM Student: Undergraduate	59	58	113	100
UoM Student: Postgraduate	46	42		
UoM Alumni	99	102	99	86
UoM Staff	15	13	12	10
Student at another university	21	15	23	106
Alumni of another university	51	59	83	
Other	46	43		
TOTAL	337	332	330	302
Male	185	185	183	174
Female	152	147	147	128

Coaches, Team Results, Award Winners

Director of Hockey: Phil Burrows

Grade	Result	Coach/Manager	Best & Fairest
Men's			
1. Men's Premier League	12 th	Phil Burrows (coach) Davin Smith (manager)	Oscar Wookey
2. Men's Premier League Reserves	11 th	Evan Henderson Michael Lawry	Tim Brown
3. Men's Pennant A	9 th	Matthew Proctor	Stephen Blicblau
4. Men's Pennant B	10 th	Dominic Crowley	James Gunn
5. Men's Pennant C	Premiers	Paul Boltwood	Peter Egan
6. Men's Metro A East	4 th	Frayne Gomez	Mitchell Thornton
7. Men's Metro B North / West	8 th	Mark Thornett	Anei Thou
Women's			
1. Women's Vic League 1	3 rd	Jonathan McAleese	Siobhan Moran
2. Women's Vic League 1 Reserves	Runners-up	Cooper Price	Amelia Leavesley
3. Women's Pennant B	Premiers	Stephan Isselhard	Sarah Vernon
4. Women's Pennant C	3 rd	Trina Dreher	Vishni Perera-Jainudeen
5. Women's Metro A Central / North / West	Runners-up	Jackson Matthews	Georgia Rankin
6. Women's Metro B East	4 th	Reece Baxter	Katelyn Millard
7. Women's Metro B North / West	4 th	Darryl Johnson	Megan Johnston
Masters			
Men's 35+ A	4 th	Rob Carter	-
Men's 45+ A	6 th	André Auret	Stewart Ryan
Men's 45+ B North / West	9 th	David Scoberg	Angus Smallwood
Men's 50+ A	3 rd	Andrew Tulloch	-
Women's 35+ A	7 th	Emma Seager	Ami Bennett
InterVarsity (AUG)			
Men's	5 th	Phil Burrows	Gus Ryder
Women's	3 rd	Suzan Hendrickx	Morgan de Man

Captains

Men's 1s	Jarred Truscott
Women's 1s	Siobhan Moran
Men's InterVarsity	Gus Ryder
Women's InterVarsity	Siobhan Moran

Club-wide awards

President's Trophy	Sarah Dennis
Team of the Year	Men's Pennant C
Most Improved Player (Men's)	Peter Braunsteins
Most Improved Player (Women's)	Prue Grant

During this year Melbourne University Sport also announced MUHC as the 2015 'Club of the Year', and Davin Smith as 'Coach of the Year'.

Blues

	Women	Men
Full Blue	Melinda Casey Morgan de Man Siobhan Moran Georgie Mutton	Harry Lang Gus Ryder
Half Blue	Lydia Shortt	Robert Anderson Zane Hutter

Canteen Report

The canteen made a profit of \$368.85 in 2016. This equates to roughly \$3 per hour of operation.

Stock on hand (consumables) is approximately \$70 worth, plus equipment such as coffee machine, utensils, prep tools, etc.

For consideration for 2017: I think the primary aim of the canteen should be to create a social space around games rather than sell food for profit. In its current form it's not really doing either very well so perhaps we look at alternatives to do so.

Jackson Matthews & Lou Lines
Canteen Coordinators

Communications Report

The Communications portfolio has continued to keep MUHC members informed through a weekly Passback email, as well as via updates to Facebook and Twitter. There has been a noticeable increase in activity on MUHC's Facebook page and Twitter account in 2016.

Many Committee members have contributed with regular and timely updates to Facebook and Twitter. The contribution of these Committee members through pictures, videos and comments is vital, as it ensures all activities across the club are promoted and celebrated as they happen.

- Passback is received by approximately 320 members
- MUHC's Facebook page has 730 followers
- Our Twitter has 192 followers
- The MUHC Instagram account has not been actively maintained since the end of 2014 season
- The club's website publishes key information for members and prospective members, and has had some further historical data added this year

My role in the Communications portfolio will come to an end this year. Thanks to the Committee for helping me out, especially when it came to writing funny comments on twitter (Morgan you are missed) and to Boonie for putting up with my many questions related to this role!

Kate Crawford
Communications Officer