

Q SQUASH UPDATE – FEBRUARY 2010

Recently a Facebook Group page commenced in Brisbane.

The Q Squash Board will not participate in such a forum but would like to provide you with further information for consideration.

Firstly, the **Competition** and the **Q Squash State Administrative function** are two separate matters. Unfortunately, some players don't fully understand this resulting in a complete misunderstanding of the situation and the comments and arguments becoming blurred.

NORTHSIDE COMPETITION

Q Squash currently administer a competition called the **Northside Squash League**. It involves the following clubs Squash Power, Taylor Range, University and Wavell. It also involves teams from Enoggera and Scarborough.

Cost per player \$13 - **\$1.00 goes toward affiliation** and \$1.50 goes toward running the competition.

River City Squash currently administer an unsanctioned competition on the Northside involving the following clubs Caboolture, Coops, Deception Bay, Enoggera, Northern Suburbs, Sandgate, Scarborough and Stafford

Cost per player \$13 - **\$0.00 ZERO goes toward affiliation** and \$2.50 goes toward running the competition.

BRISBANE CITY REPRESENTATION IN Q SQUASH

For reasons which would take a very long time to explain there is currently no Brisbane Group Representation. The Q Squash Board is currently in caretaker mode until a group of positive people come forward to contribute. This group would be representative of the whole of Brisbane and not just the Northside.

The Q Squash Board desires strongly for there to be a Brisbane City Group who will work in the best interest of squash, Brisbane City and Q Squash.

BRISBANE CITY PLAYER REPRESENTATION

All Brisbane players are welcome to represent Brisbane City and Queensland. No player has ever been banned from competing and representing. A number of players don't qualify for representation because they choose to play only in an unsanctioned and unaffiliated competition.

AFFILIATION

Q Squash is currently funded by affiliation and competition fees.

If RCS changes and its players pay affiliation to Q Squash they will receive all the benefits that all other Regions enjoy including recognition, voting rights and a voice in the future of Q Squash.

Affiliation helps Q Squash to do many things but the prime ones include conducting major championships, assisting representative teams and affiliating with the National Body: Squash Australia.

There is no individual affiliation in Brisbane. PAYG has been in place for many years. However, Clubs are welcome to affiliate all their players and continue to play in the unsanctioned competition. If your club doesn't affiliate then an individual player can choose to play for an affiliated centre in a Q Squash Competition or play for their own club in a Q Squash Competition providing the centre operator is agreeable to passing on the fees involved.

Some people consider Q Squash is unfair because it won't accept an individual affiliation. The majority of sports require every player to be affiliated BEFORE even stepping onto the court/field. Every Brisbane squash player currently has their affiliation built into their \$13 nightly fee. This was set in place when PAYG commenced in 2002.

If your current administration/club does not remit this to the State Body please resolve the issue with them.

Affiliation rates are worked out on all players throughout Brisbane paying a small amount of money each and every time they play. It is the summation of all those small amounts which provide sufficient funding to Q Squash. The big question for all those players who consider Q Squash is unfair is *do they consider it fair that the rest of Queensland subsidise them when their own club and area don't?*

If you still don't understand the principles of affiliation there is a more detailed explanation following.

STATE GOVERNMENT FUNDING

Q Squash will apply for State Government Development Funding in 2010 providing unity is restored. Obviously these funds are critical to doing more in terms of the introduction of players to our great game and the development of young players to become in the main new customers for our affiliated centre operators.

COMMUNICATIONS

The Q Squash Board encourages all players and centre operators to communicate in a positive and constructive way.

Sincerely

Steve Derbyshire
PRESIDENT

THE PRINCIPLES OF AFFILIATION

Within the sport of squash in Queensland all competition players are required to affiliate with their State Body.

In turn the State Body affiliates them with the National Body.

The State Body provides benefits, services and opportunities in return for an affiliation fee. In the main it doesn't provide benefits, services or opportunities to players who don't affiliate.

The fees charged depend heavily on the number of players and what benefits, services or opportunities the organization desires to provide.

CALCULATING AFFILIATION

Let's try to illustrate the principles by using some simple numbers.

If the organization requires \$100,000 to function and achieve its goals it then must work out its sources of income.

In some cases an organization may command State Government Funding. Please note: this money is generally for more specific purposes like development outside the normal course of business.

In some cases the organization might run interclub competitions. Generally this occurs in most capital cities.

The organization may identify other sources of revenue but eventually there will most likely be a deficit which is made up by collecting affiliation fees from the players.

Let's say for the sake of this exercise the organization had to raise the full amount from affiliation. It estimates it has 2,500 competition players playing the sport in Queensland. It therefore has to charge a minimum \$40 per player.

THE FIRST CHALLENGE

In any organization unless there are mechanisms to ensure all players pay and the money is fully collected you are guaranteed to have some problems raising the full amount.

Therefore, one should build a buffer into the equation. For this exercise we are suggesting 20%. The affiliation fee might be calculated based on 2,000 players. Therefore the affiliation fee would be \$50 per person.

If the 2,500 players all affiliated you would raise \$125,000. That would provide the organization with a BONUS which could be used to improve the quality or selection of benefits, services or opportunities available to all affiliated players OR a RESERVE for future years

THE NEXT CHALLENGE

Now let's say everyone paid affiliation through their centre. If the centre operator doesn't believe in affiliation they don't collect and all of a sudden you are faced with the loss of 100 players (just a rough average number of players for most mid-sized clubs).

Maybe one of those players wants to take advantage of all the benefits or opportunities provided by the State Body. The centre operator is not interested in collecting so the sole player approaches the State Body to affiliate directly. That is fine when the loss of 99 other players isn't impacting on the overall achievement of the organizational goals however when it does then tough decisions need to be made.

As a State Body one is torn between trying to do the right thing by the individual and operating financially responsible.

Affiliation rates are also different between country and metropolitan players. Generally rates are determined based on the ability of the organization to service. Obviously the metropolitan area is densely populated and collection is generally more achievable and benefits, services and opportunities are more easily provided.

Q Squash has a Pay As You Go (PAYG) collection system in the metropolitan area and an annual fee system in the country.

Let's now look at some examples Q Squash has to consider when calculating affiliation rates. We will keep the example simple with the same amount being used for both metropolitan and country players:

Scenario 1

Metropolitan 2000 players and Country 500 players

If a club of 50 chose to not affiliate in the country and the budget was based on 2000 players one would be able to absorb the negative impact.

The organization would still collect \$122,500 (2450 players @ \$50 per person).

Scenario 2

Metropolitan 2000 players and Country 500 players

Say 20 clubs were involved in the City and 10 clubs were involved in the country.

Say 5 clubs in the city decided to not affiliate ... that is a potential loss of 500 players. At the same time 2 clubs in the country also decided not to affiliate. That is a potential loss of 100 players and 600 overall.

The organization now faces a situation where it has to consider increasing affiliation fees.

In simple terms only 1,900 players remain so the income falls to \$95,000 (1900p @ \$50pp). The organization has to either cut out or refine a benefit, service or opportunity.

Scenario 3

Same situation as Scenario 2 but there are now 5 individuals in the city who want to pay directly. Do you accept their affiliation?

The answer will depend heavily on whether or not you wish to put up the fees or not for those affiliated players who remain.

If not then the answer is no. You simply can't.

This is where some players battle to understand. They just don't understand why their individual affiliation is not acceptable. They either don't understand or don't want to. They just don't understand that the price is set based on a number of players. Let's take their situation for example. If you accept their 5 individual affiliations you receive \$250. 495 players from those 5 clubs have contributed to a loss of revenue of \$24,750!

Why should the rest of the players in the system fund the 5 individuals who are not supported by their own clubs?

Yes this is where sometimes heated politics begin. Technically, if you lost 600 players you would normally make the following adjustments:

Metropolitan 1500 players and Country 400 players = 1,900 players

20% buffer = 380

Providing you still wished to raise \$100,000 you would have to charge $100,000 / (1900 - 380) = \65.79 rounded up to \$66.

Now you really have to assess whether that is fair to all the players that remain. A 32% increase in affiliation fees may cause some players to reconsider their commitment to the sport.

A genuine Statewide problem would present itself.

Scenario 4

This is an extreme situation where only those who wish to take advantage of the benefits or opportunities pay affiliation.

Say that was 100 players. You are out of business because those 100 will expect to pay the same rate of affiliation as they did previously. Instead of being required to pay say \$50 ($100,000/2000$) they now technically have to pay \$1,000 ($100,000/100$).

It simply illustrates that a greater number of players need to affiliate to keep rates affordable for everyone.

ENDS