

MEMO



REF: 2021/22
TO: All Affiliated Members
DATE: 12th August 2021
SUBJECT: IMPORTANT UPDATE – REVSPORT FEES

Dear Members,

As a result of several issues around membership fees and in the interests of full disclosure, Softball WA (SWA) felt we should clarify and bring them to your attention. We remain committed to open and transparent communication with our Members.

Over the last few months, SWA has been migrating our information to the online sport management platform revSport. This platform includes a financial management component which handles receiving the payment of fees.

Once we started using the system it became apparent the prescribed fees were higher than defined in the initial business case. That caused us to start lobbying Softball Australia (SA) to achieve the best outcome for Members and acting in good faith on your behalf.

A pin payment fee of \$0.60 cents for every membership PLUS 2% of the total payment is payable on every membership level (SA, SWA, Association and Club). It was declared in the business case and in the subsequent agreement between SA and SWA.

It became apparent that a \$1 revSport transaction fee across all four levels of payment (SA, SWA, Association and Club) totalling \$4 per membership was to be charged. After much discussion SA will be absorbing these fees. SA will absorb \$4 per membership this financial year, \$3 next financial year and a total of \$2 in the third and final year. (See table below for latest fees and costs.)

This has caused us to inadvertently not look 100% transparent when we published the 2021 – 2022 fees, because they didn't state inclusive or exclusive of fees.

Every SA and SWA registration fee will now include \$0.60 cents plus 2% of the overall fee, with Softball Australia absorbing the \$1 revSport transaction fees as detailed above in the short term.

SWA INDIVIDUAL REGISTRATION FEE SUMMARY				SA COST	TOTAL SA & SWA
Member Record Type	2019-20 Registration Fees	2020-21 Subsidised Registration Fees (Published)	2021-22 Subsidised Registration Fees (*Inc. \$0.60 cents plus 2%)	2021-22 Softball Australia & Insurance (*Inc. \$0.60 cents plus 2%)	2021-22 Combined SA & SWA Cost (*Inc. \$0.60 cents plus 2%)
Senior	\$35.05	\$13.00	\$14.87	\$29.48	\$44.35
Junior	\$30.35	\$8.00	\$9.77	\$11.32	\$21.09
Sub-Junior	\$13.60	\$8.00	\$9.77	\$11.32	\$21.09
Official	\$27.60	\$12.00	\$13.85	\$7.75	\$21.60
Off-Diamond	\$13.60	\$7.00	\$8.75	\$7.75	\$16.50

*SWA REVSPORT PORTAL NOW REFLECTS THESE FEES

Despite these teething problems, we firmly believe revSport is the right system to manage the business of Softball WA and its features include membership management, financial management, governance, communication tools, record keeping, preventing duplicates, fixtures and match results.

Thanks to COVID-19 Association and Club fees have been heavily subsidised by Softball WA. During the 2020 – 2021 and 2021 – 2022 financial years, fees were subsidised by at least 60% and in some cases more. This was a conscious decision to invest in our Associations and Clubs during harsh financial times and to make a significant contribution to the wellbeing of our sport.

As a result of this annual investment averaging \$70,000, Associations and Clubs were able to either decrease or offset their fees, which provided Member savings and essential financial support for Associations and Clubs. Softball WA has prioritised the health, sustainability and continuation of Associations and Clubs during the uncertainty of the last two years because we are committed to giving our Members every opportunity to play softball.

Fees will return to their full value in the 2022 – 2023 financial year and will include the \$0.60 cents plus 2% fees as outlined above.

We hope this clears up the questions you might have about fees going forward and the use of revSport as our management platform. Thank you for your understanding and patience.

Yours sincerely,

A handwritten signature in black ink, reading "Kristy Bryan-Smith". The signature is fluid and cursive, with the first name "Kristy" and last name "Smith" clearly legible.

Kristy Bryan-Smith
Chief Executive Officer
Softball WA Inc.