
Victorian Club Affiliation Fee Model

| 2021/22 |

Dear Members,

As previously advised, the affiliation model that has been in place for some time (“Club Fixed Fee Model”) was widely requested to be reviewed by both Clubs and Regions.

As per the timeline set some time ago, the BV Board met in late April and finalised the affiliation model moving forward after calling for feedback from Regions and Clubs in 2020 and 2021.

There was strong feedback from Clubs and Regions that a per-head model was the preference.

Many clubs wrote to us believing the Club Fixed Fee Model was unfair and that some clubs were being charged for members they no longer had. The Board has listened and acted on that feedback.

Another clear message from the responses we received from Clubs and Regions, was to take into consideration smaller clubs and their difficulties in raising revenue. The Board has also incorporated this request into the new model.

The final message was to make the model simple and transparent. Clubs and Regions asked that Bowls Victoria strive for transparency and to remove the difficult to understand Hardship Relief Program and the often-confusing Clearance Rebates. The Board has also incorporated these requests.

The new model will be introduced from this coming season, with invoices to be sent to clubs by the middle of July.

The model will be a sliding scale, as per the table below:

Membership range	Amount per head
0-25	\$60
26-50	\$61
51-75	\$62
76-100	\$63
101-125	\$64
126-150	\$65
151-175	\$66
176-200	\$67
200+	\$68

The premise of looking after smaller clubs is simple. Take two clubs as an example: Club A, has 20 members and runs a raffle each week where they typically sell 40 tickets. Club B, has 80 members and also runs a raffle each week, but they sell 160 tickets. Both clubs buy raffle books, coordinate prizes, need volunteers to sell tickets, but one club makes 4 times the income. Clubs asked that this be recognised.

The change results in the two smallest categories of clubs collectively paying \$23,000 less than the previous model.

The overall amount of affiliation revenue Bowls Victoria has budgeted for is almost the same as 2020-21 (before the 50% discount offered due to COVID) and is designed to cover our basic operational costs, including the amount collected on behalf of Bowls Australia and World Bowls (25.4% of what is collected).

In subsequent years, Membership figures will be taken annually and the appropriate fee calculated accordingly.

With relation to invoicing, there was also criticism of the description on the invoices sent annually to clubs. This new model will allow for a more accurate description to be included on all invoices sent to clubs to assist with transparency.

We understand an affiliation model isn't ever going to be met with joy, but we did commit to listening to what Clubs and Regions wanted and acting accordingly. The Board are pleased to have been able to meet all requests.

Kind regards,
Team BV.