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MEMO

TO: Member Clubs

FROM: Wayne Prosser, Bowls SA President

DATE: 20 April 2018

SUBJECT: Affiliation Fees

Over the past two years the Board of Bowls SA has reviewed its role and the business model under which it operates. Under this style of business management the Board also carefully monitors the Bowls SA affiliation fee with many South Australian Affiliated Member Bowls Clubs, both country and metropolitan, converting to a Club based affiliation fee during this time.

Data for these Clubs has shown many benefits both economically and through streamlined Administration, supported by a 73% increase in Membership during the first 12 months, with many social participants now having the ability to not only play the game, but to also uptake Membership to their Club in a capacity not seen or utilised before.

Additionally, data and feedback provided by converted Clubs has shown that they have experienced one or more of the following benefits from the Affiliation Membership Model including -:

- Additional members at their clubs
- Affiliation payment by instalments
- Flexibility of membership options
- Greater retention of income
- Reduction in administration
- Diversified Boards
- Funding through local, State and Federal Government
- An incline in Sponsorship

The above attributes are overwhelmingly positive in nature and the Board of Bowls SA are optimistic that the Affiliation Membership Model will enable our Clubs to be progressive in the way they do operate run their businesses. As a result, the Board of Bowls SA has approved a major change in the funding model.

This change will see a *Club Affiliation Fee* introduced, rather than the previous requirement of *capitating* individual club members. This will provide clubs with a simple understanding of playing rights and will have far less administrative requirements. The change will be effective immediately and in place for the 2018/19 season.

Over the following weeks, Clubs will receive their affiliation fee for the coming season. This fee will be based on the total capitation fee paid in 2017/18 (to the 30th April) plus a percentage increase for this year.

The change brings South Australia into line with the model introduced by Bowls Australia, and successfully implemented and used by Bowls Victoria, Bowls Western Australia and Bowls New South Wales (Men). The remaining States and Territories are also considering their move.

Attached with this memo is a list of Frequently Asked Questions about the affiliation model. If you have any further queries after reading these FAQs, please don't hesitate to contact the Bowls SA office on 8234 7544.

Kind Regards,

A handwritten signature in black ink, appearing to read "Wayne Prosser".

Wayne Prosser
President
Bowls SA