

## BCIB GENERAL Newsletter June 2018

### AGE 2018 – VISIT BCIB AT STAND 851

If you are attending the Australasian Gaming Expo in Sydney this August, please be sure to drop by Stand 851. You could win a set of bowls for your club (or yourself!).

The team from BCIB – Paul, Jenny, Ian, Kelvin and Michelle - will be on duty every day with special appearances from members of the very successful Commonwealth Games Lawn Bowls squad.



### ARE YOUR CASUALS REALLY CASUAL?

There have been a number of notifications lodged recently under the Management Liability policy for disputes involving employee entitlements. Most of these have arisen because the employee was being paid casual rates when they should have been classified as either a part-time or full-time employee.

The Fair Work Commission in these cases found that the employees were owed substantial back payment – in one case this

went back for a period of six years. Note that you cannot make a claim under an insurance policy for payments that should have been made to employees. In addition, companies can face fines of up to \$63,000 for breaches of workplace legislation.

If you are not sure of the status of your employees, seek advice from the club industry association in your State or Territory.

[02] 4255 2855  

visit us online [WWW.BCIB.COM.AU](http://WWW.BCIB.COM.AU)

## RECRUITING NEW BOWLING MEMBERS

If you have attended one of Bowls Australia's BCIB Future of Bowls Forums then you will know that one of the topics covered is making bowls available at different times. Mid-week daytime bowls eliminates working people and students as potential new members.

The bowls census shows that participation by women aged 30-50 years is low, what BA CEO Neil Dalrymple refers to as a "missing generation" of players. The Bega-lmley Women's District in NSW moved their

Pennant Competition to Saturday which allowed more working women to take part. The Club Merimbula Grade 4 team won their way through to the regional finals, prompting Bowls Manager Michael Wilks to comment that bowls needs to cater for working women in order to survive.

Women's Bowls NSW are embarking on a campaign to target this specific demographic with the introduction of twilight bowls during summer months. The games will be played in a format lasting no more than 90 minutes and will encourage families, friends and work colleagues to play together.

## UP, UP, UP GO INSURANCE PREMIUMS

Over the last few months we have been seeing increases of between 10 – 50% in property insurance premiums. This is further impacted by the addition of the FSL in NSW, which was temporarily suspended May through to July last year. We are at the beginning of what the insurance industry refers to as a "hard market".

Insurers take into account a number of factors in assessing risk and therefore the cost of insurance:

- All property claims in Australia have exceeded premium collected for a few years. You may even notice your home insurance premium start to go up
- Fire and storm are the biggest cause of loss

- Insurers evaluate the risk of industry sectors based on past claims, with the club industry considered medium risk. Clubs with outdoor playing surfaces, restaurants, outdoor gaming areas, low fire protection or presence of timber in the building are of particular concern to insurers
- Individual situations are assessed on claims history, location, construction, activities and a proactive approach to prevention of loss (such as maintenance, security and fire protection)

As your broker we source quotes from all insurers available to us for comparison. Our preference is to deal with reputable insurers with a good history of claims management. In times of big increases, it may be tempting to consider cheaper options – *caveat emptor*.

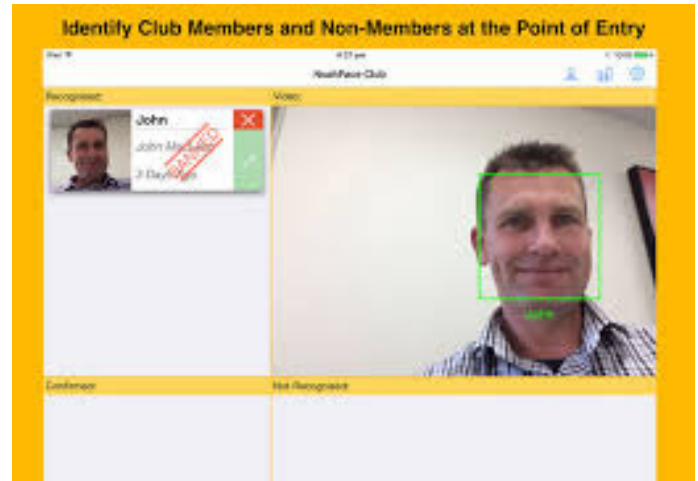
## BIOMETRIC AUTHENTICATION - COULD YOU USE IT IN YOUR CLUB?

A very interesting article in the latest edition of Business View magazine on the rise of biometric authentication. This is the technology that verifies a person's identity using such things as their voice, fingerprints or facial features. You may already use it on your smartphone if you use your fingerprint to unlock the home screen.

A café in Sydney has developed an application called NoahFace, which scans the face of the customer and matches it to their name and regular coffee order in the café database. This has sped up their barista service, reduced queues and increased customer satisfaction.

They are now selling this application to other businesses – could it have a place at your bar, café or sign-in area?

For more information: <http://noahface.com/cafe>



## THE BOWLS SHOW, SUNDAY AFTERNOONS ON SBS

The informative and entertaining "The Bowls Show" has returned to SBS on Sundays at 3pm. The one hour bowls program features game highlights, interviews, coaching tips and footage of classic matches. There will be interviews with Steve Glasson and Kelvin Kerkow in upcoming episodes which have been made possible with support from BCIB..





## COMMONWEALTH GAMES – JACKAROOS MAKE HISTORY

A huge congratulations to the Australian Commonwealth Games Lawn Bowls team – players, coaching and support staff plus all the volunteers – on a history making effort on the Gold Coast.

With five Gold and two Silver medals, this was the best ever performance by the Jackaroos at a Commonwealth Games. Bowls finished fourth in the Australian medal tally behind the swimming, athletics and track cycling teams which was an impressive feat.

