

The Bowls Victoria (BV) Club Based Affiliation Fee Model (CBA) continues to be Club based. BV conducted many discussions with Club executives and surveyed all Clubs requesting their views and recommendations before making any changes to the 2014-2016 CBA three-year trial model. Each and every reply was considered in detail with a common theme that the CBA Model should be “fair and equitable” to all.

The BV Board spent many hours with many different scenarios to determine a “fair and equitable” basis. At the Regional meetings’ we were very transparent about how we determined the amount to be invoiced to each Club relative to the amount needed to operate the Sport of Bowls in Victoria. Each and every Club has been treated on a consistent basis across the board.

In 2017-2018 Club based Affiliation Fees will generate \$2.25 million in revenue, the same amount as last year, on a declining number of Clubs and Club members. Ten (10%) percent of this revenue is GST, with ~27% passing to Bowls Australia, who in turn contribute ~5% to World Bowls. This leaves BV with less than \$1.5 million.

Based on Club feedback for 2017-2019 the CBA Model

- Continues to be a Club based CBA model;
- Is now on a two-year review cycle;
- Each year, Clubs may apply for Financial Relief if they meet the relevant criteria and follow the process and procedures outlined in the Application for Financial Relief; and
- Clearance fees are now \$60, with \$40 a clearance being refunded, quarterly, back to the Club the player is leaving and \$20 being retained by BV. This \$40 provides recompense to the Club that loses a player to another Club.

During the term of two years each Club can add new members to their data base without an extra charge. These new players and existing members can play in competition or social bowls, throughout Australia and the world. The Club based model includes Affiliation to Bowls Australia and World Bowls for all Club members.

From a Clubs perspective, the Club based Affiliation Fees are an annual operating expense no different to rent, utilities, green maintenance, communication, other operating costs and the like.

If a Club has enjoyed the benefit of increased membership without additional fees over the past three years, then in a reset of the CBA model, their expectation should be for a significantly higher fee. Clubs are still encouraged to grow their member base. However, they do not continue to add members ad infinitum with no additional cost in perpetuity with no reset applicable to them relative to other Clubs. Such a notion would make no commercial or common sense. It is the same \$2.25 million that is allocated on a “fair and equitable” basis relative to the membership of all Clubs.

BV Club based Affiliation Fees to Clubs have been billed in arrears consistently since the introduction of the Club based CBA model. The 10 March 2017 date chosen as ALL Clubs (more than 100 outstanding prior) had NOW updated their Bowls Connect database and it coincided with the pennant season just concluding.

Membership at 10 March 2017 was utilised simply to comparatively and reasonably size Clubs knowing fully that the individual number of Club members would vary over time, for whatever reason, through to our 1 July 2017 invoice date and the final payment date of 30 August 2017. We have NOT reverted to a per capita model. The 15% variance in membership as criteria for financial relief was designed to provide for significant variances in the size of a Club and not intended nor is it our intention to reconcile every member by Club at a particular simultaneous time within a real-time database. The Clubs are responsible for maintaining their membership on Bowls Connect on a concurrent real-time basis. This allows all their members to legally play bowls.

In 2019-2020 the CBA Model will be reviewed, modified as needed and reset accordingly.

If a Club believes they meet the criteria for Financial Relief they should complete the application form and submit it with all the other matters and material required by the due date, which includes fully paying the current invoice by 30 August 2017.

All applications and correspondence received from Clubs will be reviewed in October/November at the same time for all Clubs on a consistent basis according to the policies, process and procedures set out for the Application for Financial Relief. We do not intend to engage with individual Clubs on a one-on-one basis until this review phase to ensure that any relief is “fair and equitable” for all Clubs. Our best advice is to apply for Financial Relief, if it is believed a Club meets the criteria.

The following hyperlinks are provided for those Club Executives and Committee Members who are not familiar with the background of the Club based Affiliation Fee Model

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The Bowls Victoria Club based affiliation fee model was introduced in season 2014/15 and has entered its third year of implementation as per Special Bulletin of 9 April 2014.

<https://www.bowlsvic.org.au/2014/04/09/special-bulletin-9-april-2014/> Hardship relief was only offered in the first year of implementation.

An online copy of the Club based Affiliation Fee 2015-2016 presentation to BVRV's the cost by various strata, compares it to other sports currently and beyond, and explains how the fee structure works over its initial three years. It is available at <http://www.bowlsvic.org.au/News/2015-16-affiliation-fee-presentation>

Bowls Australia has implemented a fixed fee affiliation model for the States and Territories commencing 2016-2017 with a strong recommendation that the best membership option for each State and Territory to adopt is the club fixed fee affiliation model. Their media release provides background to the recommendation. <https://www.bowls.com.au/membership-capitation-and-the-fixed-fee-model-approach/>