

Category	Strategic Priority	Action	Priority	Responsibility	Time-frame	Cost	Source of Funds	Performance Targets	Comments on whole of Sport Impact
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**FOCUS: 1 MANAGEMENT AND GOVERNANCE**

<b>1.1 Strategic Plan</b>	1 Monitor and review Strategic Plan 2009-13	1 Conduct Strategic planning/review meeting at Conferences	H	Stakeholders	Nov-09	\$1,000		Commitment of Plan	Opportunity for States and Members to have input in the direction of the sport	
		2 Circulate Strategic Plan updates after Conference	H	CEO	Jan-10			Commitment to plan		
		3 Develop 2010-11 Operational Plan after Conference	H	CEO	Apr-10				Distribution of Plan	
		4 Provide Stakeholders with Operational Plan	H	CEO	May-10				Commitment to Plans and blending with State Assns corresponding Operational Plans	

<b>1.2 National Office</b>	1 Maintain National Office	1 Conduct staff appraisals	H	CEO	Sep-09			Staff have feedback on performance and implement recommendations	Tenure of staff vital to the overall performance of the organisation	
		2. Conduct Skills audit and maintain current staff	H	CEO	Sep -09 & ongoing			A staff which is committed to the organisation	Staff have feedback on performance and implement recommendations	
		3. Maintain Hobart Office relevant components of the organisation	H	OM	Ongoing	\$171,500	AWPI		Organisation functions efficiently	
		4 Members Travel	M	FM	Ongoing	\$60,000	Members			
		5 - Sydney Office - maintain and develop resources for Sydney Head Office	H	CEO	Jul-09 & ongoing	\$180,000	AWPI	\$180,000	Role of CEO established	Significant opportunities to develop relationships with stakeholders

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<b>1.3 Member Conferences</b>	1 Maintain meeting schedule with Members	1 Conduct Annual Conference and half yearly conference	H	OM	Nov 09 & Jun 10	\$27,000	AWPI	Two conferences per year completed. Strategic Plan reviewed.	Cooperation between States, Members and AWPI vital to the development of the sport
		2 Publish and Distribute Annual Report	M	OM	Oct-09	\$6,000	AWPI	Annual report circulated to stakeholders	
		3 Meet with State Assn CEO's	H	OM	Nov-09	\$3,000		Meeting with CEO's at Annual Conference	
<b>1.4 Board &amp; Governance</b>	1 Board Meetings and Governance	1 Hold at least four (4) face to face meetings and phone conferences as necessary	H	CEO	Jun-10	\$24,000	AWPI	Meetings held	The Members have confidence in the Board
		2 Coopt Board members if necessary	M	President	Ongoing			Additional skills brought to the organisation	
		3 Identify courses and conferences to provide additional skills	M	Board	Ongoing			Directors have more confidence in recognising and handling situations	
		4 Review Constitution & By-Laws and ensure compliance by other manuals/ documents	H	Board	Sep-09			Updates of rules submitted to Conference	
	2 Set objectives for the next twelve months	1 Board lists the objectives for the organisation for the year	H	President	Mar-09			Board has performance criteria	
		2 Board reviews the performance of the organisation against the objectives set	H	Board	Jun-10		Board publishes its assessment		

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		3 Board reviews Directors personal performance and contribution	H	Board	Oct-09			Performance audit completed and acted upon	
<b>1.5 Financial</b>	1 Ensure Finance issues are conducted to the highest standard process is	1 Present regular timely and accurate financial reports (includes Fin Dept Salaries)	H	CEO	Monthly	\$70,000	AWPI	Board better informed to make decisions. ASC receive timely and meaningful reports	The best utilisation of funds is seen by members to be justified and transparent
		2 Create and review budgets for next financial period	H	OM/FM/Board	Quarterly			Budgets prepared and accepted before accounting period starts	
		3 Create and review cash flow for next financial period 2010-11	H	OM/Board	May-10			Cash flow available prior to next period	
		4 Determine surplus over a long-range forecast	M	FM	Jun-10			Long-term viability of the organisation ensured	
	2 External Audit	1 Ensure external audit is completed	M	FM	Oct-09	\$11,000	AWPI	Accounts audited and accepted	
<b>1.6 International Stage</b>	1 Maintain representation on FINA bodies	1 Nominate AWPI personnel for FINA roles (existing & new)	M	Board/SG	Jul-09			Return of existing incumbents to FINA, additional personnel added	Water polo in Australia is seen on the international scene as relevant and involved on the international stage
		2 Encourage FINA to hold meetings in Australia	M	SG	Ongoing			FINA meetings held	
	2 Develop personnel through International events	1 Place AWPI staff & volunteers at International events	M	Board/SG	Ongoing	\$5,000	AWPI	Nominated personnel offered and accepted roles	
	3 Conduct International tournaments in Australia	1 Identify opportunities for AWPI to host tournaments	H	SG/Board	Jan-10			Host at least one major tournament per year, identified tournament for senior men Sydney Jan '10	

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		2 Liaise with Government(s), ASC, AIS, AOC & other sponsors for tournaments	H	Board/SG	Jun-10			Tournaments supported financially	
<b>1.7 Policies &amp; Procedures</b>	1 Develop and maintain internal policies	1 Review with staff	M	CEO/Ray Mouwad	Oct-09			Policies adopted by staff, Board & all Stakeholders	AWPI is seen to be compliant with regulations and statutes whilst assisting Member States with their compliance requirements
		2 Review State Association Policies and Procedures to ensure that there is commonality between all Associations	H	OM	Sep 09 & Nov 09	\$5,000		All AWPI & State Associations policies common	
		3 Membership Protection Policy	H	NDM	Sep-09			MPP listed on AWPI and State Association websites along with MPIO information	
	2 Develop and maintain sport related policies	1 Update and develop sport related policies	M	OM	Ongoing			Distribution of new policies	
		2 Monitor Risk Management through development of Risk Management Policy and implementation of same, Risk Management committee meets annually	H	CEO	Mar-10			Risk management addressed, documented & distributed. Risk management committee meets at least annually	
<b>1.8 Facilities</b>	1 Foster good relations with facilities managers	1 Maintain and build relationships with pool operators/managers	L	All	Ongoing			Water Polo has good access to facilities	

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	2 Develop Water Polo specific venues	1 Provide standards for all developers of pools relating to pool requirements for water polo with recognition that a school pool may be different than a LGA pool.	L	SG	Ongoing			Developers aware of WP pool specifications	
		2 Identify potential sites for WP specific facilities	L	SG/Members	ongoing			Sites identified	
		3 Seek grants and/or funding for projects	L	SG	Jun-10			Funding available for development	
<b>1.9 Grants and Funding</b>	1 Meet regularly with ASC, AIS and other major funding bodies	1 Meet with ASC/AIS at least quarterly, also SIS/SAS	H	CEO	Quarterly	\$3,000	AWPI	Stakeholders aware of status of Water Polo	AWPI ensures its financial viability
		2 Prepare returns and reports on acquittal of funding	H	CEO	Jun-10			Reports submitted and accepted	
	2 Identify specific projects for alternate funding	1 Identify projects which attract possible funding/grants	H	CEO/OM/Boa rd	Ongoing			At least two specific projects identified annually	
		2 Apply for funding and/or grants	H	CEO	As identified			Success in achieving grant	
		3 Ensure that funding is acquitted as per MOU or FLSA	H	CEO	By agreed dates			Project completed successfully	
<b>1.10 AWPI Sponsorship</b>	1 Review sponsorship strategy	1 Review what it is that AWPI/water polo has to offer a potential sponsor	H	CEO	Oct-09			Report prepared and turned into sponsorship package	The opportunity exists for AWPI and the sport to become more self-sufficient
		2 Prepare sponsorship packages for various events	H	CEO	Oct-09			Packages created by ESP	
		3 Market packages	M	CEO	Mar-10			Fifty Packages out in the market	

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		4 Secure sponsorship at various levels & develop contracts for sponsorship deals	M	CEO	Jun-09			Five packages sold	Contracts detailing AWPI & Sponsors expectations
	2 Service the current and potential sponsors	1 Invite sponsors to participate in events	H	CEO	Ongoing	\$4,000	AWPI	Feedback positive from sponsors	
		2 Acknowledge sponsors including ASC in line with FSLA Appendix A guidelines	H	CEO	Ongoing			Feedback positive from sponsors	
	3 Recognise and acknowledge worth of sponsor	1 Liaise with current sponsors and ensure recognition on web site, annual reports, programs, fixtures and any other publication, includes transportation of signage	M	CEO	Ongoing	\$3,000	AWPI	Relationship extended	
		2 Secure new major sponsor	H	CEO	Jun-10			New cash/kind sponsor on board	
<b>TOTAL MANAGEMENT &amp; GOVERNANCE</b>						<b>\$573,500</b>			

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**FOCUS: 2 SPORTS DEVELOPMENT**

**2.1 Community Water Polo**

1. Flippa Ball	1. Further develop FB resources such as certificates posters, merchandising	H	NDM	Oct-09	\$2,000	ASC	New marketing resources for FB	Brand Awareness of the FB program and logo enhanced
	2. Provision of a marketing plan for the uniform delivery of FB	H	NDM/SSO Outside Provider	Dec-09	\$3,500	ASC	Product plan developed for uniform implementation of FB throughout Australia	Uniform FB Program
2. Club Development Blog	1. 'Outside 5m Newsletter' converted to Online Blog	H	NDM	Aug-09	\$1,000	ASC	Online Blog targeted towards clubs & associations providing up-to-date initiatives.	Communication to clubs & associations enhanced.
3. Improve relationships and build partnerships with SSO's	1. Two day development workshop with SSOs replaced with Online SKYPE/ADOBE Connect meetings	H	NDM	Aug 09/Nov 09/Feb 10/May 10	\$4,500	AWPI/ASC	Increased communication process and policy development re initiatives.	New partnerships formed with SSO's to help and support ongoing state and national development initiatives.

**2.2 National Programs**

1. National Coaching Course Calendar	1. Update national coaching course calendar regularly	M	NDM	Ongoing	\$0	ASC	Coaching Education Calendar available online	Members gain access to scheduled course training dates
2. Club Coach Water Polo Manual	1. New manual developed	M	NDM	Jun-10	\$2,000	ASC	New coaching resource	New Club Coaching DVD made available to coaches and members
3. Coaching & Referee Courses	1. New Community /Flippa Ball™ Coach Course developed and approved under NCAS	M	NDM/SSO's	Jan-10	\$2,500	ASC	0-5 applicants to be trained as Community Coach.	Community Coach/Flippa Ball Coaches trained to deliver AWPI FB Program & AASC
	2. HP coaches surveyed to update HP course structure	M	NDM/National Coaches	Ongoing	\$0	ASC	HP Course updated to reflect changes	Up to date program now available

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		3. Updated HP course resources made available via correspondence, clinics and secure coach webpage		NDM/National Coaches	May-10	\$2,000	ASC	0-5 applicants to be trained as HP Coach.	Flexible delivery made available to HP coaches
		4. Coach & Referee Presenter/Assessor Courses conducted in every state		NDM/State Body	Ongoing	\$5,000	ASC	0-5 applicants to be trained as Assessor & Presenters in each state.	Uniform delivery of Club Coach coaching course
		5. Conduct Club Coach/Senior Club Coach/NOAS Level 1 & 2 Courses on behalf of SSOs that don't have the resources to do so		NDM	When Demand Requires	\$5,000	ASC	0-10 applicants to be trained as Club Coaches in states that don't have the capacity to conduct courses.	All states provided with equal opportunity in providing members with training programs
		6. Update, renew and submit the NOAS Level 1 Referee Course		NDM	Aug-09	\$500	AWPI	Old NOAS Level 1 Course updated to reflect new rule changes and trends	Uniform delivery of updated NOAS Level 1 Referee Course
		7. Resources & procedures developed for the conduct of senior coach clinics in each state		NDM	Sep-09	\$1,000	AWPI	Delivery of senior club coaching clinics in most states. Modules conduct over 12 month period	Flexible delivery made available to all coaches via presentation of SIS/SAS Coaches.
	4. Coaching Conference	1. Conduct National Coaching Conference, invite keynote overseas coach	M	NDM	May-10	\$14,000	AWPI/ASC special grant \$10k	1st National Coaching Conference held	Networking opportunities made available for coaches
	5. Coaching newsletter	1. Transformed into a online coaching blog	M	NDM	Ongoing	\$500	AWPI	Online Blog targeted towards coaches providing new trends and up-to-date information.	Coaches provided with opportunity to interact with AWPI

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	6. FINA Referees	1. Provide recommendations re the appointments of referees to the FINA List, FINA Events and international tours to the board.	M	NDM	Nov-09	\$0	ASC	0-7 referees recommended to board for appointment to FINA List 2007. Referees recommended for appointment to international tours.	FINA Referees given international experience and exposure
	7.	1. Undertake the appointment of Technical Coordinator (TC) for 1 National Championship.	M	NDM	Jun-10	\$500	ASC	(TC) appointed to National State championships.	
	8. Referee Conference	1. Conduct of AWPI Officiating Conference with appropriate stakeholders		NDM	Jan-10	\$6,000	ASC	Stakeholders consulted to address the issues of officiating from grassroots to HP	Officiating Strategic Plan developed to address the areas of development & retention and pathways
	9. FINA School	1. Conduct of FINA School	H	SG/NDM	Apr-10	\$0	ASC	0-15 referees pass FINA School.	Increased number of trained referees for international/NWPL appointment
<b>2.3 Member Protection</b>	1.Membership protection review	1. Review process and procedures.	M	NDM	May-09	\$3,000	ASC/AWPI	AWPI MPP complaints process and procedures updated to meet AWPI & state legislation.	Updated Membership Protection Policy
	2. AWPI Codes of Behaviour	1. Review Codes of Behaviour.	M	NDM	May-09	\$0	ASC/AWPI	Codes of Behaviour updated.	
<b>2.4 Category Servicing</b>	1. AWPI development web pages	1. Update & maintain AWPI Development Web Pages & Flippa Ball™ (FB) Wiki	H	NDM	Ongoing	\$1,500	AWPI/ASC	Upgraded web page.	Development resources and procedures made available for access via website.

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	2. Club Development Blog	1. Update & maintain 5m Online Blog	H	NDM	Ongoing	\$1,000	ASC	Online Blog targeted towards clubs & associations providing up-to-date initiatives.	Communication to clubs & associations enhanced.
	3. AWPI Coach Accreditation Database	1. Management and maintenance of AWPI Accreditation Database (SAO)	H	NDM	Monthly	\$3,000	ASC	All accreditation processes managed by AWPI	Coaches now register/re-register via AWPI
	4. Education Resources & Professional Development	1. Purchase of sport education resources and attendance at conferences etc to help develop coach/officiating education resources.	L	NDM	Ongoing	\$4,500	ASC/AWPI	New education resources created.	Development Office software and resources kept updated
	5. Secure Coach/Referee WebPages	1. Update & maintain resource based coaching & referee pages	M	NDM	Ongoing	\$1,000	ASC	A specific resource based coaching & referee pages developed	Accredited coaches & referees provided new and improved access to new resources
	6. Secure ongoing and further funding	1. Have quarterly meetings with ASC staff regarding sports development strategic priorities.	M	NDM	Quarterly	\$3,000	AWPI/ASC	Access face to face support from ASC consultants to help drive the operational plan	Quarterly meetings held with ASC
	7. ASC acquittal report	1. Prepare report on acquittal of development funding for ASC and develop new draft Sport Development FSLA for presentation to the Board.	H	NDM	Apr-09	\$1,000	ASC	FSLA Sport Development report submitted to ASC within requested time-frame.	Report regarding strategic priorities completed for 2007/08.
	8. RPL, EAF, electronic accreditation processing	1. Process Required Prior Learning (RPL) & Elapsed Accreditation Applications (EAF).	M	NDM	Ongoing	\$2,000	AWPI/ASC	Decrease in the number of unaccredited coaches & officials.	Risk to the organisation reduced.

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		2.Database input of newly accredited coaches and referees.	H	NDM	Ongoing	\$2,000	AWPI	Newly accredited coach/officials uploaded monthly to ASC database.	More streamlined process developed to process new accreditations.
	6.Provision of reports	1.Provide reports to AWPI Board.	M	NDM	Ongoing	\$1,000	AWPI	Reports on operational plan submitted for each board when required meeting.	Board kept up-to-date re sports development.
<b>2.5 Indigenous Development</b>	1. Indigenous Sports Program	1. Investigate the provision of an Indigenous Sports Program (IDS) via Flippa ball	M	NDM	Jul-09	\$0	AWPI	IDS Framework Commenced	
		2. Form partnerships with Indigenous Development Officers, State Sport & Recs and SSOs for implementation of IDS	M	NDM/SSO/ID O Dept of Sport & Rec	Ongoing	\$0	AWPI	New partnerships formed	
		3. Investigate ASC funding, State Sport & Recs, and Dept of Health & Ageing for the commencement of the FB program	M	ASC/NDM	Jul-10	\$0	AWPI	Apply for additional funding to support a new indigenous program for water polo 2010/11	New funding grants identified to increase participation at the grass roots level
<b>TOTAL SPORTS DEVELOPMENT</b>						<b>\$73,000</b>			

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**FOCUS: 3 HIGH PERFORMANCE**

**3.1 Provision of the best opportunity for competition, training and touring structure as is financially sustainable including individual athletes accessing overseas playing and training opportunities**

1) Men- Select and send National Teams to benchmark International events	H	HC						Top Asia/Oceania qualifier for World League, Commonwealth Championships 1st	Ensures that the best possible outcomes are achieved for elite athletes
2) Men-Participate in as many quality International matches as possible	H	HC/HPC				\$301,745	AWPI/ASC	Minimum of 25 quality international standard games.	
3) Men –Advise and assist placement for as many identified key players as possible in appropriate European or international clubs		HC			Jul-09			Key players are located in suitable overseas clubs	
4) Men- Establish and maintain management of Australian athletes playing professionally overseas	H	HC			Dec-09			Protocols or case management for athletes established	
5) Men- Engage overseas coach to monitor players whilst away (Subject to finance)	H	HC			Feb-10			Coach employed or contracted	
6) Men-Develop strategy for engagement of performance analysis resource to service men's program	H	HC			Feb-10			Strategy developed	
7) Men-Conduct 3 Australian based camps	H	HC			Jun10			Team unity/selection and opportunity to test athletes	
8) Men- Financial support of athletes (Subject to finance)	H	HPC/HC			Sep-09	\$50,000	AWPI/ASC	Athletes supported	

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		Junior Men (B'89)- Minimum of 1 International Tour and maximize number of games/training opportunities as financially possible	H	HC	Ongoing	\$90,000	\$15000 ASC/ AWPI \$75000 athlete contributions	International experience gained against European championship teams preparing for European Championships	International experience gained
		Youth Boys (B'91)-Minimum of 1 International Tour and maximize number of games/training opportunities as financially possible	H	HC	Ongoing	\$125,000	\$55000 ASC \$70000 athlete contributions	World Championships top 4	
		1) Women Select and send National Teams to bench mark International events	H	HC				Top 3 in World League Final Commonwealth Championships 1st	
		2) Women Participate in as many quality international matches as possible	H	HC/HPC		\$391,755	ASC/AOC	Minimum of 25 quality international standard games.	
		3) Women to use AIS Varese as a training centre in preparation for European based competition	H				ASC	Acclimatised in Europe appropriately. Practice matches against European teams achieved	
		4) Women conduct minimum of 3 up to 5 Australian based camps	H	HC	Jun-10			Team unity/selection and opportunity to test athletes	
		5)Women Financial support of athletes (Subject to finance )	H	HPC/HC	Oct-09	\$30,000		Athletes supported (AWPI/AGSTG)	
		Junior Women (B'89)- Minimum of 1 International Tour and maximize number of games/training opportunities as financially possible		HC/JC		\$95,000	\$15000 ASC \$80000 athlete contributions	International experience gained against European championship teams preparing for European Championships	

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		Youth Girls (B'91)- Minimum of 1 International Tour and maximize number of games/training opportunities as financially possible		HC/YC		\$140,000	\$55000 ASC \$85000 athletes contributions	World Championships top 3	
<b>3.2 Continued review and refinement of the national athlete and coach pathways.</b>		1) Select and manage athletes with most potential	H	HC	Ongoing			Review and revise selection policy for all Australian teams. National athlete pathway is clearly understood by all key stakeholders <b>Men</b> - Athletes available for National duty <b>Women</b> - Scholarship offers accepted (90%-100%)	
		2) To provide underpinning coaches adequate opportunity for national team duties where appropriate (senior, junior and youth)		HC				Coaches released by key stakeholders for national team duties	
		3) Women – Manage effective development of ASC scholarship coach	H	HC/HPC	Ongoing			Scholarship application successful and Coach develops skills that enhance employment opportunity	
		4) Recruitment of next generation coaches in national junior programs	H	HC/HPC	Ongoing			Head Coaches plus key stakeholders satisfied with selection, standard and intensity of training	
		5) Provide on-going professional development opportunities for all coaches & HP Staff						Coach to attend at least 3 development workshops if finances allow	

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		6) Women Provide professional development R. Moar and A. Osadchuk	H	HC	Subject to funding	\$20,000	ASC	Research project completed	
		7) Continue to examine coaching trends in other sports	H	HPC	Ongoing			Report to National League and AWPI Boards with recommendations	
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<b>3.3 AWPI will be effective in supporting the High Performance program</b>		1) Annually review both men's and women's programs	HPC		Ongoing			Program delivers KPI's and operates within budget parameters Annual review of programs held each year	
		2) Introduce an appropriate performance management system to continually improve all HP staff		CEO				Systems established	
		3) Enable opportunities for athletes to contribute to strategic & management direction of HP program		HPC				Athletes empowered to contribute to planning for HP success. At least 2 Athlete Commission meetings convened	
		4) Athlete, coach & HP staff to adhere to AWPI code of conduct		AWPI				Awareness of AWPI code of conduct and is distributed to all squad members	
		5) Provide best coaches and administrators to deliver high performance program		AWPI/ HPC				Clarity of roles and responsibilities	
		5a) Men				\$432,250			
		5b) Women				\$329,250			

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		6) Men & Women – Review domestic competition to maximise opportunities to prepare the National Team. (e.g. Currently the National League and SSO first grade competitions saturate competition opportunities over 4-5 month period.)	H	NC	Dec-09			National League reviewed to align with High Performance outcomes	
		7) Maintain compliance with anti-doping requirements by undertaking to abide by, implement and enforce its anti-doping policy to the satisfaction of all stakeholders	H	AWPI	Ongoing	\$4,500	ASC	Compliance met to the satisfaction of ASC	Sport is drug free
		8) Provide ASADA and the ASC with relevant information in a timely manner, including AWPI and FINA anti-doping policies, policy amendments, policy endorsement and implementation date, athlete whereabouts information and athlete education	H	AWPI	Ongoing			Provision of information within ASC and ASADA timelines	
		9) Continue to develop result management processes for anti-doping rule violations	M	HPC	Aug-09			Result management endorsed by the Board	
		10) Continue education for AWPI athletes, coaches and managers	H	HPC	Sep-09			Education program in place	

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		11) HC (Men & Women) to spend time working in Sydney office	H	CEO				HC when in Australia are in Sydney office 2-3 times a week. AWPI ensure appropriate equipment is supplied	
<b>3.4 Effective partnerships that promote the development of athletes across Australia</b>		1) National Leadership and benchmarking is provided to SIS/SAS and underpinning programs	HC					Benchmarking has been established and distributed to all key stakeholders	
		2) Convene regular Pathway to Podium (P2P) meetings	H	P2P	Jun-10			2 meetings a year convened	
		3) Convene regular national workshops for High performance coaches to enable sharing of critical and technical information across all levels and gender within waterpolo	H	NC	Jun-10			Workshops convened	
		4) Coach and athlete available when convenient if/when marketing opportunities arise	H	AWPI	Ongoing			Greater public awareness	
		5) Men & Women – Make optimum use of ancillary services available from State Institutes and Australian Institute of Sport e.g.. Sports Science, Sports Psychology, Nutrition etc.	H	HPC	Ongoing	\$5,500	ASC	At least 3 sessions by all NTC members in each key area. Maximum utilisation during centralised training camps.	
		5a) Men				\$24,000			
		5b) Women				\$24,000			

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		6) Junior Men – Make optimum use of ancillary services available from State Institutes and Australian Institute of Sport e.g.. Sports Science, Sports Psychology, Nutrition etc.	H	HPC	Ongoing			At least 3 sessions by all NTC members in each key area.	
		7) Junior Women – Make optimum use of ancillary services available from State Institutes and Australian Institute of Sport e.g.. Sports Science, Sports Psychology, Nutrition etc.	H	HPC	Ongoing			At least 3 sessions by all NTC members in each key area. Maximum utilisation at AIS for centralised program. Maximisation utilisation of SIS/SAS resources acquired when needed.	
<b>3.5 Identification of new research, training techniques, information and equipment to optimise performance</b>		1) Examine trends & opportunities for joint ventures with key stakeholders	M	HPC	Ongoing	\$32,000	ASC	Plan developed with approval by AWPI/ASC/SIS/SAS.	Provides ongoing research into various techniques
		2) Seek national and international trends in sport, business, media, HR, legal, insurance and other matters affecting HP	M	HPC	Ongoing			Opportunities opened for AWPI to develop	
<b>TOTAL HIGH PERFORMANCE</b>						<b>\$2,095,000</b>			

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**FOCUS: 4 OPERATIONS**

<b>4.1 National Championships</b>	1 Conduct National Championships	1 Review age groups and time slots for National Championships at Annual Conference	H	OM	Nov-09	\$5,000	AWPI	Published details for each event	Conduct of National Championships provides pathway for athletes, coaches and officials	
		2 Conduct National Championships	H	OM	As determined	\$131,000	AWPI	Events successfully completed		
		2a Team Air Travel	L	OM	As requested	\$30,000	Members			
		3 Look at presentation of other sports' events to draw on their experience to enhance the AWPI Championships	M	OM	Ongoing			Feedback on presentation from stakeholders		
		4 Take opportunity presented through Australian Schools Sport to assist with this event	H	OM	May-10			Athletes from all states participate		Vital part of the athletes pathway
		5 Offer assistance to Australian Country Championships	M	OM	May-10					
		6 Conduct mature age championships	M	OM	Oct-09			Regular mature age events		
		7 Refine the Tournament handbook and Managers handbook	M	OM	ongoing		Distribution and use of Handbooks			
<b>4.2 Development Foundation</b>	1 Promote and grow the Foundation	1 Finalise the Foundation structure and registration	M	CEO	Nov-09 and ongoing	\$2,500	AWPI	Foundation recognised by entire water polo family	Offers an alternative fund raising source whilst giving opportunities for Members to have access to funds	
		2 Promote to prospective applicant for funding	M	CEO	Nov-09 and ongoing			Opportunities recognised by applicants		

Category	Strategic Priority	Action	Priority	Responsibility	Time-frame	Cost	Source of Funds	Performance Targets	Comments on whole of Sport Impact	
<b>4.3 Awards &amp; Acknowledgement</b>	1 Awards	1 Conduct Awards dinner including Hall of Fame	L	OM	May-10	\$5,000	AWPI	Further Hall of Fame inductees	Opportunity to acknowledge past performers	
		3 Nominate AWPI heroes for other awards and Sporting Hall of Fame	L	OM	Ongoing			Heroes inducted		
<b>4.4 Athletes Commission</b>	1 Maintain Athletes Commission	1 Address any major issues which Athletes have	H	OM	Ongoing			Athletes Commission meets at least twice a year	Athletes feel more involved in processes	
		2 Liaise with Board on any issues	H	OM	Ongoing			Athletes Commission meets with Board at least once a year		
<b>4.5 Insurance &amp; Risk Management</b>	1 Manage identified risks	1 Update Risk Management Plan and distribute to Board and Members	H	CEO	Mar-10			Meetings held, actions documented	Organisation operates efficiently	
		2 Monitor Insurance	1 Monitor insurance trends within the sports industry	H	OM	Ongoing			Trends identified and documented	
		2 Obtain best value insurance and premiums	H	OM	Ongoing	\$102,000	AWPI	Premiums and benefits in AWPI favour		
		3 Ensure Insurance Policies renewed	H	OM	Ongoing			Premiums and benefits in AWPI favour		
<b>4.6 IT and E-communication</b>	1 Use IT and technology to communicate with members	1 Maintain web site	M	MM/OM	Ongoing	\$30,000	AWPI	New web content	Communications become more timely	
		2 Use the web site and electronic mail to deliver news	M	MM	Ongoing			Upgraded web page to be on line		
		3 Create media guide	M	MM/OM	Dec-09			Media guide available	public have easy access to information	

Category	Strategic Priority	Action	Priority	Responsibility	Time-frame	Cost	Source of Funds	Performance Targets	Comments on whole of Sport Impact
<b>4.7 National Data Base</b>	1 Collect Capitation fees and insurance payments	1 Consolidate membership information via two monthly returns	M	OM	Ongoing			Membership list available	Members have easy access to information
	2 National Data Base	1 Liaise with State Members to ensure their needs are met and they are committed to the project, assist states where database administrator is a volunteer	H	OM	Ongoing			Committee of state members established to drive the project	
		2 Renew licences for Sporting Pulse software	M	OM	Oct-09	\$8,600	AWPI	Agreement reached within above committee	
<b>4.8 Merchandise</b>	1 Create a demand for merchandise	1 Continue to monitor what "gear" will sell	L	OM	Jul-08			Survey completed	Offers an alternative to standard sources of funds and adds a brand to water polo
		2 Liaise with Turbo	L	OM	Ongoing			Stock available	
		3 Market merchandise at events, through State offices, on the web etc	L	OM	Ongoing	\$118,000	AWPI	Fifty percent turnover of stock	
<b>4.9 National Water Polo League</b>	1 Conduct of league	1 Organise and conduct NWPL for 2010	H	OM	May-10	\$437,500	AWPI	NWPL season completed	Provides an opportunity for the top athletes to compete against each other more frequently while showing a pathway for other athletes
		2 Review and further develop Operations Manual	H	OM	Jan-09			NWPL enhanced	
		3 Develop strategic directions for league	H	OM	Ongoing			Strategic Directions published	
		4 Develop longterm strategies for league enveloping Australasia	H	OM/NLC	Ongoing			Long term strategies published	
		5 Liaise with Australasian Federations on inclusion into NWPL	H	OM/NLC	Ongoing			Successful negotiation with Federations	

Category	Strategic Priority	Action	Priority	Responsibility	Time-frame	Cost	Source of Funds	Performance Targets	Comments on whole of Sport Impact
		6 Investigate Streaming of games and/or television coverage	M	OM	Dec-09	\$50,000			
<b>TOTAL OPERATIONS</b>						<b>\$919,600</b>			
<b>TOTAL EXPENDITURE</b>						<b>\$3,661,100</b>			



# AUSTRALIAN WATER POLO INC

## MONTHLY EXPENDITURE CASH FLOW BUDGET 2009-2010

Item		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	
Category	Strategic Priority	Action	Time-frame	Cost											
		4 Review Constitution & By-Laws and ensure compliance by other manuals/ documents	By-Sep-09												
	2 Set objectives for the next twelve months	1 Board lists the objectives for the organisation for the year	Mar-09												
		2 Board reviews the performance of the organisation against the objectives set	Jun-10												
		3 Board reviews Directors personal performance and contribution	Oct-09												
				\$24,000	\$6,000		\$6,000		\$6,000		\$6,000		\$6,000	\$24,000	
<b>1.5 Financial</b>	1 Ensure Finance issues are conducted to the highest standard process is appropriate	1 Present regular timely and accurate financial reports (includes Fin Dept Salaries)	Monthly	\$70,000	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$70,000
		2 Create and review budgets for next financial period	Quarterly												
		3 Create and review cash flow for next financial period 2010-11	May-10												
		4 Determine surplus over a long-range forecast	Jun-10												
	2 External Audit	1 Ensure external audit is completed	Oct-09	\$11,000					\$11,000						\$11,000
				\$81,000	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$16,833	\$5,833	\$5,833	\$5,833	\$5,833	\$81,000
<b>1.6 International Stage</b>	1 Maintain representation on FINA bodies	1 Nominate AWPI personnel for FINA roles (existing & new)	Jul-09												
		2 Encourage FINA to hold meetings in Australia	Ongoing												
	2 Develop personnel through International events	1 Place AWPI staff & volunteers at International events	Ongoing	\$5,000		\$1,250			\$1,250		\$1,250			\$1,250	\$5,000
	3 Conduct International tournaments in Australia	1 Identify opportunities for AWPI to host tournaments	Jan-10												
		2 Liaise with Government(s), ASC, AIS, AOC & other sponsors for tournaments	Jun-10												
				\$5,000		\$1,250			\$1,250		\$1,250			\$1,250	\$5,000



# AUSTRALIAN WATER POLO INC

## MONTHLY EXPENDITURE CASH FLOW BUDGET 2009-2010

Item					Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	
Category	Strategic Priority	Action	Time-frame	Cost														
					\$3,000		\$750			\$750			\$750			\$750	\$3,000	
<b>1.10 AWPI Sponsorship</b>	1 Review sponsorship strategy	1 Review what it is that AWPI/water polo has to offer a potential sponsor	Oct-09															
		2 Prepare sponsorship packages for various events	Oct-09															
		3 Market packages	Mar-10															
		4 Secure sponsorship at various levels & develop contracts for sponsorship deals	Jun-09															
	2 Service the current and potential sponsors	1 Invite sponsors to participate in events	Ongoing	\$4,000					\$2,000						\$2,000		\$4,000	
		2 Acknowledge sponsors including ASC in line with FSLA Appendix A guidelines	Ongoing															
	3 Recognise and acknowledge worth of sponsor	1 Liaise with current sponsors and ensure recognition on web site, annual reports, programs, fixtures and any other publication, includes transportation of signage	Ongoing	\$3,000			\$800			\$600			\$800	\$800			\$3,000	
		2 Secure new major sponsor	Jun-10															
					\$7,000			\$800	\$2,000	\$600			\$800	\$2,800			\$7,000	
<b>TOTAL MANAGEMENT &amp; GOVERNANCE</b>					<b>\$513,500</b>	<b>\$35,125</b>	<b>\$41,125</b>	<b>\$39,625</b>	<b>\$35,925</b>	<b>\$69,125</b>	<b>\$48,125</b>	<b>\$35,725</b>	<b>\$41,125</b>	<b>\$37,125</b>	<b>\$35,925</b>	<b>\$43,925</b>	<b>\$50,625</b>	<b>\$513,500</b>









# AUSTRALIAN WATER POLO INC

## MONTHLY EXPENDITURE CASH FLOW BUDGET 2009-2010

Item		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	
Category	Strategic Priority	Action	Time-frame	Cost											
		2) Women Participate in as many quality international matches as possible		\$391,755	\$130,585	\$130,585							\$130,585	\$391,755	
		3) Women to use AIS Varese as a training centre in preparation for European based competition													
		4) Women conduct minimum of 3 up to 5 Australian based camps	Jun-10												
		5) Women Financial support of athletes (Subject to finance )	Oct-09	\$30,000	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$30,000	
		Junior Women (B'89)- Minimum of 1 International Tour and maximize number of games/training opportunities as financially possible		\$95,000	\$55,000	\$40,000								\$95,000	
		Youth Girls (B'91)- Minimum of 1 International Tour and maximize number of games/training opportunities as financially possible		\$140,000	\$70,000	\$70,000								\$140,000	
				\$1,223,500	\$425,333	\$410,333	\$96,667	\$6,667	\$6,667	\$6,667	\$6,667	\$6,667	\$6,667	\$237,833	\$1,223,500
<b>3.2 Continued review and refinement of the national athlete and coach pathways.</b>		1) Select and manage athletes with most potential	Ongoing												
		2) To provide underpinning coaches adequate opportunity for national team duties where appropriate (senior, junior and youth)													
		3) Women – Manage effective development of ASC scholarship coach	Ongoing												
		4) Recruitment of next generation coaches in national junior programs	Ongoing												
		5) Provide on-going professional development opportunities for all coaches & HP Staff													
		6) Women Provide professional development R.Moar and A.Osadchuk	Subject to funding	\$20,000						\$20,000				\$20,000	





# AUSTRALIAN WATER POLO INC

## MONTHLY EXPENDITURE CASH FLOW BUDGET 2009-2010

Item					Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
Category	Strategic Priority	Action	Time-frame	Cost													
		6) Junior Men – Make optimum use of ancillary services available from State Institutes and Australian Institute of Sport e.g.. Sports Science, Sports Psychology, Nutrition etc.	Ongoing														
		7) Junior Women – Make optimum use of ancillary services available from State Institutes and Australian Institute of Sport e.g.. Sports Science, Sports Psychology, Nutrition etc.	Ongoing														
					\$53,500	\$4,458	\$4,458	\$4,458	\$4,458	\$4,458	\$4,458	\$4,458	\$4,458	\$4,458	\$4,458	\$4,458	\$53,500
<b>3.5 Identification of new research, training techniques, information and equipment to optimise performance</b>		1) Examine trends & opportunities for joint ventures with key stakeholders	Ongoing	\$32,000	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$32,000
		2) Seek national and international trends in sport, business, media, HR, legal, insurance and other matters affecting HP	Ongoing														
					\$32,000	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$32,000
<b>TOTAL HIGH PERFORMANCE</b>					<b>\$2,095,000</b>	<b>\$496,292</b>	<b>\$481,292</b>	<b>\$167,625</b>	<b>\$77,625</b>	<b>\$77,625</b>	<b>\$77,625</b>	<b>\$97,625</b>	<b>\$77,625</b>	<b>\$77,625</b>	<b>\$77,625</b>	<b>\$308,792</b>	<b>\$2,095,000</b>

# AUSTRALIAN WATER POLO INC

## MONTHLY EXPENDITURE CASH FLOW BUDGET 2009-2010

Item		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total			
Category	Strategic Priority	Action	Time-frame	Cost													
<b>FOCUS: 4 OPERATIONS</b>																	
<b>4.1 National Championships</b>	1 Conduct National Championships	1 Review age groups and time slots for National Championships at Annual Conference	Nov-09	\$5,000					\$5,000					\$5,000			
		2 Conduct National Championships	As determined	\$131,000	\$7,000	\$7,000	\$9,000	\$21,000	\$6,500	\$8,000	\$17,000	\$5,500	\$5,500	\$27,000	\$7,500	\$10,000	\$131,000
		2a Team Air Travel	As requested	\$30,000				\$7,500			\$15,000			\$7,500			\$30,000
		3 Look at presentation of other sports' events to draw on their experience to enhance the AWPI Championships	Ongoing														
		4 Take opportunity presented through Australian Schools Sport to assist with this event	May-10														
		5 Offer assistance to Australian Country Championships	May-10														
		6 Conduct mature age championships	Oct-09														
		7 Refine the Tournament handbook and Managers handbook	ongoing														
				\$166,000	\$7,000	\$7,000	\$9,000	\$28,500	\$11,500	\$8,000	\$32,000	\$5,500	\$5,500	\$34,500	\$7,500	\$10,000	\$166,000
<b>4.2 Development Foundation</b>	1 Promote and grow the Foundation	1 Finalise the Foundation structure and registration	Nov-09 and ongoing	\$2,500					\$2,500							\$2,500	
		2 Promote to prospective applicant for funding	Nov-09 and ongoing														
				\$2,500					\$2,500							\$2,500	
<b>4.3 Awards &amp; Acknowledgement</b>	1 Awards	1 Conduct Awards dinner including Hall of Fame	May-10	\$5,000										\$5,000		\$5,000	
		3 Nominate AWPI heroes for other awards and Sporting Hall of Fame	Ongoing														
				\$5,000										\$5,000		\$5,000	
<b>4.4 Athletes Commission</b>	1 Maintain Athletes Commission	1 Address any major issues which Athletes have	Ongoing														
		2 Liaise with Board on any issues	Ongoing														

# AUSTRALIAN WATER POLO INC

## MONTHLY EXPENDITURE CASH FLOW BUDGET 2009-2010

Item	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total					
<b>4.5 Insurance &amp; Risk Management</b>																		
1 Manage identified risks																		
1 Update Risk Management Plan and distribute to Board and Members				Mar-10														
2 Monitor Insurance				Ongoing														
1 Monitor insurance trends within the sports industry				Ongoing														
2 Obtain best value insurance and premiums				Ongoing	\$102,000		\$64,000		\$7,000		\$17,000		\$14,000	\$102,000				
3 Ensure Insurance Policies renewed				Ongoing														
					\$102,000		\$64,000		\$7,000		\$17,000		\$14,000	\$102,000				
<b>4.6 IT and E-communication</b>																		
1 Use IT and technology to communicate with members				Ongoing	\$30,000	\$1,000	\$1,500	\$6,000	\$1,000	\$1,000	\$13,500	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$30,000
1 Maintain web site				Ongoing	\$30,000	\$1,000	\$1,500	\$6,000	\$1,000	\$1,000	\$13,500	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$30,000
2 Use the web site and electronic mail to deliver news				Ongoing														
3 Create media guide				Dec-09	\$30,000	\$1,000	\$1,500	\$6,000	\$1,000	\$1,000	\$13,500	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$30,000
<b>4.7 National Data Base</b>																		
1 Collect Capitation fees and insurance payments				Ongoing														
1 Consolidate membership information via two monthly returns				Ongoing														
2 National Data Base				Ongoing														
1 Liaise with State Members to ensure their needs are met and they are committed to the project, assist states where database administrator is a volunteer				Ongoing														
2 Renew licences for Sporting Pulse software				Oct-09	\$8,600			\$8,600						\$8,600				
					\$8,600			\$8,600						\$8,600				
<b>4.8 Merchandise</b>																		
1 Create a demand for merchandise				Jul-08														
1 Continue to monitor what "gear" will sell				Jul-08														
2 Liaise with Turbo				Ongoing														
1 Continue to monitor what "gear" will sell				Ongoing														
3 Market merchandise at events, through State offices, on the web etc				Ongoing	\$118,000	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$118,000
					\$118,000	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$118,000
<b>4.9 National Water Polo League</b>																		
1 Conduct of league				May-10	\$437,500	\$5,500	\$5,000	\$1,000		\$1,000	\$10,000	\$100,000	\$120,000	\$90,000	\$55,000	\$50,000	\$437,500	
1 Organise and conduct NWPL for 2010				May-10	\$437,500	\$5,500	\$5,000	\$1,000		\$1,000	\$10,000	\$100,000	\$120,000	\$90,000	\$55,000	\$50,000	\$437,500	

# AUSTRALIAN WATER POLO INC

## MONTHLY EXPENDITURE CASH FLOW BUDGET 2009-2010

Item					Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	
Category	Strategic Priority	Action	Time-frame	Cost														
		2 Review and further develop Operations Manual	Jan-09															
		3 Develop strategic directions for league	Ongoing															
		4 Develop longterm strategies for league enveloping Australasia	Ongoing															
		5 Liaise with Australasian Federations on inclusion into NWPL	Ongoing															
		6 Investigate Streaming of games and/or television coverage	Dec-09	\$50,000									\$12,500	\$12,500	\$12,500	\$12,500	\$50,000	
					\$487,500	\$5,500	\$5,000	\$1,000	\$1,000	\$10,000	\$100,000	\$132,500	\$102,500	\$67,500	\$62,500	\$487,500		
<b>TOTAL OPERATIONS</b>					<b>\$919,600</b>	<b>\$23,333</b>	<b>\$23,333</b>	<b>\$24,833</b>	<b>\$112,933</b>	<b>\$24,833</b>	<b>\$39,333</b>	<b>\$52,833</b>	<b>\$133,333</b>	<b>\$148,833</b>	<b>\$147,833</b>	<b>\$104,833</b>	<b>\$83,333</b>	<b>\$919,600</b>
<b>TOTAL EXPENDITURE</b>					<b>\$3,601,100</b>	<b>\$555,458</b>	<b>\$550,083</b>	<b>\$234,042</b>	<b>\$231,442</b>	<b>\$176,417</b>	<b>\$170,542</b>	<b>\$176,642</b>	<b>\$274,917</b>	<b>\$264,542</b>	<b>\$265,342</b>	<b>\$247,717</b>	<b>\$453,958</b>	<b>\$3,601,100</b>

# AUSTRALIAN WATER POLO INC

## MONTHLY CASH FLOW FORECAST 2009-2010

Item	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
<b>Income</b>													
<b>Management &amp; Governance</b>													
Capitation Fees		\$ 50,000		\$95,000		\$100,000		\$30,000		\$15,000		\$10,000	\$300,000
Affiliation Fees				\$800									\$800
Bank Interest	\$2,400	\$1,500	\$1,000	\$1,000	\$1,500	\$1,800	\$2,000	\$2,000	\$1,800	\$1,500	\$2,000	\$1,500	\$20,000
Sponsorship					\$22,500				\$22,500				\$45,000
ASC Grant - CEO													
Members Travel	\$5,200	\$5,200	\$5,200	\$5,200	\$5,200	\$5,200	\$5,200	\$5,200	\$5,200	\$5,200	\$5,200	\$5,200	\$62,400
Miscellaneous	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$12,000
<b>Total</b>	<b>\$8,600</b>	<b>\$57,700</b>	<b>\$7,200</b>	<b>\$103,000</b>	<b>\$30,200</b>	<b>\$108,000</b>	<b>\$8,200</b>	<b>\$38,200</b>	<b>\$30,500</b>	<b>\$22,700</b>	<b>\$8,200</b>	<b>\$17,700</b>	<b>\$440,200</b>
<b>Sport Development</b>													
ASC Grants	\$15,250			\$15,250			\$15,250			\$15,250			\$61,000
ASC Coaching Grant													
Course fees & publications	\$1,000		\$500		\$500		\$1,000		\$500		\$500		\$4,000
<b>Total</b>	<b>\$16,250</b>		<b>\$500</b>	<b>\$15,250</b>	<b>\$500</b>		<b>\$16,250</b>		<b>\$500</b>	<b>\$15,250</b>	<b>\$500</b>		<b>\$65,000</b>
<b>High Performance</b>													
ASC Grants	\$664,000			\$337,000			\$337,000			\$337,000			\$1,675,000
ASC Grant Elite Coaching					\$20,000								\$20,000
ASC Coaching Grant													
AOC International Competition Grant						\$90,000							\$90,000
Contributions		\$310,000											\$310,000
Sponsorship													
<b>Total</b>	<b>\$664,000</b>	<b>\$310,000</b>		<b>\$337,000</b>	<b>\$20,000</b>	<b>\$90,000</b>	<b>\$337,000</b>			<b>\$337,000</b>			<b>\$2,095,000</b>
<b>Operations</b>													
Competition Fees			\$8,400				\$8,400			\$15,400			\$32,200
National Championship recoveries (incl travel)			\$19,000				\$19,000			\$25,000			\$63,000
Insurance Receipts		\$30,000		\$66,000		\$60,000		\$13,000		\$10,000		\$5,000	\$184,000
Merchandise	\$14,000	\$14,000	\$14,000	\$14,000	\$16,000	\$16,000	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$172,000
NWPL Contributions						\$48,000	\$96,000	\$96,000	\$96,000	\$48,000		\$103,500	\$487,500
<b>Total</b>	<b>\$14,000</b>	<b>\$44,000</b>	<b>\$41,400</b>	<b>\$80,000</b>	<b>\$16,000</b>	<b>\$124,000</b>	<b>\$137,400</b>	<b>\$123,000</b>	<b>\$110,000</b>	<b>\$112,400</b>	<b>\$14,000</b>	<b>\$122,500</b>	<b>\$938,700</b>
<b>Total Income</b>	<b>\$702,850</b>	<b>\$411,700</b>	<b>\$49,100</b>	<b>\$535,250</b>	<b>\$66,700</b>	<b>\$322,000</b>	<b>\$498,850</b>	<b>\$161,200</b>	<b>\$141,000</b>	<b>\$487,350</b>	<b>\$22,700</b>	<b>\$140,200</b>	<b>\$3,538,900</b>

# AUSTRALIAN WATER POLO INC

## MONTHLY CASH FLOW FORECAST 2009-2010

Item	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
<b>Expenditure</b>													
<b>Management &amp; Governance</b>													
1.1 Strategic Plan					1000								1000
1.2 National Office	\$24,292	\$24,292	\$24,292	\$24,292	\$24,292	\$24,292	\$24,292	\$24,292	\$24,292	\$24,292	\$24,292	\$24,292	\$291,500
1.2a Members Travel	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$60,000
1.3 Member Conferences					\$22,500							\$13,500	\$36,000
1.4 Board & Governance		\$6,000			\$6,000			\$6,000			\$6,000		\$24,000
1.5 Financial	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$16,833	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$81,000
1.6 International Stage			\$1,250			\$1,250			\$1,250			\$1,250	\$5,000
1.7 Policies & Procedures			\$2,500		\$2,500								\$5,000
1.8 Facilities													
1.9 Grants and Funding			\$750			\$750			\$750			\$750	\$3,000
1.10 AWPI Sponsorship				\$800	\$2,000		\$600			\$800	\$2,800		\$7,000
<b>Total</b>	<b>\$35,125</b>	<b>\$41,125</b>	<b>\$39,625</b>	<b>\$35,925</b>	<b>\$69,125</b>	<b>\$48,125</b>	<b>\$35,725</b>	<b>\$41,125</b>	<b>\$37,125</b>	<b>\$35,925</b>	<b>\$43,925</b>	<b>\$50,625</b>	<b>\$513,500</b>
<b>Sport Development</b>													
2.1 Community Water Polo		\$2,125		\$2,000	\$1,125	\$3,500		\$1,125			\$1,125		\$11,000
2.2 National Programs		\$1,500	\$1,000	\$1,000	\$500	\$1,000	\$8,500	\$1,000		\$1,000	\$16,500	\$7,000	\$39,000
2.3 Member Protection											\$3,000		\$3,000
2.4 Category Servicing	\$708	\$708	\$958	\$1,958	\$3,208	\$958	\$1,958	\$708	\$958	\$2,958	\$708	\$4,208	\$20,000
2.5 Indigenous Development													
<b>Total</b>	<b>\$708</b>	<b>\$4,333</b>	<b>\$1,958</b>	<b>\$4,958</b>	<b>\$4,833</b>	<b>\$5,458</b>	<b>\$10,458</b>	<b>\$2,833</b>	<b>\$958</b>	<b>\$3,958</b>	<b>\$21,333</b>	<b>\$11,208</b>	<b>\$73,000</b>
<b>High Performance</b>													
3.1 Provision of the best opportunity for cor	\$425,333	\$410,333	\$96,667	\$6,667	\$6,667	\$6,667	\$6,667	\$6,667	\$6,667	\$6,667	\$6,667	\$237,833	\$1,223,500
3.2 Continued review and refinement of the								\$20,000					\$20,000
3.3 AWPI will be effective in supporting the	\$63,833	\$63,833	\$63,833	\$63,833	\$63,833	\$63,833	\$63,833	\$63,833	\$63,833	\$63,833	\$63,833	\$63,833	\$766,000
3.4 Effective partnerships that promote the	\$4,458	\$4,458	\$4,458	\$4,458	\$4,458	\$4,458	\$4,458	\$4,458	\$4,458	\$4,458	\$4,458	\$4,458	\$53,500
3.5 Identification of new research,training t	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$2,667	\$32,000
<b>Total</b>	<b>\$496,292</b>	<b>\$481,292</b>	<b>\$167,625</b>	<b>\$77,625</b>	<b>\$77,625</b>	<b>\$77,625</b>	<b>\$77,625</b>	<b>\$97,625</b>	<b>\$77,625</b>	<b>\$77,625</b>	<b>\$77,625</b>	<b>\$308,792</b>	<b>\$2,095,000</b>
<b>Operations</b>													
4.1 National Championships	\$7,000	\$7,000	\$9,000	\$21,000	\$11,500	\$8,000	\$17,000	\$5,500	\$5,500	\$27,000	\$7,500	\$10,000	\$136,000
4.1a Team Air Travel				\$7,500			\$15,000			\$7,500			\$30,000
4.2 Development Foundation					\$2,500								\$2,500
4.3 Awards & Acknowledgement											\$5,000		\$5,000
4.4 Athletes Commission													
4.5 Insurance & Risk Manage-ment				\$64,000		\$7,000		\$17,000			\$14,000		\$102,000
4.6 IT and E-communication	\$1,000	\$1,500	\$6,000	\$1,000	\$1,000	\$13,500	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$30,000
4.7 National Data Base				\$8,600									\$8,600
4.8 Merchandise	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$9,833	\$118,000
4.9 National Water Polo League	\$5,500	\$5,000	\$1,000	\$1,000	\$1,000	\$1,000	\$10,000	\$100,000	\$132,500	\$102,500	\$67,500	\$62,500	\$487,500
<b>Total</b>	<b>\$23,333</b>	<b>\$23,333</b>	<b>\$24,833</b>	<b>\$112,933</b>	<b>\$24,833</b>	<b>\$39,333</b>	<b>\$52,833</b>	<b>\$133,333</b>	<b>\$148,833</b>	<b>\$147,833</b>	<b>\$104,833</b>	<b>\$83,333</b>	<b>\$919,600</b>
<b>Total Expenditure</b>	<b>\$555,458</b>	<b>\$550,083</b>	<b>\$234,042</b>	<b>\$231,442</b>	<b>\$176,417</b>	<b>\$170,542</b>	<b>\$176,642</b>	<b>\$274,917</b>	<b>\$264,542</b>	<b>\$265,342</b>	<b>\$247,717</b>	<b>\$453,958</b>	<b>\$3,601,100</b>
<b>Surplus (deficit)</b>	<b>\$147,392</b>	<b>-\$138,383</b>	<b>-\$184,942</b>	<b>\$303,808</b>	<b>-\$109,717</b>	<b>\$151,458</b>	<b>\$322,208</b>	<b>-\$113,717</b>	<b>-\$123,542</b>	<b>\$222,008</b>	<b>-\$225,017</b>	<b>-\$313,758</b>	<b>-\$62,200</b>

# AUSTRALIAN WATER POLO INC.

## OPERATING BUDGET 2009-2010

	Income	Expenditure	
<b>Management &amp; Governance</b>			
Capitation Fees	\$300,000		
Affiliation Fees	\$800		
Bank Interest	\$20,000		
Sponsorship	\$45,000		
ASC Grant - CEO			
Members Travel	\$62,400		
Miscellaneous	\$12,000		
		\$440,200	\$513,500
<b>Sports Development</b>			
ASC Grants	\$61,000		
Course fees & publications	\$4,000		
		\$65,000	\$73,000
<b>High Performance</b>			
ASC Grants	\$1,675,000		
ASC Grant Elite Coaching	\$20,000		
AOC International Competition Grant	\$90,000		
Contributions	\$310,000		
Sponsorship	\$0		
		\$2,095,000	\$2,095,000
<b>Operations</b>			
Competition Fees	\$32,200		
National Championship recoveries (incl travel)	\$63,000		
Insurance Receipts	\$184,000		
Merchandise	\$172,000		
NWPL Contributions	\$487,500		
		\$938,700	\$919,600
<b>Total</b>		<b>\$3,538,900</b>	<b>\$3,601,100</b>
<b>Surplus (deficit)</b>		<b>(\$62,200)</b>	