



NZIB AGM – Forum 30th Nov 2019

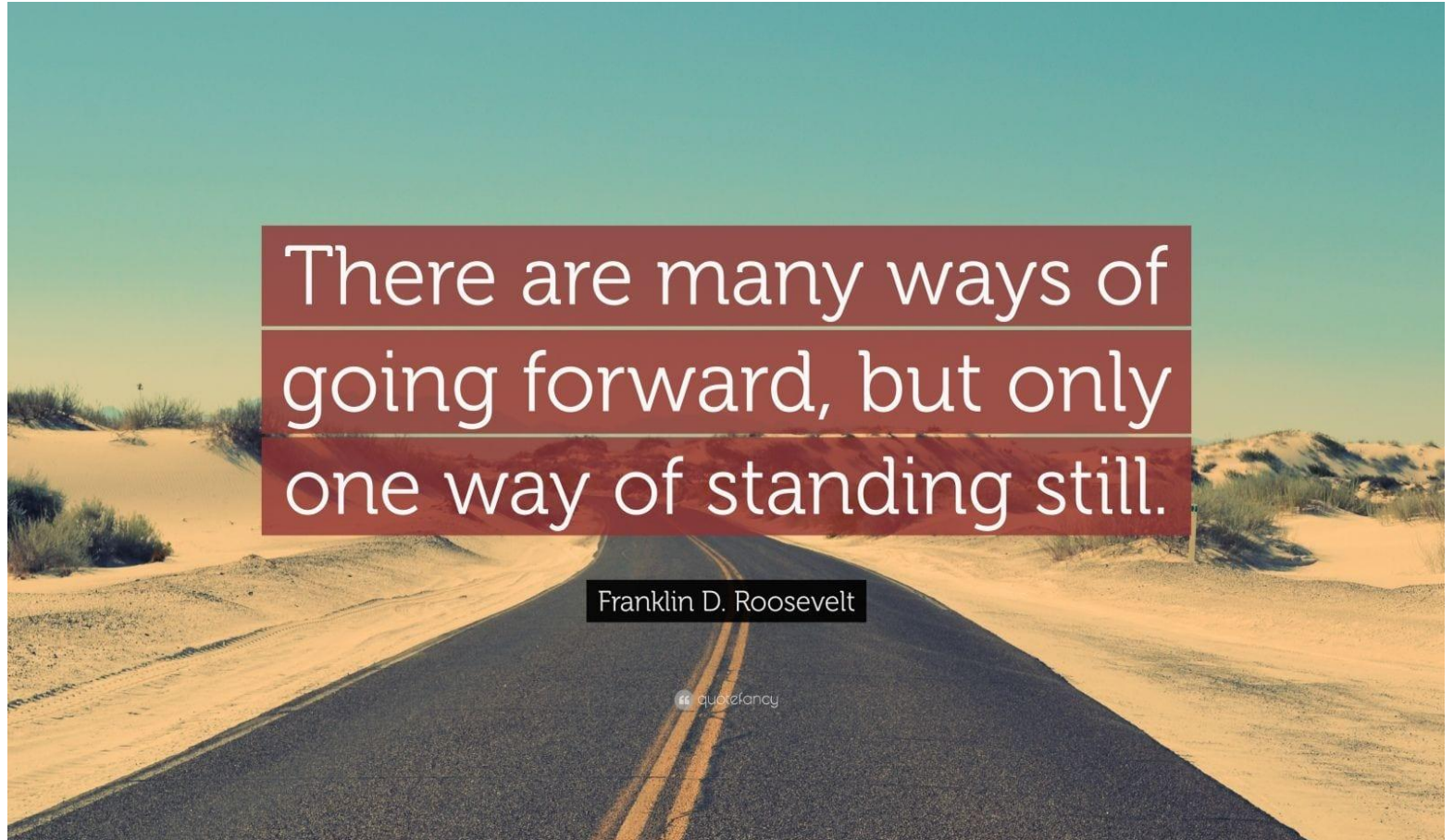
'A BETTER WAY FORWARD'



"creating the future for the communities we serve"



A BETTER WAY FORWARD



"creating the future for the communities we serve"



*"Volunteers are not paid
-- not because they are
worthless, but because
they are priceless."*

"creating the future for the communities we serve"



Kevin's Work History



- ✓ 27 Years in banking, two Banks: BNZ (5yrs) based in Southland & Trustbank Central (22yrs) based in Poverty Bay, Hawkes Bay and Manawatu
- ✓ 26 Years in sport, three Organisations: Wellington Tennis Inc (14yrs), Sport Wellington (11yrs) and NZIB (10mths)
- ✓ SPORTS I have worked alongside; rugby, football, netball, tennis, hockey, waka ama, floorball, basketball, cricket, table tennis, swimming, athletics, rugby league, golf, badminton, softball, volleyball, equestrian, sportshubs & indoor bowls

"creating the future for the communities we serve"



Setting the Scene



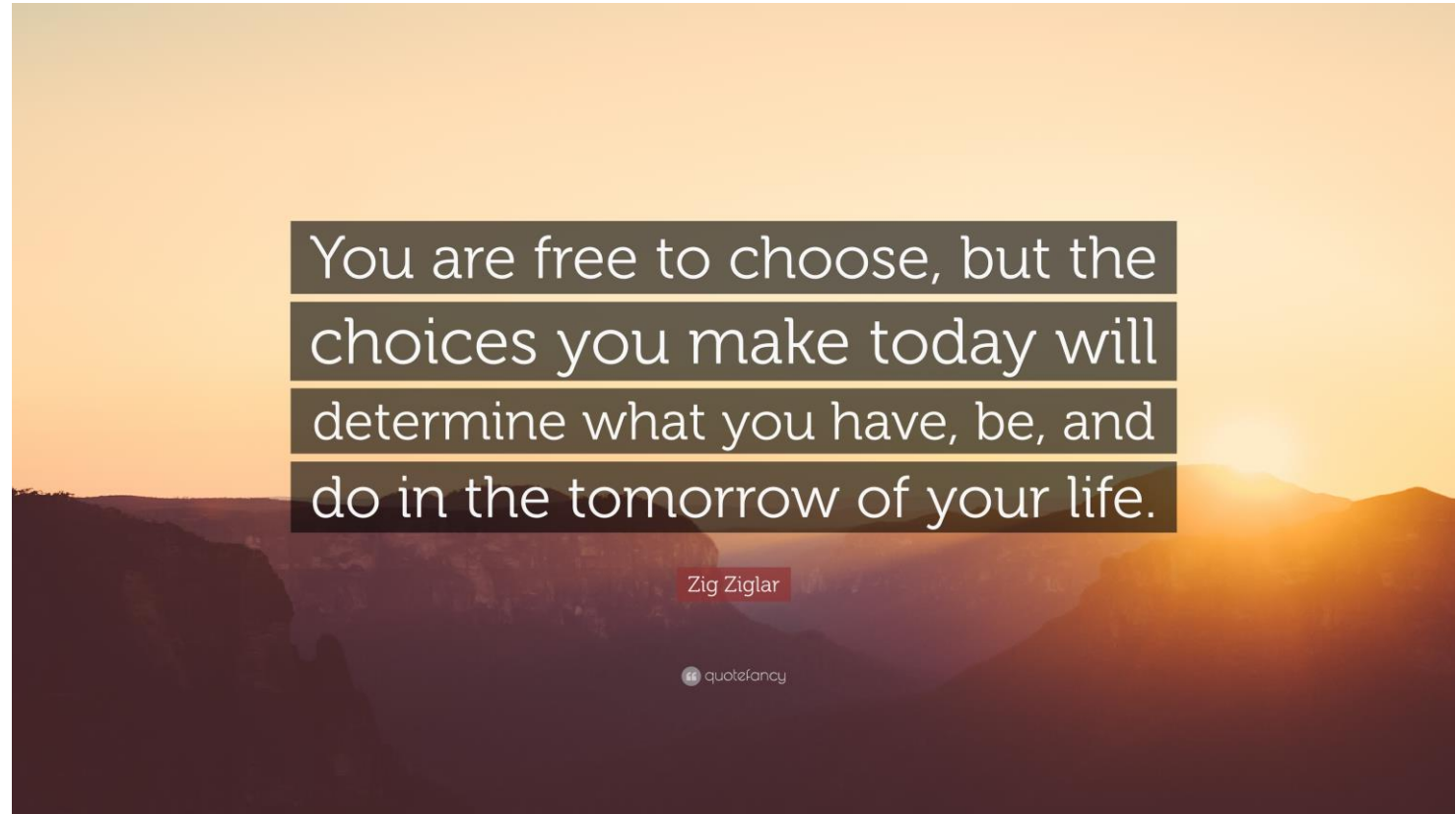
WHAT WE WILL COVER TODAY

- YOUR Mindset
- What is Working WELL?
- What MUST change?
- Insights
- Indoor Bowls...the Point of Difference
- What NZIB is doing and is going to do
- What does Bowls in NZ need to do?
- District/Club relationships
- What are YOU going to do?

"creating the future for the communities we serve"



What is YOUR CHOICE for today



YOU have a CHOICE

"creating the future for the communities we serve"



YOU be the CHANGE

I MAY ONLY BE

one person

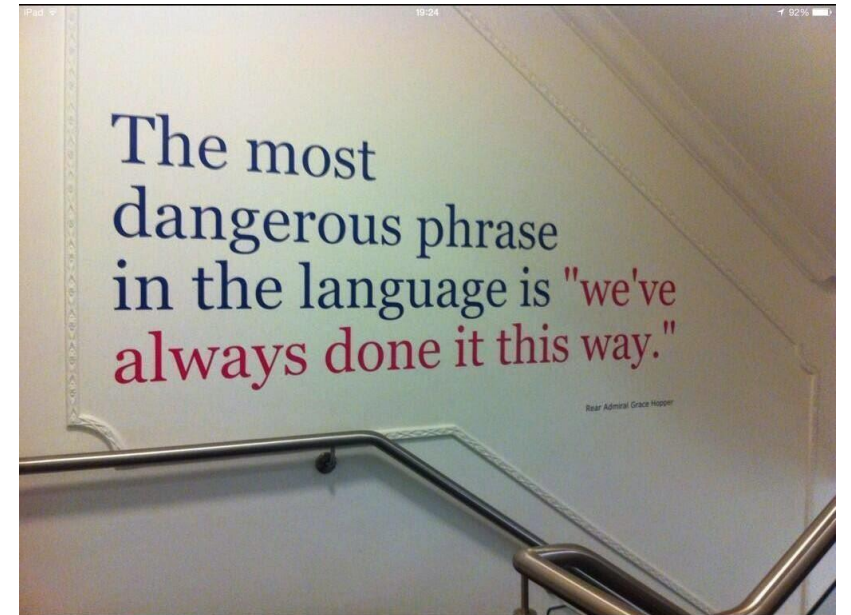
But I can be

ONE
PERSON

Who makes
a difference

*"There are three certainties in life;
taxes, death and **CHANGE**"*

IF YOU WANT
SOMETHING YOU'VE
NEVER HAD,
THEN YOU'VE
GOT TO DO
SOMETHING YOU'VE
NEVER DONE.



"creating the future for the communities we serve"



How
COURAGEOUS
are YOU?

*"All our dreams can come true, if we have the
COURAGE to pursue them"* . Walt Disney



"creating the future for the communities we serve"



How **CURIOUS**
are YOU?

*"Be **CURIOUS**, not judgmental"*



"creating the future for the communities we serve"



TEAMWORK
MAKES
the
DREAM
WORK



"creating the future for the communities we serve"



WHAT IS WORKING WELL?



**HAVE YOUR SAY
AND MAKE YOUR
VOICE HEARD**

WHAT MUST CHANGE?





A summary of the “TAKEAWAYS” from the INSIGHTS

- ✓ Change the Perception
- ✓ Increase Profile
- ✓ Improve Connection and Engagement with Members and the Community
- ✓ Improve Connection with major Partners and increase the ‘family of partners’
- ✓ It is a “game for all ages”
- ✓ Promote the unique benefits of the game
- ✓ Provide the resources to support District and Club growth, development and sustainability
- ✓ Clarity and alignment of roles for Clubs, Districts and NZIB

“creating the future for the communities we serve”



Indoor Bowls The POINT of DIFFERENCE

The **FUTURE** is exciting unlike many sports **INDOOR BOWLS** has some unique offerings, the likes of;

1. *It is a “cradle to the grave” sport, you can play for life, unlike rugby, football, cricket, netball etc. AIMS Games to Retirement Homes*
2. *It is “family friendly”, we can all play together, why don’t we have family leagues or Parent/Child or Grandparent/Grandchild*
3. *There is no gender bias/no age restriction we are all treated as equal, how many other sports are like this? i.e. At the Nationals **THREE** generations played together in the triples*
4. *It’s Indoors and so we play in ‘perfect’ conditions and its always on...and not weather dependant, and can be played at any time of the day; morning, noon, afternoon and evening...7 days a week, year round*

“creating the future for the communities we serve”



Indoor Bowls The POINT of DIFFERENCE cont'd

The FUTURE is exciting unlike many sports INDOOR BOWLS has some unique offerings, the likes of;

5. *It's social/participation and competitive and you can do both*
6. *It has huge potential to be modernised, re-packaged, re-branded and marketed*
7. *It is inclusive, people with disabilities take part*
8. *It is relatively simple to follow, minimal coaching required, if any, to understand the basics*
9. *It is low entry cost; low affiliation fees, no equipment required, no special clothing*

Ageing population increases size of our target audience. By 2036, it's projected.....One in 4.5 New Zealanders will be aged 65-plus...that's 1,258,500 million people...that's an additional 547,300 over 65's, up from a total of 711,200 in 2016

"creating the future for the communities we serve"



What has NZIB been doing?

- ✓ New One Page Strategic Plan for NZIB, Districts and Clubs see website
- ✓ Established a new website
<https://www.nzindoorbowls.co.nz/>
- ✓ New-look Monthly Newsletters encouraging clubs and districts to share their success
- ✓ Establish a 'tool kit' with practical help for Clubs and Districts, the likes of; Strategic Plans, Action Plans, Planning Guide, Funding Guide, WICE(E)
- ✓ Introduced some new events

"creating the future for the communities we serve"



STRATEGIC PLAN 2019-2024

OUR Three Critical Pillars

Our Vision:

*More participants of all ages playing and enjoying indoor bowls
and having a life-long love of the game*

Our Purpose:

Building communities through indoor bowls

Our Values:

Best practice in all we do

Openness and transparency

Wholistic approach to the game

Lead by example

Serving the needs of our members, partners and communities

"creating the future for the communities we serve"



STRATEGIC PLAN

OUR Four Key Priorities

Our Four KEY PRIORITIES of our Strategic Plan are

<i>PARTICIPATION</i>	<i>PARTNERSHIPS</i>	<i>PERFORMANCE</i>	<i>PEOPLE</i>
<i>More people of all ages and cultures playing indoor bowls</i>	<i>A strong, unified, aligned and sustainable Indoor Bowls brand</i>	<i>Development of players, coaches, umpires, officials and administrators</i>	<i>More volunteers supporting indoor bowls at all levels both on and off the 'mat'</i>

"creating the future for the communities we serve"



What is NZIB going to do?

- ✓ Restructure the EO role
- ✓ Clarity and alignment of roles and support for Clubs and Districts and NZIB
- ✓ Travelling 'Roadshow' NZ-wide likely early 2020
- ✓ Grow the 'stable' of partners, sponsors and Trusts
- ✓ Increase the profile of Indoor Bowls
- ✓ Review the Capitation formula

"creating the future for the communities we serve"



What does
BOWLS in NZ
need to do?

STRUCTURE follows Strategy

MEMBERS DECREASE

2019 7,466.....**4,466** (37%)

2010 11,932.....**9,123** (43%)

2000 21,055

We have 13,589 (65%) less members than we had
19 YEARS AGO - In 1963 we had 73,100 members

***WE HAVE 35 DISTRICTS, XX ASSOCIATIONS,
XX SUB-ASSOCIATIONS AND 453 CLUBS ...IS
THIS THE RIGHT STRUCTURE TO SERVE OUR
7,466 members and our communities?***



***WHAT is the RIGHT
STRUCTURE for today?***

'Creating the future for the communities we serve'





What YOU can do?

- ✓ Does the **Community** know of your District's/Clubs existence, where you are located and when they can play...signage, website, Facebook, twitter, other?
- ✓ Members are **customers**, ensure you treat members as **customers** and regularly ask them if you are meeting their needs and what can you do, to make their experience better?
- ✓ What time do your **customers** prefer to play?
morning/afternoon/evening...week days and/or weekend, maybe 7 days a week
- ✓ Create a smorgasbord of offerings for all ages and stages
- ✓ Try holiday programmes for children
- ✓ Try themed evenings; i.e. sports clubs, businesses, families, parent-child, grand parent – grand child, Olympic Games
- ✓ NB NZIB/Districts/Clubs are all **customers** of each other

"creating the future for the communities we serve"



What YOU can do?

- ✓ Develop your own Strategic Plan and Action Plan using a Guide to GOOD Planning, *see templates*
- ✓ Review where you are at by using WICE(E), *see template*
- ✓ Increase revenue streams; Funding Guide to Gaming Trusts and Community Trusts *see template*
- ✓ Build community relationships i.e. attend RST workshops and functions and receive their newsletter
- ✓ Attend the Travelling 'Roadshow' when it comes to your place in early 2020
- ✓ Grow your own capability by accessing the “*spring of leadership resources*” <https://puna.co.nz/>

"creating the future for the communities we serve"



What KUTC offers its JUNIORS



200 Junior Members

- ✓ HOT SHOTS coaching programme for newbies
- ✓ Coaching squads for learners
- ✓ Coaching 'one on one' for advanced learners
- ✓ Community Friday 'FUN Night' including coaching and fun drills and BBQ, available for all youth in Karori to participate and IT's FREE
- ✓ Holiday coaching programmes for all levels of participants
- ✓ Weekly inter-club in grades of choice and with their friends; term four and term one
- ✓ Juniors may choose to play in winter inter-club competitions with seniors
- ✓ Junior Club Championships
- ✓ Parent/Child Tournament
- ✓ Grandparent/Grandchild Tournament
- ✓ Christmas function, includes FUN tennis at the Club
- ✓ End of Season celebrations, includes FUN tennis at the Indoor Renouf Tennis Centre
- ✓ Book a court and can play at the Club YEAR ROUND
- ✓ Clubrooms available for birthday parties

"creating the future for the communities we serve"



How can Districts help Clubs?

'Creating the future for the communities we serve'





How can Clubs help Districts?

'Creating the future for the communities we serve'





"creating the future for the communities we serve"



Today WE talked about
'a better way forward'
what are YOU going to do?

'creating the future for the communities we serve'





Thank You **TEAM**

Together
Everyone
Achieves
More



"creating the future for the communities we serve"