



***Supporting
Territory
motor sport***



2017 - 2018



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FOREWORD

As the peak body for motor sports across the Territory, MotorSports NT represents more than 10,000 motorsport enthusiasts all across the Territory. Every member of Motorsports NT – no matter where they are or what kind of motor sport they participate in – is pivotal to our success.

As the new President of MotorSports NT, I am delighted to be able to take a leading role in the sport that we all love. I thank the former President, Grant Hamon, for handing me the wheel of such a thriving organisation. MotorSports NT is as strong as it is thanks to the leadership and vision shown by people like Grant.

Motorsport brings thousands of people to the Territory each year with some of the world's most famous events held right here in our backyard. We have seen some incredible racing over this past year with competitors and support crew coming from all over the world to have a crack at the unique and challenging events that we host.

The Finke Desert Race, the V8 Supercars, Desert Nationals, Kamfari, the Red CentreNATS, and the Australian Superbike Championships are all hugely popular for drivers and riders as much as for spectators. But it's not just the big events that we love. I have had the privilege of attending and participating in some great local Territory events over the past year. Volunteers run these events on the smell of an oily rag most of the time and they still manage to put on some of the best quality and most welcoming events you will see.

Of course, without the support of the Northern Territory Government, we simply could not exist. Their support of motor sport through their peak body and grant funding and their commitment to improving infrastructure and facilities at our event venues is greatly appreciated. We will continue to lobby government on behalf of the whole motor sports community to make sure our events and our facilities remain top-class.

I would like to thank all of those long-time members of the motor sports community for welcoming me and making my transition into the top job an easy one. Thank you to Mel Edwards, our Executive Officer, for having all of the answers and keeping us on track – we could not do it without you.

Thank you also to the Board, our sponsors, our members and all of the motor sports lovers out there – officials, volunteers, supporters and spectators alike – for making motor sport the best sport in the Territory.

Yours in motor sports,

Mark Teakle
President
MotorSports NT Inc



MISSION STATEMENT

To ensure that motor sport in the Northern Territory is carried out in a manner which secures and enhances the safety of participants, officials, spectators and the public and which allows the sport to be competitive and fair, and

To promote motor sport within the relevant national rules in relation to the varying types of motor sport conducted throughout the Northern Territory;

To coordinate and promote the interests of Affiliated Clubs and actively encourage involvement in the business of the Association, and

Ensure the application of Good Governance principles are enshrined as part of the Association and Affiliated clubs' culture and values.

THE BOARD

President	<i>Mark Teakle</i>
Vice President	<i>Jamie De Brenni</i>
Secretary	<i>Kerry Berry</i>
Treasurer	<i>Mary Rose Henry</i>
Executive Officer	<i>Mel Edwards</i>

LIFE MEMBERS

DMSC	<i>Ian Jordan</i>
DMSC	<i>Barry Heydon</i>
DMSC	<i>Brian Nixon</i>
DMSC	<i>Trevor Horman</i>
2010	<i>Marshall Perron</i>
2010	<i>Clint Holmes</i>
2011	<i>Gary Pendlebury</i>
2011	<i>Guy Watts</i>
2012	<i>Chris Renehan</i>
2013	<i>Chris Lovewell</i>
2014	<i>Robert Baldock</i>
2016	<i>Debbie Turner</i>
2016	<i>Grant Hamon</i>



EXECUTIVE SUMMARY

In the short time MotorSports NT has been operating, it has had major success and is without doubt recognised as the peak industry body.

MotorSports NT's role includes:

- representing the interests of members to Northern Territory Government and stakeholders
- promoting motor sports to the community
- providing funding to member organisations for certain activities
- providing member services including advice and training.

MotorSports NT is principally funded from two sources; an annual grant from the Northern Territory Government as a peak body and an annual \$1200 affiliation fee on member organisations. Its expenditure includes the employment of two part time administration officers, the provision of grants to members for events, sponsorship and training.

Our membership has grown by more than 300 per cent in the past ten years.

MOTORSPORTS NT AFFILIATED CLUBS

2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Legend
DKA	DKA	DKA	DKA	DKA	DKA	DKA	DKA	DKA	DKA	DKA	DKA	Darwin Karting Assoc
DSRDA	DSRDA	DSRDA	DSRDA	DSRDA	DSRDA	DSRDA	DSRDA	DSRDA	DSRDA	DSRDA	DSRDA	Darwin Speedway Riders & Drivers Assoc
TEMRA	TEMRA	TEMRA	TEMRA	TEMRA	TEMRA	TEMRA	TEMRA	TEMRA	TEMRA	TEMRA	TEMRA	Top End Mud Racing Assoc
TERRA	TERRA	TERRA	TERRA	TERRA	TERRA	TERRA	TERRA	TERRA	TERRA	TERRA	TERRA	Top End Road Racing Assoc
NAMSC	NAMSC	NAMSC	NAMSC	NAMSC	NAMSC	NAMSC	NAMSC	NAMSC	NAMSC	NAMSC	NAMSC	North Australian Motor Sports Club
HVDRA	HVDRA	HVDRA	HVDRA	HVDRA	HVDRA	HVDRA	HVDRA	HVDRA	HVDRA	HVDRA	HVDRA	Hidden Valley Drag Racing Assoc
	DMCC	DMCC	DMCC	DMCC	DMCC	DMCC	DMCC	DMCC	DMCC	DMCC	DMCC	Darwin Motor Cycle Club
	TEMCC	TEMCC	TEMCC	TEMCC	TEMCC	TEMCC	TEMCC	TEMCC	TEMCC	TEMCC	TEMCC	Top End Moto Cross Club
		TCSC	TCSC	TCSC	TCSC	TCSC	TCSC	TCSC	TCSC	TCSC	TCSC	Tennant Creek Speedway Club
		TQA	TQA	TQA	TQA	TQA	TQA	TQA	TQA	TQA	TQA	Territory Quad Assoc
		CADRA	CADRA	CADRA	CADRA	CADRA	CADRA	CADRA	CADRA	CADRA	CADRA	Central Australian Drag Racing Assoc
			APSA	APSA	APSA	APSA	APSA	APSA	APSA	APSA	APSA	Arunga Park Speedway Assoc
			ASORRC	ASORRC	ASORRC	ASORRC	ASORRC	ASORRC	ASORRC	ASORRC	ASORRC	Alice Springs Off Road Race Club
				KMSC	KMSC	KMSC	KMSC	KMSC	KMSC	KMSC	KMSC	Katherine Motor Cycle Club
					ASMCC	ASMCC	ASMCC	ASMCC	ASMCC	ASMCC	ASMCC	Alice Springs Motor Cycle Club
						ASKC	ASKC	ASKC	ASKC	ASKC	ASKC	Alice Springs Karting Club
							CARS	CARS	CARS	CARS	CARS	Central Australian Rally Sports Club
										TEDA	TEDA	Top End Drift Assoc
										TEDKA	TEDKA	Top End Dirt Kart Assoc
										KORMSC	NS	Nhulunbuy Speedway
											AHMA	Acacia Hills Motocross Assoc

A regular survey of affiliated clubs showed that motor sport is arguably the most attended of all sports in the Northern Territory. Over 185 000 spectators and participants attended motor sport in the Northern Territory in 2017, many from interstate.

MotorSports NT carries out this survey annually and all clubs are requested to provide this data. The information it provides is extremely useful in demonstrating the huge levels of interest and participation.

In the ten years MotorSports NT has been operating, it has provided funding to affiliated member clubs. This funding contributes towards the running of Northern Territory titles and major events, competitor travel to state or national title events to represent the Northern Territory and accredited official training.

MotorSports NT also promotes and encourages involvement and participation in motor sport through effective marketing and advertising campaigns, including a well maintained web site and Facebook Page.

OUR VALUES AND APPROACH

MotorSports NT has a clearly stated position with respect to the governance of motor sports organisations to which MotorSports NT provides funding and support.

The motor sports landscape in the Northern Territory is enriched and delivered through the countless hours of service and support provided by volunteers. Volunteer boards, committees and administrators in particular carry extra responsibilities associated with the complex legal and regulatory environment within which they must operate.

The contribution and commitment to ensuring Territory motor sport has a quality environment where people can participate and strive for success is of immeasurable value to the community.

Motor sports in the Northern Territory continues to grow with increased membership, competitors, spectators, officials and volunteers. Each year the motor sport calendar features more events across

the Territory providing substantial enjoyment to motorsports fans. This is the result of the very good work done by MotorSports NT affiliated clubs and committees and the adoption of good business practices.

Over the past year, MotorSports NT has contributed to networking opportunities and has adopted clear policies for our sports. MotorSports NT has also focussed on advertising to the wider community in an attempt to increase our volunteer, official, competitor and spectator numbers.

Motor sport committees need to be fully compliant with a range of legislation to ensure they can withstand the inevitable audit process. MotorSports NT will continue to assist affiliates to obtain the latest information and training to ensure officials, volunteers and competitors maintain currency with the latest requirements.



STRATEGIC OBJECTIVES

- further the interests of motor sport within the Northern Territory by growing our membership base to enhance competitive racing
- encourage affiliated clubs to implement and maintain mentoring programs for juniors
- promote good fellowship and sportsmanship within the motor sports fraternity
- hold well conducted race meetings in a safe manner that meets relevant Australian Association standards
- provide assistance for training opportunities for officials/volunteers
- ensure affiliates adhere to the requirements of national motor sports bodies
- ensure good governance and proper management, operation, control and further development of motor sports in the Northern Territory
- recognise success and encourage achievement among affiliated members
- promote and advance motor sport in the Northern Territory by encouraging Government and industry to assist with national events and facility development.



ACHIEVEMENTS IN 2017/2018

- 16 volunteer of the year awards presented
- Committee Member Induction Pack distributed to affiliates
- Good Governance in Territory motor sport booklet distributed to affiliates
- Basic Risk Management Guidelines for Motor Sport Clubs distributed to affiliates
- provided funding to 37 competitors to travel interstate to represent the Northern Territory and their respective clubs
- advertising campaign which attracted approximately 18 new volunteers
- ongoing positive liaison with the Department of Sport and Recreation
- representation to Government on issues of importance
- provided development opportunities for committee/board members and officials
- explored potential funding and sponsorship opportunities
- MTA NT Apprenticeship awards scheme
- major infrastructure upgrades to facilities in conjunction with the Northern Territory Government.
- officials provided with fire and safety training.
- Volunteer appreciation function in all regions in conjunction with National Volunteering Week.

PRIORITIES FOR 2018/2019

- officials to participate in fire and safety training program
- Good Governance in Territory motor sport, Committee Member Induction Pack and Basic Risk Management Guidelines for Motor Sport Clubs distributed to all new and existing committees and board members
- continue to ensure good governance and proper management, operation and control of motor sports in the Northern Territory
- continue to encourage local Members of Parliament and Northern Territory Government ministers to increase focus on, and investment in, motor sports
- continue to promote motor sports throughout the Territory and enhance media relations
- continue to find ways to attract and retain volunteers and officials
- provide assistance for training opportunities for volunteers and officials
- provide funding for major events and competitor travel to interstate competitions
- support affiliated clubs with potential committee management systems
- continue to generate interest in motor sport in the Northern Territory
- economic impact study and report of motorsport in the Northern Territory.
- Northern Territory Motorsport Awards in conjunction with CAMS
- New Officials Program in conjunction with Darwin Supercars



LONG TERM PRIORITIES

The following outcomes reflect what MotorSport NT wants to achieve over the next three years:

- financial stability, growth and a strong market position
- recognition as a leader in best governance and management practices
- increased support to member organisations
- recognition from member organisations of the strategies and objectives relating to MotorSports NT
- increased levels of sponsorship and fundraising
- a formal volunteer management plan
- effective sports education programs
- greater levels of integration between affiliated clubs.



MEMBER PARTICIPATION SURVEY – 2017 STATISTICS

SPECTATORS

- On average, clubs run approximately 12 events on a fortnightly/monthly basis over the season. Each month some 9,170 spectators attend MotorSports NT affiliated club events in the Northern Territory.
- Each of the MotorSports NT affiliated clubs sees a significant increase in spectators for Major Title Events. Some 31,629 Territorians flock to see major club events – this does not include the Supercars, Red Centre Nats, Superbikes or the Finke Desert Race.
- The annual total of spectators at MotorSports NT affiliated club Major Title events and monthly club events equates to some 111,047 each year.
- The Supercars, Superbikes, Finke Desert Race and Red Centre Nats attract approximately 76,794 spectators.
- Approximately 163,380 people spectate at motor sport events annually.
- Clubs not affiliated with MotorSports NT anecdotally attract a further 5-10,000 spectators annually.

COMPETITORS

- 5,062 licensed competitors are actively involved in motor sport in the Territory annually. Each competitor has a vehicle related to the individual motor sport discipline and generally have a support crew of 2-4 people, this equates to some 11,500 pit crew and competitors involved in competitive racing annually.

OFFICIALS & VOLUNTEERS

- There are some 1030 officials associated with MotorSports NT affiliated clubs. * This does not include the Supercars, Superbikes, Red Centre Nats or the Finke Desert Race.
- It takes approximately 10 hours on average for a club race meeting. Approximately

1,148,510 volunteer hours by club officials to set up and run race meetings. A further 15,000 hours could conservatively be expected to be expended on major events such as NT Titles across clubs.

- Club officials are also required to manage the day to day business of the individual motor sport discipline. This consists of regular committee meetings, national meetings and peak body dealings.
- Averages of 7-10 people are on committee's for the various clubs and would meet on a minimum monthly basis for 3-4 hours. This would equate about another 8,000 hours in committee time across affiliated clubs annually.
- A further significant amount of volunteer hours goes into individual club working bees, maintenance and upgrades of facilities which is calculated at approximately 10,000 hours (22 affiliated clubs, 25 people for 5 hours at 4 working bees).
- A total of 2,448,710 hours in voluntary labour by officials and volunteers per annum.
- The average hourly rate is approximately \$25. Therefore, approx \$50,000,000 in kind is donated each year by officials and volunteers that are affiliated with MotorSports NT.

TOTAL PARTICIPATION INCLUDING OFFICIALS AND COMPETITORS

- Approximately 188,711 spectate annually at motor sport events in the Territory
- Approximately 8,559 licensed competitors, pit crews, volunteers and officials regularly participate at MotorSports NT affiliated club events
- Approximately 188,000 participants attended motor sport events in the Territory in 2017
- Some 2,448,710 hours in voluntary labour each year



TOTAL PARTICIPATION INCLUDING OFFICIALS AND COMPETITORS

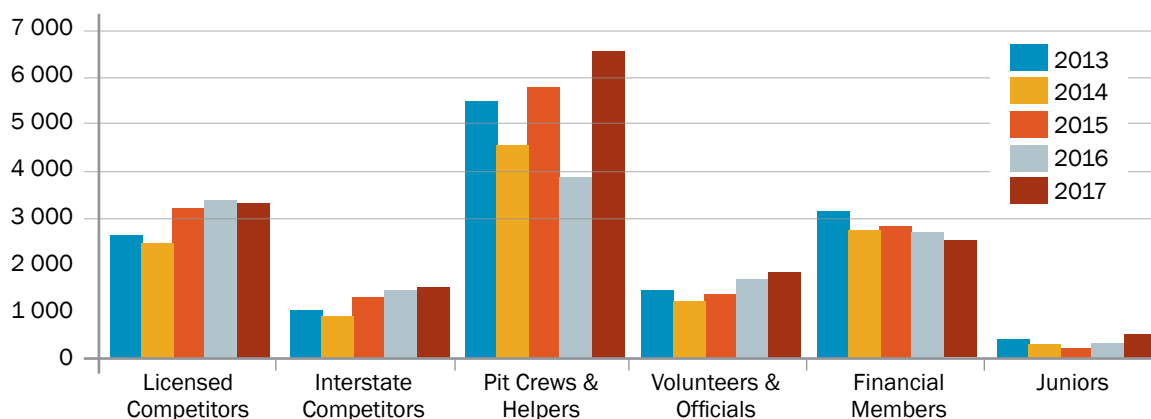
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YEAR BY YEAR COMPARISON

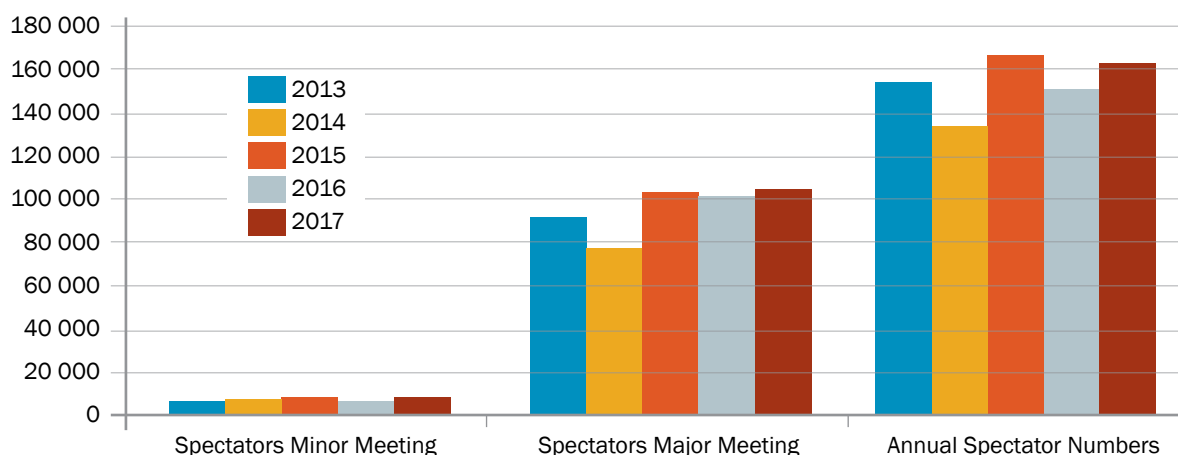
	Licensed Competitors	Interstate Competitors	Juniors	Pit Crews & Helpers	Volunteers & Officials	Financial Members	Annual Spectator Numbers	Spectators Minor Meeting	Spectators Major Meeting	Number of Events	Annual Participation - combined volunteers, spectators and participants
2014	2508	843	281	4681	1415	2842	130554	5710	78029	183	143124
2015	3164	1298	273	5868	1494	2873	169472	6320	104637	223	184442
2016	3402	1368	298	3946	1677	2836	151180	5582	100400	216	164708
2017	3302	1383	377	6516	1800	2585	163380	5737	108423	232	188711



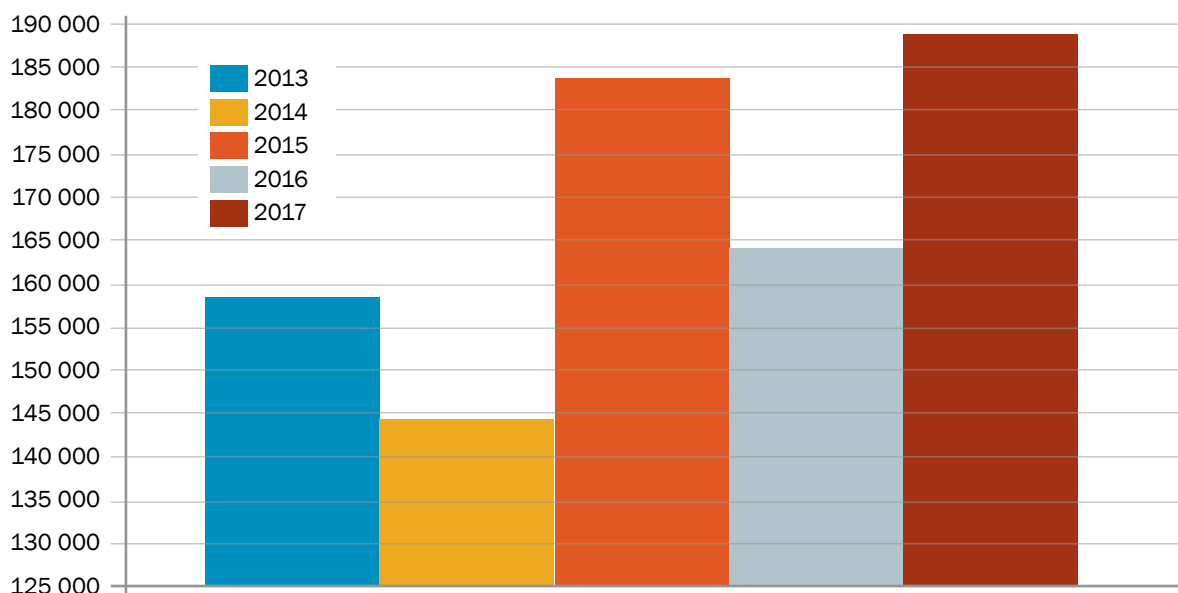
COMPETITORS AND OFFICIAL NUMBERS



SPECTATOR NUMBERS



ANNUAL PARTICIPATION - SPECTATORS, VOLUNTEERS AND COMPETITORS



*Note - numbers are down in 2014 due to the track resurface at Hidden Valley.

DEFINITIONS

Licensed competitors – Number of licence holders or registered competitors including co-drivers and passengers

Interstate competitors – Number of interstate competitors

Pit crews – Team members (pit crews, support team per individual team). Does not include licensed competitors.

Volunteers & officials – Total average, includes fire, ambulance, commentator, timing staff, track officials, gate staff, event preparation staff (cleaners, track preparation etc)

Financial members – Include all financial members (adults, children and life members)

Juniors – Number of club designated junior competitors (drivers and co-drivers under 16 if not club rules in place)

Spectators minor meeting – Number of spectators per routine meeting, including paying spectators and family spectators

Number of events – Total number of race events per club

Annual spectator numbers – Numbers based on 1 x major meeting plus number of regular meetings x spectators average meeting

ISSUES FACING MOTORSPORTS NT

MotorSports NT is faced with a number of issues as we seek to grow and develop our sport. These include, but are not limited to:

- decreased levels of individual club funding due to the success of affiliate growth
- maintaining a volunteer base
- best practice succession management at board and club level
- implementation of appropriate education and training programs
- marketing and promotion of MotorSports NT to corporate, government, and the general community.



Below are key issues that MotorSports NT will be seeking to address in the short term.

Issue	Detail
MotorSports NT is not sustainable in its present form	The current funding model is not sustainable as the cost of providing member benefits is presently estimated as seven times the income from members. This limits opportunities for growth as each new member would further dilute funds available for existing affiliates.
MotorSports NT has limited opportunities for revenue growth for its own operations	<p>Arguably MotorSports NT is not in itself a “saleable” entity. It does not have a commercial arm nor is it an attractive sponsorship option in its own right.</p> <p>Sponsors are looking for one of two business propositions in deciding where to place their money – to further direct business goals or to display their credentials as good corporate citizens. MotorSports NT cannot offer either of these opportunities to sponsors.</p>
Aggressive fundraising by MotorSports NT has the potential to impact negatively on members	One of the ways MotorSports NT could raise additional revenue is to offer a VIP/sponsor package for member events. Unfortunately, this could lead to sponsors pulling out of individual member sponsorships.



FINANCIAL ASSESSMENT

TREASURER'S REPORT

Administration expenses have increased by 2% for the 2017/18. MotorSports NT realises the importance in providing our members with adequate support when it comes to funding applications and liaising with Government bodies. Therefore we are required to allocate an amount of our funding to administrative expenses.

Affiliate Grants paid out to clubs has decreased by 4% compared to last year. MSNT budgeted \$60,000 for 2017/18 to provide club funding for Major Events and Competitor Travel.

Advertising and Marketing has increased by 2% from last year. Funds spent on media advertising, signage, promotional stickers, static and mobile promotional items remained similar to last year.

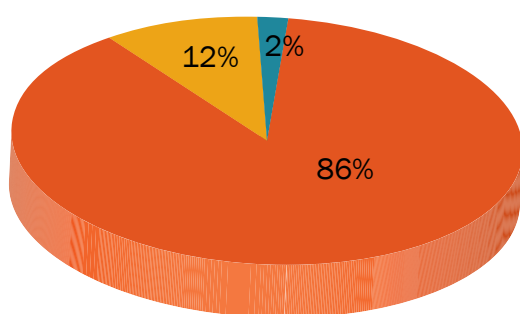
Conclusion: It is imperative that it is realised the importance of having an adequately funded Peak Motor Sporting Body in the Northern Territory and the important role that Peak Body plays in supporting its members both financially and administratively. MSNT is in a healthy financial position.

MaryRose Henry
Director of Finance

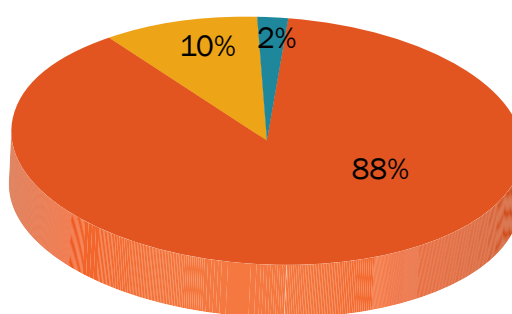



INCOME:


This year 2017/18




Last year 2016/17



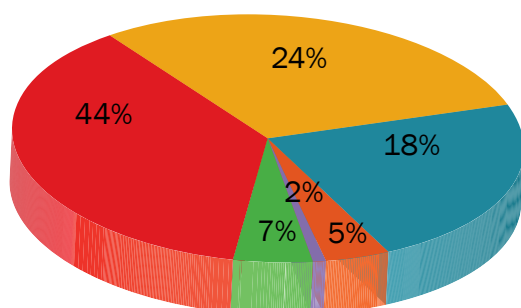
Government Funding 

Affiliation 

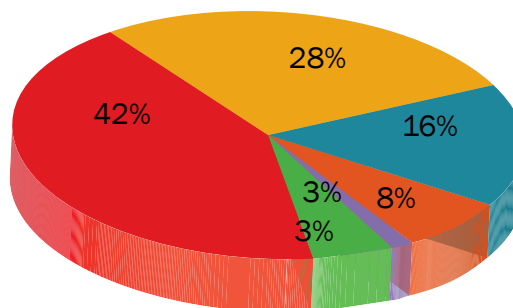
Other Income 

EXPENSES:

This year 2017/18



Last year 2016/17



Administration 

Affiliate Grants 

Advertising & Marketing 

Communication 

Governance 

Volunteer Development 



INFRASTRUCTURE AND EVENT FUNDING

MotorSports NT through NT Government funding received \$2M to assist clubs with infrastructure and event funding for the 2017/18 financial year. This funding has enabled clubs to put in necessary infrastructure and improve facilities at their clubs. This funding has reduced the ongoing individual requests from clubs to government and now sees the responsibility for managing allocations done by

MotorSports NT along with required acquittals to the Dept. of Sport and Recreation. The \$2M funding to MotorSports NT and Affiliated clubs will continue as an election commitment by the Gunner Government over the next four years.

Below is the allocations to clubs over the past financial year for Infrastructure and Event funding.

INFRASTRUCTURE UPGRADES

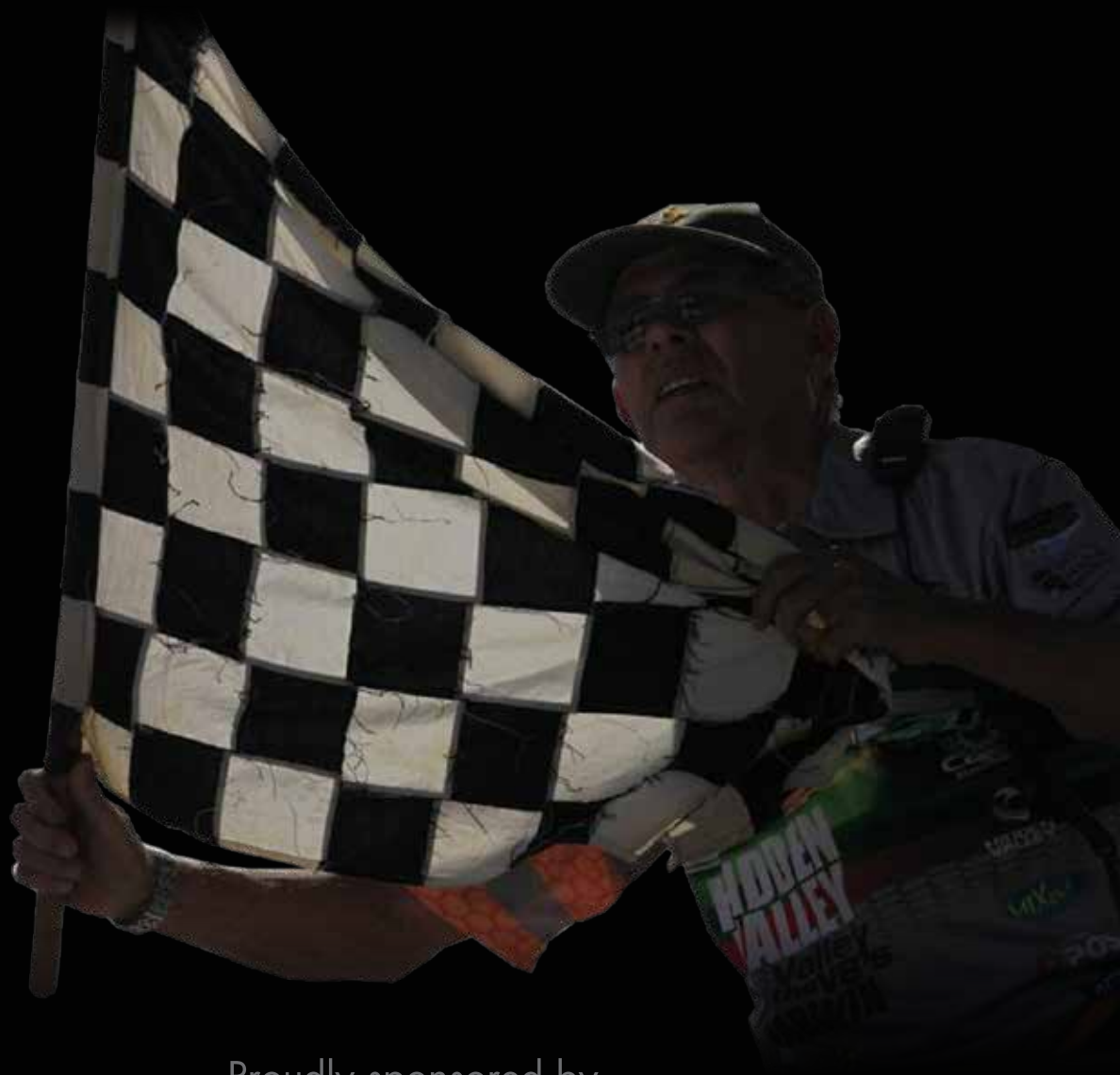
Key Activity Area	Actions
DMCC	Time Keeping
TCSC	Grader
MSNT	New vehicle
ASORRC	Timing System
CADRA	Wire mesh boundary fence and 2.8m gates
DKA	Large Front Deck Mower
DKA	2 Way Radio's
DKA	Upgrade Spectator Area
DKA	Electronic Lap Board
ASKC	Grader
ASKC	Upgrade of Pits
APSA	Grader
CADRA	Street sweeper/track washing truck
CADRA	Comms Equipment (Headsets and Radios)
DSRDA	Pit Lighting
ASORRC	Spectator Safety Fence
TEDK	Stage 1
KMSC	Water bore
TERRA	Trailer
TERRA	Tyre Changer

Key Activity Area	Event
TERRA	Container Freight Costs Malaysian Contingent
ASORRC	NT Titles
DMCC	Kamfari
DKA	NT Titles
ASKC	Masters Games
CADRA	Desert Nationals
HVDRA	NT Titles
DSRDA	2018 Chariots of Thunder
DSRDA	2018 Australian Formula 500 Titles
DSRDA	2018 Australian Junior Sedan Title
TEMCC	NT Titles
TERRA	TTC
HVDRA	Nitro Up North
TQA	NT Titles
CARS	NT Titles
APSA	NT Titles
KMSC	NT Titles Formula 500
ASKC	NT Titles
TEDA	NT Titles/Invitational
TERRA	Superbikes

ESTIMATED EXPENDITURE 2018/19

Key Activity Area	Actions	Amount (\$)
General Administration & Staff Wages	The effective and efficient running of the business of the Peak organisation and affiliate activities (including administration costs, uniforms, insurance, Board & meeting expenses etc)	\$104,000
Affiliate Grants	Funding paid to affiliated clubs to assist with competitor travel.	\$40,000
Advertising & Marketing	This funding will assist with the promotion of the events conducted by the affiliated clubs via electronic and print media including a 12 month calendar of events. This also includes TVC's to attract volunteers and participants and the NT News motorsport guide lift out.	\$40,000
Communication	The costs associated with maintaining and improving communication with the 20 affiliated clubs, including travel for affiliate meetings, events and facility inspections.	\$16,000
Governance	The cost of governance development to ensure that MotorSports NT and its affiliates are operating in accordance with their respective constitutions and in accordance with Business Affairs.	\$7,000
Volunteer Development & Support	To offer and conduct training and development opportunities for officials across the Northern Territory	\$17,000
Total Base Funding Expenditure		\$224,000





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