



GLIDING FEDERATION OF AUSTRALIA

A meeting of the GFA Executive was held on Thursday 15 April 2021 via Zoom commencing at 8.00 pm AEST

Minutes

1 OPENING OF MEETING AND WELCOME

Meeting commenced at 8:04.

Present:

Steve Pegler (President)
Lindsay Mitchell (Vice President)
Vivienne Drew (Vice President)
Chris Bowman (Treasurer)
Anthony Smith (Chair of Airworthiness)
Jenny Thompson (Chair of Soaring Development)
Sarah Thompson (Chair of Marketing and Development)
Mandy Temple (Chair of S2F)
Richard Frawley (Chief Experience Officer)
Pat Barfield (Chair of Operations)
Terry Cubley (Board Secretary and GFA Executive Officer)
Peter Brooks (Minutes Secretary)

Apologies: None.

2 BUDGET

Steve (President) stated that the purpose of the meeting was to decide and approve a budget (for FY 2021-22), and although an agenda had been set (as distributed in Terry's email of 14/4/21), he suggested that the meeting initially addresses the individual budget items, so covering many of the issues in the agenda anyway.

The following income/expense items were discussed with reference to Spreadsheet: 'Budget 21-22 2nd Draft.xlsx' see Google drive.

Chris Bowman: Stated

- that the budget could not yet be finalised, as the fees were not yet set, and strategic initiative costs were not yet known. The executive should target a net zero budget.
- Revenue: expected to be known by early May, noting that the 'COVID 6 month fee holiday' Estimated budget is between the 18/19 and 19/20 budget.
- Status of CASA income is not yet confirmed (SP noted, that he would still expect it to be the same as last year.

- Salaries to be increased by 2%, plus 'Fiona Uplift' (increasing Fiona's wages to be commensurate with Tanya's).
- Insurance is a good news story; it: Significant savings can be realised by changing our insurers from Agile/QBE to HDI.
- HDI have quoted a lower premium by 7% which includes the Agile/QBE offer of an \$18K COVID credit. Consequently, in future years a bigger saving could be expected and based on current quotes future savings with HDI could be in the order of 14%. Change our insurers from Agile/QBE to HDI

MOTION 1: 'That the quote from HDI insurance for insurance the forthcoming year be accepted'.

Moved C. Bowman, Seconded S. Pegler, Carried

- **Computer project costs:** It was noted that current Computer licenses will be \$20k, and a \$20k 'place holder' has been allocated to Richard's 'computer project' (Go Membership review).

3 AIRWORTHINESS (ANTHONY SMITH)

3.1 PROJECT COSTS:

- Need to recruit a replacement for Tim.
- SP – budget needed for 'IT Project. - Agreed to budget \$20k as a 'place holder' for GM corrections item.
- Mandy suggested we need a dedicated meeting to address 'GM Repairs'.

3.2 AW INCOME

- AW total income: \$183k
- Majority of income is Form 2 Kits

3.3 EXPENSES

- CTO salary (Dennis Stacey)
- AW Training – Women and Juniors
- AMOs (Approved Maintenance Organisations) – \$10k allocated to encourage them to take on apprentices. Discussion focussed on 'is there a better way to support AMOs, noting that they will be very much needed in the future and are not being operated by young people and gliding will be in trouble without them). This needs further consideration.
- Cost of Audits is buried in RTO accommodation & expenses of \$4000.

4 OPERATIONS (PAT BARFIELD)

4.1 INCOME:

- None

4.2 EXPENSES

- EMO (Chris Thorpe) Salary
- RTO (Regional Tech Officer/OPS)
- Pat to advise if these figures include GST.

5 SOARING DEVELOPMENT (JENNY THOMPSON)

5.1 INCOME:

- Very little (\$2.85k) from FAI certificates

5.2 EXPENSES

- International Coaches and squad week deleted.
- Add expense item for launch of ITP (added to 'Special Projects' (\$5k for roll out, \$5k for promotional video).

6 MARKETING AND DEVELOPMENT (SARAH THOMPSON)

6.1 INCOME:

- Some sales income from advertising and sales of stock

6.2 EXPENSES

- Marketing and promotions
- Amanda \$15k/quarter (\$80/hr).

7 SPECIAL PROJECTS

7.1 PART 149

- \$10k added to budget allocation

7.2 TRAINING SUPPORT

- \$3k allocated (Mandy and Viv).

7.3 CLUB DEVELOPMENT WEBINAR SERIES

- Moved from 'S2F' to 'Special Projects' (Mandy and Viv).

(epithet 'S2F' is to be retired)

8 BUDGET BOTTOM LINE

- \$84k operating loss, \$34k net loss
- SP asked that department heads review their costs and advise revisions by email
- Anthony Smith stated he would remove the \$10,000 for AMO apprentice subsidy, so adjusting the above figures down by \$10k.
- Strategic initiatives: SP stated it was hard to see this being continued before the end of April.

(9:36)

9 FURTHER ITEMS

- Items as listed in the meeting agenda (as distributed in Terry's email of 14/4/21).

9.1 SALARIES

- Already addressed

9.2 STRATEGIC PLAN IMPACT

- Largely addressed (as far as possible) in the preceding discussions.

9.3 DEPARTMENT PROPOSALS

- Junior GC – requirements were modest.

9.4 MEMBERSHIP

- Refer to Sharon's latest report.
- Air force cadets are returning
- Actually came thru covid well.

9.5 FEES:

- Subscriptions (automatic annual deduction of fees from credit cards via the provider 'Azolve') are now available, which should ease the fee collecting process. However, to collect the regional fee (which is distributed to the regions) in this subscription process, it will be necessary to incur a GST cost of \$1.20 GST. It is expected that fees will be raised in line with the CPI (nominally 2%).
- Note that the Regional Fee applies to all flying members

MOTION 2: (as modified by email 17/4/21)

'That the annual subscription payment for membership renewals to include the annual Regional Association membership fee rather than treating the Regional Association fee as a separate payment. To cover the cost of the GST component of the Regional Association fee (currently \$1.20) the 2021/22 membership fee for flying members to be increased by \$1.20 plus any other increase agreed by the Board'.

Moved S. Peglar, Seconded C. Bowman

email votes confirmed this motion was carried.

9.6 EXPENSE CLAIMS

- Steve P proposed streamlining of the expense claim process.
- Travel claim of 50c/km seems overly generous
- Revise the expense claims document.
- Budget and Fees need to be approved by the Board (not just the Executive)

10 NEXT MEETINGS

- Proposed dates: Exec Meeting 22 April
 Board Meeting 27 April

11 CLOSE

- Meeting closed at 9:56 (AEST)