

Scouts
SA





A message from the President

In these challenging times, we can be very proud of how well our membership and Commercial Operations are adapting.

Much needed projects are occurring at the Scout Recycling Centres to improve safety and profitability, while our re-imagined retail offering Exurbia grows in sales. Combining Woodhouse, Roonka, and Nyroca to create Scouts SA Camps and Adventure Parks heralds in a new and exciting transformation to our offering to tourism, school camps and functions.



In Membership, we are working together to increase the value of our youth programs and support structures. However, one of the challenges we have faced together has been the rising costs to the Association of membership expenses, insurance and our financial obligations to our survivors. We know that the recent necessary increase in membership fees has caused some concern for our Members, Volunteers and families; however, we still have some of the lowest Scouting fees in Australia and we are very proud that we can continue to offer the great programs that we do to contribute to the social, physical, intellectual, character, emotional, and spiritual development of our young members.

I would like to finish by thanking all Volunteers, Members, parents, youth and staff for all of your support, hard work and dedication. Your support of Scouting means that we can continue to provide incredible activities and youth development to nearly four and a half thousand South Australian youth.

Paul Dickson APM
President





A message from the Chief Commissioner



The first things that may come to mind in Scouting may be the excitement and joy on the faces of the young people at your last camp, or that feeling you get when you assist a young person to achieve in an area of growth to overcome – or just helping to develop a young person.

For me this post-COVID period of October 2021 to September 2022, represents a time when our leaders' resilience, dedication and commitment took Scouting off-line, outdoors and reintroduced adventurous activities and camping back to Scouting.

As a Branch, we have diverse cultural groups who all play an important role in our Scouting community. We are proud that we have thriving multicultural groups and we are exploring further diversification and inclusion within Scouting.

We will continue to communicate with, and meet, the Premier, Ministers, Community Leaders and Members of Parliament seeking their voice to advocate for Scouting with grants, property upgrades and sports vouchers, resulting in Scouting being recognised and distinguishable in our community.

We received a major win for the Eden Hills Group with the Member for Boothby pledging \$330,000 in federal funding towards the build of a new Eden Hills Scout Hall (subject to meeting funding criteria). Congratulations to the Leaders involved as their advocacy produced this wonderful result. ▶



Governance

As we continue to have safety, support and governance at the forefront of any Scouting conversation, we advise we have been working on a new Child Protection Policy which will further strengthen our child protection processes and ensure a safe environment for Scouting activities.

Program

Young people progress along their Scouting journey, learning and growing as they experience a wide range of challenging adventures with like-minded peers. A new look program was implemented some three years ago, with some Groups in SA fully operational in this program, empowering our youth members to lead in all aspects of the program, fully supported by adult members. We are hopeful that many more will follow suit.

Operational Strength

Our Senior Leadership Team has worked hard to realise a positive impact on our Commercial operations, sorely needing love and attention. Cash flow has been restricted due to

significant reinvestment required to improve the customer experience and safety for customers and staff in our recycling centres. Redress has had a significant impact on our Branch, as it has for Scouting nationally. We are working toward net zero operating schemes in our adventurous activity areas and our Branch will need to further tighten spending whilst the future of redress is unknown. We need to learn to be sustainable throughout our Branch formations.

In closing, the future of Scouting is bright, post COVID, our Branch and National events are planned and we are seeing international travel and Scouting resume with passion.

I look forward to reporting on these events and the positive impact of our significant changes throughout the next reporting period.

Thank you to all of our Adult Members for the wonderful work you do to ensure that our youth members excel in life!

Jan Turbill
Chief Commissioner



A message from the Chief Executive Officer

The 2021/22 year was a year of change for Scouting.

It saw the introduction of new initiatives, upgrading of Camps and Adventure Parks, additional new training offerings, a reinvention of our retail positioning, improvements to recycling depots and the list goes on. All of these initiatives have been progressed with the intention of refining and generating a more sustainable organisation for the future.

Leading much of this change for the Association was our recently departed CEO, Rebecca Wilson whose tenure set Scouts SA on a strong path for operational and financial stability and growth. Rebecca made significant inroads toward bringing the business of Scouting into a modern era of governance, safety, accountability and collaboration. Rebecca will be sorely missed but I am proud to be able to continue down the path of honest, transparent and clear communications.

Our Scout Recycling Centres were at the forefront of our attention over the financial year with a strong focus on improvement. Significant enhancements in profitability, WHS, efficiencies and most importantly investment in our people, led the way to advances across our centres with more work ongoing continuing to build on our long history in recycling. As the biggest container recycler in the state we understand the role we play in advocacy and leadership and engage widely in this industry on changes and advancements.

Through a significant development in the retail space, the Scout Outdoor Centre transformed its retail offering to Exurbia and moved premises to The Parade, Norwood. We are so proud of our team who have taken our retail store to the next level and provide a unique range of products and excellent specialised service to the wider community. The new website has enabled our entire catalogue of stock to be online, resulting in significant growth in that area alone. The team have thrown a huge amount of energy and ideas into making Exurbia a shining example of retailing adventure equipment and apparel in SA.



The Campsites and Adventure Parks team saw once again great results at Woodhouse, winning Gold at the South Australian Tourism Awards for Unique Accommodation, followed by Silver in Adventure Tourism and taking out the win for Voters Choice. At a national level the team received a bronze at the Australian Tourism Awards off the back of their 2021 SA win. These accolades are well deserved by the hard-working team who once again delivered outstanding results for Scouts SA, both financially and through their connectivity to membership. Roonka and Nyroca were incorporated under the Campsites and Adventure Parks banner during the year, building on the magic of these locations and ensuring that Scouts and visitors can enjoy their majesty for years to come.

Head Office welcomed new faces over the year adding much needed levels of cover, support and opportunity to an already high performing group. Supporting both Scouting and Commercial interests is a complex operation, but I am confident that we have the absolute best people for the job working on ensuring opportunities are seized and challenges are met.

I am proud and incredibly grateful to be leading such an important Association, and whilst there are challenges ahead, I am confident that working together on common goals we will see a future of growth, improvement and a financially secure future for Scouts SA.

James Sellers
Chief Executive Officer

Financial Snapshot

Over the 12 months, to 30 September 2022, Branch assisted Scout Groups, Activity Sections and Activity Centres in obtaining funding and in-kind support from the commonwealth, state and local governments, community groups and other supporting funding bodies.

These grants were much needed to enable young South Australians access to quality equipment, training and facilities in their local community that they may not otherwise have.

This funding also enables Scouting in South Australia to continue developing future Leaders of our local, state and global communities to Excel in Life. On behalf of these young people, we thank the following entities that have collectively provided over \$72,877 in funding to Scouting in SA over this period:

- | | |
|----------------------------|---|
| ▶ Australia Post | ▶ City of West Torrens |
| ▶ Barossa Council | ▶ Department of Industry |
| ▶ Charities Aid Foundation | ▶ Department of Social Services |
| ▶ City of Holdfast | ▶ District Council of Yankalilla |
| ▶ City of Mitcham | ▶ Eyre Peninsula Community Foundation Inc |
| ▶ City of Onkaparinga | ▶ Mount Barker District Council |
| ▶ City of Playford | ▶ Office for Recreation, Sport and Racing |
| ▶ City of Tea Tree Gully | ▶ RAA |
| ▶ City of Unley | |
| ▶ City of Victor Harbor | |

Assets and Liabilities

as at 30 September, 2022



Assets	(\$)
Land and buildings	19,508,341
Investments	4,810,136
Other assets	4,658,171
Plant and equipment	4,343,899
Cash	3,063,245

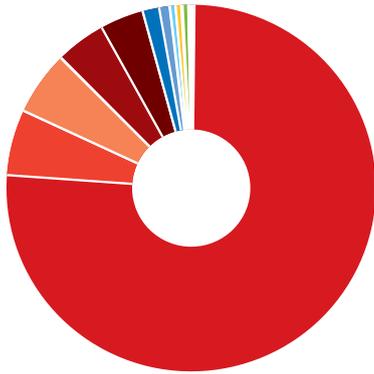


Liabilities	(\$)
Bank loans	5,267,251
Other liabilities	2,264,515
Leases	1,876,747
Provision for employee leave	1,464,430
Provision for compensation	1,020,670



Revenue and Expenses

year ended 30 September, 2022



All revenue (\$)

Sale of goods - Recycling	28,928,712
Sale of goods - Retail	2,196,106
One off net gains regarding assets	2,120,407
Course, event and activity fees	1,656,964
Rent, hire and camping charges	1,434,415
Dividends and other distributions	518,760
Membership and registration fees	340,863
Insurance recoveries	208,089

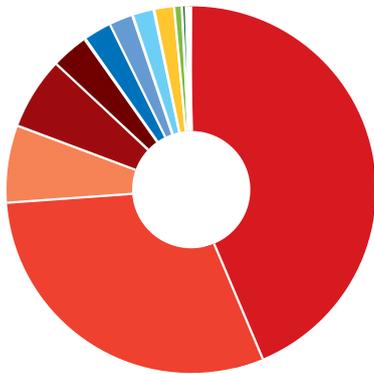
Other	205,977
Donations	112,507
Insurance Premiums	102,629
Grants	72,877
Share of Arena Stadium Management gain	59,900
Interest	33,102

Total revenue

\$37,991,308

Total comprehensive loss

\$(3,843,310)



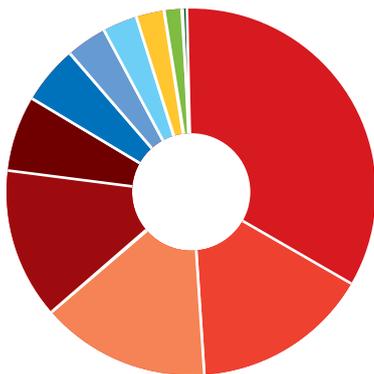
All expenses (\$)

Materials and consumables used	18,281,808
Employee benefits	12,412,929
Responsibility to our survivors	2,861,795
Administration	2,705,596
Other expenses	1,416,138
Depreciation	1,088,442
Repairs and maintenance	865,182

Property	823,412
Amortisation of Right of Use Assets	796,484
Finance costs	257,156
Marketing and promotion	190,930
Amortisation of Intangible Assets	127,691
Lease payments	7,055

Total expenses

\$41,834,618



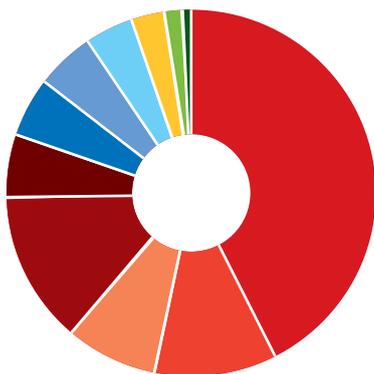
Administration expenses (\$)

Vehicle expenses	912,202
IT and membership systems	407,373
Insurance premiums	394,685
Legal and consultancy	360,321
Other administration	175,072
Telecommunications	142,907
Audit statutory fees	97,800

Printing, postage and stationery	85,990
Travel	62,518
Administration	36,373
Claims	25,055
Donations	5,300

Total administration expenses

\$2,705,596



Other expenses (\$)

Woodhouse, Roonka and Nyroca Activities	591,639
Other expenses	164,205
National expenses	119,256
Health and Safety	118,098
Hire of services	78,884
Bad debts	76,785

Grants to areas and sections	72,877
Section activity expenses	72,041
Honorarium	51,900
Badges and certificates	37,022
Gas	33,431

Total other expenses

\$1,416,138

A Year at a Glance



Reservoirs Eco-Challenge **64**
Youth and Adults

NavFest Beach **135**
Youth and Adults

Online Y1 uptake
91% Groups attended the info session and are using the online method
8 Groups left to induct

Reckon One
Software rolled out

NONT
168
Rovers, Venturers, Leaders and Guides

EV
150
Venturers, Guides and Adults

Super Splash
130
Venturers, Guides and Adults

Branch Hike
95
Joeys, Cubs and Scouts

Shows **392+** Individuals involved in Scouting shows

Adelaide Gang Show
61 Cast | **83** Crew | **86** Hours of rehearsals over 5 months

Comedy Capers
79 Cast | **114** Crew | **86** Hours of rehearsals over 3 months

Scout Shouts
85 Cast | **92** Crew | **110** Hours of rehearsals over 4 months

Capture the Flag **50** Venturers and Rovers

RoVenture **35** Venturers and Rovers

Cohen Cup **164** Youth and Adults

LeaderBuild **17** Presentations

Personal development courses
400 Youth attended personal development and leadership courses





BP Scouting completions

259

Completed BP Surveys

6

Districts achieved over 50% completion rate of both Group and sectional BP surveys for their groups

3

Districts completed 100% of their Group BP surveys

Basic Training Completions (Woggle) **68**

Advanced Training Completions (Woodbadge) **25**

Peak Awards

42

Joey Scouts

68

Cub Scouts

26

Scouts

10

Venturer Scouts

2

Rover Scouts

Youth Mental Health First Aid Course **30**

Provide First Aid Course **86**

Snow Venture / Ski Moot

60

Approx Venturers and Rovers went to the Bogong Rover Chalet

Child Safe Environments (YPL & PSL) Attendance **126**

Commercial Operations

Our Commercial Operations and Scout Head Office exist to support the Scouting development of young South Australians.

Here are some snapshots of the activity in our Commercial Operations.



SCOUT RECYCLING CENTRE

Scout Recycling has seen a period of much needed investment over the last financial year with a strategy in place to ensure that the recycling centres create a sound foundation in which to work and grow from.

We have had a focus on:

- ▶ **WHS:** ensuring the safety of our workers and customers has been a priority with improvements being made in culture and practices, this also included investment in safe and reliable plant and equipment.
- ▶ We are undertaking a **review of our processes and revenue streams** to increase our profitability and financial sustainability.
- ▶ **HR:** improving the working conditions for our staff to improve retention, ensuring training is provided in areas where it's needed and making sure that our payroll and legislative requirements are correct.
- ▶ **Business restructure:** reviewing and restructuring our current operations to improve customer service, inventory management and logistics and transport.



1300+
COMMERCIAL CLIENTS WE SERVICE



44
YEARS OF OPERATION



140+
EMPLOYEES NATION-WIDE



20+
MAJOR EVENTS PER YEAR

- ▶ Adelaide 500
- ▶ Adelaide Cup
- ▶ Royal Adelaide Show
- ▶ Magic Millions
- ▶ Tasting Australia
- ▶ Illuminate
- ▶ Lucky Dumpling Festival (Oz Asia)
- ▶ Adelaide Festival
- ▶ Gluttony
- ▶ Cheesefest
- And many more.



12
DEPOTS NATION-WIDE



17
TRUCK FLEET NATION-WIDE

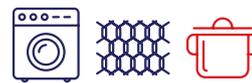
FROM OCT 2021 TO SEPT 2022:



27,000 TONNES TOTAL DIVERTED FROM LANDFILL



12,000 TONNES BEVERAGE CONTAINERS DIVERTED FROM LANDFILL



15,000 TONNES SCRAP DIVERTED FROM LANDFILL

109M
BEVERAGE CONTAINERS



REMOVED FROM LANDFILL



EXURBIA AND ANNAPURNA



Financial Year 2021/22 has seen several changes in the retail sector for Scouts SA with the launch of Exurbia The Adventure Supply Co in November 2021, at its new home on The Parade in Norwood.

The opening ceremony was attended by then South Australian Premier Steven Marshall and members of the Norwood Council to help us celebrate a new era of Scouting Retail.

This change of business location also saw Darren Johnson step into the role of Retail Manager. Under his leadership and as a self-described gear junkie and outdoor enthusiast, **Exurbia has slowly become the home of top brands** (like Icebreaker, One Planet and a number of new Australian made products) while still maintaining its core as the home of Scouting uniforms and supplies.

Annapurna continued to trade strongly in 2021/22 with an emphasis on working collaboratively with Exurbia to inform consumers of the new store on The Parade.

Expanding Exurbia's digital footprint in the second quarter of the year saw the launch of the eCommerce website with integration directly to the POS system, allowing for real-time updates for stock on hand. This is further enhanced by social media platforms, which has proven to drive business and exposure both in-store and directly to our website.

The whole Exurbia team were excited to receive 'Fashion Retailer of the Year' Award in March 2022 by the Norwood, Payneham and St Peters Council Shopping Precinct and have since worked closely with the local council through podcasts and local community activities to assist in driving business to the store.

Throughout the year we hosted several **'exclusive' shopping evenings** for industry groups such as Friends of the Heysen Trail, Adelaide Bushwalkers and even gave away a \$3,000 walking holiday, courtesy of Big Heart Adventures.

As a means to clear aged stock, Annapurna became a clearance outlet for Exurbia over the second and third quarter of the year generating significant cash flow and making way for new season stock arrivals.



**Camps &
Adventure
Parks**

CAMPS AND ADVENTURE PARKS



Gross revenue

In a challenging year with direction from SA Health and Department of Education enforcing the cancellation / postponement on school camps and excursions across the entirety of term one and half of term two (February-May), Woodhouse achieved **\$2.4M** in revenue and returned **\$360K** in net profit to branch.

Innovations and improvements

- ▶ **Additional irrigation** installed to both tube slide runs to allow for extended opening hours across the warmer months.
- ▶ **Street lighting upgrade** to significantly improve safety and visibility.
- ▶ **Online booking capability** for benefit of improved customer experience and a decrease in administration requirements.
- ▶ **Expanded site capacity** for overnight school camps by purchasing tents.
- ▶ **Developed annual family pass** 'Club Woodhouse Membership'.

Industry accolades

- ▶ **SA Tourism Awards:** Woodhouse awarded gold in *Unique Accommodation* and silver in *Adventure Tourism* and won *Voters Choice*.
- ▶ **Solstice Media 'Absolute Best Awards':** Woodhouse won *Absolute Best Family Day Out*.
- ▶ **National Tourism Awards:** Woodhouse awarded bronze in *Unique Accommodation*.
- ▶ **Woodhouse selected for inclusion** in *South Aussie with Cosi's Top 100 Places to Visit* coffee table book.
- ▶ **Woodhouse qualified** for SA Tourism Commission's *Great State Voucher* and achieved the highest number of bookings in the scheme; **1,600** redemptions, **6,400** people and grossed **\$192k**.
- ▶ **Sally Smith**, Business Development Manager, awarded *Scouts SA Employee of the Year*.

Woodhouse visitation statistics

19,277

Bunk Nights

32,243

Day Visitors

8,792

Campers

3,600

Volunteer Hours

2,009

Nights under canvas – Scouts

Expansion – Camps and Adventure Parks

- ▶ Leveraging Woodhouse's success and established procedures, **Roonka Water Activity Centre was added to the 'commercial campsites' portfolio in March and Camp Nyroca in May.** Low cost cosmetic improvements to site and facilities, implementing facilitated programs, enhancing customer facing documentation and developing new websites has been a focus during this set-up phase.
- ▶ **Three new roles introduced to help facilitate expansion:** Director of Outdoor Education, Maintenance and Services Officer, Guest Experience Coordinator.

Scouting Awards

Scouts SA warmly congratulates all recipients, and thanks them for their magnificent contributions to Scouting and the Community.

Youth Awards

Baden Powell Rover Service Award

Jared Vanmali
Reece Grimshaw

Queen's Scout Award

Jack Bennie
Tessa Johnson
Ethan Miotti
Bernadette Rawson
Holly Ireson
Charlotte Mumme
Brianna McNeill
Sarah Kleine
William Skeens
Connor Hood

Australian Scout Award

Terenzo Burgess
Henry Kowald
Amelie Dombrowski
Aivi Hong
Dylan Armstrong
Nicholas Averay

Alexandra Cameron
Oliver Jacobs
Benjamin Jordans
Daniel Roberts
Justin Evans
Hayden Vaughan
Chloe Cotton
Andrew East
Lucy Fordham
Balian Frederick
Kaitlin Ownsworth
Mitchell Rowe
Erinne Haitana
Mitchell Haley
Nick Atkins
Shanon Suckley
Nicholas Tiesman

Adult Recognition Awards

Silver Kangaroo

Wendy Lane
Gregory Walker

National Presidents Award

Robert Kemp

Silver Emu

Cherryl Brady

Silver Koala

Michael Branson
Andrew Cope
Simon Gray
Helen Huffa
Lewis Huffa
Cheryll Terpstra
Leanne Worthley

Silver Wattle

Kathleen Flower
Mark Gilson
Catherine Hammond

Meritorious Service Award

Clare Bleakley
Kimberley Bounds
Amanda Buetefuer
John Carr
Jody Cox
Geraint Gledhil Judith
Goodes Melissa
Hurrell

Natasha Jones
Monica Kleinrahm
Jayne Lewis
Megan Lloyd
Steven Minuzzo
Karl Mortimer
Fiona O'Neill
Gail Seers
Mack Skyfall
Sarah Todd
Michelle Winn

Rover Service Award

Thomas Milham

Special Service Award

Lisa Ainscough
Babu Alwarappan
Wendy Andrzejczak
Michelle Bartholomew
Michelle Bingham
Daniel Carter
Christopher Dalgairns
Norma Davis
Kylie Dibell
Ariana Douglas

Michelle Hardy
Matthew Healey
Jason Lawrie
Dorothy Lee
Karen McNamara
Paul Menzel
Kara-Lea Morley
Christie Morrison
Michelle Nash
Michelle Nottage
Symon Pecanek
Nicole Peters
Martyn Pilgrim
Susan Plunkett
Jane Rajkowski
Scott Ramsay
Sarah Robinson
Monique Slobodian
Nerissa Sneath
Alison Storer
Kelley Stower
Dara Toms
Allan Wade
Glen Wandless
Peter Watterson
Lynette Whistler
Jeannine Winchester

Donations

1 October 2021 to 30 September 2022, Scouts SA gratefully acknowledge the generous support of the following:

\$10,000+

Anonymous
Heather Roy

\$1,000+

Helen Lawrence
AH Billingham
Vanco Orthodontic
Argo Service

\$100+

Leanne Galgey
Wilfred Prest
Jennifer Coleman
B James
Scott Rickards

\$100

Lee Allan
Mansfield
Andrew Allen
Beverley Rossiter

In Memoriam

The following members and past members of the Branch have 'gone home' prior to the publishing of this Report. Their memory will live on in the legacy they provided through years of volunteer effort given to Scouts SA and the youth of South Australia.

Winton Ankor	26/5/22	Kenneth Lord	22/12/22
James Bond	10/4/22	Valda Lord	22/12/22
Mollie Bradford	26/4/22	Ilmars Lusic	12/6/22
Ernest Butcher	21/4/22	Harry Nikelis	23/6/22
Ian Eldridge	14/9/22	Stephen O'Brien	6/4/22
Derek Granville-Short	16/4/22	Edward Sandercock	24/9/22
Alan Henstridge	10/8/22	Patricia Savage	17/5/22
Ruth Jenkins	17/2/22	Kenneth Smith	9/8/22

To all our very dedicated and valued Leaders, Volunteers, Sponsors, Supporters, and Branch Staff we say a very warm...

thank you

...for the incredible work you do each and every day.

Chief Scout

Her Excellency the Honourable Frances Adamson AC

Patrons

Mr Robert Champion de Crespigny AC
Major General Neil Wilson AM, RFD (Rtd)
Rear Admiral the Honourable Kevin Scarce AC CSC RAN (Rtd)

Honorary Member

Neville Tomkins OAM

Supporting Member

Mr Chris Bates
Mrs Janis Bates
Mr Don Bolton
Mr Frank Hill
Mrs Sue Hill
Mrs Norma Keily
Mr Rex Keily
Mr Bruce Macky
Mr Philip Pfeiffer
Mr Austin Taylor
Mr Michael Tingay
Mr Christopher Waples

Branch Executive Committee

Paul Dickson
Jan Turbill
Simon Gray
Langdon Blight
Sue Hill
Janis Bates
Jacqui Wall
Kathryn Affleck
Matt Warne

Chief's Council as at September 2022

Jan Turbill
Chief Commissioner
Greg Warnes
ACC Group Support
Simon Frederick
ACC Training and Program Support

Cherryl Brady
ACC Program Support
Marlene Haese
ACC Resources
John Hooper
ACC Outdoor Adventure

Finance and Audit Committee

Langdon Blight – Chairman
President
Vice President
Chief Commissioner
Jacqui Wall
Graham Coates AM (resigned July 2022)
Suhit Anantula (resigned August 2022)
David Lawlor
Chief Executive Officer

Human Endeavour Recognition Committee

Greg Warnes – Chairman
President
Chief Commissioner
Simon Frederick
Cherryl Brady
Kathryn Affleck
Rex Keily AM
Chief Executive Officer

Ken Maguire Fund – Administrators

Chief Commissioner – Chair
President
Vice President
Chief Executive Officer
Secretary
Langdon Blight

Remuneration Committee

President
Vice President
Chair – Finance and Audit Committee
Chief Commissioner (non-voting member)
Chief Executive Officer (non-voting member)

Scouts Stadium Inc

Paul Dickson APM LEM
Director
Jan Turbill – Director
Simon Gray – Director

Property Strategy Working Group

Chief Executive Officer
Chief Commissioner
Assistant Chief Commissioner
Chief Financial Officer
Head of Member Services
Head of Commercial
Manager Member Services
Facilities Officer
Property Manager

Assistant Branch Commissioners

Peter Hann
Jeffrey Playfair
Maximilian Jongebloed
Marlene Haese MBA JP
Kaleb James
Rebecca Knott
Alana Willett
Kelly Treloar
Gregory Walker
Martin FitzPatrick OAM
John McTier MAIES
Lauren Vilanova
Margaret McCallum
Rebecca Nelson
Colin Shepherd
Catherine Frederick
Hadi Moughnie
David Kirk
Brianna Dall
Justin Putman
Dirk Sluiter
Pamela Glasson
Ian Goldfinch
Brenton Whittenbury
Heather Snowden
Daniel Kranixfeld
Melissa Bottroff
Robin Austin
Graham Phillips

Branch Commissioner

Paul Dickson APM
David Morgan
David Bryant
Katie Williams
Adam McLean
Matthew Smith
Peter Willis
Jordan Johnston
Lauren Vilanova
Nicola Capon
Cherryl Brady
John Hooper
Rebecca Beer Smith
Jarrod Sharp
Amanda Lee
Simon Gray
Robert Ellis
Gavin Matthews
Jessica Tsakiris
Erin Checker
Jacqueline Wall
Catherine Metcalfe
Peter Willis
Christopher Wise
Jamin Lee

District Commissioner

Wendy Dobson
Amy Battams
James Carter
Wayne Usher
Christopher Ind
Reginald Williams AM RFD
Miriam Davison
Melissa Smith
Wendy Lane
Cherie Gaskin
Martin Nikelis
Sean Bragg

Project Commissioners

Christa Marshall
John Derbyshire
Reginald Williams AM RFD
Andrew Tremain
Joshua Smart
Janette Leibhardt
Stephen Yam
Rebecca Beer Smith
Erin Checker
Peter Willis
Rebecca Beer Smith

Commercial Strategy 2022▶2025

- Purpose:** Support Scouts SA
- Done by:**
- ▶ Long term funding through successful commercial businesses
 - ▶ Provision of member services
 - ▶ Provision of corporate services

Our overall strategy:



- ▶ realise potential of existing commercial businesses
- ▶ focus on creating an efficient, safe and healthy place to work

Our scale:



\$40M

Total turnover

230

Staff

2.5K

Adult Volunteers

4.5K

Youth Members

92

Scout Groups

We believe success comes from:



- ▶ business success underpins Scouts SA's success
- ▶ in doing what's ethically right
- ▶ in being upfront, open and transparent
- ▶ in championing young people

Our businesses:



\$29M

Scout Recycling Centres turnover



\$2.6M

Camps and Adventure Parks turnover



\$341K

Affiliation Fees



\$474K

Investment Returns



\$2.2M

Retail turnover

We are working toward:

- ▶ Continuous improvement in the areas of WHS and employee productivity

- ▶ All of our operations running smoothly

- ▶ Making Member Services self sustainable

So we need to:

- ▶ have in-house expertise
- ▶ support managers to take ownership

- ▶ support staff to understand their operations
- ▶ empower staff to improve their own work

- ▶ create membership growth
- ▶ secure other related funding sources

We are:

- ▶ Recycling in SA and QLD and have influence for greater good

- ▶ grow – organically and make acquisitions
- ▶ establish connections with the right people

- ▶ raise our profile
- ▶ adapt our product mix
- ▶ use appropriate technologies

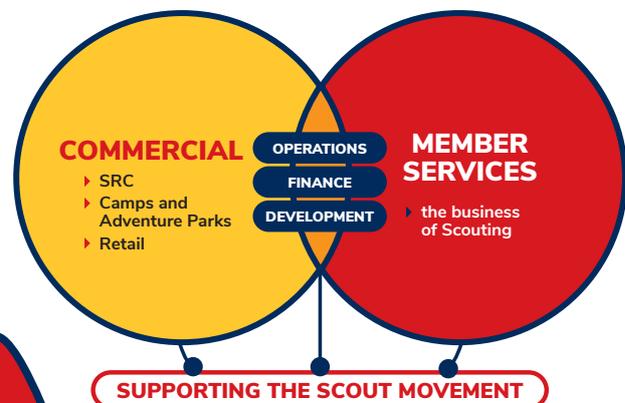
- ▶ Leaders in outdoor education providing high quality outdoor experiences

- ▶ keep broadening our offers
- ▶ self discovery of future growth
- ▶ realise the potential of existing locations

- ▶ Boutique retailer offering expert advice and providing the best gear

- ▶ aim to grow brand awareness through instore and online sales
- ▶ create lasting partnerships with like-minded groups and individuals
- ▶ support Scouts SA members through expert service

How things fit:



Our areas of commercial operation:



- ▶ South Australia
- ▶ Queensland



CONTACT US

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