



Annual Report For Members

July 2008 – June 2009

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and
the PNSW Board of Management

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The year in review

1. History

PaddleNSW Inc came into existence on 15th March 2008 following a meeting of members of NSW Canoeing, which had just voted to wind up the association. The name PaddleNSW was chosen with the intention of starting a new organisation dedicated to servicing the needs of NSW paddlers in the absence of an alternative state association. Chaired by Dianne Chellew, a further meeting on the 30th March elected an interim committee comprising Dianne Chellew (president), Tony Hystek (Vice President), Lynn Parker (secretary), Lawrie Kenyon (treasurer), Tim Hookins (public officer), and PaddleNSW was born.

The concurrent winding-up process of NSW Canoeing required the transfer of assets to a similar likeminded organisation, inevitably to be PaddleNSW.

2. Officebearers

A special general meeting was called in July 2008, where the following people were elected:

Dianne Chellew: President

Tony Hystek; Vice President

Lynn Parker: Secretary

Ian Hancock: Treasurer

Tim Hookins: Public Officer

Lawrie Kenyon: Ordinary Member

Phillip Chellew: Ordinary Member

Some committee members have not been able to serve their full term of office. Phillip Chellew had a nasty turn with his health, resulting in the resignation of himself and Dianne. Ian Hancock also resigned due to work commitments.

In Dianne's absence, Tony Hystek was nominated President, Tim Hookins became Vice President, and Simon Mann was invited onto the committee as treasurer. With a desire to forge links with the slalom community, Chris Thompson was also invited onto the committee, making a total of 7 members for the remainder of the membership year.

3. Summary of major achievements

Over the past year, PaddleNSW has established an association all members can be proud of. From absolutely nothing, we now have a healthy (by previous standards) account balance, well established technical committees in all paddlesports, many management guidelines and policies, a responsive website and best of all, a membership base which is growing and actively involved in the sport.

4. Australian Canoeing

In a major breakthrough, an interim affiliation with Australian Canoeing was negotiated for the 2009-10 membership year, permitting NSW paddlers to receive equal access to competition and other services to those benefitting other state's paddlers. Insurance for PaddleNSW members will now be provided by Australian Canoeing, to the previous standards set by PaddleNSW, and via the same broker, Willis.

5. Memberships

Early figures for FY10 show that current membership is already at last year's total number, and of these members, currently around 10% of memberships have been premium.

Membership benefits

PaddleNSW offers the following benefits for members:

- Information and resources for paddlers to get more from their sport.
- Insurance for members while they participate in any non-negligent paddling activities; all the insurance benefits previously provided by PaddleNSW have been maintained.
- Support for NSW paddleclubs
- Development of various State Paddlesport event series.
- Organised State championship competitions and other non-competitive events

Translating some of these points into "real world" benefits and expanding to include the information on the website, what you are really getting is all this:

- Insurance cover for all PaddleNSW events such as familiarisations, canoe polo, recreational events etc
- Membership cards to facilitate event registration
- Internet site which provides information on clubs, events, paddlesports and a portal for buying and selling equipment.
- (under negotiation for the coming year) a group insurance policy to cover theft and damage of individually insured boats
- Member communication via email to provide updates on changes to legislation from the PaddleNSW committee, NSW maritime, and special event changes, to access or availability of waterways or facilities
- State championships across most paddlesports
- Access to ACAS accreditation following granting of NTP status to PNSW
- Assistance and advice for club management on common issues, especially forthcoming changes to association legislation, including new constitutions.

Membership Statistics and Demographics

The 2008-9 membership was 1065 individuals, 19 clubs and 5 businesses”

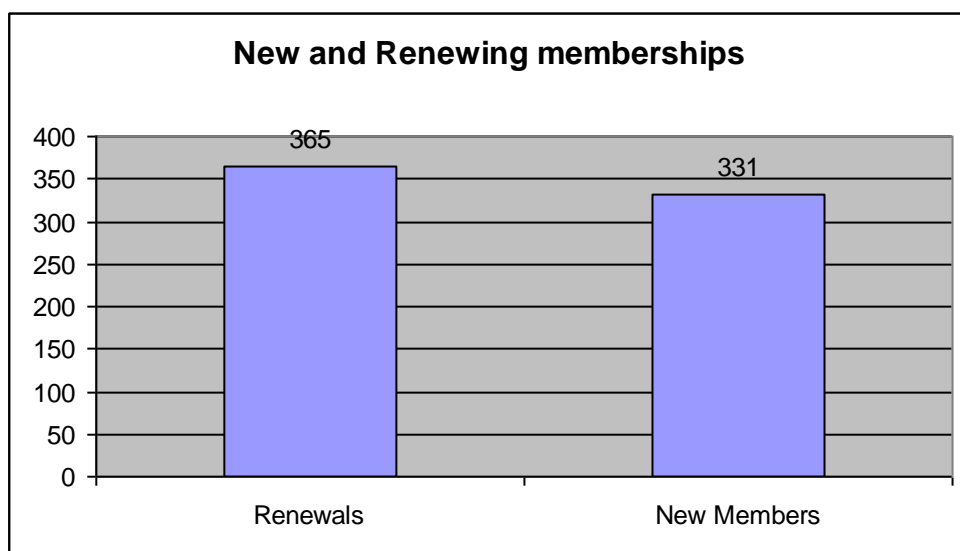
Given that PaddleNSW has only existed for one year and we are currently only one month into the new financial year, there is little validity in comparing numbers from one year to the other. Last year the figure was 1065 individual members and the current figure is **1006 members to the 27st August 2009**. This indicates a dramatic total increase in membership this year should be expected.

The figures below are based on FY10 membership only one month into the membership year. The data “snapshot” is from Wednesday 29th July 2009.

5.1 Comparisons between renewals and new members

Membership to date has been slightly higher in renewals than new memberships (365 renewals compared with 331 new members) however this could be influenced by the early state of the new financial year. At present, around 52% of memberships have been renewals, rather than new members.

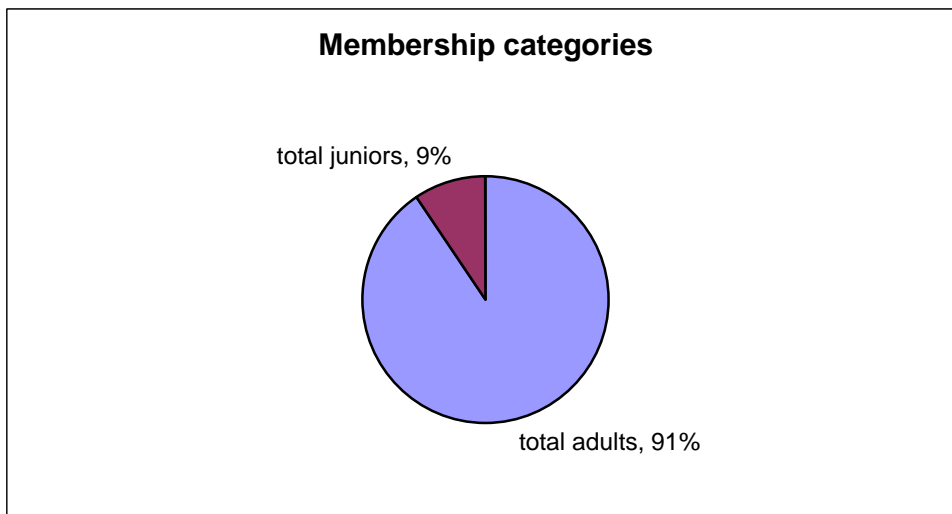
Seasonal trends (expressed as anecdotal evidence in the lack of availability of actual membership figures from previous years) suggest that there will be a spike in new memberships¹ around October as warmer weather approaches and daylight savings time and more hours of daylight each day offer opportunities to paddle before or after work.



5.2 Comparisons between junior and adult memberships

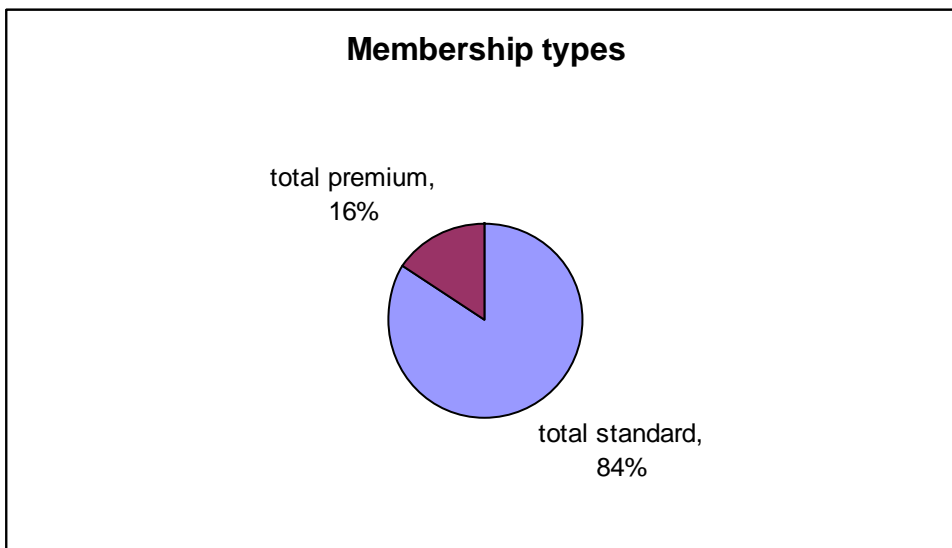
Junior members (aged 12-17) comprise 9% of the total membership.

(65 juniors compared with 696 total registered members).



5.3 Comparisons between standard and premium memberships

Overall 16% of memberships are premium. This is higher than was expected – the projection was 10-12%, however this could be influenced by the need for early registration of premium memberships required for overseas competition and selection



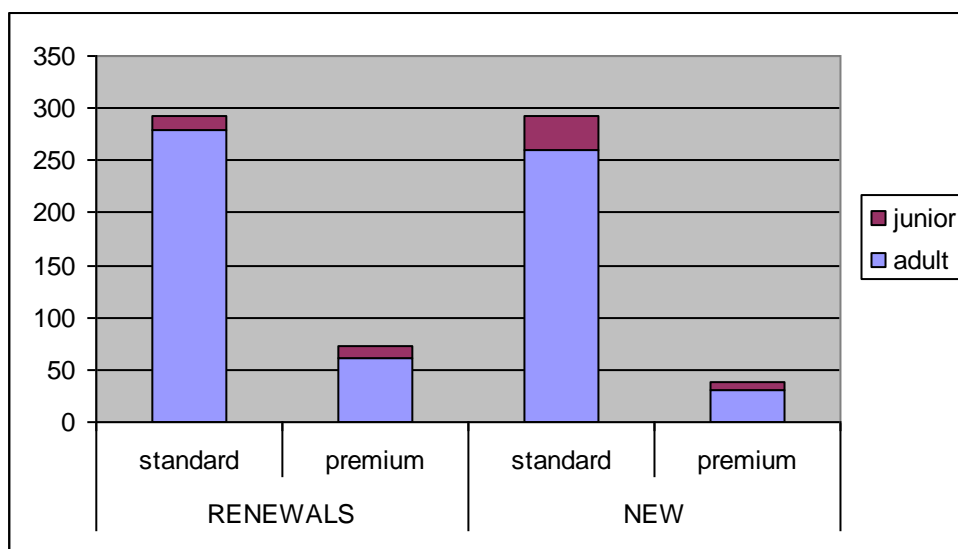
The following chart illustrates observations about the membership demographics (supporting figures are given in the table on the following page):

The two highest membership types are both adult standard memberships. With 40% of total memberships being adults renewing standard membership and 37% being new adult standard memberships this indicates that in total adults taking up standard membership is 77% or more than $\frac{3}{4}$ of the registered members.

In adults the ratio of standard to premium memberships is 5.9:1 which shows a majority of adults only require the level of services supplied by PaddleNSW in the last membership year, compared with those provided for the new premium membership category. In juniors the ratio of standard to premium memberships is 2.3:1. This could indicate that where juniors are registered members their interest is in competition. Juniors account for 9% of

total membership so it is possible that the number is too small to be statistically valid (46 standard compared with 19 premium) however it could be of interest for PaddleNSW to engage these juniors in coaching and development early on given their potential as state, national or international competitors. As a percentage of total membership, this group.(12 – 17 inclusive) is only a 7 year age bracket, with the lower ages being less likely to join than those closer to 17 yrs.

Overall premium membership is 16% of total membership. Premium memberships account for 20% of renewals and 11% of new memberships. These figures are consistent with the “development path” of many sportspeople who will begin an activity for enjoyment and exercise. As time continues a proportion will discover they have the ability to perform at a high level and then continue at a competitive level in the future.



The following table shows the relative popularity of membership types:

Renewal	adult	standard	279	40%
New membership	adult	standard	260	37%
Renewal	adult	premium	61	9%
New membership	junior	standard	33	5%
New membership	adult	premium	31	4%
Renewal	junior	standard	13	2%
Renewal	junior	premium	12	2%
New membership	junior	premium	7	1%

5.4 Gender of memberships

The data collected for “gender” responses can be considered valid as the data entry method was a drop down where respondents had to be select “male” or “female” and neither was pre-selected as a default.

Just over one quarter of members are female which is significantly lower than the general population. (In 2008-9, the percentage was closer to one third)

Female	179	26%
Male	517	74%

No further analysis has been done on correlations between gender and membership type, for example to determine if either gender is more highly represented with premium memberships.

5.5 Paddlesports demographics

Based on FY 2010 membership figures, the following table summarises the areas of interest to members. When joining, members were asked to name a major paddling area of interest, with a second allowable entry. As the data fields were free format, the answers have been generalised and tallied as outlined below.

For the purposes of reporting, first and second answers are given the same weighting or importance. The relevance of these figures are that they may give an indication on what types of events to offer. For example offering technique workshops for marathon paddlers or for recreational paddlers to paddle with less effort, longer distance or more enjoyment are likely to appeal to 56% of members.

Marathon (incl “marathon racing”)	300
Recreation*	227
Ocean (incl “ocean racing” and “ocean ski racing”)	116
Sprint (incl “sprint racing”)	99
Sea Kayaking	63
Slalom (incl “slalom racing”)	28
Outriggers	20
Flatwater	15
White water (incl “whitewater” & “wildwater”)	15
Canoe Polo	12
Dragon Boating	9
Freestyle (incl “freestyle competition”)	8
Exercise/fitness	3
Adventure Racing	2
Club training or racing	2

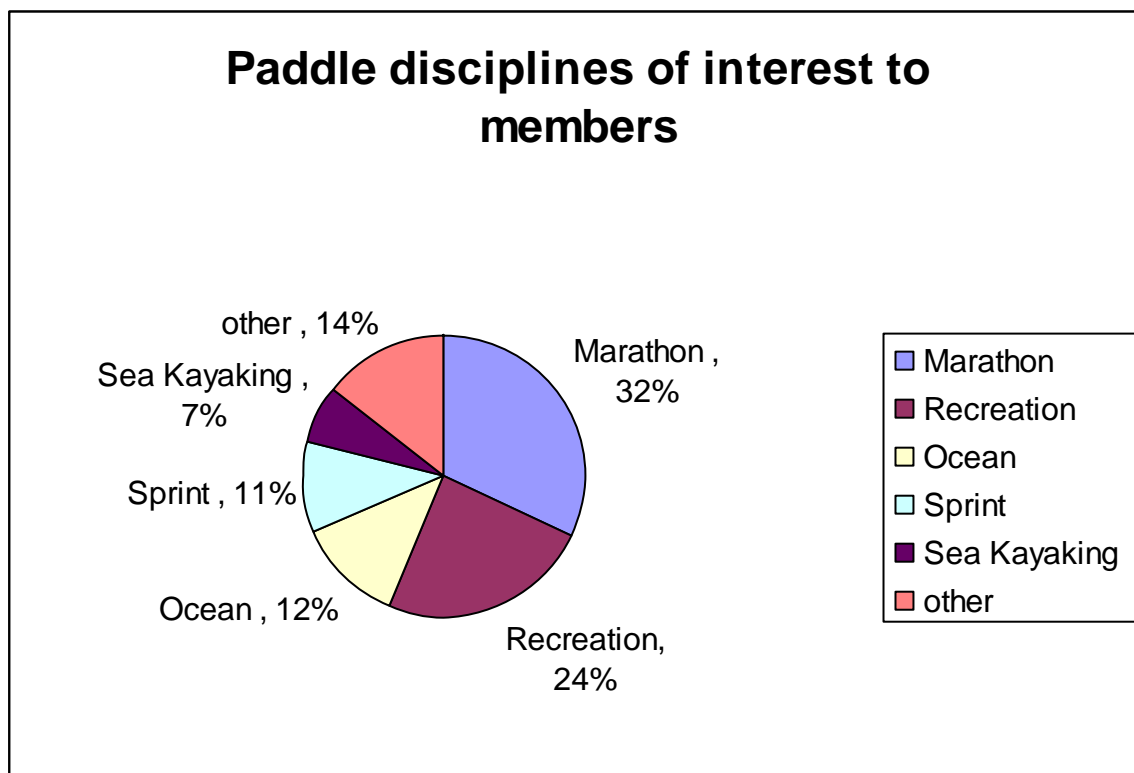
Note 1 - Excluded 1 response “racing” as this could have applied to marathon or sprint and as such was unclear.

Note 2 – “recreation” category included the following responses (in addition to those listed as “recreation” or “recreational”: Kayaking holidays 1; Scenic flatwater 2; Conservation 1; Fishing 2; Touring 1

Based on membership numbers, the top 5 paddlesports listed below of interest to 86% of members are:

Marathon	32%
Recreation	24%
Ocean	12%
Sprint	11%
Sea Kayaking	7%

NOTE – see notes in previous section regarding addition and generalisation of these responses eg “Marathon” includes both “marathon” and “marathon racing” responses.



In the chart above “other” totals include ALL the following paddlesports:

- Slalom (incl “slalom racing”)**
- Surf kayaking (see note)**
- Outriggers**
- Flatwater**
- White water (incl “whitewater”, “wildwater” and “Wildwater racing”)**
- Canoe Polo**
- Dragon Boating**
- Freestyle (incl “freestyle competition”)**
- Exercise/fitness**
- Adventure Racing**
- Club training or racing**

6. Volunteers

We would like to thank the fleet of volunteers who have worked so tirelessly and often without themselves getting a foot wet in any of the events.

We have found that the volunteers who return again and again are those who receive recognition and reward, even if it is in the smallest way, a thankyou and at best an appreciation pack. Our Committees are striving to develop clear duty statements to define

their roles and support and training to take on greater responsibility. Mentoring and succession planning will provide for a stronger organisation for all of us in the future.

7. Businesses and commercial operators

PaddleNSW is proud to have engaged several businesses as full members, with the aim of developing closer ties with this important sector of paddlesports. Though small in number, these first few members have already benefitted by exposure to the paddling membership, website positioning on the home page, and advertorial space in PaddleNSW newsletters.

PaddleNSW hopes to expand the range of services to these members in the future, and develop the benefits they can provide for our members

8 NSW Dept arts, Sport and Recreation (DASR)

At present, PaddleNSW relies predominantly on member contributions for its income, together with contributions from the NSW DASR. While the financial contributions by DASR are capped by government policy at \$20,000p.a., the assistance given PaddleNSW by the DASR in other forms has been substantial. Their assistance during the period of negotiations over affiliation with AC, and their help with governance issues has provided a great degree of reassurance for the committee.

Paddlesports review 2008-9

1. Open Water (Ocean) racing

By far the fastest growth sector of paddlesports is Ocean Ski Racing. Judging from the huge amount of sponsorship available, there is obviously a large market for both equipment and events. A major thrust of the Open Water racing committee has been to unite the various disparate groups involved in the sport, they being largely PaddleNSW members and their clubs, Surf lifesaving paddlers, and commercial event organisers / sponsors.

PaddleNSW has seen its major role as the development of safe, well run events with an emphasis on the development of less experienced and junior paddlers, and has created a new series of events based on inner harbour waters, called "Harbour Racing". Designed around the current harbour-based racing ski groups, the series will kick off over the summer months, in much the same way as the marathon series works, with events in Sydney Harbour, Pittwater and Port Hacking. Stay tuned!

2. Canoe polo

Canoe polo is coasting along in NSW, with numbers at the Sydney competition gradually recovering from a recent lean period. A new format of 12 weeks with a two week 'holiday' in the middle will provide players new options, either play for the whole or half season.

There are regular competitions held on the south coast and a number of weekend competitions held around the state each year (Bomaderry, Nambucca, Charlestown etc.) which proved very successful

The World Master Games to be held in Sydney this year has enticed the slightly more mature players to return to the game. Outdoor polo fields have been erected at Penrith White Water Stadium for the games and have already proven a great success for polo in general. A number of NSW based teams have entered. A 'masters' training competition was held in Wollongong at which three south coasts and one Sydney team tested each other out.

We were very proud of Cassandra and Bob Sims who made the Australian team. And Brett Houghton was assistant coach to the Women's team.

The committee wish to offer our thanks to the organisers throughout the state for their tireless efforts to keep the sport alive and growing.

I personally would like to thank Anna Ward and Richard Barnes for their great effort through out the year on the canoe polo committee, without them little would have happened.

Trevor Williamson
Chair Canoe Polo

3. Marathon

The Marathon 10 Series continues to be the crowd pleaser on the annual calendar, averaging around 150 paddlers at each event. Marathon is definitely the largest income earner for host clubs and for Paddle NSW, so maintaining the popularity of these events is priority number one.

The Divisional Racing system has proven to be extremely successful since its introduction in 2004, thanks largely to input and suggestions from participants at various open forums which have been adopted and implemented. An interesting trend which has emerged over the past couple of years is that every division's median time has been generally improving, meaning every paddler is getting faster.

This year we are lucky enough to welcome Quantum Kayaks as our first official company sponsor for the Marathon 10 Series, and we will see a fantastic prize pool at the Presentation Night for the 2009 Series finale.

The Committee continues to heavily re-invest its share of income from the Marathon Series as the following examples illustrate:

- \$8000 prize pool at the 2008 presentation event in Wagga Wagga
- \$5000 provided to NSW marathon athletes competing in World Championships 2008/2009
- Provision of new uniforms for National Competition participants 2010 (to update the old NSWCI uniforms)
- Expected prize pool around \$7000 to \$8000 for the 2009 Series

The introduction of barcodes on the Paddle NSW membership cards has greatly improved the efficiency of paddler registrations on race day, as has the introduction of on-line pre-race entries. The computer race system is running well and results can now be published on the website the same or next day (depending on how the operator feels!).

The calendar continues to become more and more populated with other events competing for paddler's interest, and the huge growth in Ocean Ski Racing will certainly impact on Marathon to some extent. Hopefully in a positive way as paddlers use the flat water to hone their skills for the open water events.

Paddle NSW has formed an Ocean Racing Committee and will be working closely with Surf Life Saving and industry players to develop a highly professional Ocean Racing Series.

Thanks to everyone for participating in Marathon over the last 12 months and particularly the 2009 season. Thanks to the Clubs and their volunteers for making each event a great success. And a huge thanks to Liz Wilson who has joined the Marathon Committee and who helps to run the race computer, and also to Tom Balaam who is the Marathon representative on the Paddle NSW Management Committee (Board).

We look forward to another big season in 2010 and hope you will continue to enjoy and support Marathon and Paddle NSW.

Roger Aspinall
Chairman, Paddle NSW Marathon Committee

The **Hawkesbury Canoe Classic** and 5 familiarisations are also well subscribed. The race committee have fielded a few challenges with regards to the selection of date. The date was selected to fit with other popular events including the Sydney to the Gong bicycle ride. Some initial protest and safety concerns were raised because the event is no longer on a “full moon” weekend, however this was overruled on the grounds that cloud cover can obscure the moon or heavy fog can come in which dramatically reduce visibility. Paddlers should be familiar with the course and their maps/compass/GPS setup and not be relying on visibility due to moonlight.

The **Murray Marathon** is going ahead for 2009. With the end of the red cross as supporting charity the future of the event was in doubt. The YMCA Victoria have taken on the event and early predictions are for them to remain involved with the event for 2010 as a minimum.

4. Recreational paddling

Recreational paddling has been a success story for PNSW.

These paddles are open to all and provide an opportunity for members to experience the State’s extraordinary network of beautiful waterways at a leisurely pace. The paddles typically start around 10 in the morning and focus on ecology, history, notable sights and social interaction. Each paddle is organised by a kayak club and led by one of the club members. Often the leader is a local identity who knows the area well and has paddled there since childhood. We see the way it is and hear about the way it was. Even though lunches are BYO, often treats like large chocolate cakes are produced from boat hatches to be shared by all. On our recent Central Coast paddle, all 22 participants were treated to a fully catered afternoon tea at the trip leader’s canal home. New friends are made, locations discovered and experiences shared. Even hardened racers have attended and enjoyed!

There is no charge – and partners and friends are also encouraged to come along, subject to the payment of a nominal insurance levy. Many new members have been attracted to PNSW and their local kayak club through this programme. Hire boats are available. Skills workshops are organised with fully qualified instructor Christine Heywood who takes newcomers through the basics of technique, focusing on safety aspects and self-rescue.

Since their inception in October of last year, recreational paddle days have been held on Berowra Waters, Parramatta River, Colo River, Woronora/Georges Rivers, Sydney Harbour, the Central Coast and the Nepean River, with Lake Burley Griffin, Myall Lakes and Pittwater to follow in the next few months. Paddles are programmed three months in advance and featured on the PNSW website.

PNSW Recreational Paddle Co-ordinator Tony Carr is now looking to expand the programme and welcomes input from clubs and individuals.

5. Sprint Racing

In conjunction with host clubs, PaddleNSW conducted successful events in Sprint in 2008-2009, including:

- State 200m sprints (SIRC), a Friday Night spectacular under lights
- State 500m / 1000m sprints
- State 5000m flatwater championships (hosted by Central Coast Canoe Club)
- State 10,000m flatwater championships (hosted by Sutherland Shire Canoe Club)

PaddleNSW wishes to thank all those volunteers and host clubs for the great assistance they have provided the paddlers of NSW. Without their support, these events could not take place.

PNSW Sprint Series

In a new initiative for 2009, PaddleNSW has commenced a 4-event sprint series, designed as a low cost format for competitors of all levels. The series is based around elapsed time, regardless of gender, boat type, age etc.

The format has worked with great success, with management of each event falling to the main sprint focussed clubs:

- Manly Warringah Kayak Club
- Illawarra canoe Club
- Cronulla Sutherland Kayak Club and St George kayak Club (co-hosts)
- Windsor Canoe Club

While these clubs have provided their volunteers at no cost, PaddleNSW would like to develop the series participation to a greater number in order to assist host clubs to benefit financially.

Break even is around 40 starters, and in future, PNSW anticipates numbers approaching 100. The events have been enthusiastically adopted by those who have attended, and the future of the series (next year's dates have already been booked) is assured.

6. Slalom / Wildwater

During the past year of operation, there has been little direct involvement by PaddleNSW in Slalom and Wildwater, due to the large proportion of Slalom paddlers requiring direct membership of AC for competition purposes.

PaddleNSW did become involved in some promotional activities at the Whitewater Stadium in conjunction with Penrith Valley canoeing, River canoe club and the Stadium Junior development programme.

PaddleNSW is currently assisting the Slalom committee to draft a strategic plan for the development of Slalom, in particular, which has met with tough times due to limited access to water at the PWS, and the current availability of alternative Slalom courses (caused mainly by drought and access to waterways). Wildwater is currently in need of a technical committee, and PNSW is actively seeking volunteers for this role.

Clubs 2008-09

There were 19 member clubs of PaddleNSW in the 2008-09 membership year. Many had dual membership of both PaddleNSW and AC. Affiliation in 2009 has delivered substantial savings for both clubs and individual members with direct membership of PaddleNSW now a requirement due to the closing of the direct member club path to AC.

PaddleNSW has actively promoted club membership throughout its existence, with the current membership structure posing no problems for club membership levels. In most cases, the increased exposure to club activities through event management of Marathon, Sprint and Recreational events in particular, has pointed many paddlers in the direction of member paddle clubs.

Additionally, services to clubs such as assistance with on-line membership registrations, and club information pages on the website, have all assisted in removing some of the time consuming tasks of club committees, allowing them to concentrate on providing better services for their members.

Common issues faced by clubs during 2008-9

During 2008-9 PaddleNSW has been approached by a number of clubs seeking input and advice on the following common issues.

a. Club houses

Some clubs, such as Sutherland, Rivers and Narrabeen have excellent facilities, while others are seeking to develop permanent facilities.

The most common barriers and concerns are:

- Seeking council permission and approvals
- Funding to erect permanent facilities

The benefits expressed by these clubs have been:

- Newer members in particular seem more inclined to join a club if they have facilities such as (hot) showers and toilets.
- Permanent clubhouses do generate additional revenue though food and drink sales. This need not be a fully fledged liquor license – a drink vending machine will still produce some additional revenue.

Based on input from these clubs (and Lane Cove River Kayakers), members' perceptions of facilities were informally ranked as follows:

1. Ample car parking, preferably a short distance to the water entry (this was a big factor for Lane Cove club being housed at Rotary park rather than Blackman Park)
2. Toilets

3. Hot showers
4. Food – preferably hot food or a way to reheat food (eg microwaves or urn for making hot drinks). As a minimum a drinks vending machine.
5. Ease of access to the water. Lane Cove's home base moved from Wirrong Flat to Rotary Park to take advantage of the pontoon and other facilities. Although they had improvised with a removable carpet as a solution to the slippery boat ramp problem, this was still considered a safety risk. In terms of launching, the Windsor club venue at Macquarie Park is one of the most popular.
6. Any showers!

b. Club fleets of beginner boats

The common perception is that a “fleet” of beginner boats are required to attract new paddlers.

The most successful ways to begin building a fleet have been:

- Encourage members to donate their old boat the club when they upgrade.
- Encourage members to “raffle” or auction their old boat when they are upgrading, with part of the proceeds going into a “boat fund”
- Remember that you only need one boat to start having a “beginner fleet”!
- Ask manufacturers to donate a boat or two for the club. Having signage all over their boat is good advertising and may lead to sales. This also means their craft is always available for people to “test paddle”. Boats show a trend of viral marketing (Windsor is largely Horizon kayaks, Lane Cove is largely Elliott kayaks) – why not encourage manufacturers to take advantage of this!
- Keep an eye out with local tour operators. Sydney Harbour Kayaks have a policy of upgrading their entire fleet every two years and hold a “once a year” sale.

There are some issues associated with maintaining a fleet. Some points to consider are:

- Where will the boat(s) be stored?
- Who is responsible for maintenance? A common solution is to have this as a rotating volunteer committee position in the same way as you have a president, secretary, treasurer and so on.
- What is the process for members to book or reserve a boat?
- What (if any) is the process for making these boats available for sale to new members? In some clubs the entire proceeds go to the club, in others they have given half the value back to the donator in the form of sponsorship for events (Hawkesbury Classic, Murray Marathon). The returned money is expected to be treated as a “welcome bonus” and not an expectation.
- How will the boat(s) be transported? A “fleet” of one can be brought when needed on a spare set of cradles – at some point though a trailer will be required.

c. Fundraising

Check out the websites for the charity events such as the Murray Marathon and Hawkesbury Classic – both have pretty good information on their websites.

Every time someone asks about fundraising in a public forum, there is always someone willing to chip in some ideas. We are aware that there are people out there who are thinking to start up a new club, so for your benefit here are a few fundraising ideas:

- Hold a monthly BBQ at your club
- Have a cake stall at an event such as a familiarisation paddle or Marathon10 event
- Obtain permits to hold a cake stall at some local shops. A kayak or two on display will usually encourage interest and maybe some new members!
- Ask your members to donate prizes for a raffle. You may be surprised to find out what your members do as their “day job” – an accountant may offer a free tax return! Other prizes could be travel vouchers, B&B stays, dinner at a restaurant, kayak coaching, clothing, personal training... this is a great way for your members to network their businesses!
- Sell ‘entertainment’ books or other products setup for fundraising – largely chocolate and wine!
- Host a trivia or movie night – many local RSL clubs or some pubs will give free room hire because they make money on drink and food sales.

d. Encouraging female paddlers

The section “Gender of memberships” noted that women comprise just over one quarter of the registered member population.

Some clubs have been looking at ways to attract female paddlers such as specific coaching clinics, and making available club or loan boats, as well as committing that there will be someone on hand to help them carry their boat, get it on and off a vehicle and to and from the water.

It has been suggested that clubs who are looking to boost their membership may want to “target” women paddlers. Many women paddlers have said that they were surprised that they have been able to do well at it – the perception or limitation seems to be an assumption that good technique is based on strength, when a good coach will tell you that it is all about technique!

Insurance and safety review 2008-9

Anecdotal feedback from a number of clubs and members has been very positive. Paddlers are adhering to the waterways restrictions and regulations which we have been promoting on the website and at events, including:

- Beginners wearing type 2 or 3 Personal Floatation Devices (PFD's)
- All participants in familiarisations, surfing and recreational events carrying or wearing PFD's
- All participants in night paddles using "glow sticks" or other fixed white lights at bow and stern, and wearing PFD's
- Carrying prescribed safety equipment (space blanket, food, water, whistle, torch, maps etc) on the Hawkesbury Classic and other organised events
- Checking paddlers are PaddleNSW members or have single event insurance at familiarisations, marathon10 and recreational events.
- Paddlers are checked out and back in by number at all time trial events, and the timekeepers cross check the number of registered paddlers against the time and numbers recorded at the finish points.

a. Insurance claims and premiums

Personal Accident insurance

PaddleNSW had no insurance claims for accidents or injuries during the 2008-09 membership year.

b. Accreditation and training

PaddleNSW is currently undergoing acquisition of NTP provider status. At present any accreditations are overseen by Australian Canoeing. Once in place, PaddleNSW will endeavour to conduct a wide range of training courses designed to raise the standard of instruction and coaching available to members.

To be assessed for accreditation you will need to be an AC member which can be done by taking "premium" rather than "standard" membership.

In particular, Level 1 coaches and instructors are needed in flatwater, whitewater and open water (ocean racing)

More training of officials is also needed, for clubs to adequately conduct their events to suitable standards.

It is important for clubs to note that whether your coaches or instructors are coaching privately or for your club, their efforts must be rewarded financially. They have undertaken a substantial degree of training, and have to undergo regular revision of their performance. They will soon tire of the drain on their energy without a commensurate reward.

Likewise, coaches and instructors who have chosen to make this their career path cannot compete against those offering their services free. The student can always contribute funds to the club for services provided by the club instructor.

NOTE - to coach or guide you will also need a first aid certificate.

c. First aid certification

The data collected for “first aid” qualification responses can be considered valid as the data entry method was a drop down where respondents had to select “yes” or “no” and neither was pre-selected as a default.

Yes (first aid qualified)	231	33%
No (not first aid qualified)	465	67%

One third of the PaddleNSW membership hold a first aid certificate. This is significantly higher than the general Australian population.

d. Insurance information

This information is summarised from the information on our website for the benefit of record. Single event insurance is also offered by PaddleNSW via the AC policy we are provided with.

PaddleNSW provides insurance for paddlers participating in Sanctioned Paddling Activities, which comprises three types of cover:

- Personal Accident insurance
- Public Liability Insurance
- Professional Indemnity Insurance.
- Association Liability.

Personal property insurance

A current initiative involves negotiating a group policy under which members can insure their own paddlecraft against theft or damage anywhere in Australia. The premium is expected to be around \$120 for a \$3000 kayak per year. This will be further discussed at the AGM.

Financial statements

Treasurer's Report Year Ended 30 June 2009

- The major source of income for the 2009 year was, as expected, membership income. With approximately 1,056 individual members at year end the average contribution per member was \$38.
- The membership income of \$45,885 is comprised as follows:

○ Individuals	\$39,850	87%
○ Clubs	\$3,225	7%
○ Business Partners	\$750	2%
○ Single Event Memberships	\$2,060	4%
- **Register Now** fees relating to the above memberships was \$1,896, or 4% of gross fees.
- It should be noted that Adult membership fees for 2010 have been increased from \$40 to \$50 to assist with offsetting AC affiliation fees.
- Marathon income continues to be strong on the back of the popularity of the M10 series.
- The Marathon Expenses figure includes 2 grants of \$1,000 each to Kate McGrath and Sarah Brechin O'Connell. It also includes over \$9,000 awarded as prizes for the 2008 M10 season.
- Canoe Polo managed their finances to the dollar, breaking even for the year.
- Sprint events ran at a loss for the year due primarily to the higher costs associated with running the State Titles for both 200m & 500m/1000m events at SIRC and the high cost of medals provided during all four state title sprint events (200m, 500m/1000m, 5,000m and 10,000m).
- In addition we received a \$20,000 grant from the Department of Arts Sport and Recreation for the year.
- The main expense incurred during the year, other than expenses relating to the events run by the relevant sub committees, was insurance costs of \$9,613. It should be noted that, under AC affiliation, insurance will be provided by AC for the 2010 financial year and is included in the total \$40,000 affiliation fee as negotiated.
- Paddle's balance sheet appears very healthy after its first year of operation. This is in part due to the contribution of \$21,000 from NSW Canoeing and the receipt of the \$20,000 grant from NSW DASR in 2008 which would otherwise have been received by NSW Canoeing.]

- There have been a number of small purchases of equipment during the year but nothing of significance. There are currently a number of capital expenditure proposals with the Board and yet to be actioned.
- Cash receipts have been strong over the first few months of the 2010 financial year and the Paddle's cash position will allow for future investments in equipment and promotion of the sport.
- The challenge for the Board going forward will be to
 - manage the use of the cash surplus built up during 2008 and 2009.
 - manage the financial relationship with AC to ensure affiliation fees per member do not increase to pre Paddle NSW levels.
 - manage the net decrease in cashflow resulting from AC affiliation.
 - manage potential increases in other expenses (website management) that may arise during the year and will either not be included within the AC agreement or will not be taken up by Paddle NSW.

PaddleNSW Inc
ABN: 46 043 881 042

INCOME STATEMENT
FOR THE YEAR ENDED 30 JUNE 2009

	Notes	2009	2008
Income			
Membership Fees		45,885.00	320.00
Marathon Income		17,955.19	-
Canoe Polo		6,536.02	-
Sprint Income		11,281.98	-
		<u>81,658.19</u>	<u>320.00</u>
Other Income			
Government Grants		20,000.00	20,700.00
Other Income		4,385.70	22,998.60
		<u>24,385.70</u>	<u>43,698.60</u>
		<u>107,286.89</u>	<u>44,018.60</u>
Expenses			
Advertising		1,826.00	-
Affiliation Fees		530.00	-
Bank Fees		423.83	20.00
Canoe Polo Expenses		6,520.24	-
Clothing		580.00	-
Depreciation		1,074.31	-
Insurance			-

PaddleNSW annual report for 2008/2009

	9,612.90	
Internet	1,574.00	-
Marathon Expenses	13,548.35	-
Membership Expenses	1,895.82	-
Newsletter	1,876.80	-
Office Expenses	602.27	-
Postage	419.95	-
Printing	489.30	-
Sprint Expenses	18,740.43	-
Telephone	956.11	-
Training	865.00	-
Travel Expenses	898.03	-
Other Expenses	786.00	-
	<u>63,219.34</u>	<u>20.00</u>
Net Income	<u>42,824.55</u>	<u>43,998.60</u>

BALANCE SHEET AS AT 30 JUNE 2009

	Notes	2009	2008
Assets			
Current Assets			
Cash at bank	1	63,772.94	27,116.64
Other Receivables	2	22,108.51	21,118.60
Inventories	3	5,774.55	-
Consumables		2,772.00	-
		<u>94,428.00</u>	<u>48,235.24</u>
Non-Current Assets			
Plant & Equipment	4	4,482.70	-
		<u>4,482.70</u>	<u>-</u>
Total Assets		<u>98,910.70</u>	<u>48,235.24</u>
Liabilities			
Current Liabilities			
Trade Payables		2,003.73	-
Other Liabilities	5	1,248.00	-
Memberships in Advance		8,835.82	4,236.64
		<u>12,087.55</u>	<u>4,236.64</u>

PaddleNSW annual report for 2008/2009

Total Liabilities		<u>12,087.55</u>	<u>4,236.64</u>
Net Assets		<u>86,823.15</u>	<u>43,998.60</u>
Equity			
Opening Members' Equity		43,998.60	-
NSW Canoeing		-	21,118.60
Current Year Net Income		<u>42,824.55</u>	<u>22,880.00</u>
Net Equity	6	<u>86,823.15</u>	<u>43,998.60</u>

CASH FLOW STATEMENT AS AT 30 JUNE 2009

	Notes	2009	2008
Cash Flows from Operating Activities			
Receipts from Members		54,869.88	6,436.64
Receipts from Marathon Events		19,198.19	-
Receipts from Canoe Polo		6,536.02	-
Receipts from Sprint Events		11,281.98	-
Receipts from NSW Canoeing		21,118.60	-
Government Grants		-	20,700.00
Payments to Suppliers		<u>(70,791.36)</u>	<u>(20.00)</u>
Net cash provided by operating activities		42,213.31	27,116.64
Cash Flows from Investing Activities			
Payments for Plant & Equipment		<u>(5,557.01)</u>	-
Net cash provided by investing activities		(5,557.01)	-
Net Increase in Cash Held		36,656.30	27,116.64
Net Cash at Beginning of Year		<u>27,116.64</u>	-
Cash at end of year		<u>63,772.94</u>	<u>27,116.64</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2009**

	Notes	2009	2008
1 Cash and Cash Equivalents			
Cash at Bank - ANZ		63,772.94	27,116.64
2 Other Receivables			
Government Grant		20,000.00	-
Trade Creditors		1,108.51	-
Deposits		1,000.00	-
NSW Canoeing		-	21,118.60
		22,108.51	21,118.60
3 Inventories			
Clothing		5,774.55	-
4 Property, Plant & Equipment			
Plant & Equipment			
At Cost		5,557.01	-
Less: Accumulated Depreciation		(1,074.31)	-
		4,482.70	-
Movements in Carrying Amounts			
<p>Movement in the carrying amounts for each class of property, plant and equipment between the beginning and the end of the current financial year.</p>			
	Plant & Equipment	Total	
Balance at 1 July 2008	-	-	
Additions	5,557.01	5,557.01	
Depreciation	(1,074.31)	(1,074.31)	
Disposals	-	-	
Closing Balance at 30 June 2009	4,482.70	4,482.70	
5 Other Liabilities			
Accrued Expenses		1,248.00	-
6 Net Equity			
Opening Balance of Members' Contributions		43,998.60	-
Contributions from NSW Canoeing on Winding Up		-	21,118.60
Current Year Excess Members' Contributions		42,824.55	22,880.00
Closing Balance of Members' Contributions		86,823.15	43,998.60

Future directions

PaddleNSW has enjoyed a remarkably successful first year. There have been many highlights, yet there remains much work to be done.

Below are just some of the initiatives currently being considered.

1. The “Start Paddling” programme.

There has been a desperate need for a basic, readily accessible instruction package for newcomers to the sport, which will give them access to all the information necessary for them to be safe on the water.

The ‘Start Paddling’ programme is being developed to provide benefits for all parties involved; the retailer, the instructor (be it a club SP instructor, the retailer instructor, or any ACAS certified coach or instructor), and most of all, the new paddler.

Based around a comprehensive Video instruction package of around an hour’s duration, plus an on-water reinforcement lesson based on the video’s content, new paddlers can be successfully introduced to paddling activities by a club in the knowledge that the new paddler is able to paddle safely while in the company of others or alone.

More specific information on this new package, (which it is hope will be introduced state-wide), will be available very soon.

2. Harbour Racing

In a new direction for association governance structures, Harbour racing has been formed to provide guidance and the protection of an association for the many small but active Racing Ski paddling groups around the Harbour.

Key officials from each group have formed this association, whose prime aim is to create a well run and varied Harbour Racing series similar to the marathon 10 series. Around 6-8 events will be held in the Harbour each year, in various locations which are home to each of the groups. The intention is to provide the less experienced paddler, and the upcoming junior, the opportunity to compete in a series of high standard events leading them eventually to the more demanding open water events.

PaddleNSW is proud to have been instrumental in the creation of this new initiative.

3. Major Events

PaddleNSW has become actively involved in the assistance, guidance and conduct of several major events in NSW.

Riversmart Macquarie Blue paddle-a-thon is a new initiative by the Macquarie River Catchment authority to raise awareness of the Macquarie River, one of the major inland waterways in NSW. In a series of events over 3 years, paddlers will be taken down the river in stages, the first being a 3 day event from Wellington to Dubbo from 20th – 22nd November 2009. While the original concept was for a recreational, relaxed paddle, it was suggested that many Marathon paddlers would be interested in making an event of the second day’s paddle. Stay tuned for details of both options. Recreational and competition together? It works for the Hawkesbury Canoe Classic, so why not Macquarie Blue?

Lake Macquarie Paddlefest, on 7th March 2010, is a great event on the northern shores of Lake Macquarie, and features many different events and activities for every paddler. From a 5, 10 or 20km marathon, to Sprints and Canoe Polo, and supported by many exhibitors, Paddlefest is well worth visiting. Join the PaddleNSW crew and make a day of it!

Kayak-4-kids is on again, on the 28th march, from Blues Point to Clifton gardens. Supporting Lifestart charity for disadvantaged kids, the event in March 2009 was a huge success, and promises to be even bigger this year. With a competitive edge to the Racing Ski class, this event is sure to attract some big names to the field. However, it is also the perfect introductory harbour paddle for the newcomer to the sport.

Source to Sea, is a Landcare initiative tracing waterways from their source to their outfall in major cities around Australia. With the difficulties in following a continuous waterway in Sydney, the event has been divided into sections of the Upper Nepean, Hawkesbury and then across to Roseville and Sydney harbour. This event will be happening in mid September, and PaddleNSW representatives have been giving every assistance to the project.

4. Administration officer

The time has come for PaddleNSW to engage the services of a part-time administration officer to reduce the burden of website maintenance, membership management and day-to-day administrative tasks on the Committee. While the committee has devoted an enormous amount of energy to the association over the past 16 months, we must ensure that the association is sustainable from here on without relying on individual contributions of time and effort from committee members.

This will involve a relatively substantial outlay of funds, but will inevitably lead to even better services to members.

5. Investments in equipment

PaddleNSW has invested in 2008-09 in equipment designed to improve the quality of events and services to members. This has included a boat weighing system, public address system, printer, software and a video projector.

Future investments will include:

- A small, silenced generator to enable conduct of events in any location without the need to run power cables long distances (a safety hazard for competitors)
- A video camera for recording finishes, event highlights and a pilot video for the 'Start Paddling' programme
- A new timing system for events, which is still under development and is set to revolutionise the way events are conducted.

6. Further documentation and safety guidelines for the conduct of events

Many safety and management guideline documents are still under development. We look forward to finalising these projects during the forthcoming year.

7. Closer links with NSW Sea Kayak Club

There are many opportunities provided by Australian Canoeing for Sea Kayaking Development and activities. We hope to once again have the NSW Sea Kayakers Club amongst our members, as many individual paddlers already are.

Appendix A – membership figures

The membership figures for FY10² have been included in this report to provide members with an understanding of who we are, where we are from and what we are interested in.

The information in Section 3 was created from these figures.

	RENEWALS		NEW MEMBERSHIPS	
	standard	premium	standard	premium
Adult	279	61	260	31
Junior	13	12	33	7
Total	292	73	293	38

Appendix B – data cleaning information

The original data was in two tables extracted from “Register now”.

Extract 1 is for 1878 category “new memberships”

Extract 2 is for 1901 category “renewal memberships”

Register now is a payment gateway. Some report lines were for declined registrations or incomplete registrations.

The data was cleaned (declined or incomplete registrations removed) and then combined into one table. For privacy the contact information was removed for individuals.

The data set was then culled to only questions of interest for this report. A screenshot of the questions is included as “Figure 1 Register Now screenshot of questions”

Questions 6 and 7 about club membership

Questions 8 and 9 about paddling interests³

Question 10 about qualifications⁴

Question 12 about first aid

1)	Do you suffer from any medical condition that we should know about ?	Please Choose <input type="button" value="v"/> *
2)	If so, please specify	<input type="text"/>
3)	Emergency Contact Name	<input type="text"/> *
4)	Emergency Contact Number	<input type="text"/> *
5)	My PaddleNSW membership number is	<input type="text"/> *
6)	I am / will become a member of this Paddle Club -	<input type="text"/>
7)	I am also a member of this club	<input type="text"/>
8)	My major paddling interest is -	Please Choose <input type="button" value="v"/> *
9)	My other paddling interest is	<input type="text"/>
10)	I hold a qualification for instructor, coach or official	Please Choose <input type="button" value="v"/> *
11)	If yes, please specify	<input type="text"/>
12)	I hold a current first aid certificate	Please Choose <input type="button" value="v"/> *
13)	1st Child under 12 yrs - Name	<input type="text"/>
14)	1st Child - Date of Birth (dd/mm/yy)	<input type="text"/>
15)	2nd Child under 12 yrs - Name	<input type="text"/>
16)	2nd Child - Date of Birth (dd/mm/yy)	<input type="text"/>
17)	3rd Child under 12 yrs - Name	<input type="text"/>
18)	3rd Child - Date of Birth (dd/mm/yy)	<input type="text"/>
19)	4th Child under 12 yrs - Name	<input type="text"/>
20)	4th Child - Date of Birth (dd/mm/yy)	<input type="text"/>

Figure 1 Register Now screenshot of questions