

ASCA Limited

ABN: 99 104 727 513

Chairman's Report for the Financial Year Ended June 30, 2019

ASCA's 40th Anniversary

This year ASCA celebrated our 40th Anniversary and our evolution from a "buyer group" of 16 state schools to today's national organisation of over 5600 schools. We provide advice about effective buying of goods and services to our member schools and their canteens, which saved them during the year over \$10 million dollars.

While ASCA is a not for profit member association of schools, it is important that we remain profitable so that we can continue to invest in improvements to provide an even more effective service to our members, as well as supporting our charitable trust. Therefore, it was pleasing that our profit for the year again exceeded our budget.

Membership

With over 5600 member schools in all states and territories it is not possible for our small team of 13 staff to visit all our members, so we attended over 50 school focused events during the year for principals, business managers or canteen managers, where we engaged with and provided updates to our member schools. We also ran a range of school related events ourselves ranging from small networking meetings to larger trade shows.

We continue to be proud of the fact that our membership includes some of the largest and most prestigious schools in Australia, as well as many of the smallest and most disadvantaged. And we are still pleased to hear that our members of all types and sizes continued to derive benefits from their ASCA membership.

Charitable Projects

ASCA's other goal is to support the education of disadvantaged young people through contributing our surplus funds to our charitable trust, the ASCA Education Foundation. This year we donated over \$250,000 to selected registered charities.

We continued to provide strong support to The Smith Family, and to be the largest non-government funder of State Schools' Relief. We also continued to support St Vincent de Paul Society, Stewart House, The AEIOU Foundation, STELR, Sports Excellence Scholarship Fund, The Moriarty Foundation and Western Chances, as well as providing a donation for the first time to The Song Room.

Ambassadors

ASCA once again thanks its Ambassadors, Natalie Cook, 5 times Olympian and Beach Volleyball Gold Medalist from the Sydney Olympics; previous Socceroo player and captain, Craig Foster; Olympic Gold Medal swimmer, Cate Campbell; and Olympic Gold Medal walker, Jared Tallent. They were joined by our new Ambassador in Victoria, previous US Open Golf winner, Geoff Ogilvy. All our Ambassadors promote ASCA's message about the importance of healthy activity in schools, and they also undertake visits to schools for ASCA.

The Triple Bottom Line

ASCA now seeks to help member schools achieve their triple bottom line objectives by saving money through more effective purchasing, while at the same time achieving better environmental outcomes, and important social objectives by supporting ASCA's investment in the education of disadvantaged children.

We reinforced this during the year by introducing two awards for our member schools. The award winners will be announced towards the end of 2019. The first award was for outstanding and innovative achievements by the school and its community, especially the students, in improving the school's environmental sustainability. And the second was to a school that was particularly successful in having its school community support a charity that works to support the education of disadvantaged children.

ASCA's Board and Staff

Once again, I wish to thank the school principals, former principals, and business managers who are members of ASCA's Board of Directors and who give up their time in a voluntary capacity to help guide ASCA in achieving its aims.

Our CEO, David Edwards, continues to lead a small but effective team of staff that provide services to our members and suppliers in all states of Australia. During the year we were very sad to lose Carmel McMorrison who passed away quite suddenly due to ill health. We also farewelled Robyn Liddy to retirement, and Alison Williams. All of these staff had served ASCA magnificently.

We have been delighted to welcome Scott Ledwidge, Christine Bucca and Toni Braden to our staff team.

Member Communications and Support

ASCA continued to find better ways to communicate with our members as we rely on the feedback from our members about the effectiveness of the suppliers that we recommend, and future product and service segments where ASCA should prioritise the search for new supplier partners.

In addition to the face to face contact we had with over 2000 member schools, we upgraded our e-newsletters and social media communications, as well as the school and canteen newsletters that we send out.

We were delighted to see in our member surveys that schools rated the financial support that we provide to disadvantaged children as highly as the financial benefits that we provide to our member schools.

Finally, I wish to thank our members and all the people who have assisted in making ASCA what it is today, including Principals, Business Managers and Canteen Managers.



Raymond Wilkinson
Chairman of Directors