



CIRCULAR

ROYAL NSW BOWLING ASSOCIATION LTD.

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No: 21/2015
Date: 3rd September 2015
To: Zones, Districts & Clubs
Re: Introduction of a Fixed Fee from 2016/2017

The Bowls NSW Board has resolved that a fixed annual fee will be introduced in 2016/17 for all NSW Member Clubs and Affiliated Sub-Clubs in place of the existing 'per-head' capitation model.

This will mean that rather than paying a fee for every individual Bowling Member registered with Bowls NSW, Clubs will pay a single fee for the year and will not be billed for any renewals or applications for registration received throughout the year.

Clubs will still be required to register all Bowling Members in accordance with the Bowls NSW Constitution, however this new model will provide the flexibility for a Club to determine their own membership categories and fee structure and even how the fee amount is to be raised.

Individual letters have been mailed to all Clubs this week to inform them of their annual fee for 2016/17.

The major benefits under this new model in 2016/17 will include;

- One Annual Membership Fee paid to Bowls NSW within 30 days of the Club's financial year. Clubs will know the fee amount for the following year some 6- 12 months in advance, allowing sufficient time to budget.
- Clubs will have the flexibility to implement a range of membership categories to suit their individual demographic and participation base, and register ALL members/participants for no additional fee.
- Clubs will have freedom to choose how they fund the annual fee to Bowls NSW.
 - *E.g. "Pay as you play". It has been suggested that setting aside \$1 or \$2 from green fees collected over the course of a year (competition, social, barefoot, corporate etc) a Club would raise sufficient funds to cover the annual fee in full or significantly reduce the amount required from bowling members.*
 - *An example of "Pay as you play" based on a discussion paper presented by Zone 2 Management Committee is attached (see attachment). Additionally an Excel based Pay as You Pay Calculator can be found on the BowlsNSW website to assist Clubs.*
- Clubs will pay no additional membership fee to Bowls NSW over and above the Fixed Fee amount regardless of the number of new bowlers they register. The issue of 'social bowling membership' or Clubs not registering all bowlers to avoid paying fees will become null and void as Clubs will not be financially disadvantaged by registering more members, including social, barefoot bowlers etc.

Greg Helm
Chief Executive Officer

Attachment – Circular 21/2015 - Introduction of a Fixed Fee from 2016/2017



The following information was presented by the Newcastle DBA (Zone 2) Management Committee as an example of how a fixed Annual Club Membership Fee could be funded or subsidized by introducing a 'Pay as You Play' structure at the Club.

As the Bowls NSW Fee is no longer based on the number of registered Bowling Members, a Club may be able to significantly reduce the cost of Club Membership for their Full Bowling Members.

INTRODUCTION OF A FIXED FEE MODEL BY BOWLS NSW & ZONES/DISTRICTS

Thinking outside the square – suggest clubs introduce a **Pay as You Play** to cover the Fixed Fee Model.

Some examples:

a) A club with 50 members would pay:	Bowls NSW (Based on Current Fee)	\$3000.00
	NDBA (Based on Current Fee)	<u>\$1200.00</u>
	Total Fees Due.....	<u>\$4200.00</u>
- <i>If the Club set aside or charged an extra \$1/person to play on the green, using 48 weeks allowing for 4 weeks of no bowls due to wet weather & holidays.</i>		
- <i>If say 100 bowlers used the green per week (Social, Galas, Club Championships, barefoot bowlers, etc) the Club would collect 100 x \$1 x 48 weeks</i>		
	Total Green Fees Collected.....	<u>\$4800.00</u>
- <i>Plus the Club still charges a Full Membership Fee of say \$10</i>		
	Total Membership Fees Collected	<u>\$ 500.00</u>
	= TOTAL SURPLUS.....	<u>\$1100.00</u>
b) A club with 100 members would pay:	Bowls NSW (Based on Current Fee)	\$6000.00
	NDBA (Based on Current Fee)	<u>\$2400.00</u>
	Total Fees Due.....	<u>\$8400.00</u>
- <i>If the Club set aside or charged an extra \$1/person to play on the green, using 48 weeks allowing for 4 weeks of no bowls due to wet weather & holidays.</i>		
- <i>If say 200 bowlers used the green per week (Social, Galas, Club Championships, barefoot bowlers, etc) the Club would collect 200 x \$1 x 48 weeks</i>		
	Total Green Fees Collected.....	<u>\$9600.00</u>
- <i>Plus the Club still charges a Full Membership Fee of say \$10</i>		
	Total Membership Fees Collected.....	<u>\$1000.00</u>
	=TOTAL SURPLUS.....	<u>\$2200.00</u>
c) A club with 200 members would pay:	Bowls NSW (Based on Current Fee)	\$12000.00
	NDBA (Based on Current Fee)	<u>\$ 4800.00</u>
	Total Fees Due.....	<u>\$16800.00</u>
- <i>If the Club set aside or charged an extra \$1/person to play on the green, using 48 weeks allowing for 4 weeks of no bowls due to wet weather & holidays.</i>		
- <i>If say 400 bowlers used the green per week (Social, Galas, Club Championships, barefoot bowlers, etc) the Club would collect 400 x \$1 x 48 weeks</i>		
	Total Green Fees Collected.....	<u>\$19200.00</u>
- <i>Plus the Club still charges a Full Membership Fee of say \$10</i>		
	Total Membership Fees Collected.....	<u>\$ 2000.00</u>
	=TOTAL SURPLUS.....	<u>\$ 4400.00</u>