

ASCA Limited

ABN: 99 104 727 513

Chairman's Report for the Financial Year Ended June 30, 2023

The 2022/23 Year

2022/23 was another difficult year with member schools and suppliers facing a series of challenges as a result of Covid, and then the inflation exacerbated by the Russia Ukraine war. The most obvious issues in schools were staff shortages, and canteen closures caused by staff issues and by reduced canteen profitability after Covid.

Suppliers also suffered from staff shortages both in factories and in their distribution centres. School canteens had to deal with multiple stock outs and slow distribution. The food and beverage industry was particularly hard hit by Covid, and a number of businesses did not recover, going into administration in late 2022. ASCA was prepared for possible company failures and had back-up plans already in place so there was relatively little disruption for our member schools.

Despite these challenges ASCA had a successful year. We were pleased to increase our face to face contact with our members following the prior year restrictions, and ran and attended a record number of school events where we were able to talk to members in detail.

Even though there were the disruptions faced by schools and suppliers our member schools spent during the year a record \$140 million with our supplier partners, and their savings compared to normal education prices were over \$10 million.

Membership

We were again delighted that more schools continued to become ASCA members, with the total ASCA membership increasing by over 200 schools during the year to 6495 school in all states and territories.

In previous years ASCA had increased its electronic communications into our member schools and canteens with e-newsletters and webinars designed to provide useful information and alerts about new products and services, and special promotions. We further increased these communications, in addition to the face to face meetings and contacts, and the feedback was most positive.

Charitable Partners

ASCA continued to provide support for the education of vulnerable young people by contributing our surplus funds to our charitable trust, the ASCA Education Foundation. Many of our charity partners faced the twin challenges of reduced resources and increased demand for their services. So ASCA was delighted that once again we were able to donate a further \$300,000 to our registered charity partners. Since the establishment of the ASCA Education Foundation twenty years ago ASCA has donated and accumulated over \$10 million, which either has already been donated to charities or is in out charitable trust.

We again provided strong support to The Smith Family and continued 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, Western Chances, and The Song Room.

Supplier Partners

ASCA once again added a number of quality new school supplier partners to those we recommend to our member schools. In line with the increased importance of technology in schools, both to enhance student learning, and to improve process efficiency and effectiveness, ASCA further broadened the range of its suppliers that specialise in school focused systems and technology.

During 2022/23 we continued to select suppliers based on the value of their offers to member schools, and the quality and service provided. We also continued to ask our suppliers about their focus and commitment to environmental sustainability, and we were pleased to see these commitments further increased during the year.

The year continued to be frustrating for a number of ASCA suppliers in dealing with the twin challenges of supply chain problems and staff shortages. However, by the end of the year most suppliers were back to their normal high quality of service. We thank all our supplier partners for their dedication for servicing schools, and the determination to do their best job for ASCA members.

Ambassadors

ASCA thanks its Ambassadors, Geoff Ogilvy, US Open Golf winner; 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; Olympic Gold Medal walker, Jared Tallent; and Rachael Lynch, Olympic Hockeyroos Goalkeeper. All our Ambassadors promote ASCA's message about the importance of healthy activity in schools, and provide support to ASCA in other ways.

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. I particular wish to thank Kate Long who retired as an ASCA Board member after over 20 years of service. She will continue as a Board member of the ASCA Education Foundation where she was previously the Chair. I am pleased to advise that the Board awarded Kate life membership of ASCA for her service.

We also welcomed a new Board member, Anne-Maree Kliman. Anne-Maree is currently Principal of Tarneit P-9 College and is a previous chair of the Victorian Principals Association.

Our CEO, David Edwards, and our team of staff continued to deal with the challenging environment for schools and our supplier partners, and again achieved a very successful year.

Finally, all at ASCA 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