

Summary Report NSWERA Committee meeting held on 16 August 2019.

Present: Tony Warren (Chairman), John Howe Peter Bice, Belinda Hopley, Matthew Walker, Jacky Barlow, Ruth Sumpner, Kerry Fowler Smith [6:20].

Apologies: Noni Seagrim, Alam Dastani, Kim Stephens, Faith Robinson.

Phone In: Jacque Wright [6:20], Jo Davis [6:50]. **In attendance:** Helen Rich, Jacky Barlow

Conflicts of Interest: None declared at this time.

Bob Peirce at 6.20pm to discuss QuickBooks

John introduced Bob Peirce.

Bob's discussion: any SMC member, with appropriate authorisation, can look at the accounts online, just need to be authorised to do so. Anyone can have 'view' access and the SMC decides who can make changes. There is a QuickBooks version with budgeting capability, costs an extra \$2/month and can be set up as we wish. This will become more vital as you are suffering from the same thing as all adult organisations, that is reducing memberships. You cannot spend what you did last year as you won't have the income next year. You must be able to check the actuals against the anticipated. You don't need to be an accountant to use it; it is set up to allow small businesses to set up their own books. It is the single most used program around the World. QuickBooks can go back six or seven years, so you can have a long term view of the past. To help with this, you can have the files from prior years. These are the major points. The cost would be \$30 per month, \$360 per year including the extra \$2 budgeting capability.

Bob will assist Jim (our book keeper) to get everything in place. Will this be organised by November? Bob could come to the budget meeting in November. It seems a loss of 25% of membership, annually, is occurring. Bob asked for questions. John said Jim has started the process of migration. We can use QuickBooks to set fees for next year.

John said we appear to have \$99,000 in the bank, includes the \$29,000 Office of Sport grant. John said we need a reserve of \$50,000 which Bob, Jim and John agreed was necessary. This reserve should be held for unexpected costs that crop up during the next year, for example legal expenses. Budgeting is needed, 2021 is 18 months away, grant of \$10,000 to the Quilty committee and \$6,000 for our State ride. We must budget for these major items. John said his estimates and actuals for this month were almost spot on. You will all have received a copy of the cash book for this month. Bob left at 6:34.

Acceptance of minutes of meeting.

MOVED John Howe, Belinda Hopley

THAT the minutes of the SMC meeting of 19 July 2019 be accepted. **Carried** Unanimous

Business arising from last meeting (action log review)

Action Log (Summary)

Minutes	Who	What
October 167	Jax	Timeline of tasks ongoing. Ongoing. Add: delete MAXXIS ads after 31/12/19, FB and newsletter notices re AGM award collection
January 220	Kerry	Research/Purchase flip book program, ongoing,
June 18 73	Peter/All	Update portfolio descriptions/ check accuracy of current PD ongoing
Sept 122	Jo	Speak with webhost (Steve) about domain nswera.com.au and transfer of hosting from Platypus. Ongoing
Oct: 162	Jo	Bathurst radio. Ongoing.
Dec: 174	all	Strategies to support advertising (see Bec's recommendations)
Jan Page 8	Kerry	Bec re targeted smaller advertising campaign done but ongoing
Mar 9	Jo/Jacque	AGM venue in Bathurst? 22/2/2020. See below.
April 48	Tony	Neil and Haydn re CS reports. Tony has asked them.
95	Tony	Send ideas for think tank before next meeting. Ongoing. Jacky suggested a web discussion. Hot air being removed. Probably have to move to Go To Meeting.
June 104	Noni	Mindy Davies re online membership forms.
105	Noni	Info on membership for publicity, send to SMC
110	Kerry Kerry/Tony	Carol/Naomi at Dixon Smith:TPR/CS equipment, purchase Leighton books for CS, OG. Source computers OG
July 137	Zones 2 & 5 Helen/Jax Bel	ID people for first aid course. Research type of Adobe needed, advise Kerry. The credit card needs to be set up to pay for this. Not sure if this goes onto QuickBooks? Kerry to set up as a direct debit. Find details of MCP course, Simon re-records at his place. Belinda waiting on a reply.
143	Jacque	Prime TV re advertising quote. See below.

	Bel/Jacque	Liaise with Bec Hogan on a plan for the advertising
145	Jacque/Bel/Kerry/ Peter/Faith	RO forum after AGM. Ongoing.
155	Jacque	Set up Instagram. Ongoing.

First aid courses: Zone One and Zone 6 have had people complete courses. Belinda waiting on information from Zone 5. Ruth asked for reimbursement on fuel for someone who did the First Aid course. Resolved to pay this amount from the grant. Still need someone from Zone 2 and Zone 5. John to speak to Tooraweenah Club.

Peter sent email re interest in TQ 2021. John has contact with a club potentially interested, see John's report. Ride booking form has been submitted, community is on board. Entries will be done via Manehub.

Grant: TPR equipment is on its way, cost \$1966. Rescue books are ordered, \$18 each. Tony is waiting on someone to get back to him about computers. Kerry hasn't made progress on computers yet. Jo Davis phoned in [6:50].

Jacky Barlow asked if we could buy a new printer if the old one cannot be fixed. Do we need a fax facility? Costs an extra \$6/month. Agreed no. **Resolved** to cut off the fax from now. Remove the fax number from all documentation.

Agreed to hold the AGM at Panthers Bathurst. (RSL is booked out). Panthers: room hire \$150 per day, need two days. Couple of dinner options: \$28 to \$46 pp. Can send the menu around. Suggestion is that we have meeting and workshop in Panorama Room and dinner in the Skyline Room which has its own bar. Need to pay room hire when booking. Jo asked to check on the facilities available in the room and whether it can be partitioned for the workshops. Jo to check availability of tea and coffee during the AGM. Jo was asked to obtain an invoice (to NSWERA) in order to secure the venue. Plenty of accommodation in Bathurst.

TV advertising: See Jacque's report. Suggests a short, intense campaign starting September 2019. PRIME campaign is a little different to what we want to achieve. Spoke to Prime and WIN TV. They are redoing their ideas so we can do a month with fewer TV spots in that month, then move to another TV channel. Pick it up again in February 2020. Agreed we are keen to move forward with that concept. Bullio and Woodstock to be included. PRIME is state wide but doesn't include Metro Sydney. Jacque asked to get the proposals in writing. Ballpark figure on costs: WIN around \$1100.

Secretariat Report & Ride Calendar (Jacky Barlow, Jo Davis)

PART 1: MEMBERSHIP NUMBERS

	2019	2018	2017	2016	2015	2014	2013
Adult	340	342	399	413	438	410	442
Junior	47	49	49	50	50	29	40
Intermediate	23	34	24	31	32	31	24
Associate	10	13	15	20	20	20	30
Honorary	8	8	7	6	6	6	6
Total	428	446	494	520	546	496	542

Newsletter	145	155	195	213	226	233	233
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PART 2: RATIFY NEW MEMBERS

DATE	FIRST NAME	LAST NAME	NUMBER	CATEGORY	ADDRESS
22-07-19	Ivairy	Ullman-Cabrera	152690	Junior	RANKIN PARK
23-07-19	Colin	Calderwood	152691	Adult	WALLAROO
29-07-19	Claudia	Norman	152692	Adult	BANGALEE
29-07-19	Denise	Keeley	152693	Adult	WALLERAWANG
31-07-19	Bridget	Maher	152694	Adult	NGUNNAWAL
02-08-19	Brad	Cam	152695	Adult	BATHURST
12-08-19	Matilda	Brady	152696	Junior	MEADOW FLAT

MOVED Belinda Hopley, Tony Warren.

THAT the new members be accepted and their names be published in the newsletter. **Carried** Unanimous

PART 3: RIDES CONDUCTED – ENTRIES RECEIVED.

Ride Name	Date	Intro	Train	80-99km	100-119km	120-159km	160+	Total
Kiarrak	28-7-19	45	23	39				107
Currawan	3-8-19	64	43	41	7			155

PART 4: STOCKTAKE

Logbooks 2 in 1 29

Logbook covers 33

PART 5: ENDURANCE HORSE REGISTRATIONS (Year to Date)

ANNUAL - 21
LIFETIME - 57

Rides for approval

Woodstock – amended distances – 83km, 38, 22. **Approved.**

Tumut – 21-22 March 2020 - 20, 40, 120km elevator. **Approved**

Mudgee – 2-3 May 2020 – 10, 20, 40, 80km. **Approved**

Wingello – 23-24- May 2020 - 5, 10, 20, 40/60, 80km. These distances need to be round figures. Ignore the 41 and 61. **Approved.**

Q60 –11-12 July 2020 – 20, 40, 100km. **Approved**

Tom Quilty /Tooraweenah – 24-25 Sept 2021 or 9-10 July 2021 – 160km. Jo asked if they could do it on the long weekend in October. On hold for now. Approved in principle but the date is not confirmed. Not to go onto AERASpace for now.

We need to ratify the proposal, so it can go to the AERA. We need the expression of interest document and something of a presentation for the next AERA meeting because the AERA are asking about the NSW Quilty.

Possible new ride next year in Zone 2 at Wellington. No ride booking form yet.

Matthew might put on a ride early next year around Belanglo.

PART 6: OTHER BUSINESS

Logbooks/stickers: Jacky discussed this some time ago. There are occasions where the ID page stickers have come off and others where the stickers will not come off when they need to be changed. If the stickers don't come off, they damage the logbooks. Agreed to stop putting stickers on the ID pages. Jacky thanked Ruth for bringing the paperwork to Jacky for storage.

Standing Items

State Championship 2020

Possibility of Burruga, considering last weekend in September at this time. The June long weekend could be available. The EOI is open until the end of October so we cannot approve anything at this time.

Ratification of decisions made between meetings – compulsory PIC on HDDs

Compulsory PIC numbers: the executive decided to hold this over until 1 Jan 2020 rather than to start immediately, because the members must be given notice. From 1/1/20, it is compulsory to have PIC numbers on entry forms.

AERA meetings

The report sent to the SMC didn't have notes from the meeting. Kerry will send the correct report

Kerry has previously worked with a DPI Veterinary Officer on the TQ15 Biosecurity Plan and was asked by AERA to speak to this officer about the Scone Hendra case and 'Hendra areas' generally. The officer advised there is no longer a list of Hendra areas. Kerry asked how we should address Hendra risk, and the DPI officer suggested we continue using the previous list, without including the adjoining Zones (ie Council areas). We should only use the areas that have had cases as Hendra Zones for the purposes of our Biosecurity planning. In response to the Scone case, we need to add Upper Hunter but no adjoining zones.

AERA business:

- Hot Air Teleconference is ceasing. Go To Meeting is a subscription which we only pay for when its used. It is up to each State to decide what they want to do with teleconferencing. AERA will trial video conferencing with Go To Meeting.
- Bio security document is under constant review.
- Noted there was no NSW report for this meeting.
- Tasmania advised that the way they have been recording their membership numbers may have been inflating their membership.
- All states need to put It forms in AERASpace. Matthew said except for NSW and Queensland, there are no Invasive treatment reports in AERASpace, therefore the statistics are useless. The reports are probably being scanned in but they are not on the report from AERASpace.
- \$86,000 income to the AERA from the 2019 Quilty.
- Proposal to raise the rider levy to \$5 was defeated. AERA was asked for a business case before proposing increases.
- Talking about an online nomination system, suggested they talk to Mindy Davies about Manehub.
- QERA has \$10,000 grant to help with electronic timing system development.
- AERA created a database subcommittee. NSW asked to advise of anyone who wants to be involved. Matthew said he would like to be on this committee. Kerry will advise the AERA.

- Discussion about how to get access to AERASpace for new people. New access needs to come through the Division secretary. There are a lot of people who have high level access to AERASpace, so this needs to be audited.
- Number of swabs that needed to be done was discussed, and is less than we thought.
- AERA is not supposed to swab FEI rides.
- EA endurance committee and EA affiliation agreement was discussed. AERA agreed we are not going to sign this agreement unless we get better value from it.
- WA Quilty is 18 to 20 September 2020. Agreement that whatever they need to do to make it open to all horses, needs to be done.
- Prizes now allowed to value of \$5000.
- New rule that dogs must be secured in a structure or on a leash tied to a secured structure.
- Dr Albert Sole Guitart presented preliminary findings from his research on successful vs unsuccessful completions. Statistics from the research were read. Presentation will eventually be sent out.
- Our suggested rule change about novice rider upgrade was carried.
- Northern Rivers affiliation fees were discussed. Dick Collyer has a different interpretation that the fees refer to the ride booking fee, not the rider fees, based on the arrangements when dual affiliation came in. Kerry noted that back then, the arrangement was that each rider's home state was paid \$2.50, with a minimum of \$25 per ride. Letter from AERA was read, advises that the issue is to be discussed between NSW ERA and Northern Rivers. We need to decide what we are going to do. John read a previous motion on this matter. John to speak to Gerard Bou. The agreement during Greg Moore's presidency was that rider affiliation fees for rides in NRZ (not the ride affiliation fees) , should go to the State in which the rider is a member. NRZ members have the option to join NSW if they want. Peter said that as there seems to be nothing in writing, we need to start again or move on. Zone 6 has gone from seven rides to one. We need to communicate better with QERA to try to avoid clashes between zone 6 and NRZ rides.

2019 NSW Office of Sport Grant project

We need to be mindful that not everything we budgeted for is fully funded by the grant because we need to contribute at least half of the money. Note most of our contribution is in kind contributions such as volunteer time, but there needs to be some monetary contribution by us. The budget can be amended as we progress, when we plan the forums for early 2020, we need to have a look at the money left and budget accordingly. Agreed that we give one scanner to each zone and to the active Chief Stewards.

New member incentive proposal from Belinda and Jacque

See Annexure B to these minutes for the Promotions and Step up Report discussed below.

Jacque and Belinda spoke last weekend. Document has been sent and is both ideas combined so we can see the ideas side by side. Further information needed: details, costs, funding and numbers of riders to be funded. Belinda thinks it should be cost neutral. Discussing Jacque's idea of riders gaining points in order to step up. Should the program be yearly accumulation or continue and carry on over years. Matthew suggested kilometres rather than points system.

Ruth explained the incentive program used at their recent Kiwarrak ride. We need to crunch the numbers before we commit to any financial expenditure. **Resolved** that Belinda and Jacque work on the program, change points to kilometres and provide an amended proposal.

Jacque commented on her mentor program. Earning credit towards next season's membership. This is based on a document sent out previously. Check out Intermediate memberships, how many kilometres these members do and base ideas on that. Jacque needs to write terms and conditions and will need feedback when she prepares this. Will need SMC approval. **Resolved** that Jacque to work on the T&Cs.

2019 AGM 20/2/2020 (agenda late 2019: getting awards to non-attendees, RO forum)

See report earlier this meeting wherein Jo reported on her work sourcing an AGM venue.

2021 Quilty: See earlier report this meeting.

Committee Reports

Tony Warren: President,

How fast is this year going?

The State Championships and Tom Quilty have been run and won, congratulations to all NSW riders who travelled to Imbil to compete this year, most had success but unfortunately a few didn't gain that illusive buckle. A huge congratulations to Mette, Sharon, Modena and Jenny for representing NSW the team took out 1st place the girl's did an amazing job, also congratulations to own Vice president Noni and Honey Bee on their 4th place, a sterling effort Noni.

We have Shahzada next week and only 5 more rides left on the calendar. It seriously is a shame that we can't get more ride organisers willing to run rides but I do understand with the drought that is affecting NSW it makes things tough.

Somehow we need to encourage a few more committees to put their hands up and run some more rides, maybe it's time the committee start thinking about some sort of incentive to encourage more rides. Something to think about.

Good luck to all riders attending Shahzada and anyone attempting the Big 3 this year, I hope the conditions are favourable to all.

On a committee level all seems to be coasting along smoothly. The only thing we as a committee need to do more efficiently is get our portfolio reports done in a timelier manner. Yes I know I am guilty of this as well, sometimes I wonder how we fit everything in to our hectic lives and train horses as well.

Noni Seagrim: VP, AERA, website, Facebook, Child Protection: No report.

John Howe: Treasurer, Newsletter, Zone 2 Delegate

Our balances as at 14:20 today;-

Cheque Account	\$25,393.85
Corp account	\$328.47
Ibd"s	\$30,000.00
	\$21,041.73
	\$12,544.72
	\$10,538.40

Total Cash Reserves \$99,847.17

I have sent you the copies of the cash book and the estimated income expenditure sheets. To date with the exception of the estimate of the AERA March meeting, we are well on track, as you can see. The good news is that with numbers at Kiwarra and Currowan above last year, our income will be increased.

Newsletter: The 10th August deadline has been passed with a good inflow of articles. The advertising revenue owed to NSW, has all been paid and this helps defray the cost of the Newsletter.

Zone two: The next Zone Two ride will be Windeyer, 19 - 20 October. This is a fantastic time of the year to ride at Windeyer with warm days and cool nights. It will be Spring and as pretty as a picture.

Tooraweenah continues to prepare for the Tom Quilty in 2021. Matthew Walker has been approached to be Head Vet and Tom McCormack, the timing. Manehub are to do the bookings and site allocation.

Estimates have come in as expected. Slightly up on where we were last year.

P&L document. Kerry asked for the costs associated with minute taking to be on a separate line in the "Actual v Budget for 2019" document, this means the minutes cost listed separately in the meeting expenses section. John has previously been asked to ask Bob to do this. Discussion ensued on this point initially between John and Kerry about the reasons for her request. The following is recorded at the request of the people involved. It is not an entire record of the discussion.

Kerry wants it recorded that she is fed up with being accused of personal attacks. "As a member of this committee we all have the responsibility to understand the financial situation of the Association. Without proper, formatted, accounting we cannot do that. This has been my intention and I refute entirely the allegation that this request is personal."

John wants it recorded. "For the last 20 years I have given an enormous amount to the sport that I love. I have done everything in my power possible to promote and foster endurance riding. I have done everything in my power to be a good steward of this organisation. The reason why I will not be re-standing at the next election is the fact that unfortunately I feel that I no longer enjoy the support of this committee."

Tony said that all he has been trying to do is get this on a roll so that we all understand the financials. We are getting somewhere now and can understand the financials. Bob Peirce has come in to explain what we did not understand in the beginning.

MOVED John Howe, Ruth Sumpner
THAT the treasurer's report is accepted and the accounts be paid. **Carried** Unanimous.

Kerry Spratt: Secretary, Public Officer, AERA, IDP, Grants

Workshops for women in sport will be held in Liverpool and Bankstown, open to all community organisations. Suggest we put this on Facebook.

Last meeting we received a letter from a Chief Steward in response to an email sent by the SMC about checking of horse registrations. The CS has responded to our reply to that letter. The latest response was read, wanting to know why this is a CS role and stating we should not be expanding the CS role. Noted, reply not requested.

Letter of complaint about treatment of a horse at the Tom Quilty. **Resolved** to write to the rider seeking further information.

Letter from a ride organiser in response to ride feedback. Feedback stated that the RO had failed to advise that there was a cut-off date for nominations and applied a \$25 penalty for late nominations. The RO wanted the SMC to know that the late payment fee was advertised widely. Agreed to write to the RO in support and advising we hope the ride will continue.

Peter Bice: AERA, Ride Standards/Feedback, Governance

Several feedback forms for Kiwarrak. Reports have been forwarded on to the various ride secretaries.

Jo Davis: Ride calendar, website, stationery

No additional report. See the ride calendar previously in these minutes.

Matthew Walker: Horse Welfare, Early Warning System, Vet Liaison, Biosecurity: No report.

**Belinda Hopley: Chief Stewards and TPRs, Grants, Zone 5 Delegate
Currowan, 3&4/8/19. Sat 40k, 20k & 10k. Sun 100, 80k & 40k.**

Again Jenny Shepheard and family and friends put on a good weekend's riding over tracks and dirt roads, with fine and warm weather predicted. Saturday saw a very crisp start to great days riding for the 72 riders attempting the 40, 20 & 10k events scheduled to start at 11am. It was a lovely sunny afternoon with a light breeze. There were only 4 vet outs for these events. The 100k ride started in the slight frost at 5.30am, followed by the 80, 40 and 20k. Again good riding conditions for the riders with a slightly cooler afternoon breeze that made for trickier strapping. However, of the 82 riders only 10 did not complete or withdrew. (The 100k of 7 riders was 100% completion!) Riders commented on a generally lovely course, with the usual hilly sections and hardness underfoot.

There were a few hiccups over the weekend with duplicate numbers. Although most TPR's were riding on Sunday, TPRing was ok as the horses came in dribs and drabs and some of the vets multi skilled as TPR's. This also gave 2 new vets a great insight to the sport and horse management.

One rider had a serious fall and was assisted by Ian Dreghorn. See tabled reports.

Despite the number of riders over the roads all weekend, there were no complaints from either riders or drivers/motorbikes. I have asked Jenny to send our gratitude and thanks to the drivers who assisted the injured rider and helpers.

Table Top and Wingello paperwork is yet to come in.

CS/TPR-TPR school is going ahead at Shahzada. Nothing for the CS session.

South Coast Zone News-Talea Hasko-Stewart, Jesse Buchan and Rob Caitlin have been nominated as mentors.

Other Stuff- Put the rider Code of Conduct up on the website, FB and in the newsletter. Laminate it to put in the ride folder to put next to the ride entries.

Currowan: we have a report of a rider mistreating their horse but no formal reports have come in. Suggestion from Matthew there should be another form at rides which could be handed straight to a person who had a complaint to make. People are asked to put something in writing and they don't. If there was a form at a ride, they may be more inclined to do it then and there.

Kiwarrak: report has been received. 98 riders with two vets. The original numbers were a lot lower than those who turned up. Bulk were training riders, 7 x 10km, 19 x 20km, 8 x 40km, total 34 on Saturday. Had to get a vet from Grafton. Three horses had invasive treatment. One rider fell and was assisted by another rider.

TPR school: to be held at Shahzada. We should hand out the TPR books. **Resolved** to part fund the Shahzada TPR school from the Office of Sport grant.

Jacque Wright: Promotions: See Annexure B to these minutes for the Promotions Report.

Alam Dastani – International: No report.

Faith Robinson: Zone 1 Delegate: No report.

Kim Stephens: Zone 4 Delegate. Merchandise

Unfortunately I won't be able to make the August meeting. I am helping VERA with a computer data entry day. I would like to put a couple of thoughts to the committee for discussion at the September meeting, to give everyone time for thinking.

The membership needs to donate dedicated volunteer time at X number of rides as part of their membership.

There are quite a few jobs that they can handle e.g. check points, pencilling, timing, running logbooks back and forwards, weighing, getting logbooks signed, handing out completion prizes and cards/books to those that want to leave early, offering tea and coffee to vets and other volunteers on base, replenishing toilet paper and so on. We don't seem to have enough people in general to carry out these jobs and those that are there are run off their feet.

An early warning system for those that repeatedly fall off and or injury themselves at rides. If a person is flagged they have to have a doctor's certificate enabling them to ride at their next ride.

The main reason for this is that we have quite a few older and elderly people who are falling off, what happens to our sport if someone dies. What will the ramifications be for our sport?

Please take some time to think about these ideas

Agenda item for September – suggestions raised in Kim Stephens' August report.

Ruth Sumpner: Zone 6 Delegate

Zone 6 August Report

Our single Zone 6 ride was held on 27 and 28 August. We had 98 riders completing in the six rides with 9 riders doing two rides. The Kiwarrak Endurance Ride was a highly successful event this year with 107 entries in the six different rides ranging from the 10 km Introductory Ride through to the 84 km Kiwarrak Cup.

Saturday morning began with eight riders setting off into the Kiwarrak State Forest. They all completed the 42 km ride with their horses showing their fitness well. On Saturday afternoon 19 riders set out for the 20 km ride. The next ride had seven riders who all successfully completed the 10 km. Some of these riders travelled from as far as Tamworth, as well as many local riders. A bonus for the event was the ability for riders to also choose to enter one of the Introductory or Intermediate rides on Sunday. Four riders who completed the 10 km on Saturday fronted up to ride in the 20 km on Sunday. On Sunday the main event began at 4am with 39 riders braving the cool morning to head out on their first 42km leg. The numbers were made up of nine Heavyweight, thirteen Middleweight, 11 Lightweight and six Junior Riders. The ride offered some challenges to the horses with many riders grateful for the chance to have a rest at the top of Breakneck Lookout. The course was across a range of tracks including dirt roads, bush tracks and narrower trails.

WICEN provided a great effort at the checkpoints relaying information back to the Ride Base.

It was a three-way tie for first place with Anne Hills (Lightweight) riding Karabil Serer, Debbie Pevy (Middleweight) riding Galaxy Mi and Nigel Colefax (Heavyweight) riding Evening Star. These riders completed the 84 km with a riding time of six hours and 18 minutes, and were the first ever three way win.

The first Junior home was Takira Baldock riding Saladah, with Mackenzie Daley riding Nirvana 2nd and Ivari Ullman-Cabrera riding A'Landell Prestige 3rd.

It is worth noting that the Heavyweight riders had a completion rate of 100% with just under 80% completion overall for the 84km ride across all divisions.

2nd Place Heavyweight was Alan Caslick riding A'Landell Jester, who was also Best Conditioned. 3rd Heavyweight was Monique Echentille riding Follydown Kadin.

2nd Place Middleweight was Daryl King riding James Bonn, who was also Best Conditioned. 3rd Middleweight was Monica Majerowski riding Halimas Valentine.

2nd Place Lightweight was Tiana Baldock riding Pumba and 3rd Place was Allix Jones riding Ralvon Milarna. Anne Hill took out Best Conditioned.

The Sunday 42 km ride had fifteen riders heading out and the 20 km had 19 riders. Both rides also went to the top of Breakneck Lookout where the riders could give their horse a well earned rest while taking in the beautiful views of the Manning Valley.

There was an incident on course where a rider fell and was transported to hospital via ambulance for assessment. Reports are that the rider is recovering well and is riding at New Italy this weekend.

This year the Integrity Award was presented to Ray Griffiths for his assistance out on track with the rider who was injured. (I am hoping that next year we are able to present this award without any rider falls...) Cindy Barnes, a rider from near Yass was awarded the Vet's Choice Rug for her successful completion of an Intermediate ride with her horse Smart Reyn.

This year the committee decided to award incentive prizes as a lucky draw to successful completion of the Introductory and Intermediate Rides. Kerrie Butler was awarded the 10 km prize of a free entry in a 20 km ride at Kiwarrak in 2020. Jacky Barlow and Lennox Reid were awarded the 20 km prizes of free entries in a 42 km ride at Kiwarrak in 2020. Alissa Myers and Myfanwy Webb were awarded the 42 km prizes of free entries in the 84 km Kiwarrak Cup in 2020. These prizes are not transferable and are a way of encouraging riders to consider riding at the next level up.

Big Wig Speckled Park Stud has agreed to be hosts for the Ride Base next year... So planning for 2020 will begin after we wrap up this year. Our next Zone 6 Meeting is on 2nd September where we will discuss the opportunities for extra potential rides next year. Our final Kiwarrak meeting for this year will be on 9th September, where we will be setting the date for Kiwarrak 2020.

Kiwarrak ride was covered by two articles in the local newspaper. Ruth wants it noted that the integrity award went to Ray Griffiths for his sportsmanship in helping an injured rider. The injured rider is a junior, and the RO found someone with a Working with Children Check to assist. Ruth was asked to write something on her incentive program for the newsletter. **Resolved** that Kerry will arrange thank you cards for the riders who assisted injured riders.

Track Preservation Charlie Gauci/Fiona Meller: No report.

General business & new business

Members Think Tank: No report.

Advertising campaign strategies/format and support.

See earlier in this meeting and Annexure B to these minutes for the Promotions and Step Up Report.

Future meeting dates

20 September 2019
25 October
22 November
6 December

There being no further business the meeting closed at 11:30.

Annexure A

N.S.W. ENDURANCE RIDERS ASSOCIATION INC.

PO BOX 6627
CHATHAM
NSW 2430

Profit & Loss [With Last Year]

January 2019 To July 2019

	This Year	Last Year
Income		
Income - Grants		
Communities NSW	\$6,500.00	\$6,500.00
Sports Development Grant	\$29,000.00	\$0.00
Total Income - Grants	\$35,500.00	\$6,500.00
Income - Membership Fees		
Membership Fees - Adults	\$40,309.12	\$34,035.48
Membership Fees - Juniors	\$2,763.61	\$3,749.97
Membership Fees - Intermediate	\$2,127.28	\$2,063.63
Membership Fees - Associates	\$145.44	\$213.65
Day Membership Fees - Training	\$1,727.25	\$1,163.62
Day Membership Fees - Introd.	\$2,236.38	\$1,936.37
Family Membership Discounts	(\$490.91)	(\$1,489.98)
Total Income - Membership Fees	\$48,818.17	\$41,672.74
Personal Accident Premiums In		
PA Adults	\$15,954.53	\$17,061.82
PA Juniors	\$638.18	\$818.17
Total Personal Accident Premiums In	\$16,592.71	\$17,879.99
Income - Ride Fees		
Ride Fees	\$33,375.46	\$30,395.43
Ride Booking Fees	\$63.63	\$118.18
Total Income - Ride Fees	\$33,439.09	\$30,513.61
Income - Annual Awards		
Dinner Dance Ticket Sales	\$2,614.54	\$3,049.10
Total Income - Annual Awards	\$2,614.54	\$3,049.10
Income - Sale of Merchandise		
Sale of Log Books	\$3,857.33	\$3,849.97
Sale of Clothing	\$0.00	\$425.45
Sale of State Buckles	\$1,133.64	\$836.36
Total Income - Sale of Merchandise	\$4,990.97	\$5,111.78
Income - Newsletter		
Newsletter Subscriptions	\$3,999.07	\$4,295.47
Newsletter Advertising	\$1,100.00	\$9.09
Total Income - Newsletter	\$5,099.07	\$4,304.56
Income - AERA Charges		
AERA End.H Rego L/Time	\$2,586.33	\$1,909.11
AERA End.H Rego Annual	\$454.56	\$545.47
Total Income - AERA Charges	\$3,040.89	\$2,454.58
Income - Other		
Donations Received	\$0.00	\$5,335.24
Miscellaneous	\$727.27	\$0.00
Tyremax Pty Ltd	\$0.00	\$4,000.00
Interest Received	\$62.16	\$68.49
Total Income - Other	\$789.43	\$9,403.73

Total Income	\$150,884.87	\$120,890.09
Cost of Merchandise Sales		
Cost of Log Books	\$1,875.00	\$1,340.91
Cost of Log Book Covers	\$254.55	\$54.55
Cost of Clothing	\$35.00	\$0.00
Total Cost of Merchandise Sales	\$2,164.55	\$1,395.46
Gross Profit	\$148,720.32	\$119,494.63
Expenses		
Accounting Fees	\$800.00	\$1,200.00
Bank Fees	(\$87.49)	(\$163.63)
Bank Fees - Merchant Fees	\$621.25	\$789.00
Bookkeeping Fees	\$0.00	\$510.00
Ride Grants	(\$9.09)	\$0.00
Seminars Attended	\$686.30	\$0.00
Seminars Conducted	\$0.00	\$394.09
Sponsorship	\$6,518.19	\$9,320.91
Tied Grant Expenditure		
Tied Grant - Education	\$118.18	\$0.00
A.E.R.A.		
AERA - Affiliation Fees Adult	\$9,221.82	\$9,221.82
AERA - Affiliation Fees Jnr	\$639.99	\$683.63
AERA - Rider Entry Fee	\$5,810.91	\$4,513.64
AERA - Meeting Expenses	\$4,645.56	\$6,818.01
AERA - End. Horse Rego Lifetim	\$2,345.47	\$1,418.19
AERA - End. Horse Rego Annual	\$477.27	\$522.72
AERA - Transfer of Ownership	\$109.09	\$72.72
Total A.E.R.A.	\$23,250.11	\$23,250.73
AGM Expenses		
AGM - Other Expenses	\$470.00	\$920.00
AGM - Printing & Postage	\$1,444.13	\$1,299.41
AGM - Room Hire	\$950.00	\$0.00
AGM - Raffles [Net]	\$0.00	(\$309.09)
Total AGM Expenses	\$2,864.13	\$1,910.32
Annual Awards		
Ann. Awards - Awards	\$0.00	\$7,450.73
Ann. Awards - Dinner Expenses	\$2,565.23	\$5,009.32
Total Annual Awards	\$2,565.23	\$12,460.05
Insurance		
Insur - Liability Adult riding	\$7,220.00	\$7,371.69
Insur - Liability Non riding	\$59.10	\$95.47
Insur - Liability Day Training	\$2,901.80	\$2,360.89
Insur - Liability Day Intro	\$0.00	\$1,075.46
Insur - Liability Day Intermed	\$200.02	\$281.82
Insur - Liability NSWERA	\$772.73	\$627.27
Insur - Liability Ride Org.	\$654.54	\$818.19
Insur - PA Voluntary Workers	\$725.00	\$724.99
Insur - PA Adults	\$15,545.43	\$16,683.65
Insur - PA Juniors	\$638.20	\$834.55
Total Insurance	\$28,716.82	\$30,873.98
Medication Control		
Med Ctrl - Sample Testing Fees	\$2,010.10	\$0.00
Total Medication Control	\$2,010.10	\$0.00
Meeting Expenses		
Meet. Exp - Teleconferences	\$0.00	\$18.18
Meet. Exp. - Nibbles / Meals	\$581.82	\$462.91
Meet. Exp. - Minutes Secretary	\$710.00	\$740.00

Meet. Exp. - Fuel & Tolls	\$1,589.45		\$1,664.21
Meet. Exp. - Accomm.	\$427.27		\$547.10
Total Meeting Expenses	\$3,308.54		\$3,432.40
Newsletter Expenses			
Newsltr - Editorial Fee	\$4,970.00		\$4,800.00
Newsltr - Printing	\$1,363.15		\$2,373.36
Newsltr - Postage	\$367.78		\$631.02
Total Newsletter Expenses	\$6,700.93		\$7,804.38
Promotional Expenditure			
Promotions - Fuel	\$322.62		\$232.73
Promotions - Maxxis Tyres	\$0.00		\$4,000.00
Promotions - Printing & Statio	\$597.82		\$0.00
Promotions - Prizes / Giveaway	\$149.09		\$0.00
Total Promotional Expenditure	\$1,069.53		\$4,232.73
Quilty Expenses			
Quilty Expenses - CS Team	\$181.82		\$0.00
Total Quilty Expenses	\$181.82		\$0.00
Ride Management Related			
Ride M - Postage	\$9.09		\$0.00
Ride M - Printing & Stationery	\$0.00		\$95.45
Ride M - Vet & TPR Vests	\$227.27		\$89.41
Ride M - Safety Equipment	\$182.72		\$0.00
ROF - Fuel	\$0.00		\$200.56
Total Ride Management Related	\$419.08		\$385.42
Secretariat Expenses			
Sec. Exp. - Computer	\$253.92		\$0.00
Sec. Exp. - Postage	\$313.57		\$159.57
Sec. Exp. - Secretariat Fees	\$17,526.40		\$17,526.40
Sec. Exp. - Print / Stationery	\$519.12		\$545.10
Sec. Exp. - Phone & Internet	\$477.73		\$910.54
Sec. Exp. - Other	\$0.00		\$150.00
Sec. Exp. - Offsite storage	\$463.62		\$540.89
Total Secretariat Expenses	\$19,554.36		\$19,832.50
SMC Non Meeting Reimbursements			
SMC - Fuel	\$167.63		\$0.00
SMC - Phone & Internet	\$99.07		\$18.18
SMC - Other	\$484.34		\$22.54
SMC - Postage	\$32.18		\$12.55
Total SMC Non Meeting Reimbursements	\$783.22		\$53.27
State Ride Expenses			
State Ride - Gen Exp	\$0.00		\$510.54
State Ride - Trophies & Prizes	\$68.18		\$0.00
State Ride - Team Uniforms	\$652.27		\$0.00
SDP Grant Expenditure	\$0.00		\$1,016.94
Total State Ride Expenses	\$720.45		\$1,527.48
TPR Accreditation & Training			
TPR - Equipment	\$0.00		\$231.82
TPR - Printing & Stationery	\$288.77		\$159.09
Total TPR Accreditation & Training	\$288.77		\$390.91
Vet Accreditation & Training			
VA - Printing & Stationery	\$159.09		\$0.00
Total Vet Accreditation & Training	\$159.09		\$0.00
Volunteer Rewards			
CS Achievement Awards	\$181.82		\$0.00
Total Volunteer Rewards	\$181.82		\$0.00
Website Expenses			

Website - Maintenance	\$0.00		\$436.36
Website - Website Hosting	\$436.36		\$39.09
Total Website Expenses	\$436.36		\$475.45
Total Expenses	\$101,857.70		\$118,679.99
Operating Profit	\$46,862.62		\$814.64
Total Other Income	\$0.00		\$0.00
Total Other Expenses	\$0.00		\$0.00
Net Profit/(Loss)	\$46,862.62		\$814.64

Annexure B

Promotions and Step Up Report.

PROMOTIONS:

TV advertising

I have contacted WIN & PRIME7.

WIN:

- Getting up dated quote
- Push spots over 3 months (current proposal 1 month only)
- Free options – community announcements, sports report, Facebook
- Sent current ride calendar
- Propose run 1 month this year & Feb next year

Prime:

- Extend proposal to state wide
- Push 3 months of advertising (month on then month off. Alternate month on WIN)
- Free options – many & happy to support
- Proposed 1 month this year & balance early next year

I should be able to send to the committee updates rates early next week to start running adds Sept 2019.

Belinda & Jacque

Our idea is the “Step up Program”

We are encouraging novice riders to step up in the sport of endurance to 80km events & membership.

Next steps

1. Write T & C e.g. expectation of mentors
2. Get approved by SMC
3. Produce marketing material for FB, Web & Newsletter
4. NSWERA website changes as per B.Hogan email
5. Launch @ Woodstock ride (proposed)

Month	Week	Ride	WIN	PRIME7
	1			
	2			
	3			
	4	Shahzada		
Sep	1		■	
	2	woodstock		
	3			
	4	burraga		
oct	1			■
	2	Brookvale		
	3	Central Rangers		
	4			
nov	1	Bullio		
	2			
	3			
	4			
Dec	1			
	2			
	3			
	4			
Jan	1			
	2			
	3			
	4			
Feb	1			
	2			
	3	AMG	■	
	4			
March	1	Bumbaldry		
	2			
	3			■
	4	Mountain Lagon		

