

President's report

Tauranga Airsoft Club Inc

29th September 2018

GAMES

Game day frequency was down last year due to an exceptionally wet winter, and difficulty finding club members available to run game days.

Fortnightly game day schedule has been adjusted to work in conjunction with AWI fortnight game schedule. This means that there will be Airsoft games available every weekend, and players are encouraged to visit AWI to play.

MEMBERSHIP

There has been a gradual downturn in membership over the last 12 months with numbers getting as low as 25 members. This has now increased up to 35 members and growing due to a concerted drive during the club birthday game and since.

Part of the decrease has been due to the decision earlier this year to change membership age to be either over 18 or 16/17 with a firearms license. In some cases this has meant the club loses two members as there were a few father/son teams who would come out and play together.

This also has an impact on the club when it is being promoted at events such as the Armageddon show. We have talked to a lot of people 16/17 years of age who are local and interested, but are unable to play with TAC under their current age restrictions and were directed towards AWI and DEA.

As the age change was discussed at an informal club meeting and never formally voted on, it is tabled for review at this AGM.

The club needs to grow its membership urgently for financial reasons, TECT lease requirements and also to create a larger pool of volunteers to pull from for running games, field maintenance and field working bees.

TAC is required to pay TECT for a minimum of 60 players which means the club is using field fees (which should be used for development) to pay TECT for members we don't have.

By restricting the age we are restricting the pool of people we can draw potential members from.

APOCALYPSE AIRSOFT

The Apocalypse Crew formed originally in 2016 as a collective of Airsoft club members and NZ Airsoft who work together to promote Airsoft to the public at public events and shows. In 2017 NZ Airsoft begun construction on the Apocalypse Arena, a small CQB field that we could run our group bookings on at home. The crew pre-built a series of barricades and a lot of additional material was accumulated, then a wet winter put the arena on hold. During that time we worked on the brand. NZ Airsoft decided to start marketing the sport as “Apocalypse Airsoft” to tie in with the Arena. It would give us a more engaging brand and is an easier sell than ‘guys in camo with guns’.

We knew once we started erecting the arena the time we'd have to spend on club stuff would drop to virtually nothing. We quickly built the skid pad barricades at TECT so members and park admins could see things were still moving forward. We booked the excavator to clear our site at home and prepared for the arena build to start.

Then I got an email from Bill at TECT Park.

Shit. Knowing the club had done virtually nothing over the last 5 years to meet TECT Parks lease requirements it was not likely to be a very positive meeting. As part of the lease requirements TAC need to ensure that the field is:

- used as much as possible
- developed and improved

We needed a plan to present to TECT Park that would service these requirements. It was time to stop thinking of TECT Park just as the “TAC Field” and come up with a solution that could be implemented right now, not later, and would lay down a clearly defined path for the future.

In consultation with the TAC committee, NZ Airsoft agreed to move the Apocalypse Arena to TECT park. This would allow the club to fast-track field development. Additional development plans were also added for nearby areas (see attached plan). The existing Apocalypse brand could also be shared to create a united front. We know from past experience that clubs rarely have the time to do their own marketing so by combining marketing under one brand everyone is benefiting from the same work. So basically everything NZ Airsoft was doing would be refocused towards TAC and TECT Park.

By developing the field we create a resource that benefits the wider Airsoft community, not just TAC. It could even become a resource for non-airsoft groups. TAC can hire out the field to other groups which services both of the TECT requirements by ensuring the field is being used, and by generating field fees to go towards development.

The aim of the Apocalypse Airsoft collaboration is to present a united front to the public for both advertising and development.

We believe this partnership will:

- promote the sport more efficiently
- fast-track field development through design and revenue
- provide additional resources for club games
- enhance inter-club relationships
- lay the foundations for more groups to use the field as a paid resource

HOW WILL APOCALYPSE AIRSOFT WORK?

Apocalypse Airsoft has 3 main objectives:

1. To promote the sport & club(s)
2. To add value to TECT Park as a resource
3. To add value to club membership

1. PROMOTION

The Apocalypse Crew will continue to promote to the public at their three major events - Tauranga Armageddon, Auckland Armageddon and Cambridge Armistice.

TAC will have significant exposure as the Bay of Plenty club. We have already proven after previous events that the club sees an increase in new player enquiry, first time players at games and new players joining up after promoting at these large events.

NZ Airsoft will manage all online and offline marketing and advertising so the club does not have to. NZ Airsoft will promote the field for group bookings to expose the public to the sport and generate interest in club membership.

2. PARK VALUE

TAC will continue as leaseholder for the park and concentrate on the following:

- upkeep and maintenance of park
- working in conjunction with NZ Airsoft to develop the field
- upgrading unusable areas with native planting and landscaping

As maintaining the brand at the park is important for the user experience, NZ Airsoft will help fund the aesthetic upgrades at the park, ie

- theming barricades and structures to suit Apocalypse Airsoft
- adding theme appropriate props/items
- funding some of the planting and landscaping

3. CLUB VALUE

TAC will focus on adding value for its current members by

- running more games
- offering different game day experiences
- offering social experiences
- instituting the loyalty program

TECT FIELD DEVELOPMENT

See Development Plan as attached.

This has been approved for construction by TECT management.

Stage 1

Movable barricades at the skid pad are complete and have already enhanced game play a great deal.

Stage 2 - 30m x 60m Urban Assault Course

It will be located where the minefield currently is.

Viruz has kindly moved all of the barricades from the area, and the rest of the targets will get moved shortly.

There are a couple of trees in the middle of the area that will get dropped and removed next week.

Once the excavation is done all the materials currently stockpiled here will be transported to the field.

Working bee dates will be uploaded to the Facebook page.

The excavation quote has been accepted and is booked to begin *next Saturday*

Stage 3 - Forest Frenzy

Barricades will be constructed in the flat area between the Skid pad and the Urban Assault Course.

This will include both sides of the track.

Stage 4 - Highway to Hell

Barricades will be constructed along the track running from the back of Forest Frenzy to the Urban Assault course.

Stage 5 - Terraces of Terror

The sloped areas between Forest Frenzy and the Urban Assault Course will be graded, terraced and dug with trenches.

The size of this development will depend on the funds raised as it will require extensive excavation.

INSURANCE

The TAC committee has secured a new and more comprehensive insurance policy for the club. This covers the club for both public and statutory liability and meets TECT insurance requirements. The insurance certificate has been sent to TECT for their records.

In discussion with the insurance broker at the time, he clarified several issues that the committee has had under discussion for quite some time including eye protection and field use by other groups.

EYE PROTECTION

The club committee has previously decided that full seal face goggles are still the standard required to play on the TECT field.

There is nothing in the law that states eye protection must be of a certain type, or meet certain ballistics impact ratings. Nor do Health and Safety standards require the club to supply or enforce these rating. The club must simply ensure that any goggles it supplies are "fit for purpose". This requires that the club prove that it is confident that supplied goggles meet or exceed the requirements for gaming on their field. Ie, able to withstand impacts equal to or greater than the maximum field limits.

It is up to individuals to ensure their personal eye protection is fit for purpose. But joining a TAC game (and signing waivers online or off) they declare that they have determined their eye pro is fit for purpose making it their issue if they should fail.

By declaring eye-pro should be of a certain standard, TAC was actually putting itself in the position of being liable if not enforcing that rule. Standards can still be suggested in a way that is informative, rather than required, ie, "If you are unable to ascertain whether goggles are fit for purposes, try sourcing something with these standards"

The information regarding eye protection will be updated and clarified on the website as part of the site updates currently underway.

ACCOUNTS

All accounts have now been setup online to run through Xero. Two signatories are still required for club expenditure. Current signatories are Kory, Jess and Glen.

This gives the club greater transparency on fund management and will make reporting for committee meetings and AGM's both easier and more accurate.

This will also make it easier for any future Treasurers to access financial details and issue reports. It will also make it easier for committee members to keep track of funding and development.

Once the new website is live, the online sales will tie in with Xero as well so all transactions can be tracked.

The decision to move all accounting online is to help streamline committee workloads, ensure greater accuracy with financial transparency, and create legitimacy when the club begins applying for funding.

ANNUAL FINANCIAL OBLIGATIONS

Up until 2019 the club has not been required to pay the TECT park lease fee. This has been part of TECT's community investment to help user groups get established within the park.

From 1st October 2019 the club will be liable to pay an annual lease cost for the park. The cost of this lease is calculated on a per member basis with a minimum of 60 members (this is what we pay whether we have 60 members or not).

The club has annual operating costs as detailed below:

TECT Lease:	\$23 incl GST per member (minimum 60 members) = \$1,380 incl GST due each October.
TAC Insurance:	\$1,138.50 incl GST per year. Due each July
Website Hosting:	\$171.35 incl GST per year. Due each May
Domain/Email Hosting:	\$171.35 incl GST per year. Due each Nov
Xero/Accounts:	\$950 incl GST per year. Approx. costs for monthly subscription plus accountant fees

Total costs **\$3,811.20 incl GST.**

This is a big part of why the club needs to significantly grow its membership base over the next few months to help meet these annual costs, along with ensuring sufficient funds to continue the field development.

TECT PARK OBLIGATIONS

TAC has obligations to meet annually as part of their lease agreement with TECT and must supply the following information to TECT. If we as a club do not meet the obligations, we can be considered in breach of our lease, which means we could lose the park.

These obligations include:

- Ongoing maintenance and upkeep of field - trimming, spraying, path clearing etc
- Field development - this is a big one, as until this year, there has been no major field development completed
- Membership numbers - minimum 60 required to calculate lease costs, but TECT expects the club to show significant growth with having TECT park as a resource
- Participant numbers from game day weekends - TECT need to know the park is getting well used, plus this information helps them when they are applying for their funding.
- Participant numbers from other group events, corporate bookings etc
- Insurance policy - new Insurance Certificate has been supplied for current policy.
- H&S Policy - this needs updating and is currently under review with the committee
- Management Plan for TECT - the current management plan has been confirmed as OK and doesn't require updates

WEBSITE DEVELOPMENT

Tony has been working in the background on an updated website for the club that has e-commerce capability. The new website allows people to purchase membership online, as well as field fees for game days, hire gear, bb's etc. Members have their own login account and will have access to their membership discount. Any purchases made online by members will also accrue points which can be used for even more discounts off field fees and products.

By going online with the membership it again gives the club a streamlined process that will decrease the amount of admin hours required to manually keep track of membership lists, purchases, finances, game day numbers etc. It will also speed up admin on game days as people who pay online will get priority treatment.

The upgraded website will also get a full content review and update to bring it inline with recent club changes. The information will be clarified and simplified so that people can find what they need to know quickly and easily.

GAME DAY PROCEDURES

Game day procedures will be simplified to help the club member volunteers who choose to run game days.

- Online field fee and membership purchases means less cash handling on the day
- Roll call for pre-purchased players who get priority at chrono station and early access to field for warmup games.
- Dedicated Admin, Chrono and Hire boxes will be created
- For casual game days, admin staff can also play
- Marshal duties can be shared by all senior club members
- Club props are now stored onsite in the container so admin staff don't need to collect before the game

GOALS FOR 2018/2019

Moving forward into 2019 we have lots of goals we would like to see the club achieve.

- Increase club membership to 60 players minimum
- Hold regular fortnightly games regardless of weather (unless its torrential rain)
- Host 1 or 2 large fundraising games per year
- Casual club meetings to discuss general club business. Likely to be done at game days, every couple of months or so.
- Committee to hold two-monthly committee meetings, and action any business required at administration level.
- Encourage improved inter-club relationships by hosting inter-club games and attending away games
- Continue working on field development and construction with regular working bees
- Increase overall usage of park - more game days, other user group access, special events etc
- Streamline admin processes so game days run smoothly
- Promote the club at events as part of Apocalypse Airsoft
- Apply for funding for park infrastructure development such as roading, parking, safe zones, planting etc