

South Australian Homing Pigeon Association

Future Directions

Future Directions Meeting

- Venue: SAHPA Hall
- Time: 7pm Monday 20th June 2015

Agenda

1. Record Attendees and Apologies
2. Vice Chairman to present overview of Management Committee Future Racing Strategy. Objective is to inform Club Chairperson and Secretary of initiatives the SAHPA Management Committee are undertaking, so they are informed and can present the information back to their members.
3. Power Point presentation
 - a. Background on current Membership and racing
 - b. Current Cost Structure to run SAHPA
 - c. Proposed Membership structure solutions
 - d. Proposed Race Programming of Short races 2016
 - e. Update on Transporter concepts to be investigated and costed and presented at a meeting later this year. Attendees will be given a copy of the slides to take back to the Club.
4. General Business
5. Close (expect 8.30pm)

Expenses Per Year

Fixed costs to run SAHPA summarised

<p>Hall \$20,200</p> <ul style="list-style-type: none">-Council power-Power-Waver-Repairs-Cleaning-Waste Collection-Canteen	<p>Stationery Postage & Printing \$3,600</p>	<p>Insurance \$12,000</p> <ul style="list-style-type: none">-Building-Contents-Public Liability-Association Liability	<p>Honorarium \$20,600</p> <ul style="list-style-type: none">-Secretary-Treasurer-Ring Secretary-Website Manager-Work Cover
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Expenses Per Year

Fixed costs to run SAHPA summarised

Communications \$6000 -Phones -Internet -Domain Name	Depreciation of Assets \$9,000	Other \$3,700 -Audit -Valuation	TOTAL \$75,100
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Variable Costs

Racing

Freight Charges	\$40,000
Unit Cleaning & Loading	\$11,300
Convoyer & Expenses	\$7,400
Prizes, Trophies & Boards	\$10,000

TOTAL

\$68,700

How do we currently structure our income at present?

Membership Capitation Fees		\$26,000
Life Ring Sales		\$16,000
Freight Nominations		\$70,000 ****
Sales -Vaccine	\$11,500	
-Mega	\$14,200	
-Stock	\$ 3,600	
-Canteen	\$ 3,300	
Less cost of goods	<u>-\$30,000</u>	
		\$2,650
Training Units- Ford	\$13,200	
- Hino	\$ 8,900	
- Less Drivers, Maint, Running costs	<u>-\$20,000</u>	
		\$2,100
Donations		\$2,300
Race Series		\$12,000

Points to Consider

- Declining Membership as participants age
- Sustainability of sport
- Fixed cost Expenses are being paid by freight nominations
- It is a flawed formulae because if bird numbers drop we do not get enough income to cover costs.

Results in a Loss

- Other States are structured by paying for pre-nominations before season starts.

Basic Calculations

Fixed Costs	\$75,000
Number of Flyers	200
Cost per Flyer	\$ 375

Other States Comparison – VIC

- **Victorian Homing Association**
- **Around 190 members**
- **Up Front fee for VHA membership \$150, late fee of \$200 if paid after end of Feb**
- **Each club sets own membership fees. (like in SAHPA)**
- **Rings are \$1.00 each or \$1.05 for ICOM**
- **Profits for rings around 75 c each go towards prize money for the VHA**
- **Up Front transport fees are paid by each member. (Each member nominates how many birds they intend to race for the year ie 100-1000 two weeks before the first race) they have 21 races with a 50 bird limit in VHA racing (4 club & 17 VHA) For Example if they have 21 races and nominate 500 to race is 24 birds a week etc. Cost of this is between \$1.40 to \$1.80 per bird. (dependent on numbers nominated at the start of the year)**
- **If a flyer runs out they can pay for more @ \$2.00 per bird.**
- **At the 200 mile stage they pay an additional \$2 per bird, at 300 miles \$2.50 per bird (for prizemoney)**
- **Cartage in the 4 club races is set at 65c per bird.**
- **Total Costs to race approx. based on sending 24 birds per week=\$900 + additional costs for cartage + ring purchases.**

Other States Comparison – VIC

Greater Melbourne PF

- **Membership Fees Fed \$150**
- **Membership Clubs \$70**
- **Up Front Transport Fees \$400 (covers all races)**
- **\$1 per bird per week (prize money)**
- **\$2 cleaning fee per week for baskets**
- **50c ring charges**
- **Total Costs to race approx.=\$620 +\$25 per week.**

Victorian Pigeon Organisation (VPO)

- **Around 50-60 members**
- **\$50 Fed Membership**
- **\$200 transport fees**
- **Up to 500 km \$5 per week +50c per bird per week**
- **Above 500 km 80 c to \$3 per bird per week**
- **Total Costs to race approx.=\$500 based on sending 20 birds +ring charges.**

Other States Comparison – NSW

Southern Racing Pigeon Fed:

- **Around 70 members**
- **\$500 flat fee for racing with a 25 bird limit. (minimal overheads)**
- **Each club has fees of around \$100 each to fly.**
- **\$1 per bird per week for prize money at club level.**
- **Special races has additional costs and prize money.**
- **Total Costs to race approx.= \$650 + \$25 per week + ring purchases.**

Central Coast Racing Pigeon Fed:

- **Around 70 members**
- **\$525 fee to race, from this \$150 is deducted for Fed Fees**
- **20 Bird limit each week**
- **Additional cost for YBD of \$10 per bird 5 bird limit.**
- **Total Costs to race approx.= \$600 + \$20 per week + ring purchases.**

South Coast Fed (SCF)

- **Approx 90 members**
- **Membership Fed \$130/year, Club Fees \$110 per year**
- **Register at start of year Bird Nom for Friday night basketing & then before Thursday night basketing. Set at 85 c per bird this year x25 birds a week. (over 22 races) not negotiable or refundable.**
- **Flyers have 25 bird limit can send surplus (not eligible for prizes)**
- **Clubs charge 50c per bird prizemoney per week and \$5 compulsory pool, other pools are optional.**
- **Total Costs to race approx. = \$725 + 50c per bird per week prizemoney + ring charges.**

Other States Comparison – NSW

Central Cumberland Pigeon Fed (largest in Australia):

- Around 350 Members
 - Truck Holds 326 baskets @25 birds each ie (8150 bird capacity)
 - Each member is charged \$24 per basket per week ie 22 races x \$24 =\$528
 - Thursday night goes to \$26 ie 22 birds, then long distance goes to \$28 per basket then 20 birds, cost changes with distance. (works out at around 500-550 per year)
 - This is regardless of birds sent you are committed to this cost
 - There are also club fees and capitation costs on top of this of Hills District were \$180 per member + Fed Fees \$200 membership (covers all overhead costs)
 - Rings are 60c each done by each club.
 - Also x3 Derby Calls of \$20 each =\$60 if you want to fly derbies
 - Plus \$100 to fly both Derbies AAD & YBD
 - In addition to this each flyer pays their club \$1 per week/bird prizemoney ie \$25 a week
 - The CCF employs a full time Secretary on salary of \$35000/year, Unit loaders x4 paid \$100 each per week
 - Part of the \$200 Fed membership covers Junior racing.
- Total Costs to race approx.=\$1150 +\$25 per week + ring purchases.

Proposed membership structure

To cover \$75,000 fixed cost

- 1) Each club pays \$220 inc GST each year to pay for their own share of the public liability insurance.

Income \$4,000

- 2) Membership capitation be lifted from \$150 to \$220 including GST per member. Increase of \$14,000. (no pensioner discounts as most members are pensioners)

Income \$40,000

- 3) Ring Sales price be lifted from 50 cents to \$1 per ring. 30,000 rings, increase by \$14,000 on last year.

Income \$30,000

TOTAL \$74,000

Transport/Freight costs

Current transporter freight cost \$40,000

Plus other racing expenses (\$28,700) = **\$68,700.**

Concept of pre-registering birds at start of season
1/5/2016.

Assume 30,000 rings sold. By 1/5/2016 only
24,000 birds to be pre-registered.

Pre-nomination fee set at \$3 per bird

Assume 20% lost before 1/5/2016 = 24,000 birds

Income \$72,000

Advantages of Proposal

- SAHPA covers fixed costs based on membership
- Sustainable – if race birdage drops, the fixed costs are at least covered
- Members have more money during the season if they want to have Club or Group Prize money

Selling points-

Flyers get 30 birds for each race for free (excluding special races). Only pay freight if they have entered more than 30 birds.

Proposal – Who will pay more

- Flyers who race most races on both lines of flight will save money.
- Small team flyers will save money
- Large team flyers (>200 birds) will pay slightly more
- Flyers who do not fly the whole season will pay slightly more.
- Flyers who do not fly both lines will pay slightly more
- The fixed costs of running the SAHPA need to be covered.

Example of 80 Rings

	Number	Average Cost	Number of races	Cost
Current Structure				
Membership	1			\$ 150
Old Birds to fly	20			
Number of Rings Purchased	80	0.5		\$ 40
Number Preregistered	0	0		
Number of Birds Fly Short	16	1.4	10	\$ 224
Number of Birds Fly Middle	12	1.6	6	\$ 115
Number of Birds Fly Long	5	2.5	4	\$ 50
Total				\$ 579
New Structure				
Membership	1			\$ 220
Old Birds to fly	20			
Number of Rings Purchased	80	1		\$ 80
Number of Birds Lost before Pregisterin	5			
Number Preregistered	95	3		\$ 285
Number of Birds Fly Short	16	0	10	\$ -
Number of Birds Fly Middle	12	0	6	\$ -
Number of Birds Fly Long	5	0	4	\$ -
Total				\$ 585

Example of 100 Rings

	Number	Average Cost	Number of races	Cost
Current Structure				
Membership	1			\$ 150
Old Birds to fly	25			
Number of Rings Purchased	100	0.5		\$ 50
Number Preregistered	0	0		
Number of Birds Fly Short	20	1.4	10	\$ 280
Number of Birds Fly Middle	15	1.6	6	\$ 144
Number of Birds Fly Long	8	2.5	4	\$ 80
Total				\$ 704
New Structure				
Membership	1			\$ 220
Old Birds to fly	25			
Number of Rings Purchased	100	1		\$ 100
Number of Birds Lost before Pregistering	8			
Number Preregistered	117	3		\$ 351
Number of Birds Fly Short	20	0	10	\$ -
Number of Birds Fly Middle	15	0	6	\$ -
Number of Birds Fly Long	8	0	4	\$ -
Total				\$ 671

Example of 120 Rings

Current Structure	Number	Average Cost	Number of races	Cost
Membership	1			\$ 150
Old Birds to fly	30			
Number of Rings Purchased	120	0.5		\$ 60
Number Preregistered	0	0		
Number of Birds Fly Short	25	1.4	10	\$ 350
Number of Birds Fly Middle	18	1.6	6	\$ 173
Number of Birds Fly Long	10	2.5	4	\$ 100
Total				\$ 833
New Structure				
Membership	1			\$ 220
Old Birds to fly	30			
Number of Rings Purchased	120	1		\$ 120
Number of Birds Lost before Pregistering	10			
Number Preregistered	140	3		\$ 420
Number of Birds Fly Short	25	0	10	\$ -
Number of Birds Fly Middle	18	0	6	\$ -
Number of Birds Fly Long	10	0	4	\$ -
Total				\$ 760

Example of 200 Rings

Current Structure	Number	Average Cost	Number of races	Cost
Membership	1			\$ 150
Old Birds to fly	60			
Number of Rings Purchased	200	0.5		\$ 100
Number Preregistered	0	0		
Number of Birds Fly Short	50	1.4	10	\$ 700
Number of Birds Fly Middle	30	1.6	6	\$ 288
Number of Birds Fly Long	25	2.5	4	\$ 250
Total				\$ 1,488
New Structure				
Membership	1			\$ 220
Old Birds to fly	60			
Number of Rings Purchased	200	1		\$ 200
Number of Birds Lost before Pregistering	30			
Number Preregistered	230	3		\$ 690
Number of Birds Fly Short	50	1.5	10	\$ 300
Number of Birds Fly Middle	30	0	6	\$ -
Number of Birds Fly Long	25	0	4	\$ -
Total				\$ 1,410
Note: Pay \$1.50 per bird for birds in excess of 30 in short races				

Example of 300 Rings

	Number	Average Cost	Number of races	Cost
Current Structure				
Membership	1			\$ 150
Old Birds to fly	80			
Number of Rings Purchased	300	0.5		\$ 150
Number Preregistered	0	0		
Number of Birds Fly Short	70	1.4	10	\$ 980
Number of Birds Fly Middle	30	1.6	6	\$ 288
Number of Birds Fly Long	30	2.5	4	\$ 300
Total				\$ 1,868
New Structure				
Membership	1			\$ 220
Old Birds to fly	80			
Number of Rings Purchased	300	1		\$ 300
Number of Birds Lost before Pregistering	45			
Number Preregistered	335	3		\$ 1,005
Number of Birds Fly Short	70	1.5	10	\$ 600
Number of Birds Fly Middle	30	0	6	\$ -
Number of Birds Fly Long	30	0	4	\$ -
Total				\$ 2,125
Note: Pay \$1.50 per bird for birds in excess of 30 in short races				

Racing 2016

- The Management Committee want to maximise participation but still respect the importance of two lines of flight.
- Early season East Races are not well supported, generally participants prefer to start their birds over the hills later.

Racing 2016

Proposal

1. Sub-committee be formed for East Road and North Road enthusiasts to recommend
 - Race dates
 - Pricing
 - Releasing
 - Training ideas
2. Middle and Long Races
 - Still have traditional SAHPA race program for Middle & Long Distance Races, that is,
 - North 3 Middle 2 Long
 - East 3 Middle 2 long
 - Plus 2 Ten Bird Specials
3. Short Racing
 - North 8
 - East 4

Racing 2016

Possible Short Race Schedule as an example

- Week 1 Redhill
- Week 2 Stirling North
- Week 3 Stirling North
- Week 4 Stirling North
- Week 5 Hawker 1 & Lameroo 1
- Week 6 Hawker 2
- Week 7 Lameroo 2
- Week 8 Hawker 3
- Week 9 Ouyen 1
- Week 10 Parachilna
- Week 11 Ouyen 2

New Transporter

Management committee are investigating the options and will prepare detailed costings with the plan to have a meeting for all SAHPA members later this year.

- Reduce freight costs
- Improved conditions for birds
 - Ventilation
 - Watering
 - Feeding
 - Better returns
 - Better care (RSPCA)
- Quicker & Easier Loading

New Transporter – Specification Considerations

Tray top truck-

Own it (chattel mortgage) versus Rent it

Capacity-Truck and trailer ideally 3,000 and
1,500 birds

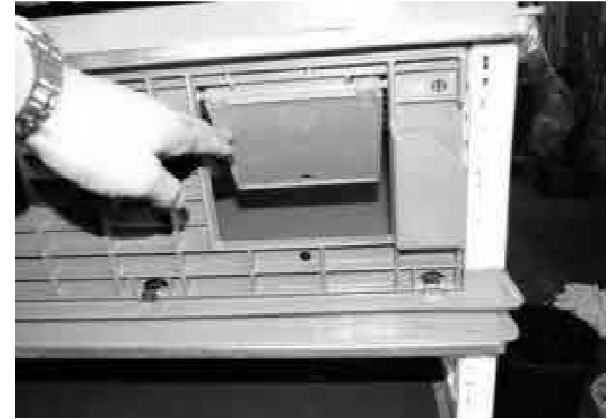
Flexibility- Trailer to have same hampers,
ventilation and watering.

Trailer used for short races like Hawker and ten
bird specials but also available to go East on
same weekend, towed behind large ute.

New Transporter – Specification Considerations

- Convoyer Comforts - bunk beds for driver and convoyer
- Automatic watering and levelling equipment
- Slide on crates
 - Aging participants
 - Work Health & Safety concerns
 - Aluminium versus plastic crates
- Platform no longer required, use

Example – Barcelona Club Transporter



Proposed Hamper Costing

- Purchase 2 x the number of hampers
- Clubs will take cleaned empty hampers back to club when they bring up birds for Race
- Proposed that clubs would buy one set and the SAHPA buy one set
- For example – Club that races maximum 3500 birds would buy 14 hampers at around \$220 each, at a total cost of around \$3,080
- Recommend Clubs do some fund raising

Example - Old Southern Racing Fed (Syd)



Example – Southern Racing Fed (Syd)

96 Hampers, 30 birds each, 2880
capacity

Purchase of used truck,
\$35000

-Conversion by company in
Sydney to make into a racing
pigeon unit \$25000

-Purchase and supply of 100
30 bird plastic baskets with
accessories \$200 each ie
20,000

Total was \$80,000 ball park



Summary of Proposal

- Membership Capitation for 2016 be \$220 inc GST
- Clubs to pay \$220 inc GST for Public Liability Insurance
- Rings will be \$1 per ring
- Pre-registration of Race Team as at 1/5/2016 at \$3 per bird, first 30 birds will be free to race (Payment by instalment plan will be considered)
- Club Chairmans to sell concept to their members