



## **Southern United Hockey Club President's 2017 Report**

As Southern United progresses into our second decade, it is opportune to reflect upon the type of club we have created and the player and member experience we are trying to give. Our strategic objective is that; *“SUHC will provide its members with the best possible opportunity to play and enjoy hockey on and off the field at all levels and be the club of first choice in the south eastern and bayside suburbs of Melbourne”*.

As a club president, I measure our performance against this objective, and not just against our on-field results. Don't get me wrong, on-field reports are crucial, but creating the right club environment is essential for us to be strong on the field and then it becomes a virtuous circle, with strong on field results helping us build an even stronger club.

Creating a strong, stable club with a depth of players, supporters, coaches and volunteers requires a club where people enjoy coming to play, spend time and volunteer. It requires a club where players from 6 years old to over 60 years old can thrive and everyone from a beginner who has never played before, to someone who selected for the green and gold can all learn and enjoy themselves with friends. Great playing facilities, registration, membership and selection approaches which are easy to deal with, a canteen and a shop to create a club community are essential. Building and maintaining a club with nearly 600 players, and another 600 family, parents and friends who are regularly involved, playing on a hockey ground that costs around \$1.5 million to build, means a lot of helpers.

At Southern, I believe we provide a great place to play, we are well organised, we are financially sound. We are working to improve the experience and as a result of good developments in 2017, I believe 2018 will be the club's best ever year. Some of the highlights are:

- Hockey Victoria introduced a new set of criteria for participation in the Premier League for 2018 and beyond, known as the “League Entry Criteria” (LEC). The LEC is focussed on creating stable, sustainable clubs, with appropriate facilities, finance, procedures and processes and enough members and volunteers (including umpires) to provide a good long-term experience. The LEC is particularly focussed on whether clubs are developing juniors and bringing new players into the game. Going forward, it doesn't matter where a club comes on the Premier League ladder, if it doesn't meet the LEC, then the club won't be in Premier League. I am pleased to report that Southern United meets these criteria – but no cause for complacency, like we all clubs will be assessed each year.
- Our Women's Premier League and Premier League reserves played their second season at Premier League level in 2017 and the development and improvement of the teams was clear – with continued hard work we are on track for a stronger year again this year. Our Men's Premier League and Premier League reserves, after three years in the 'big time', hit the finals and won our first ever final with a young and developing team. The other clubs in Mens' Premier League are watching – they know that we are still building and we can be a real force at the top of this competition.
- We have made real progress in the Pennant leagues over the past two years; now with Pennant B and Pennant F in Womens' leagues both making finals and, Pennant A and Pennant E would be a good outcome for 2019 – so over to you ladies! In men's we have now achieved a Pennant A, C, D, E structure for 2018, in practice this means that three of our four Mens' Pennant sides have been promoted. This is important, not about for premierships or silverware, but because we can offer players of different levels better options and, in particular, we can offer our younger players coming through a staged pathway of development.
- Metro is also a strong suit for us, where players of all different ages play together. Creating opportunities for mums and dads to play alongside their kids helps build the deep, family-based support that we need.



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- Masters is important for the same reasons, keeping people involved in the sport, with the backbone of club management and a number of key role holders drawn from Masters players.
- Southern's "special sauce" is our junior section, where we focus on developing the skills of all of our players and also developing a love for the game that also underpinned the great results in seniors. Our junior section is our future and a huge amount of care and effort over a 10-year period has created the section we have today. As a club we are deeply grateful to the vast number of volunteer organisers, managers and people who volunteer to coach. I am gratified to see the number of senior players and particularly young senior players who coach and share the learning from their coaches with the next generation of players. I also want to highlight one Friday evening early last year, where 120 6-10-year olds arrived at Farm Road for a "hook in2 hockey" session at the club – we were expecting about 70, and coaches, parents and everyone there went into overdrive to make it a great session.

The fun and the success on the field starts with a lot of hard work creating and running the club. Within that context the coaches and players add another great big dollop of hard work. Together, that's the recipe for success. As President, I would particularly like to thank all of the people who do that hard work.

**Roger Arnold**

**President**

**Southern United Hockey Club**



## **Southern United Hockey Club Women's Section 2017 Report**

2017 was another big year for Southern United HC's women's section. Playing our second season in Premier League and continuing our strength of numbers with going down to a sixth team has allowed us to continue to grow and develop.

Our Premier League (PL) and Premier League Reserves (PLR) teams had very successful seasons with both teams finishing 9<sup>th</sup> and just out of finals contention. PL finished with 7 wins, 9 loses and 4 draws and PLR finished with 8 wins, 11 loses and 1 draw – both demonstrating big improvements on the season before. The girls approached each game with a great attitude and have definitely come out of it a stronger and more talented group. Not only is this group competing against some of Victoria's best female hockey players but they themselves are growing to be some of those women which is creating growth, development and desire in our own players.

Pennant B had a great season but I know they themselves wished it was even better. Making finals for the first time in a very long time they finished 3<sup>rd</sup> with 8 wins, 6 loses and 4 draws. This group of women went from strength to strength and developed into a well-oiled cohesive unit. Their skills have developed as well as their knowledge of the game which became more apparent as the season progressed.

Pennant F were a new team for us this year. Our first year with two Pennant sides after our very successful 2016 season in the Metro grades. A lot of these players travelled far and wide for the first time with their hockey which I know was not always appreciated. The ladies had a fantastic season finishing 3<sup>rd</sup> with 12 wins, 4 loses and 1 draw but unfortunately bowed out in the first week of finals. It was a mixed group of younger, less experienced players combined with some wiser heads, this team demonstrated what a bit of hard work and persistence can do. Their skills and game-play kept improving and the standard of hockey they played continued to lift.

Metro A had an incredible season; they finished top of the ladder with 17 wins and 1 loss but decided to go the long way to the Grand Final. Once there, they didn't give in and came away PREMIERS! The younger and not-so-younger mix of players in this team worked brilliantly for them and allowed some girls to get their first seniors experience in an incredibly nurturing and welcoming team. The mother/daughter combinations was great to see out on the field and enabled both to show off their talents.

Metro B was our 4<sup>th</sup> team to make finals with the ladies finishing 4<sup>th</sup> on the ladder with 9 wins, 4 loses and 2 draws. This was another team with a great mix of youth and experience; this team grew and developed as the season went on which was enabled by their hard work and dedication to improving. Their increasing skills set and cohesive team work is a credit to themselves and something that they will hopefully only continue to build on.

A huge thank you must go out to all the coaches involved in the Women's Section. Matt, your wealth of knowledge and experience has done nothing but improve the girls skills, understanding and mindsets. Your love for hockey and passion to see the girls develop into the best they can be is evident and only going to mean good things for us as a Club. Traz, you have again enabled a new level of coaching and attention to our Premier league girls, which will only continue to benefit them. Sarah, if we couldn't have you on the field then the next best place was in the coaches' corner. Coaching a group of your peers is never easy but you stepped in and did an incredible job. The time and effort you put into your planning and strategies was obvious and greatly appreciated by everyone. Warren and Lex, I'm running out of ways to thank you both. Year after year you have taken on whatever team we have asked you to and you've done so with pride and pleasure. Your priorities continue to be your players and the girls only continue to develop because of this. Stef and Phoebe –



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another couple of amazing coaches that keep coming back for more. The attention you give your Metro ladies is second to none, and the care and passion you put into your coaching is heavily reflected in your players' desires to play and improve their hockey.

Finally, I would like to thank everyone that contributed to the off-field running of the Women's Section; the team managers, social committee members and the rest of my amazing Women's Section committee, you all do an incredible job. A special mention must go to Sue Styles (treasurer and picker-upper-of-my-slack), Lex Johnson (secretary) and Phoebe Willcock (social/brunch/dinner coordinator); these three continue to put their heart and soul into this section and club and without them I know I would be truly lost. An even more special thank you goes to Graham Styles (chairman of selectors) for another incredible year of doing whatever he can possibly do to help the women achieve everything and more. Graham is stepping down from his CoS role but will continue doing good on the Women's Committee. Gra, from the bottom of my heart I say a huge thank you for everything you have done for us. You have been the cool and calm head when it's been needed and a wealth of support and advice. Your CoS duties, stats man work, ice man, team manager and sender of emails full of thoughts; nothing that you have done has gone unnoticed or unappreciated. Thank you.

**Alisia Simmons**

**Women's Section Leader**

**Southern United Hockey Club**



## **Southern United Hockey Club Men's Section 2017 Report**

As we prepare for the 2018 Hockey season, we review the past season and plan for further steps forward in the development of our Men's section.

2017 was the third season under the direction of Jesse Workman as Senior Men's coach and it was another obvious step forward in progress as a major player in Victorian Hockey.

Premier League had a good year, making the final eight and pushing Altona all the way in a close finals game. Great experience for our rapidly evolving squad. Highlights for the year were, as has been the case in the past few years, the emergence of more super talented juniors stepping in to the Premier League level and playing as if they had been there for a number of years. Surrounding the young talent with experienced mentors is proving invaluable to the squad as any observer of games last season will attest.

The Reserves season was similarly impressive, with the developing depth of the Club starting to show. Great job by Ross Walker in harnessing the senior experience within the squad to mentor the up and coming talent.

Pennant A had an up and down year. A slow start was overcome and by the end of the year, only just missed out on finals. Not the season we expected after playing off in the Grand Final in 2016, but a sign of just how strong the Pennant A competition is. Regardless of the final ladder placing, the season saw the emergence of more young talent in serious competition, which will pay dividend in coming years.

Pennant D and E had good years, playing finals again, but not taking the flags required for automatic promotion were are looking for to bridge the gap between the 3rds (PA) and 4ths (PD). Excellent performances, considering we regularly play against much higher teams from the opposition clubs.

PF did technically gain promotion, taking the minor Premiership, but, as in previous years we were hindered by having PD and PE teams and opposition teams blocking our promotion pathway. Thankfully, after many requests to Hockey Victoria, they saw merit in our logic and promoted our PD / PE / PF teams up a grade, giving us the PA / PC/ PD / PE combination we have been looking for. The challenge in the coming years will be to step up to the challenge of promotion, but given the pool of juniors coming through, I'm sure that won't be a problem.

The Metro teams didn't miss out on the fun, with Met A, led by Mike Stansby and Met B, led by Craig Williams both played finals. No flags, but testament to the standard of hockey played and a reflection on the leadership by both Mike and Craig. Special thanks to Craig, who is hanging up the stick after taking change of the Met B group for the last 4 years.

As usual, I have to thank the committee for all their work. We had a number of young new members in the group and they all stepped up to spread the work load. Good signs for the future of our section. Special thanks to Helen Ward, Barb Hamilton (Secretary) and Rob Pearce (Treasurer) who are the real work horses of the committee and made my life so much easier.

**Mike Campbell**

**Men's Section Leader**

**Southern United Hockey Club**



## **Southern United Hockey Club Master's Section 2017 Report**

The Southern United Masters section entered four teams in the HV Monday night Masters competition, 35A, and three 45s - A, B & D, and one team in the Wed night women's 35B. Of the 5 teams the ladies were the most successful taking home the premiership flag with a win in the grand-final against MCC - well done ladies! Thanks to those players who managed the 5 sides. A big thanks to our regular umpires on a Monday night, Jacky Jacob, Hayden Jones and Simon Waring. Also a big thanks to Suzie Styles for helping out with the Masters organising during the season and handling the finances. We hope everyone will be back for another enjoyable season in 2018.

**35A Ladies Team** (Phoebe Willcock): **PREMIERS!** We have had a wonderful season and welcomed 5 new players to our Wednesday night masters team and what a pleasure that was! Karina Stavropoulos who scored 14 amazing goals from left inner, Angela Hill- Rennie who ran her heart out mostly at right inner but was very flexible when needed. Deb Stockdale who proved age is no object and did a great job mostly at an inner or wing position and kept running! Jess Kenny moved back to Moorabbin from Sydney and grew in confidence as one of our regular fullbacks. Lastly was Sally Evans who is the most athletic, energetic and passionate goalie you could ever meet and want on your team! Sally played with Moorabbin many years ago. Steady as a rock in defence were Suzie Styles, Bron Clarke and Charlotte Moltzer. Bianca Benson, a reliable right half over lapping to wing to score some goals. Phoebe Willcock started tentatively playing left half after knee surgery last year and then also found her favourite spot as right inner when we needed rotations. Helen Ward and Lisa Dempster kept the opposition on their toes with sneaky goals from left wing. Alisia Simmons, the youngster in the team, our age permit player, certainly gave the other teams something to think about with her 17 goals from centre forward! Having lost to MCC in the prelim we went on to have a tough fought game against Bayside then faced MCC again. It was a hard fought game finishing 0-0 so then it was the "Wobble Off". At 2 goals each after 5 players per team, Alisia, Stef and lastly Hannah to seal our win 4-3. Well done ladies and thanks to our many supporters at the Grand final.

**35A Team** (Chris Abaniel): We were promoted to 35A this year. Whilst we didn't get the results we wanted, we were competitive with the exception of a couple of games. The biggest highlight was our win against one of the top four teams with a solid performance. One of our aims this year was to give opportunities for some of the upcoming players to take part in the Masters competition. The introduction of the new players was a big asset to the team. I would highly recommend to those who did have a go to continue next year and build a stronger and more competitive team. Special mention and congratulations to Dave Rosser for being selected in the Victorian Mens Masters 35 team.

**45A Team** (Allen Hart): Father-time caught up with us this year as most of our competitors added younger & faster players to their sides. As a result we struggled to have an impact with our calypso playing style. We finished a creditable 5th missing the finals for the first time in many years.

**45B Team** (Jeff Busch): The season was frustrating and at best interesting. The team was comprised of the usual stalwarts plus several former 45C players who made the change to 45Bs with the C's eventually moving to 45D. All of these players handled the grade well and their overall form lifted. The team finished the year out of the finals. Memorable Moments. Travelling to Drouin for a 7pm game in the fog - playing with 9 players, Bruce playing in Florsheim bank shoes (his performance as reliable as ever). 'Two Goals Tim Cole' made a guest appearance and delivered as usual. Jeff Busch experienced a new rule when he was sent off after Colin (GK) got chatty to the umpires.

**45D Team** (Tim Cole). The Masters 'All-Stars' had an enjoyable season finishing 6<sup>th</sup> just out of Finals contention. There were some good wins, such as 3-1 win against Hawthorn at home and two 2-1 wins against Camberwell. Our thanks to a number of players (Chris Lewis, Graham Styles, Greg Edwards, Chris Abaniel & Rob Burgess) from other teams that filled-in or doubled-up when we were



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short. Our Best & Fairest winner was Mark Siedle. Other season highlights: The run and pace of Theo Hughes (a new player to the club) on the forward line. Warren's cameo runs up the field from full-back! Deb Ghuliani's wonderful deflection goals which I think were planned?

**Tim Cole,**  
**Master's Section Leader**  
**Southern United Hockey Club**



## **Southern United Hockey Club Junior Section 2017 Report**

I believe that Southern United Hockey Club provides an outstanding junior hockey experience, and this year we had close on 300 players in our teams, but we also brought hockey to several hundred more young people who have not become club members through both our trial programs and Southern United hockey players helping Hockey Victoria in various programs in local schools.

Through the traditional lens of premierships and finals, within our cohort of 17 junior teams (15 full field and 2 half field) we continue with strong success:

- Premiers; Under 18 Mixed South East and Under 12 Girls Shield
- Runners Up; Under 16 Mixed Shield, Under 14 Mixed Shield and Under 14 Girls Shield
- Finalists; Under 16 Girls Pennant, Under 16 Mixed South Red, Under 14 Mixed Pennant SE, Under 12 Mixed Shield.

Southern United has made a massive contribution representative under age teams; with at last count 57 players involved in various representative teams, 29 players in Victorian state teams, 5 players in national squads and teams.

But more importantly, we have created an opportunity for young people to be part of healthy physical activity, engage in a team sport and develop skills and sportsmanship.

A huge list of volunteers make this happen;

- An excellent committee comprised of parents and some senior players who devote a lot of time and energy to run and coordinate our program of activities, identify coaches and managers. The committee do all of this in and around their work and family responsibilities and are also the first to volunteer when something needs doing.
- A great team of coaches. Our coaches, who also have study, jobs and life outside of hockey give up a couple of nights a week, for nearly half a year, to coach our players. It is a big task and a big responsibility to take charge of groups of 15-20 youngsters, and I would like to express the club's enormous gratitude to these volunteers – without coaches, there is no junior hockey.
- Our umpires and umpiring coordinators, who again make themselves available on Friday nights or Saturday mornings when they could be doing other things and where we all need to remember that without an umpire, there is no game!

So many parents who step in to manage, help, volunteer and also take their children to the games; and finally

- The players – we love having you at the club and hope that you enjoy the game and take it with you for the rest of your lives. We have a group of over 60's players who play at the club every Friday morning and, in 45-50 years you too can join them, so keep practising!

I will finish by thanking all of those who volunteer in the junior arena, by thanking the members of the senior sections who also create opportunities for players to progress into senior hockey and those maintaining the club as a whole.

Thank you

**Roger Arnold**  
**Acting Junior President**  
**Southern United Hockey Club**



## **Southern United Hockey Club Treasurer's 2017 Report**

I have pleasure in tabling the 2017 independently reviewed, Special Purpose Annual Report for the Club for review by members.

The Report includes a Balance Sheet (or a Statement of Financial Position), Income Statement showing revenue, expenses and profit and a Statement of Cash Flows with referenced explanatory notes.

You will note that the report includes a declaration on behalf of the Committee of Management (CoM) (P3) and a signed independent review report (P4). The Annual Report has been approved and adopted by the CoM at its meeting last Sunday.

I would remind all members that SUHC is a not for profit entity registered the Incorporated Associations Act in Victoria however the club is registered for GST.

I will talk to the high-level results and then follow with more detailed comments.

### **Profit and Loss (page 5)**

The Profit & Loss Statement on page 5 shows a surplus of \$21,657 for the year versus a surplus of \$42,689 in 2016.

Despite the decline, this result was above budget. Revenue reduced by \$10k overall and expenses increased by \$11k.

Overall, expenses were well managed with the main increases being in HV team entry fees, ground fees and coaching. The breakdown of general income and general expenses can be found in notes 5 & 6 on page 12.

### **Balance Sheet Page (page 6)**

Assets grew by \$59k over the year mainly in term deposits and \$6,209 being for prepayment of 2018 team entry fees for some grades. These increases were offset by a reduction in receivables which were largely collected before year end.

Liabilities of the club are not material other than the Farm Road ground replacement sinking fund managed in conjunction with the Council. This fund will grow each year however will be represented by cash held on deposit under assets.

### **Cash Flow Statement (page 7)**

This shows that cash flow from operations (including movement in balance sheet items) was \$65,981 compared to \$86,206 in the prior period. The main contributors to this result was a reduction in turnover partially offset by slightly lower outgoings. An increase in phone tower receipts from the Council toward our ground replacement fund was important for us.

As has become our custom, the CoM reviews the Club's results through three operational lenses:



On-field results  
Off-field results  
Retail operations (Canteen and Shop)

### On-Field Results

On field includes all direct income and expenses relating to playing hockey. This year, on field activities were a drain on other aspects of the club finances with a deficit of \$2,678 being recorded versus a surplus of \$16,781 in 2016. This was not a surprise to the Committee with a deficit of \$13,894 budgeted for the year. This year, all sections suffered a decline in contributions with the key contributors being:

Juniors – flat revenue unable to cover cost increases associated with summer indoor comps and higher coaching costs.

Men – Flat revenue unable to cover cost increases associated summer indoor comps and ground fees.

Women – flat revenue unable to cover cost increases associated with coaching and equipment costs.

Masters – slightly lower revenue on a constant expense base lead to a slight reduction.

The flat revenue outcomes in each section caused the Committee to reflect on, and in the end approve, an increase in playing fees for 2018.

### Off-field results

Off-field includes social, sponsorships, fundraising, ground hire, interest income and phone tower income. General income was down \$13k from 2016 mainly in the areas of fundraising, ground hire and sponsorship offset by an increase in the phone tower income.

General expenses were tightly controlled however we are battling against higher utility costs (lights).

I would again like to specifically recognize and thank Helen Ward for the ongoing sponsorship support of Ward Mackenzie and her work on facilities during the year and for the work of the fundraising committee lead by Phoebe who continue to offer events for members to enhance the life at the club. They deserve our full support through attendance at these events and activities.

You can see that fundraising made up virtually the club surplus for the year.

### Retail operations results

The canteen had another good result in 2017 consistent with the surplus in 2016. I would like to express my appreciation to Tina for all her commitment, dedication and hard work. I also thank Deb Ghuliani for her leadership and support for Tina and the canteen operation in general. Tina is not continuing in the role and we require a person to lead a repositioned canteen in 2018.

The shop had a terrific year ably lead by Suzie Styles and she deserves our highest praise.

### General Comments



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In summary then, I think the 2017 results reflect the focused leadership of the CoM in both revenue generation and expense management while at the same time keeping the eyes elevated to the strategic horizon and positioning the Club for a sustainable future.

As mentioned earlier, the 2017 result was budgeted to be well below the results of 2016 as we continue to invest in better coaching and also meeting the challenge of higher operating costs.

The club is budgeting a lower result again in 2018 as the costs on administering the club and fielding hockey teams continues to outpace what the committee considers to be reasonable increases in playing fees.

The Club seriously needs another major sponsor to ease the future pressure on player fees to fund the Club's future and this needs to be a strategic priority. All members can help the CoM in this regard by being alert to opportunities in our membership base and in the broader local area.

In closing, as this brings to an end my role as Treasurer of the Club, I would like to thank my colleagues and friends on the Committee of Management for their support and commitment to the success of the club. I am grateful that Deb Ghuliani has offered herself as Treasurer at this AGM and I wish her and the Committee every success in the future.

Thank you.

I propose that the 2017 Special Purpose Financial Report to members be noted and received by members.

Thank You

Greg Willcock  
Hon Treasurer