



2018 ANNUAL REPORT

**NEW ZEALAND
WATER POLO**

NEW ZEALAND WATER POLO 2018

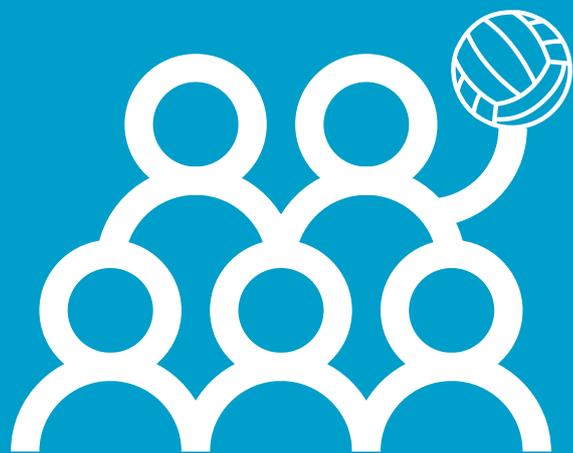
HOSTS OF THE
**2018 FINA
WORLD
POLO LEAGUE**



17 TEAMS
FROM **9 NATIONS**

REPRESENTING
4 CONTINENTS

**525 TEAMS COMPETED
IN 19 NATIONAL EVENTS**



10,000 KIDS
PLAYING ACROSS
NEW ZEALAND



HOSTS OF **15TH** EDITION
PAN PACIFIC'S

FESTIVAL

164 ENTRIES


2282 PLAYERS


220
REFEREES

560 ACTIVE
COACHES

 **115** HRS
LIVE STREAMING

 **300,000**
WEBSITE VIEWS

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CHAIRMAN AND CHIEF EXECUTIVE REPORT

2018 was a year of transition and change for New Zealand Water Polo underpinned by the refreshed New Zealand Water Polo strategy and the three strategic pillars of participation, performance and sustainability. Progress in these three pillars is summarised below with more detail on them on pages 10 & 11 of this Annual Report.

Key Highlights

- Successful delivery of FINA Water Polo World League – Intercontinental Cup for Men and Women
- Hosting of the 15th edition of the Pan Pacific Festival with a record number of teams participating
- New Zealand Women finishing 7th at the 16th FINA Women's Water Polo World Cup
- New partnerships with Honda and revolutioniseSPORT

People

The Senior Leadership of New Zealand Water Polo had significant change in 2018 with the retirement of John Payne, Chief Executive, the resignation of Eelco Uri, National Teams Director and the arrival of our new CEO, Chris Wilson in March.

John had provided New Zealand Water Polo with professional guidance and leadership over two years ensuring the organisation financial sustainability in a difficult period. We wish him well in his retirement. Eelco had overseen the evolution of the national high performance programme with his impact extending from young people, national age-group athletes through to the New Zealand men and women national teams.

There was one change at the Board level in September and that was the retirement of Nigel Ainley as an appointed member with Alastair Hulbert coming on in his place. Nigel served as a board member from 2012 to 2018 and as Chair from 2013 to 2017. We would like to thank Nigel for his significant contribution to New Zealand Water Polo and for his commitment to progressing our sport, sometimes in difficult circumstances. The transition to Alastair was a smooth and well planned one and he is already making his mark at board level.

Participation

The growth of Flippa Ball, particularly in Auckland, provides the entry level to water polo for young people and the opportunity to begin a life-long affinity with water polo. In excess of 4,000 young people are now playing Flippa Ball through official programmes with many more participating in schools and local authority pools. The number of young people transitioning to school water polo continues to grow, particularly at Year 7 & 8 level. Accommodating the growth in school player numbers, particularly in Auckland, is becoming a growing challenge.

Our regions and clubs provide the gateway for young people and club players and we thank them for providing these opportunities. We need to ensure that our club and school network understand the motivation of the participant and how they want to consume water polo as a sport. We congratulate our leading clubs for their innovative approaches ensuring that the participant is at the centre of their thinking and planning. In 2019 New Zealand Water Polo will partner with Sport New Zealand to conduct a nationwide survey of participants to help guide us in our planning and the experience we offer.

Ensuring sufficient pool space for water polo's requirement is the single biggest challenge for the sport. From ensuring at least two deep water pools are available for national events to managing training and playing space in the Auckland region, New Zealand Water Polo has become a major facility provider. New Zealand Water Polo commits to extensive contracts with Sacred Heart, Diocesan School for Girls and Epsom Girls Grammar pools, essentially to broker availability for the water polo community. This is a significant burden on resources and financially challenging. Almost a third of the organisation turnover and resource is dedicated to the management of pools. The complexities of managing this effectively is an ongoing challenge.

New Zealand Water Polo is advocating on behalf of the sport, for a nationwide aquatics strategy to be conducted with a sub-strategy for the greater Auckland region of the highest priority. We must ensure a long-term strategy is in place to ensure the access and affordability of pools in Auckland and nationwide is available to the sport.

“
**IN EXCESS OF 4,000
YOUNG PEOPLE ARE
NOW PLAYING FLIPPA
BALL THROUGH OFFICIAL
PROGRAMMES**
”

Performance

The key aim for 2018 for both the men's and women's national teams was to perform at the highest level at the World League in April. As hosts, automatic entry was available and we were also able to introduce a men's and women's development squad to international competition. The senior men had impressive wins over China and Saudi Arabia in group stage. The women's team, whilst not registering a win at the World League, were able to perform well at the Women's World Cup held in Russia in September. A win over South Africa at the group stage and again in the playoff match resulted in 7th place at the pinnacle women's event in 2018.

The National League grew in profile culminating in an outstanding achievement by the North Harbour club winning gold in both the men's and women's leagues. North Harbour men defeated Waitakere in a tight final 10-9 and North Harbour women were too strong for Marist, 15-6 in the women's final.

Providing a clear pathway for young people and the growth of our talent development programme for age-group squads has been successfully evolved in 2018. Angie Winstanley-Smith joined New Zealand Water Polo in May as a contractor in a part-time role and has introduced a clear pathway for young people. Angie's commitment to the programme has been extensive and the establishment of new programmes, introduction of new coaches and support staff has created an opportunity for extensive development base to be established. We thank her and the network of coaches and staff who support the pathways programme. It is a challenge to satisfy everyone and a great deal of vision and resilience must be shown to be successful.

Sustainability

New Zealand Water Polo is reporting a trading surplus for 2018. There has been a great deal of transition for the organisation, with a great deal of financial risk looming at the start of 2018, particularly from hosting the World League and Pan Pacific Festival events. The leadership team of Anthea Evans and Pam Scheirlinck has ensured the organisation has met the financial challenges and prospered. Significant staffing appointments were delayed to ensure affordability for New Zealand Water Polo and that the organisation could sustain new roles. In addition, much improvement in administration procedures and controls has seen the result of a surplus against budget of \$180,000. This is a tremendous financial result and will enable us to build reserves and invest in our future. There is no Pan Pacific Festival again until 2020 so a small surplus is budgeted for 2019.

A record 164 teams entered the 15th Pan Pacific Festival. 7 pools across Auckland were utilised with New Zealand Water Polo working in partnership with local, Auckland clubs to deliver one of water polo's largest events. We thank the club coordinators, the network of club helpers, volunteers, referees and staff who contributed to a highly successful and profitable event. In particular we also acknowledge Chris Hayward for his original vision and ongoing input into our highest profile bi-annual event. One of the key learnings from both Pan Pacs and the World League event, is that New Zealand Water Polo is heavily reliant on Auckland Tourism Events Economic Development (ATEED) for support in hosting international events of this scale. Their input financially and logistically is crucial to their sustainability.

CHAIRMAN AND CHIEF EXECUTIVE REPORT CONTINUED

Brand Value

Whilst New Zealand Water Polo continues to grow in participation and opportunities, the challenge remains of the financial impact for both the organisation and the participants. Our High Performance programme continues to be user-pays as we did not receive any financial or logistical support from High Performance Sport New Zealand in 2018. We are building a new partnership with HPSNZ in 2019 and hope to see this impact on our planning and staff support but the financial challenges will remain. In addition, whilst we are grateful for the \$20,000 community sport investment from Sport New Zealand to support our competition structure, the sport remains costly and financially difficult for some.

We acknowledge the support from our key partners, particularly Honda and the family of commercial partners, including Delfina, Premium Real Estate and Mikasa. New Zealand Community Trust and ATEED allow us to commit to staffing and competition infrastructure and we thank them for the ongoing support.

We welcomed a new partnership with revolutioniseSPORT in 2018. RevSport will impact across the water polo community through our digital media, CRM and database and competition management structure. In particular, the development of our national database will allow New Zealand Water Polo to understand who its participants are, not only how many, but their geographic and socio-economic status. Once we fully understand our participants, we have a value proposition to present to potential partners. We implore the water polo community to get on board with the new system in 2019 for the benefit of the sport nationwide.

Acknowledgments

We acknowledge our Clubs and Centres for their ongoing work and commitment. You make the sport happen in your region and create the opportunities for participation. We also wish to acknowledge all the contributors to the New Zealand Water Polo talent development programme and to our national teams.

We would like to acknowledge the team at New Zealand Water Polo: Anthea, Pam, Fabian, John and Angie for their commitment, diligence and resilience delivering the sport in a challenging environment.

Finally, we would like to thank the New Zealand Water Polo Board for their contribution, leadership and support for the executive team. We look forward to the rest of the 2019 year and also look forward to New Zealand Water Polo working well together with all water polo participants for the good of our sport. We have huge potential for water polo in this country if we work positively and constructively together and we, and the rest of the New Zealand Water Polo Board and Executive, will be striving to do this in 2019 and beyond.



Anthony Quirk
Chairman



Christopher Wilson
Chief Executive Officer



NEW ZEALAND WATER POLO BOARD GOVERNANCE STATEMENT

The NZWPA board is comprised of four elected and four appointed members and meets a minimum of five times each year. All board members are volunteers and not remunerated. The Board is committed to continuous improvement in the areas of developing and documenting strategy, advising the CEO, monitoring the organisation's performance and compliance as well as ensuring the correct policy and risk management frameworks are in place.

Sport NZ Governance Mark

The New Zealand Water Polo Board has taken its first step towards gaining the Sport New Zealand Governance mark.

To gain the mark, the organisation has been through a process of self-assessment, third-party review, governance development and reassessment. The mark assesses the organisation's alignment with the Governance Framework for sport and recreation in New Zealand, which covers the key areas of:

- clarity and cohesion
- people
- boardroom processes
- integrity and accountability.

The Governance Mark indicates an organisation is clear about how it intends to use time and money. This means the board has:

- A considered process for strategy development and an ongoing regime for monitoring efficacy of that strategy
- Accountability to stakeholders is delivered through a planned programme of communication
- Ensured the business of the organisation is conducted within a clear ethical framework
- Understands the strategic nature of its role
- Meeting processes in place where time is well spent and the agenda is primarily future focussed.

Board members as at February 2019

Name	Anthony Quirk	Deb Bowy	Aleisha Clarke	Alastair Hulbert	Penny Sawbrick	Viv Scott	Megan Thomson	Dennis Turton
Qualifications	BCA (Hons), INFINZ (Fellow), AFA		BA (Applied Management)	BCom (Marketing)	LLB	MA, BA (Hons), PG Cert Governance, PG Dip Publishing, Dip Business Computing		BCom (Economics)
Executive Leadership	●			●	●	●		●
Financial	●	●		●		●	●	●
Governance	●			●	●	●		●
Water Polo		●	●		●		●	
Digital - Technology			●			●	●	●
Stakeholder Engagement	●	●	●	●	●	●	●	
Regional Profile		●	●				●	●

2018 NEW ZEALAND WATER POLO FOUNDATION

The year brought to a conclusion a very frustrating period of involvement with Charities and IRD regulations, with the New Zealand Water Polo Foundation (NZWPF) finally becoming recognised as a charity by Inland Revenue and the Charities Commission registering NZWPF as a charity.

The Foundation is now in a position to accept donations as a Charity and the Charity status can be used by donors to claim their tax rebate.

This has been a significant step forward for the NZWPF and we look forward to making progress in building a substantive fund for future participants in the sport.

We also developed a website for the NZWPF www.waterpolofoundation.org.nz with the added capability of being able to accept donations via credit cards.

The Foundation still has some additional infrastructure to put in place and expect this to be completed in cooperation with New Zealand Water Polo.

I sincerely hope the Foundation, which has been talked about for a while, and is now a reality, will garner your support and we will make some good headway in 2019.

The road has not been easy, for a number of reasons, but borrowing a well known phrase:

Let's **'JUST DO IT'**

Rob Borgers,
Chair New Zealand Water Polo Foundation



KEY STRATEGIC AREAS

PARTICIPATION

Flippa Ball

In excess of 4,000 young people are participating in 14 Flippa Ball clubs affiliated to New Zealand Water Polo. We estimate another 3,600 young people are participating in programmes organised by schools, council and other commercial providers. The number of Flippa Ball players transitioning to water polo at Year 7 & 8 is increasing now with 2,000 players in this age group.

Regions

The number of clubs is 19 with growth in Auckland particularly through the North Harbour, Atlantis City and Mountfort Park clubs. Outside Auckland, Tauranga continues to grow and evolve and the Canterbury club continues its recovery in the post-earthquake period.

Competitions

525 teams participated in national competitions this year. Growth has occurred in the Year 7 & 8 regional tournaments, with the National Secondary School competitions continuing to provide excellence. Sacred Heart dominated the boys' competition beating Westlake in the final, and Diocesan School for Girls defeated St Cuthbert's in the school competition. National age-group tournaments were monopolized by the North Harbour club, with the North Harbour club also winning the senior National League for both men and women.

Coaches, referees and officials

National Referee Director, John Waldow has continued the delivery of referee development and education courses. John has been supported by Megan Perry who piloted a new role as Referee Manager at the New Zealand Water Polo age-group tournament in 2018. This project will evolve in 2019 to support our referees and officials. John, Megan and Michael Brooks were appointed to the FINA World League in April with Megan also appointed to the FINA Women's World Cup in September.

Pool space

The challenge of providing sufficient pool space remains a significant task. Formal contracts are in place at Sacred Heart, Diocesan School for Girls and Epsom Girls Grammar to ensure sufficient space for national and local competitions. The Pan Pacs Festival in June utilised seven pools across Auckland, creating a test for infrastructure and staff. New Zealand Water Polo is committed to the development of a nationwide aquatic strategy in 2019.

PERFORMANCE

Pathway programme

Angie Winstanley-Smith was contracted as the High Performance Coordinator and delivered a refreshed athlete and talent development pathway in 2018. Whilst still reliant on user-pays, the programme is sustainable and is providing for the next generation of international athletes.

International Competitions

The New Zealand men (6th) and New Zealand women (7th) competed at the FINA World League in April, hosted in New Zealand. The Women also finished 7th at the 16th edition of the FINA Women's World Cup held in Russia in September.

The 15th edition of the Pan Pacific Festival was the largest since inception, with 164 teams utilising seven pools across the Auckland region. Entries came from across New Zealand, Queensland, New South Wales, Canberra, Canada and New Caledonia. Finals were live streamed across New Zealand Water Polo media platforms to a global audience.

National Calendar

The national competition structure of 19 National Events were delivered across the country from Auckland to Dunedin. A new, 4-year calendar was distributed to clubs in June to assist with long-term planning and scheduling. Whilst the city of Auckland, continues to host the bulk of national events due to pool availability, New Zealand Water Polo remains committed to the distribution of events throughout the country.

Communication

The new, refreshed website was introduced in December with expansion planned for 2019. Quarterly newsletters and video updates were introduced. Our social media platforms are continuing to expand their audiences now with a combined fan base of over 10,000.

SUSTAINABILITY

Funding sources

New Zealand Water Polo is a significant business with turnover in excess of \$3M annually. The bulk of the trading of the organisation is made up of the national teams and high performance programme, competition entry and delivery costs and the management of the pool facilities on behalf of the greater water polo community. Whilst contribution from member clubs is important, it remains at less than 5% of the overall turnover.

Profile

The brand value of New Zealand Water Polo was enhanced with the signing of new partnership with revolutioniseSPORT in December. This new partnership will increase access to media platforms and most importantly create a new CRM or database to manage our participants. New Zealand Water Polo continues to evolve its value proposition to both the water polo and wider sporting communities. Data and understanding of the participants are crucial to developing this proposition in 2019.

Regional Secondary School competition participation 2018

Region	Boys	Girls	Total
Auckland	1326	611	1937
Tauranga	208	208	416
Waikato	182	104	286
Manawatu	26	13	39
Wellington	195	169	364
Marlborough	26	26	51
Canterbury	130	208	338
Otago	130	182	312
Southland	52	52	104
Total*	2275	1573	3848

*Source: Online competition draws

Registered "active" coaches 2018

Flippa Ball	Year 7 & 8	Secondary School	Open
250	99	161	52

Graded referees and officials 2018

FINA	A Grade	B Grade	C Grade	Club Based Referee
6	11	30	61	117

Player Numbers 2018

Club	Open Men	Open Women	Secondary Boys	Secondary Girls	Year 7&8 Boys	Year 7&8 Girls
Atlantis City	0	13	0	91	26	52
Canterbury	15	0	43	42	0	0
Harbour City	10	0	20	33	12	7
Hibiscus Coast	13	13	17	32	7	19
Hutt	58	10	137	136	141	141
Kapiti	0	0	8	8	1	0
Manawatu	13	0	52	13	20	10
Maranui	1	0	28	2	11	6
Marist	51	20	126	32	67	26
Marlborough	18	10	18	18	12	12
Mountfort Park	18	12	66	41	149	70
North Harbour	22	25	144	108	30	25
Otago	13	0	162	147	106	116
Rotorua	0	0	35	40	30	40
Sea Wolf	14	0	86	11	26	16
Southland	5	6	41	31	40	32
Tauranga	14	8	39	32	85	55
Waikato	5	0	48	60	7	19
Waitakere	11	10	40	25	24	24
Total*	268	127	1110	902	794	670

*Source: NZWP Club Census to 30 June 2018

Flippa Ball and Mini Ball 2018

Provider	Flippa Ball	Mini Ball	Modules	Schools	Total Year
NZWP Epsom	850		1		1700
NZWP Sacred Heart	1440		1		2880
Hibiscus Coast	135		1	6	270
Hutt	153		1	12	306
Manawatu	45		1	3	90
Marlborough	48	24	2	8	144
North Harbour	480		1	30	960
Otago	270		1	30	540
Rotorua	350		1	12	700
Seawolf	13		1		26
Southland	216	153	1	18	738
Tauranga	711		6	28	1422
Total*					9766**

*Note: this is the total reported to NZWP via annual census only

**Based on 2 programmes/terms annually

New Zealand Water Polo Year 7 & 8 Auckland Central and East regional competitions

Boys	Girls	Total
385	313	695

NATIONAL EVENTS

South Island Secondary School Championships

BOYS

1. St. Bede's College
2. Otago Boys High School
3. King's High School

MVP

Tim Chirnside,
John McGlashan

GIRLS

1. St. Margaret's College
2. Rangi Ruru Girls College
3. Columba College

MVP

Violette Perry,
St. Margaret's

North Island Secondary School Division 2 Championships

BOYS

1. Rangitoto College B
2. Hamilton Boys High School B
3. Takapuna Grammar School

MVP

Gil Rabinovich,
Rangitoto College

GIRLS

1. Mt. Maunganui College B
2. St. Cuthbert's College B
3. Diocesan School for Girls C

MVP

Renee Burggraaf,
Mt. Maunganui College

North Island Secondary School Division 1 Championships

BOYS

1. Sacred Heart College
2. Rangitoto College
3. Rosmini College

MVP

Patrik Zatko,
Sacred Heart

GIRLS

1. Diocesan School for Girls
2. St. Cuthbert's College
3. Kristin School

MVP

Morgan McDowall,
Diocesan

New Zealand Secondary Schools Premier Schoolboys/girls Championships

BOYS

1. Sacred Heart College
2. Westlake Boys High School
3. Rangitoto College

MVP

Louie Ferigo,
Sacred Heart

GIRLS

1. Diocesan School for Girls
2. St. Cuthbert's College
3. Rangitoto College

MVP

Shinae Carrington,
Diocesan



New Zealand Secondary Schools Division 2 Schoolboys/girls Championships

BOYS

1. Western Springs College
2. Rangitoto College B
3. Kristin School

MVP

Kelly McDowell,
Western Springs

GIRLS

1. Epsom Girls Grammar School
2. St. Margaret's College
3. Mt. Albert Grammar School

MVP

Madi Kerr,
Epsom Girls

National League Tier 2

MEN

1. Mountfort Park
2. Tauranga
3. Waikato

WOMEN

1. Hibiscus Coast
2. Mountfort Park
3. Tauranga

National League

MEN

1. North Harbour
Cootes Construction
2. Waitakere Blue Devils
3. Marist Magic

MVP

Matt Bryant,
Hutt Heat

WOMEN

1. North Harbour
Carlton Party Hire
2. Marist Magic
3. Waitakere Blue Diamonds

MVP

Eike Daube,
North Harbour Carlton Party Hire

National 18 & Under Championships

MEN

1. Marist Red
2. NHWP Maroon
3. Tauranga A

MVP

James Catlin,
NHWP Maroon

WOMEN

1. NHWP Maroon
2. Atlantis Tridents
3. Hibiscus Coast Gold

MVP

Claudia Morgan,
NHWP Maroon

National 16 & Under Division 1 Championships

BOYS

1. NHWP Maroon
2. Tauranga A
3. Marist Red

MVP

Korban Kirk,
NHWP Maroon

GIRLS

1. Atlantis Tridents
2. Hibiscus Coast Gold
3. Tauranga A

MVP

Libby Alsemgeest,
Atlantis Tridents

National 16 & Under Division 2 Championships

BOYS

1. Tauranga B
2. NHWP Blue
3. Waitakere Gold

MVP

Cooper Gibson,
Tauranga B

GIRLS

1. NHWP Black
2. Tauranga B
3. Rotorua

MVP

Kim Buetcher,
NHWP Black

South Island Secondary Schools Year 9 & 10 Championships

BOYS

1. St. Bede's College
2. St. Andrew's College
3. Christ's College

MVP

Will Jamieson,
St. Bede's

GIRLS

1. Rangi Ruru Girls School
2. St. Margaret's College
3. Marlborough Girls College

MVP

Eve Weston,
Rangi Ruru

North Island Secondary Schools Year 9 & 10 Championships

BOYS

1. Rangitoto College
2. St. Peter's College
3. Auckland Grammar School

MVP

Daniel Warman,
Rangitoto College

GIRLS

1. Diocesan White
2. St. Cuthbert's College
3. Westlake Girls High School

MVP

Sophie Shorter-Robinson,
Diocesan

National 14 & Under Division 1 Championships

BOYS

1. NHWP Maroon
2. Marist Red
3. Sea Wolf Black

MVP

Andrei Soldatovic,
NHWP Maroon

GIRLS

1. NHWP Maroon
2. Tauranga
3. Atlantis City Tridents

MVP

Ava Cooper,
NHWP Maroon

National 14 & Under Division 2 Championships

BOYS

1. Hibiscus Coast Gold
2. Marist White
3. Tauranga Blue

MVP

William Catlin,
Hibiscus Coast

GIRLS

1. Atlantis Aqua
2. NHWP Bays Car Painters
3. Atlantis White

MVP

Holly MacDonald,
Atlantis City

INTERNATIONAL EVENTS

FINA WORLD CUP

New Zealand Women competed in the FINA World Cup in Surgut, Russia for the first time in 8 years. 8 teams competed over 5 days. The event was used as a trial for the new rules – including 11 team rosters. New Zealand managed two wins both against South Africa. They finished in 7th place.

FINA World Youth Championships – Women

The New Zealand Youth Women's team travelled to Serbia to play the best 16 Under 18 teams in the World. They won three of six games: 14-11 versus Russia, 12-3 over Uzbekistan and finished off by winning 9-6 against (World Ranked Number 4) Canada, to secure 9th place.

FINA World Youth Championships – Men

The New Zealand Men's Youth team travelled to Hungary to play the best 20 Under 18 teams in the world. The boys finished in 14th place after three wins: 20-7 versus Uzbekistan, 8-4 over South Africa and their most remarkable win was against China, winning 11-0 and were the only team at the Championships to keep a team to zero goals.



FINA WORLD LEAGUE INTER-CONTINENTAL CUP, AUCKLAND

In April New Zealand Water Polo hosted the prestigious FINA World League Inter-Continental Cup. The event marked for both men and women, a first in FINA history.

17 teams from 9 Nations representing 4 Continents participated in the event held at the Sir Owen Glenn National Aquatic Centre, Auckland from 3 – 8 April. The New Zealand men's team did not disappoint, registering wins over Saudi Arabia and China.

Mens Placings

1. United States of America
2. Australia
3. Japan
4. Kazakhstan
5. Canada
6. New Zealand
7. Argentina
8. People's Republic of China
9. Saudi Arabia
10. New Zealand Development

Womens Placing

1. United States of America
2. Australia
3. Canada
4. People's Republic of China
5. Japan
6. Kazakhstan
7. New Zealand
8. New Zealand Development

A snapshot of the FINA World League

- 1,610 unique attendees
- Contribution to regional GDP of \$650,000
- Return on regional investment of 464%
- 460 visitors attracted to Auckland by the event generating 3,890 visitor nights
- Tourism expenditure of \$795,000 excluding GST or \$1,728 per visitor

Source: ATEED



PAN PACIFIC YOUTH WATER POLO FESTIVAL

New Zealand Water Polo hosted the 15th edition of the Pan Pacific Festival 7 – 17 July 2018.

A record number of entries – 164, were received with teams competing in 7 pools across Auckland. Headquarters and host of the finals was the West Wave Aquatic Centre.

A record number of international entries competed across the 4 age groups, with 63 international teams combined for men and women's grades.

A snapshot of the 2018 Pan Pacific Festival

- 2,282 players participating in the event
- 624 support staff including coaches and managers
- 6,490 unique attendees throughout the event
- Contribution to regional GDP of \$1,962,000
- Return on regional investment of 1,211%
- 2,840 visitors attracted to Auckland by the event generating 20,790 visitor nights
- Tourism expenditure of \$2,369,000 excluding GST or \$834 per visitor
- 48 hours of live streaming of finals days via NZWP media channels

Source: ATEED

The 2018 Pan Pacific Youth Festival was a successful collaborative effort in regards to hosting competitions at the Auckland venues, between NZWP and a number of Auckland based clubs.



RESULTS

20 & Under Grade

MEN

1. Australian Youth Barbarians
2. NSW Blues
3. Marist

MVP

Matt Byrnes, Australia

WOMEN

1. North Harbour
2. NSW Blues
3. Waitakere

MVP

Emily Nicholson, North Harbour

18 & Under Grade

MEN

1. Queensland Maroon
2. NHWP Maroon
3. Tauranga

MVP

Dan Hansen, Queensland

WOMEN

1. NHWP Maroon
2. Atlantis City 1
3. Queensland Maroon

MVP

Sarah Stewart, NHWP

16 & Under Grade

BOYS

1. Tauranga 1
2. NHWP Maroon
3. Queensland Maroon

MVP

Louie Schuler, Tauranga

GIRLS

1. NSW Blues
2. Atlantis City 1
3. Hibiscus Coast 1

MVP

Maeve Ryan, NSW

14 & Under Grade

BOYS

1. NHWP Maroon
2. Queensland Maroon
3. NSW Blues

MVP

Josh Sumner, NHWP Maroon

GIRLS

1. Queensland Maroon
2. Atlantis City 1
3. Queensland White

MVP

Lulu Elliot, Queensland





Independent Auditor's Report

To the members of New Zealand Water Polo Association Inc.

Report on the consolidated financial statements

Opinion

In our opinion, the accompanying consolidated financial statements of New Zealand Water Polo Association Inc. (the incorporated society) and its subsidiaries (the group) on pages 20 to 28:

- i. present fairly in all material respects the Group's financial position as at 31 December 2018 and its financial performance and cash flows for the year ended on that date; and
- ii. comply with Public Benefit Entity Standards Reduced Disclosure Regime (Not For Profit).

We have audited the accompanying consolidated financial statements which comprise:

- the consolidated statement of financial position as at 31 December 2018;
- the consolidated statements of revenue and expense, movements in equity and cash flows for the year then ended; and
- notes, including a summary of significant accounting policies and other explanatory information.



Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (New Zealand) ('ISAs (NZ)'). We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

We are independent of the group in accordance with Professional and Ethical Standard 1 (Revised) Code of Ethics for Assurance Practitioners issued by the New Zealand Auditing and Assurance Standards Board and the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code), and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code.

Our responsibilities under ISAs (NZ) are further described in the auditor's responsibilities for the audit of the consolidated financial statements section of our report.

Subject to certain restrictions, partners and employees of our firm may also deal with the group on normal terms within the ordinary course of trading activities of the business of the group. These matters have not impaired our independence as auditor of the group. The firm has no other relationship with, or interest in, the group.



Other information

The Committee, on behalf of the group, are responsible for the other information included in the entity's Annual Report. Our opinion on the consolidated financial statements does not cover any other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit or otherwise appears materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.



Use of this independent auditor's report

This independent auditor's report is made solely to the members as a body. Our audit work has been undertaken so that we might state to the members those matters we are required to state to them in the independent auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the members as a body for our audit work, this independent auditor's report, or any of the opinions we have formed.



Responsibilities of the Committee for the consolidated financial statements

The Committee, on behalf of the incorporated society, are responsible for:

- the preparation and fair presentation of the consolidated financial statements in accordance with generally accepted accounting practice in New Zealand (being Public Benefit Entity Standards Reduced Disclosure Regime (Not For Profit));
- implementing necessary internal control to enable the preparation of a consolidated set of financial statements that is fairly presented and free from material misstatement, whether due to fraud or error; and
- assessing the ability to continue as a going concern. This includes disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless they either intend to liquidate or to cease operations, or have no realistic alternative but to do so.



Auditor's responsibilities for the audit of the consolidated financial statements

Our objective is:

- to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error; and
- to issue an independent auditor's report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs NZ will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error. They are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

A further description of our responsibilities for the audit of these consolidated financial statements is located at the External Reporting Board (XRB) website at:

<http://www.xrb.govt.nz/standards-for-assurance-practitioners/auditors-responsibilities/audit-report-7/>

This description forms part of our independent auditor's report.



KPMG
Auckland

1 March 2019

FINANCIAL REPORT

CONSOLIDATED FINANCIAL STATEMENTS

Consolidated Statement of Revenue and Expense

For the 12 month period ended 31 December 2018

	NZWPA	
	DEC 2018	DEC 2017
	\$	\$
Revenue	3,757,547	2,494,698
Elimination of inter Revenue Centre Income and Expenses	-213,398	-63,285
TOTAL REVENUE	3,544,149	2,431,413
NET REVENUE CENTRES SURPLUS	519,612	343,189
NET SERVICE CENTRES SURPLUS / (LOSS)	-340,296	-339,511
TOTAL SURPLUS /(LOSS) FOR THE PERIOD	179,316	3,678
REPRESENTED BY:		
REVENUE CENTRES		
Competition		
Income	2,032,973	548,795
Expenses	-1,676,147	-365,772
Competition Surplus	356,826	183,023
Flippa Ball		
Income	318,095	319,223
Expenses	-173,208	-156,939
Flippa Ball Surplus	144,887	162,284
Commercial Activities		
Income	646,702	539,934
Expenses	-628,803	-542,052
Commercial Surplus	17,899	-2,118
NET REVENUE CENTRES SURPLUS	519,612	343,189
SERVICE CENTRES		
Development		
Income	1,832	3,025
Expenses	-5,507	-12,514
Development Surplus / (Loss)	-3,675	-9,489

The above statement must be read in conjunction with the Auditors' Report and the attached notes on pages 24 - 28



Consolidated Statement of Revenue and Expense Cont.

For the 12 month period ended 31 December 2018

	NZWPA	
	DEC 2018	DEC 2017
	\$	\$
SERVICE CENTRES		
High Performance Teams		
Income	545,926	821,611
Expenses	-547,499	-819,845
High Performance Surplus / (Loss)	-1,573	1,766
Human Resources		
Income	81,355	173,323
Expenses	-446,892	-487,009
Human Resources Surplus / (Loss)	-365,537	-313,686
Administration		
Income	132,350	87,828
Expenses	-100,175	-106,889
Administration Surplus	32,175	-19,061
The Foundation – High Performance	-1,686	959
NET SERVICE CENTRES SURPLUS / (LOSS)	-340,296	-339,511

Consolidated Statement of Movements in Equity

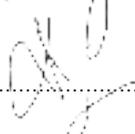
For the 12 month period ended 31 December 2018

	NZWPA	
	DEC 2018	DEC 2017
	\$	\$
Opening Accumulated Funds	311,699	363,214
Total Surplus/(loss) for the period	179,316	3,678
Distribution Funds - HP	-5,980	-55,193
Closing Accumulated Funds	485,035	311,699

Accepted for and signed on behalf of New Zealand Water Polo Association Incorporated

.....  Anthony Quirk

Dated: 1 March 2019

.....  Dennis Turton

Dated: 1 March 2019

The above statement must be read in conjunction with the Auditors' Report and the attached notes on pages 24 - 28



FINANCIAL REPORT

CONSOLIDATED FINANCIAL STATEMENTS

Consolidated Statement of Financial Position

As at 31 December 2018

	NOTES	\$	NZWPA	
			DEC 2018	DEC 2017
		\$	\$	\$
Assets				
Current Assets				
Bank Accounts Operations		255,584		169,026
Term Deposits		235,559		0
Bank Accounts Foundation		31,119		32,805
Bank Accounts HP	11	0		37,133
Bank Accounts Total			522,262	238,964
Stock on hand			3,200	14,390
Debtors Other		52,021		143,183
Less : Doubtful Debt Provision		-2,526		-6,989
Net Debtors Other			49,495	136,194
GST Refund Due			-	
Prepayments & Accrued Income	5		19,770	55,349
Total Current Assets			594,727	444,897
Fixed Assets	8		16,532	10,040
Total Assets			611,259	454,937
Liabilities				
Current Liabilities				
Accrued Expenses	7		27,304	25,950
Creditors			56,389	78,775
Fees Received in Advance	6		1,619	18,318
GST Due			9,819	16,046
Referees Fines Fund			4,149	4,149
Grants Received in Advance	4C		26,944	0
Total Current Liabilities			126,224	143,238
Total Liabilities			126,224	143,238
Total Net Assets			485,035	311,699
Represented by:				
Accumulated Funds			305,719	302,041
Total Surplus for the year			179,316	3,678
HP Distribution Fund			0	5,980
			485,035	311,699

The above statement must be read in conjunction with the Auditors' Report and the attached notes on pages 24 - 28



Consolidated Statement of Cash Flows

For the 12 month period ended 31 December 2018

	NZWPA	
	DEC 2018	DEC 2017
	\$	\$
Cash received from customers	3,846,430	2,620,569
Cash paid to suppliers	-3,553,552	-2,773,519
Other operating activities	-	-
Borrowing costs	-	-
Net cash flows from operating activities	292,878	-152,950
Interest received	2,080	959
Acquisition of property, plant and equipment	-11,660	-2,669
Proceeds from property, plant & equipment	-	-
Investment in Term Deposits	-235,559	-
Net cash flows from investing activities	-245,139	-1,710
Net movement in related party advance	-	-
Proceeds from borrowing	-	-
Net cash flows from financing activities	-	-
Net increase/decrease in cash held	47,739	-154,660
Cash at the beginning of the financial year	238,964	393,624
Cash at the end of the financial year	286,703	238,964
Cash comprises of:		
Bank Accounts Operation	255,584	169,026
Bank Accounts Foundation	31,119	32,805
Bank Accounts High Performance	-	37,133
Total cash	286,703	238,964

The above statement must be read in conjunction with the Auditors' Report and the attached notes on pages 24 - 28



FINANCIAL NOTES

Notes to the Consolidated Financial Statements

For the 12 month period ended 31 December 2018

1. Statement of Accounting Policies

A) i) Entity Reporting

New Zealand Water Polo Association Inc. is an Incorporated Society registered under the Incorporated Societies Act 1908 and a registered Charity under the Charities Act 2005. The Society established the New Zealand Water Polo Foundation under the Charitable Trusts Act 1957 on the 25 September 2014. The objective of the foundation is to support sporting or charitable purposes and in particular, through education, coaching grants and the development of facilities, to encourage the participation of youth in NZ in the sport of water polo.

For the purposes of financial reporting, the society is a public benefit entity (not-for-profit).

The financial statements have been prepared in accordance with New Zealand Generally Accepted Accounting Practice ("NZ GAAP"). For the purposes of financial reporting they comply with PBE Accounting Standards Not-For-Profit and Tier 2 reduced disclosure concessions have been applied.

The society has elected to report in accordance with PBE Accounting Standards Not-For-Profit Tier 2 on the basis that it does not have public accountability and has total annual expenses of less than \$30 million.

The statement of cash flows has been prepared using the direct method. The financial statements are prepared on an accrual basis.

The consolidated financial statements are prepared on a going concern basis.

ii) Presentation Currency

The consolidated financial statements are presented in New Zealand dollars has been rounded to the nearest dollar, except when otherwise indicated.

iii) Basis of consolidation

Business combinations are accounted for using the acquisition method as at the acquisition date, which is the date on which control is transferred to the Group. Control is the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities. In assessing control the Group takes into account potential voting rights that currently are exercisable.

Subsidiaries

Subsidiaries are those entities controlled, directly or indirectly, by the Society. The financial statements of subsidiaries are included in the financial statements using the purchase method of consolidation.

Transactions eliminated on consolidation

All intergroup transactions and balances are eliminated on consolidation.

B) Measurement Base

The measurement system adopted is that of historical cost.

C) Specific Accounting Policies

The following specific accounting policies, which materially affect the measurement of consolidated financial results and consolidated financial position, have been adopted in the preparation of the consolidated financial statements.

Accounts Receivable

Accounts receivable are recognised and carried at original invoice amount less any allowance for any uncollectable amounts. Individually impaired accounts receivable relates to debtors for whom there is objective evidence of inability to pay. Accounts receivable are financial assets that are classified as loan and receivables.

Valuation of Inventories

Inventories are stated at the lower of cost and net realisable value after making due allowance for damaged and obsolete stock.

Goods & Services Tax

All amounts are shown exclusive of GST, with the exception of accounts receivable and accounts payable which are shown inclusive of GST.

Cash and cash equivalents

Cash and cash equivalents includes cash on hand, deposits held at call with financial institutions, other short-term, highly liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash which are subject to an insignificant risk of changes in value, and bank overdrafts.

D) Changes in Accounting Policies

There have been no changes in Accounting Policies. All policies have been applied on bases consistent with those used in previous years.



Notes to the Consolidated Financial Statements Cont.

For the 12 month period ended 31 December 2018

E) Comparatives

The current period consolidated financial statements of NZWP are for the twelve months ended 31 December 2018. The comparative figures are for the 12 months ended 31 December 2017.

Certain prior year balances have been reclassified to ensure consistency with current year's presentation.

F) Use of estimates and judgements

The preparation of the consolidated financial statements in conformity with PBE Accounting Standards Tier 2 requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

2. Taxation

The society is exempt from income tax under Income Tax Act 2007 on income earned for charitable purposes in New Zealand.

3. Operating Surplus

After deducting the following:

	NZWPA	
	DEC 2018	DEC 2017
Bad and Doubtful Debts	2,526	6,989
Depreciation	5,168	3,540
Audit Fee	5,000	5,000

4. Grants

A) Income

Revenue Recognition

Player fees are classified as exchange transactions and are received for specific use. This income is recognised in the statement of comprehensive revenue and expenses when the requirements under the agreement have been met.

Other income also comprises of non-exchange transactions which are made up of various amounts received from fees, events held, and room hires and is recognised at the time of receipt.

Any grant and donation income with specific use and refund conditions for which the requirements under the agreement have not been completed are accrued as liabilities until all the conditions have been fulfilled.

Total revenue includes the following grants received during the period:

Donor Institution	NZWPA	
	DEC 2018	DEC 2017
Auckland Council	79,630	33,705
Blue Sky Community Trust	-	2,000
Constellation Communities	18,000	26,503
Infinity Foundation	4,247	7,841
NZ Community Trust	90,000	86,000
North & South	-	2,043
NZ Racing Board	9,530	-
Oravida	10,000	-
Pelorus Trust	9,322	4,000
Pub Charity	10,000	10,000
Southern Trust	12,000	10,000
Sport New Zealand	20,000	20,000
The Trusts	20,000	-
Youth Town	-	2,000
Total	282,729	204,092



FINANCIAL NOTES

Notes to the Consolidated Financial Statements Cont.

For the 12 month period ended 31 December 2018

B) Grants Revenue Recognised in Statement of Revenue and Expense

Donor Institution	NZWPA	
	DEC 2018	DEC 2017
Competition	139,851	28,139
Flippa Ball	4,247	14,841
Development	-	-
High Performance	1,700	-
Human Resources	81,356	121,112
Administration	28,630	20,000
Pool Contracts	-	20,000
TOTAL	255,784	204,092

C) Received in Advance

Grants received in period not yet spent:

	DEC 2018	DEC 2017
NZCT	8,644	-
Oravida	8,300	-
ATEED	10,000	-
Total	26,944	-

5. Prepayments and Accrued Income

Expenditure incurred during the current financial period but related to future periods.

	DEC 2018	DEC 2017
Travel Insurance	2,010	3,082
Pan Pacific Youth Water Polo Tournament	-	27,091
Interest	970	96
Sacred Heart Pool Hire	9,969	9,969
Awards Dinner	2,500	-
Wellington Regional Training Centre	-	3400
FINA Referee School	4,321	-
World League 2018	-	11,711
Total	19,770	55,349

6. Fees Received in Advance

Revenue relating to future periods but received during the current financial period:

	DEC 2018	DEC 2017
Men's High Performance	-	2,102
Women's High Performance	1,619	2,102
National League	-	10,200
Pan Pacific Youth Water Polo Tournament	-	3,914
Total	1,619	18,318



Notes to the Consolidated Financial Statements Cont.

For the 12 month period ended 31 December 2018

7. Accounts Payable and Accruals

Accounts payable and accruals represent liabilities of goods and services provided to the society and which have not been paid at the end of the financial year. These amounts are non-interest bearing and are usually settled within 30 days. Accounts payable and accrued expenses are classified as financial liabilities at amortised cost.

	DEC 2018	DEC 2017
Annual Leave	10,354	19,950
Audit	5,000	5,000
Flippa Ball	347	-
Water Polo Caps	-	1,000
Trans Tasman Test Series Accommodation	11,603	-
Total	27,304	25,950

8. Fixed Assets

Fixed assets are included at cost less accumulated Depreciation. Depreciation is calculated using the following rates:

Furniture	18% -50%	D.V.
Software & equipment	40%	D.V.
Water polo equipment	25 -67%	D.V.

When an item of property, plant and equipment is disposed of, any gain or loss is recognised in the statement of comprehensive revenue and expense, calculated as the difference between the sale price and the carrying value of the item. The society assesses the carrying value of each fixed asset annually. Where the estimated recoverable amount of the asset is less than its carrying amount, the asset is written down. This impairment loss is recognised in the statement of comprehensive revenue and expense. The society has reviewed property, plant and equipment for impairment and found no case of any significant impairment of their value.

31 December 2018	Cost	Depn for Year	Accum Depn	Net Book Value
Furniture	8,906	531	2,733	6,173
Software & Computers	39,866	1,710	35,560	4,306
Water Polo Equipment	26,616	2,927	20,563	6,053
	75,388	5,168	58,856	16,532

31 December 2017	Cost	Depn for Year	Accum Depn	Net Book Value
Furniture	2,472	59	2,202	270
Software & Computers	37,340	1,386	33,850	3,490
Water Polo Equipment	23,916	2,095	17,636	6,280
	63,728	3,540	53,688	10,040

9. Commitments

There were no capital expenditure commitments as at 31 December 2018. (December 2017: \$nil)

Leases

Operating leases are those where all the risks and benefits incidental to ownership are retained by the lessor. Operating lease payments are expensed in the periods that the amounts are payable. The leases are non-cancellable and relate to office equipment. Rent is paid on a month to month basis and there is no lease commitment for future payments.

Honda NZ has sponsored NZWPA by providing 3 lease vehicles at zero cost for three years ending November 2020.

	2018	2017
Less than one year	278,604	325,363
Between one and five years	354,006	617,619
More than five years	-	-
Total	632,610	942,983

Total lease expense recognised in the statement of comprehensive revenue and expense for the year is \$333,644 (2017: \$339,315).



FINANCIAL REPORT

Notes to the Consolidated Financial Statements Cont.

For the 12 month period ended 31 December 2018

10. Contingent Liabilities

No contingent liabilities / assets are known to exist at balance date. (December 2017: \$nil)

11. High Performance Bank Account

In June 2018 the ANZ bank account which was established in 2010 for High Performance transactions only, was closed. All transactions now go through the BNZ account.

12. Related Party

New Zealand Water Polo Association Incorporated (NZWP Inc.) and New Zealand Water Polo Association Foundation are related as the NZWP Inc. Board has the power to appoint the Trustees to the Foundation. The trustees could also be three current or past members of the NZWP Inc.

Key management personnel include the trustees of the society. Remuneration and other benefits are as follows:

	2018 No. of personnel	2017 No of personnel	2018 Remuneration	2017 Remuneration
Trustees	3	3	0	0
Senior management FTE		2	173,392	236,391
Jan to Apr 2018	2			
May to Dec 2018	1			
Total		5	173,392	236,391

13. Subsequent Events

There were no subsequent events. (December 2017: nil)



BOARD MEMBERS AND STAFF

Patron	Sir Stephen Tindall	
Chairman	Anthony Quirk	
Board of Directors	Nigel Ainley Deb Bowry Aleisha Clarke Alastair Hulbert Alex Mackenzie Megan Thomson Vivienne Scott Penny Swarbrick Dennis Turton	Resigned August 2018 Co-opted August 2018 Resigned March 2018 Elected March 2018
Chief Executive Officer	John Payne Christopher Wilson	Retired April 2018 From April 2018
National Teams Performance Performance Director	Eelco Uri	Resigned April 2018
High Performance Co-ordinator And National Coach, Women	Angie Winstanley-Smith	From April 2018
Finance Manager	Pamela Scheirlinck	
Administration Manager	Anthea Evans	
National Referee Director	John Waldow	
National Events Manger	Fabian Wanrooij	
Media and Communications Assistant	Larissa Batajelo	February to October 2018
Principal Address	Sir Owen G. Glenn National Aquatic Centre 14 Antares Place Rosedale Auckland 0632	
Postal Address	PO Box 302145 North Harbour Auckland 0751	
Bank	Bank of New Zealand – Rotorua	
Auditors	KPMG	

AWARD HOLDERS

LIFE MEMBERS

C Hayward	2002
E Burman	2006
D Campbell	2009
R Borgers	2015
S Knights	2015
Craig McGuinness	2017

HONOURS AWARDS

C Hayward	1998
C Hesketh	1998
E Burman	2001
D Campbell	2002
L Naylor	2015
D Carevic	2017

SERVICE AWARDS

S Barrett		D Carevic	2008
A Carter		J Foster	2009
G Doherty		M Brooks	2011
K Mark		J Ware	2011
G Smeith		P Monney	2011
P Walls		A Koscis	2012
J Harvey		R Tindall	2012
E Burman	1998	C McGuinness	2013
I Ansell	1998	D Law	2013
K Williams	1998	D Bowry	2013
A Gibson	2000	F Bickley	2013
S Knights	2001	J Shrimpton	2013
G Benge	2001	M Crewdson	2013
G Williams	2002	P Kayes	2013
M Richards	2002	R Borgers	2013
K Goldsworthy	2005	S Chambers	2013
G Campbell	2006	S Polaschek	2015
L Percy	2007	M Payne	2017

SUPPORTERS OF NZ WATER POLO 2018

SUPPORTERS



revolutioniseSPORT

SUPPLIERS





Sir Owen G. Glenn National Aquatic Centre

14 Antares Place,
Mairangi Bay, Auckland

PO Box 302-145
North Harbour, Auckland 0751

