

SLSNSW Presentation of the 113th Annual Report



SURF LIFE SAVING
NEW SOUTH WALES

Season Highlights Video

Season Highlights

Presented by George Shales OAM,
SLSNSW President

SURF LIFE SAVING
NEW SOUTH WALES



SEASON HIGHLIGHTS

- No coastal drownings between the flags
- Summer Bushfire Response – 10,000 evacuees sheltered in our clubs
- COVID-19 Response, early end of season
- COVID-19 record \$1.2m Surf Club Support Funding Package and PPE distribution



SEASON HIGHLIGHTS

- SLSNSW Constitution review completed
- Enhanced Rescue Funding equipment delivered to all branches
- 40 Years of Women in Surf Life Saving anniversary
- 50 Years of IRBs anniversary

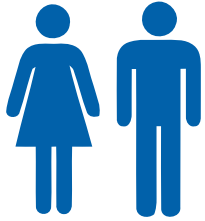


SEASON HIGHLIGHTS

- Surf Sports Events – 6,000 athletes competed at NSW Championships
- 2019 Awards of Excellence event
- Beach to Bush Program visited 44 schools, 6,738 students and travelled 8,000 kms
- Inaugural Volunteer Recognition Day at Parliament House and 2019/20 Season Launch



SEASON SNAPSHOT



**76,772 Total
Membership**



**193,965
Preventative
Actions**



**6,006
First Aids**



**5,513,781
Beach
Attendance**



**2,526
Rescues**



**555,672
Patrol Hours**



**44 Coastal
Drowning
Deaths**



**599 13SURF
Emergency
Incidents**

Lifesaving Report

Presented by Joel Wiseman,
Director of Lifesaving

SURF LIFE SAVING
NEW SOUTH WALES



BUSHFIRE RESPONSE

- **Massive co-ordination via the State Operations Centre and embedding officers at the RFS Operations Command**
- **Branch representation at local EOC's when stood up**
- **Intra- branch IRB teams dispatched to assist local teams with evacuation**
- **Clubs voluntarily stood up to deliver refuge and first aid/oxygen therapy**



COVID RESPONSE

- Unprecedented early cessation of patrol season proper – high level of consultation and consideration to the “right approach”
 - Increased Support Operations surveillance of beaches and known blackspot areas to support club based surveillance patrols
 - Significant planning & preparation during the off-season to stand up appropriately safe and capable patrols 20/21 season
- ...But our core responsibilities remain



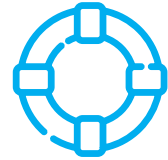
SEASON STATS



**599 Emergency
Callouts**



**5,513,781 Beach
Attendance**



**2,526
Rescues**



**555,672
Patrol Hours**



**6,006 First Aid
Rendered**



**193,965
Preventative Actions**

OUR CAPABILITY



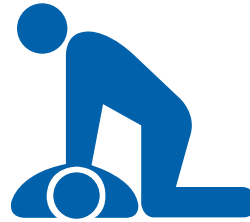
3,185

**SRC
Holders**



17,477

**Bronze
Holders**



4,131

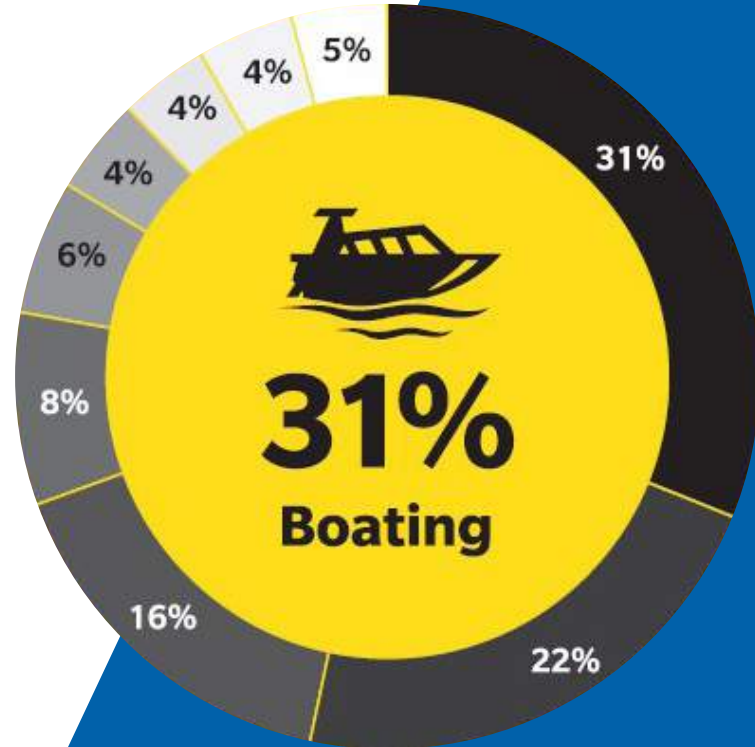
**ARTC
holders**



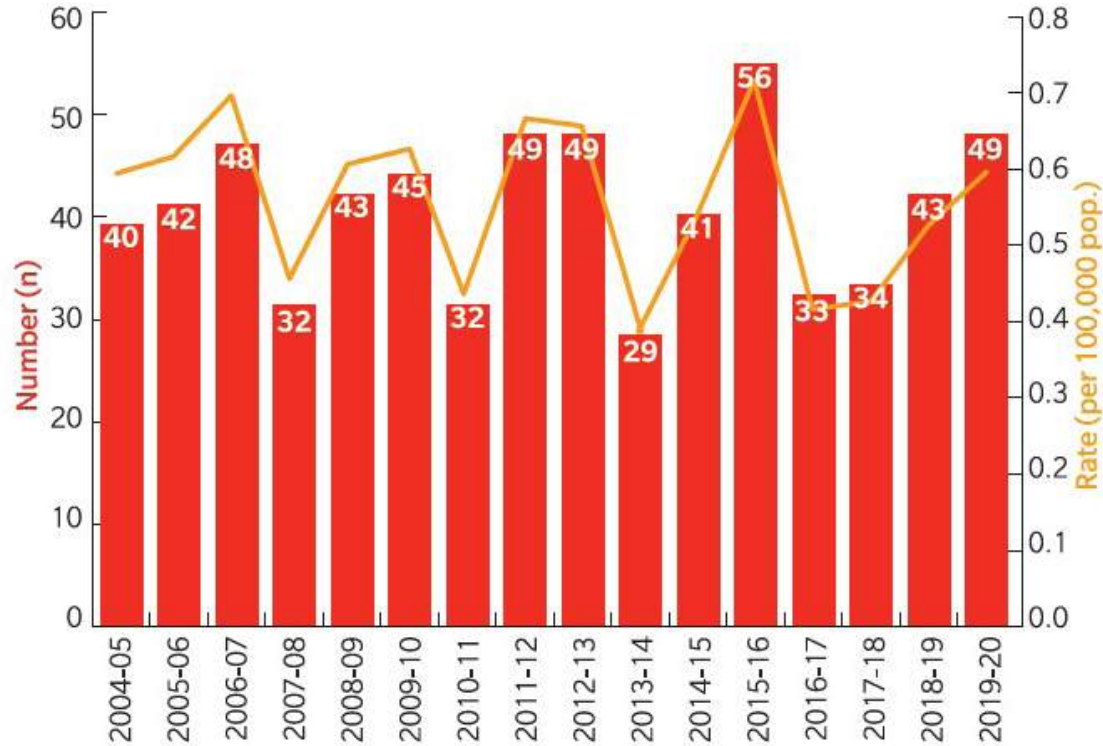
3,353

IRB Drivers

HOW THEY ARE DROWNING



15YR COASTAL DROWNING DEATH TREND



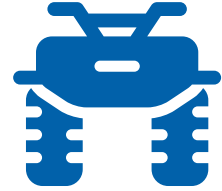
FUNDING



**Enhanced Rescue
Funding (OEM)**



**Beach Safety
Equipment Fund (SLSA)**



**BRP Funding
(SLSA)**



**11 new RWCs
across the branches
pre-Christmas 2019**



**Gear and equipment funding
pooled with 2020 grant to
provide greater ability for clubs
to procure more expensive items**



**11 x Emergency
response vehicles
pre Christmas 2019**

RESCUE OF THE MONTH

Month	Club	Branch
July/August	Kiama SLSC	SC
September	Sydney Branch Duty Officers	SYD
October	Palm Beach/Mona Vale SLSC	SNB
November	Redhead SLSC	HUN
December	Syd RWC/Cronulla/Elouera/Sutherland LG	SYD
January	Tweed Heads Coolangatta SLSC	
February	Bronte SLSC	SYD
March	Fingal SLSC / Port Stephens Support Ops	HUN
May	Thirroul	ILL
June	Support Services	ILL



Surf Sports

Presented by Narelle Duggan on behalf of
Donald van Keimpema OAM, SLSNSW Director

SURF LIFE SAVING
NEW SOUTH WALES



INTERSTATE SUCCESS

IRB

- 16 strong NSW team edged out of the title by a mere 4 points at Kingscliff Beach.

Pool Rescue

- Fierce competition for the team up on the Gold Coast with the locals taking out the over point score, followed by Team NSW in second.



INTERSTATE SUCCESS

Country and Interstate Surf

- Alexandra Headland was the battle ground and the NSW team took away the title for the third year in a row in near perfect conditions. The NSW Country Team held a very commendable 4th in the point score.

SLSA Super Surf Teams League

- 2019/20 saw the introduction of a new racing concept. This team concept is a great inclusion to the surf sports calendar enabling valuable racing experience for our pre-elite and emerging members to compete on the national stage.



POOL RESCUE NSW CHAMPIONSHIPS

- 33 clubs representing
- 406 competitors

Youth Results

- 1st – Terrigal SLSC
- 2nd – Newport SLSC
- 3rd – North Curl Curl SLSC

Masters Results

- 1st – Bondi SLSC
- 2nd – Shelly Beach SLC
- 3rd – Umina SLSC

Open Point score

- 1st – Umina SLSC
- 2nd – Shelly Beach SLSC
- 3rd – Newport SLSC



STATE CHAMPIONSHIPS

Age Results

- 1st – North Curl Curl SLSC
- 2nd – Coogee SLSC
- 3rd – Cooks Hill SLSC

Masters Results

- 1st – Bondi SBLSC
- 2nd – Redhead SLSC
- 3rd – Manly LSC

Open Point score

- 1st – Newport SLSC
- 2nd – Wanda SLSC
- 3rd – Manly SLSC



COUNTRY CHAMPIONSHIPS

- 1st – Cudgen SLSC
- 2nd – Warilla Barrack Point SLSC
- 3rd – Byron Bay SLSC



OFFICIALS & COACHES

227

new officials

Thank you to all our Surf Life Saving Officials!

Last season we accredited more officials to the team

132

new coaches

A great job as always to our Coaches!

Last season more coaches became accredited as we strive to build coach capacity across all 129 Clubs



FUTURE

Forward focus in the following areas;

- Coach education and development
- Review competition structure to better understand our members' needs
- Unpacking sport participation statistics
- Review pathway requirements



Member Training & Community Education

Presented by Anthony Waller,
SLSNSW Director



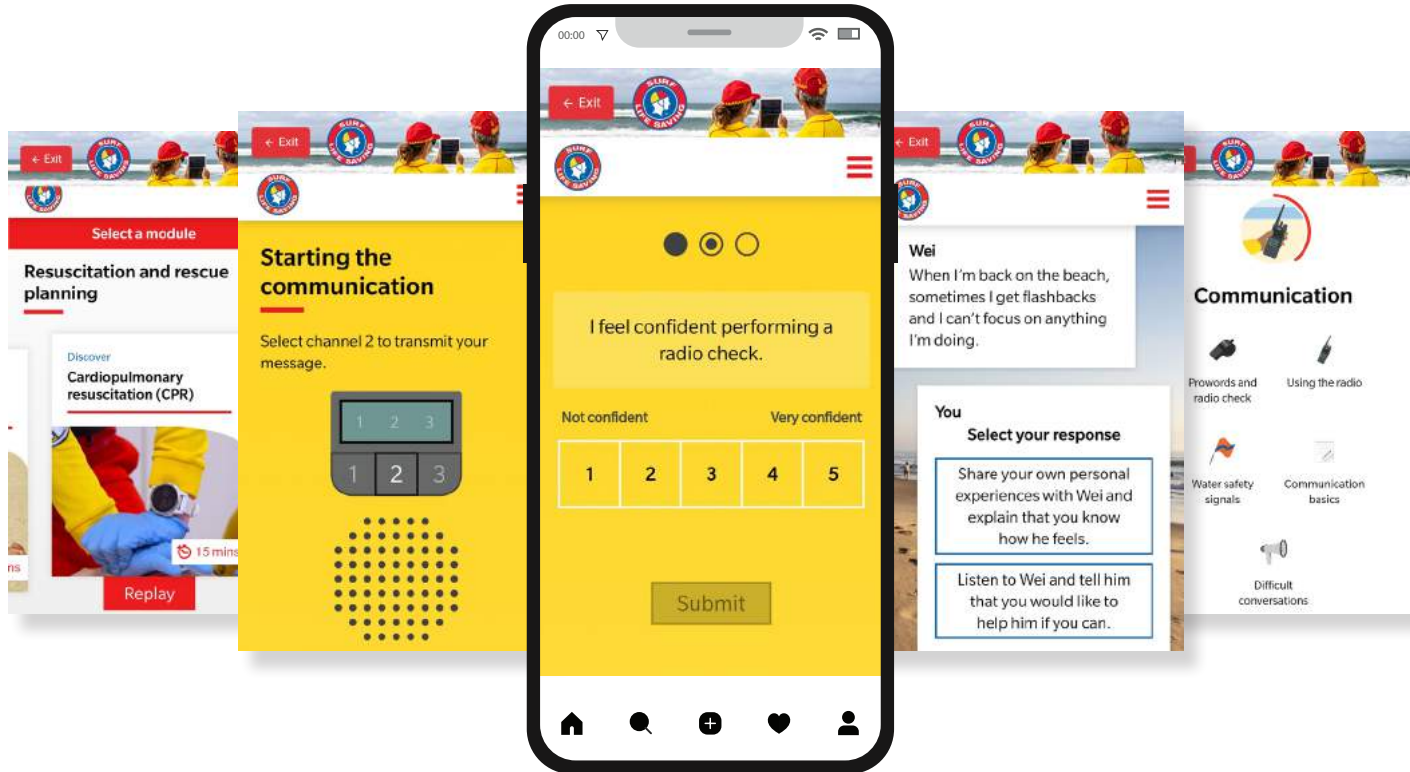
EDUCATION & TRAINING

1,200
Endorsed Trainers,
Assessors and Facilitators

8,000
Awards issued



NEW SRC/BRONZE MEDALLION



LEARNING INNOVATION

- The SLSA Assessing app was launched
- Distributed each of our 129 clubs an iPad
- Distributed each club a set of four QCPR manikins



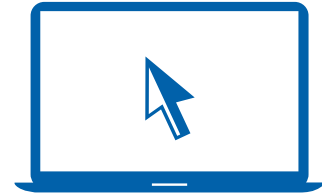
CERT IV TAE UPGRADE



**17 Electronic
Direct Mails
(eDMs) sent**



**More than 38
courses delivered**

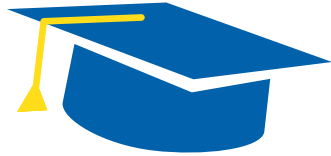


**More than 659
TAFs accessed
training**

COMMUNITY EDUCATION SNAPSHOT



22,006
people
across NSW



10,000
Tertiary
Institute

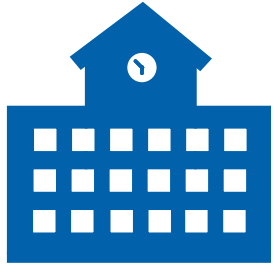


2,000
Blackspot
students



6,738
Beach to Bush
students

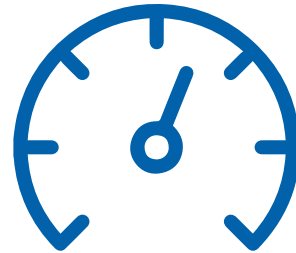
BEACH TO BUSH 26TH YEAR



43
Schools



6,738
Students



7,734km
Travelled



CALD COMMUNITY NETWORKS

- South Eastern Sydney CALD Water Safety Committee
- South Western Sydney CALD Water Safety Committee
- Western Sydney CALD Water Safety Committee
- Coastal Water Safety CALD Reference & Advisory Group



Membership, Development and Corporate Services

Presented by Kerry Clancy,
SLSNSW Director



MEMBERSHIP

- Total Membership – 76,772 (3% increase)
- Patrolling Membership – 20,305 (1% increase)
- Junior Membership – 28,874 (2% increase)



MEMBER RECOGNITION

- 1300+ members were thanked during National Volunteer Week
- Simplified Awards of Excellence nomination process
- Virtual Awards of Excellence held
- Members nominated across more than 30 external award categories



MEMBER WELFARE

- Critical incident support
- Bushfire Support
- Coronavirus Member Support



DIVERSITY & INCLUSION

- 2020 Lifesavers with Pride
- 2020 Your local club Inclusive State Championships



CLUB & BRANCH DEVELOPMENT

- Club Management Team Induction launched
- Development Team delivered new set of services
- Increased technology usage has supported clubs
- We launched a Club Management Team Induction program to better support club officers. It was accessed by 316 members who took on new club positions this season.
- We launched a new set of services delivered by the Development Team. Sixty percent of clubs have accessed one or more services.



CORPORATE SERVICES

- Information communication Technology (ICT) uplift program
- ICT Security program
- Cloud Migration
- Corporate Governance Information System
- New Corporate Telephony System (including mobile phones)
- Refreshed printer fleet
- Video Conferencing for training and meetings
- Delivered enhanced rescue vehicles to all Branches
- Facilities management and WHS Programs



Partnerships and Media & Communications

Presented by John Restuccia OAM,
Deputy President

SURF LIFE SAVING
NEW SOUTH WALES



PARTNERSHIPS

- Grant Seeking Unit (GSU) secured \$1.5M through 65 grants for clubs and branches in NSW for such things as infrastructure, rescue equipment and training.
- The Foundation once again raised \$850K through appeals, lotteries and regular giving. The NSW Partnerships team raised over \$30K through the City of Sydney Christmas Festival as the chosen charity partner of this event series.



PARTNERSHIPS

- ClubsNSW were our major partner for the 2019/20 FY being the final year of a 3 year term. Negotiations of a renewal have been impacted by COVID however an interim agreement extended the partnership for a further 3 months to 30 September 2020. We are in the process of signing a further 3 year term with this partner.
- Renewed Agreements were signed with Sharkskin and Dolphin Surf Craft.
- Midford also came to the end of their Agreement and a further 12 month agreement has been signed to give us the option to renegotiate a time when things are hopefully more stable.



PARTNERSHIPS

- The 2019 Awards of Excellence were supported by Port Authority of NSW, Warren and Mahoney, JJ Lawson, Midford and Brown Family Wine Group.
- The SLSNSW Prospectus was developed and sent out to the top 200 ASX businesses just as COVID-19 began to have an impact in Australia which negatively affected potential partners' willingness to open up discussions until stability is achieved and business confidence begins returning.



MEDIA & COMMUNICATIONS



1.2M

Webpage
Views



214

Website
Stories



126

Media
Releases



11,458

Media
Mentions



\$67M

Media
Value

MEDIA & COMMUNICATIONS



43%

Video Views
Increase



35%

Video Views
Increase



247%

Video Views
Increase



237%

Website Views
Increase



55%

Video Views
Increase

Surf Life Saving Services (SLSS)

Presented by Stephen Bennett,
Chair, SLSS Board



SLSS OPERATIONS AND PORTFOLIOS



Australian Lifeguard Services – provision of professional lifeguard services to Councils



Australian Lifesaving Academy – conducting first aid and related training courses to Schools, Government and Business



Australian Event Safety Services - providing water safety and first aid to major cultural and sporting events



Australian UAV Services - operation and training of UAV operators for use on beaches and shark surveillance

PURPOSE OF SLSS

- Provide financial support to SLSNSW and in turn branches and clubs
- Provide support services to clubs where required
- Continue to build the profile of Surf Life Saving NSW into business and the community
- Provide career paths for members



IMPACT OF COVID

- Board and Management instigation of business protection strategies
- Reduction in staff hours across all portfolios
- ALA looked for new opportunities through online learning
- ALS supplemented SLSNSW patrol requirements due to early close of 2019/20 season



2019/2020 SLSS BUSINESS PERFORMANCE AND GROWTH

- **SLSS Consolidated – revenue down 3.24% on PY**
- **SLSS Consolidated annual growth 5yr average – 10.01%**
- **SLSS Consolidated annual growth 10yr average – 9.02%**
- **SLSS Consolidated annual growth 14yr average – 11.06%**
- **In 2019/20 SLSS surpassed \$100M+ in revenue for SLSNSW since 2005**

2019/2020 SLSS PORTFOLIO BUSINESS PERFORMANCE AND GROWTH

- Australian Lifeguard Service increase of 0.19% on PY
- Australian Lifesaving Academy down 10.51% on PY
- Australian Event Safety Service down 33.59% on PY
- Australian UAV Service increase of 5.49% on PY



AUSTRALIAN LIFEGUARD SERVICE (ALS)



955
Rescues



431,694
Preventative Actions



10,367
First Aids



5,219,947
Attendance



119,910
Patrol Hours



398
Employed
Lifeguards

AUSTRALIAN LIFESAVING ACADEMY (ALA)



16+ yrs

servicing the
community



712,162

awards delivered
across NSW/ACT



\$37M+

revenue for
SLSNSW

ALA CONTINUED

- QTR 4 Impact – NSW DoE suspended all F2F training
- Transport for NSW (TfNSW) trained throughout lockdown and COVID-19
- ALA moved existing clients to blended and virtual offerings
- New Income streams – Living Room Lifesavers Virtual Classrooms



AUSTRALIAN EVENT SAFETY SERVICE (AESS)

- Significant impact due to COVID-19 restrictions to events
- Still achieved a 38% increase in First Aid provision on PY
- Major reduction was felt in Water Safety provisions
- Total hours 6,773 (down from 10,732 in PY)



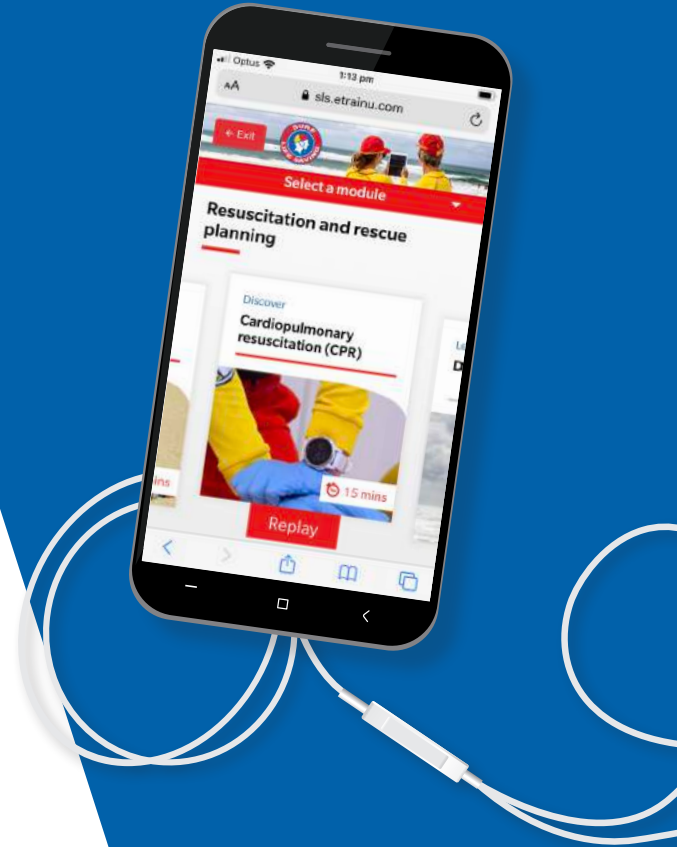
AUSTRALIAN UAV SERVICE (AUAVS)

- 350+ UAV Operators trained and inducted
- Over 16,000 flights conducted
- 3,791 hours flight time
- Branch UAV Coordinators & Branch UAV Instructors embedded into SLSNSW



COVID IMPACT

- SLSS accessed Federal Government JobKeeper for the final quarter of F19/20
- Significant reduction in staff hours across all portfolios
- Pivoted energy into new technology and offerings:
 - Living Room Lifesaver Virtual CPR Training
 - ALS supplemented SLSNSW patrols due to early close of 19/20 season



KEY DEMONSTRABLE BENEFITS TO SLSNSW

380

ALS lifeguards
(290 Male, 90 Female)

87%

ALS lifeguards are previous or
current SLSNSW members

65%

NSW coastline covered by
ALS operations

48

Clubs received direct benefit through
equipment share agreements

82

Endorsed ALA Trainers
throughout NSW

77%

ALA Trainers are previous or
current SLSNSW members

4,950

ALA client base throughout
NSW and the ACT

71%

ALA has delivered training at 92
of the 129 SLSNSW Clubs

116

AESS First Aid and/or Water
Safety Staff

84%

AESS First Aid and/or Water Safety
Staff are SLSNSW Members

3,924

AESS Water Safety hours
delivered

2,849

AESS First Aid hours delivered

Overall SLSS maintains
the following tangible
job creation and SLSNSW
member pathways:

41

SLSS Full Time
Equivalent

578

SLSS Casual/
Contract roles

619

SLSS roles (79% of which are current
or previous SLSNSW Members)

Financial Report

Presented by Paul Bolton,
SLSNSW Director



FINANCIAL SNAPSHOT

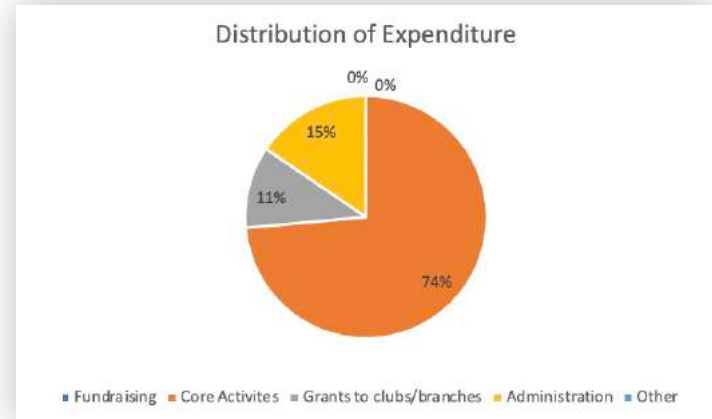
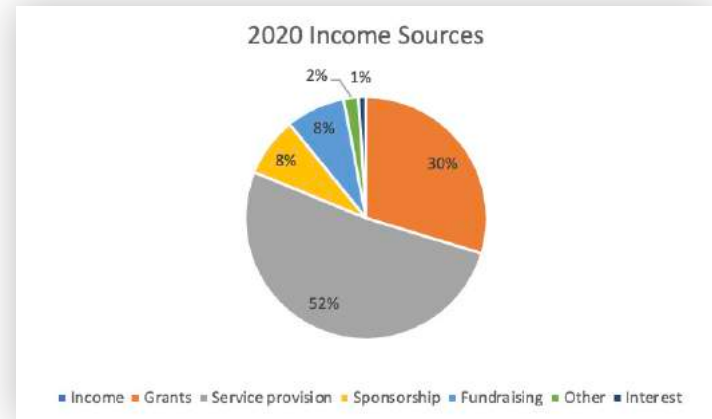
Finances	2015 /16	2016 /17	2017 /18	2018/19	2019/20
Income	\$'000s	\$'000s	\$'000s	\$'000s	\$'000s
Grants	\$4,988	\$6,381	\$6,368	\$9,404	\$7,381**
Service Provision	\$10,198	\$11,197	\$11,922	\$13,124	\$12,585
Sponsorship	\$1,319	\$1,153	\$1,290	\$1,545	\$1,920
Fundraising	\$1,635	\$1,703	\$1,824	\$1,859	\$1,834
Other	\$338	\$1,383	\$2,842	\$671	\$455
Interest	\$240	\$198	\$251	\$305	\$163
Total	\$18,718	\$22,015	\$24,496	\$26,909	\$24,338
Expenditure	\$'000s	\$'000s	\$'000s	\$'000s	\$'000s
Fundraising	\$0	\$0	\$0	\$0	
Core Activities	\$10,115	\$10,441	\$11,056	\$16,334	\$17,875
Grants to clubs/branches	\$3,826	\$4,978	\$4,057	\$5,759	\$2,648 **
Administration	\$4,366	\$5,116	\$4,607	\$4,010	\$3,763
Other			\$1,640		
Total	\$18,307	\$20,535	\$21,360	\$26,103	\$24,286
Surplus	\$410	\$1,481	\$3,136	\$806	\$52
Net Assets \$M	\$19M	\$20.5M	\$32.5M*	\$33.3M	\$33.3M

*Includes revaluation of land and buildings

** Does not include Surf Club Facilities Grant monies

FINANCIAL SNAPSHOT

- A small surplus of \$52K was generated – an excellent result in light of COVID’s affects on trading conditions
- The surplus includes the payment of \$1.2mil to clubs & branches via the COVID Support Package
- This was the first year of the funding enhancement from Government, resulting in total revenue of \$6.7 mil from Resilience NSW. This allowed the procurement of additional support operations equipment for all branches, placement of a dedicated paid administration resource in each branch and commencement of works for the FNC digital radio upgrade



BALANCE SHEET SNAPSHOT

- **SLSNSW currently holds \$4.5 mil as carried forward grant monies for projects in progress but not completed and \$5.3 mil in Club Facility Grants in trust for clubs still to draw down on.**
- **The Investment Advisory Committee is currently considering the most effective way to manage both SLSNSW's cash reserves and monies it holds in trust for clubs as tied grant monies.**
- **Not withstanding payment of the COVID Support Package, the club & branch Sustainability fund exceeds \$5mil.**

Financial Years \$'000s	2017/18	2018/19	2019/20
Current Assets	\$'000s	\$'000s	\$'000s
Cash	\$8,518	\$10,692	\$23,032
Deposits	\$10,133	\$12,347	\$-
Receivables	\$946	\$971	\$386
Other	\$291	\$231	\$819
Total Current Assets	\$19,888	\$24,241	\$24,237
Non Current Assets			
Property Plant & Equipment	\$22,300	\$21,956	\$22,294
Leave Assets			\$224
Total Non Current Assets	\$22,300	\$21,956	\$22,518
Total Assets	\$42,188	\$46,197	\$46,756
Current Liabilities			
Payables	\$2,313	\$2,462	\$5,723
Lease Liabilities			\$48
Provisions	\$1,425	\$1,352	\$2,635
Other	\$5,974	\$9,021	\$4,733
Total Current Liabilities	\$9,711	\$12,835	\$13,140
Non Current Liabilities			
Lease Liabilities			\$176
Provisions	\$-	\$85	\$109
Total Non Current Liabilities	\$-	\$85	\$285
Total Liabilities	\$9,711	\$12,920	\$13,426
Net Assets	\$32,472	\$33,277	\$33,329
Equity	\$32,472	\$33,277	\$33,329



**NEW SOUTH
WALES**