**President’s Report 2020-21**

2020-21was a very difficult year full of surprises and challenge due to COVID. That said we weathered the storm pretty well. Although we had no competitive season to speak of, we did make progress in some areas. Season highlights include

* Membership went up slightly
* As with the rest of the maritimes, squash courts were open for the bulk of the year, if in a limited capacity. HRM was the hardest hit of the regions with clubs opening and closing several times while clubs outside the HRM remained open
* We registered a modest profit in 2020-21despite suspending the collection of fees during the entire year
* We implemented a suite of policies around safe sport (including screening for coaches, and volunteers) and launched a coach licensing standard
* We secured discounted access to the officiating course in support of a mandatory certification for competitors at national championships
* We offered a set of group lessons at Cole Harbour Place
* We identified the Coach and Manager for the 2023 Canada Games team and the potential athletes for the team began training
* With the implementation of event sanctioning policies we reviewed the membership structure and pricing and are proposing a simplified structure with reduced prices going forward

All Provincial and Territorial Squash Associations are now on Club Locker. We continue to experience some growing pains, but as CL rolls out new features and takes out USQ rules and practices from the platform code things are improving. The support offered by the Club Locker staff continues to be excellent. Canadian National Rankings are now in the CL Platform and we all now know how we rank nationally. The WSF has signed on as well so the ratings pool includes Canadian, American and Mexican matches and all WSF sanctioned matches that a player might play in.

Our plan for 2020-21 and the results achieved are contained in the following document. <http://nssquash.ca/wp-content/uploads/2021/06/2020-21-Annual-Outcomes-Squash.xlsx>

In addition to this work we undertook to work with other provinces to address certain concerns with SC and then worked with them on the SC 2021-2024 Strategic Plan.

Given the reductions we faced in grant revenue we worked to diversify our revenue streams. As a result we completed the following this year. We approved a sanctioning policy that, fixes the sanctioning fees for tournaments and leagues and addresses the need to deal with players who compete sporadically by charging a non-paid member add on to tournament fees. We also reviewed the membership structure and pricing to reflect the revised revenue streams and are asking you to support the elimination of the Recreational membership category, collapsing its member benefits into the remaining two categories Associate and Competitive. Along with this review we updated the membership benefits and reviewed the fee structure and recommend reducing the competitive membership fee by 20$ per person. Complete details to follow. We are confident that with the reduced competitive fee and revenue from sanctioning fees and non-competitive member add-on fees for tournaments, we will see the same if not greater revenue from operations in 2021-22

A key element of this will be identifying and reaching out to squash players who are not currently members and converting associate members to one of the paid membership options. Ideally we will have uptake from clubs on our bulk membership offer to their members. Membership targets for the next several years are outlined below. Interestingly, NS in sone of the few provinces to register an uptick in membership this year. This is due largely to the efforts of Dalhousie and Cole Harbour Squash Clubs that were able to offer programming including limited internal competitive play, and the requirement to register via Club Locker. In particular it highlighted the necessity of having squash players in facilities organize to offer internal programming. Squash NS is looking to capitalize on this momentum with the Every Player Counts Campaign to encourage individuals to become at least associate members of Squash NS and declare their home club, and clubs to consider making registration with club locker mandatory to access club programming and help maintain club membership lists. Clubs that collect their membership fee using Club Locker and choose to add a competitive membership to Squash NS, do so at a serious discount (83%) of the proposed membership rate.

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| --- | --- | --- | --- | --- |
| **Member Class** | **Competitive** | **Recreational** | **Associate (unpaid)** | **Totals** |
| **2018-19 Target** | 202 | 0 | 209 | 411 |
| **2018-19 Actuals** | 164 | 7 | 290 | 461 |
| **2019-20 Target** | 256 | 90 | 150 | 446 |
| **2019-20 Actuals** | 151 | 8 | 135 | 363 |
| **2020-21 Target** | 294 | 104 | 115 | 513 |
| **2020-21 Actuals** | 178 | 11 | 177 | 366 |
| **2021-22 Target** | 339 | 119 | 132 | 590 |

The following link outlines our objectives and targets for the period 1 Apr 2020 to 31 Mar 2021, which you will be asked to approve.

<http://nssquash.ca/wp-content/uploads/2021/06/2021-22-Annual-Outcomes-Squash.xlsx>

I would like to thank everyone who worked with us to deliver the limited programming, events and activities to the squash community this year, advance the sport of squash and to play this wonderful game. I would also like to thank our partners at squash clubs across the province.

I would also like to thank everyone for the support that I received as your president over the last three years. It was an honour to serve you in that capacity and I hope you extend the same warm support to my successor.

Finally, I entreat you to get involved at your club, work with your fellow players to present a united front to your facility’s management so that we can work together to grow the sport, secure funds to provide programming and have more fun playing squash in NS.

Happy squashing,

Phil Jourdeuil