

Monday 30 September, 2024

Re: Volleyball New Zealand Competition and Affiliation Fees 2024-25

Kia ora,

Following review and approval by the Volleyball New Zealand (VNZ) Board, please see enclosed for the consolidated 2024-25 fee schedule for VNZ events, membership and affiliation.

You will note an increase in all competition, membership and affiliation fees for this year.

VNZ is aware of the importance of cost in our community and the impact of this on participation and the decision to increase fees in 2024-25 is not something we do lightly. It has been robustly discussed, and the decision has been influenced by a range of factors.

For a prolonged period, competition and participation fees charged for VNZ events have experienced little movement. This is despite significant inflationary pressure in the economy which has resulted in increased costs of delivery for all service organisations, including VNZ, in all areas of operation.

Across the full range of events VNZ delivers, there are a wide variety of costs which make up the value proposition, these include (but are not limited to): venue hire, event staffing, referee staffing, livestreaming, accommodation and travel, catering, medical and physio services, medals and banners, photography and security.

As a result of this cost pressure, Poirewa Aotearoa has reviewed its fee pricing for events while also directly comparing these prices to events delivered by other sporting codes which operate similar regional and national events.

Despite the noted increases in fees applied for 2024-25 to the majority of events, VNZ events remain at a lower price point for the participant when compared directly to these like-for-like events in other codes.

In the area of Secondary School events and membership specifically, VNZ has historically been absorbing the membership fee for youth players within its competition fee charged. This is not consistent with any other product or event offered by Volleyball New Zealand, and as such, from 2024-25 VNZ will cease absorbing this cost and it will be charged in line with all other products and programmes.

In the majority of cases in all competitions where fees have increased, the increase amounts to \$2-3 per game per player for the given event.

We are aware of the impact this decision will have in our communities and VNZ is working hard to continue to innovate and evolve its operating model with a range of strategically important projects underway which will influence costs to participants in the future.

These include our He Ara Whakakotahi (Delivery Framework review) process, the pending Competition and Pathway review, the creation and implementation of a Commercial Strategy for the game and firm progress on a much-needed National Database and Competition Management system for the sport.

The increases in 2024-25 fees reflect the game's need to evolve its approach to supporting operation at NSO level while acknowledging our understanding that participation in our community is critical to the continued development of the game.

Yours sincerely,



Steven Upfold
Chief Executive Officer
Volleyball New Zealand



Sila Auva'a
Chair
Volleyball New Zealand

Schedule 1 – Membership, Affiliation and Competition Fees 2024-25 (excluding GST)

Membership Fee

| | 2024-25 | 2023-24 |
|---|---------|---------|
| Senior (Age 20 & over) | \$47.48 | \$45.22 |
| Youth (Age 19 and under) | \$18.26 | \$17.39 |
| Volunteer Membership (non-playing member) - Coach, Manager, Referee | FREE | FREE |

Regional Association Affiliation Fee

| | 2024-25 | 2023-24 |
|--------|------------|---------|
| Large | \$2,625.00 | \$2,500 |
| Medium | \$2,100.00 | \$2,000 |
| Small | \$1,575.00 | \$1,500 |

Competition Fees

| Beach Events | Charge category | 2024-25 | 2023-24 | Increase |
|---|-----------------|------------|------------|----------|
| IPC Beach | Per Team | \$130.00 | \$95.65 | \$34.35 |
| NZ Beach Tour - Premier | Per Player | \$80.00 | \$60.87 | \$19.13 |
| NZ Beach Tour - Division 1 | Per Player | \$60.00 | \$52.17 | \$7.83 |
| NZ Secondary Schools | Per Team | \$108.70 | \$75.52 | \$33.18 |
| Tertiary Beach | Per Player | \$65.00 | \$57.39 | \$7.61 |
| Indoor Events | | | | |
| IPC | Per Team | \$750.00 | \$573.91 | \$176.09 |
| NZ Secondary Schools - Top 32 (5 Day) | Per Team | \$1,050.00 | \$813.04 | \$236.96 |
| NZ Secondary Schools - Remaining (5 Day) | Per Team | \$950.00 | \$717.39 | \$232.61 |
| NZ Secondary Schools - NI Satellite (3 Day) | Per Team | \$800.00 | \$573.91 | \$226.09 |
| NI Junior Indoor & Satellite (4 Day) | Per Team | \$880.00 | \$621.74 | \$258.26 |
| SI Junior Indoor (3 Day) | Per Team | \$800.00 | \$573.91 | \$226.09 |
| Tertiary Indoor | Per Player | \$100.00 | \$82.61 | \$17.39 |
| Club Championships - Division 1 | Per Team | \$1,500.00 | \$1,243.48 | \$256.52 |
| Club Championships - Remainder | Per Team | \$1,170.00 | \$1,100.00 | \$70.00 |