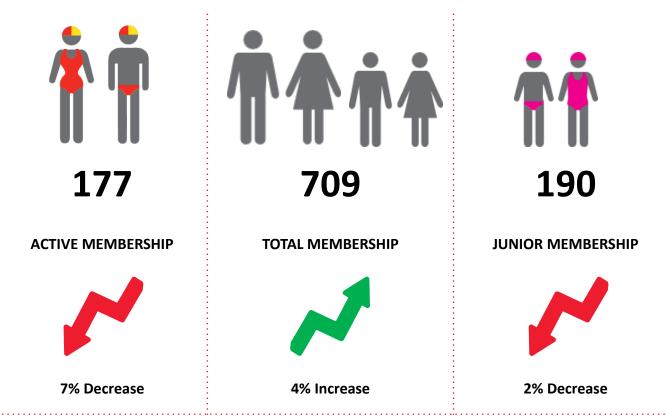
POINT LOOKOUT



MEMBERSHIP STATISTICS REPORT EOS 2021/22



The primary objective of providing you with your membership statistics is to drive key strategies that will ensure that your club membership is sustainable for the future. Total Club Membership is presented to highlight the latent active membership potential, particularly in the 5-13 Junior Activities and Associates categories.

Sustainability

Surf Clubs sustain their Active Membership from multiple streams:

- · Schools Programs
- Junior Activities U14's
- Associates Parents/ guardians of nippers (Family Participation Program can assist encourage family members to get involved)
- General Public Bronze courses

Approx. 60-85% of all Active Members in surf clubs are generated directly or indirectly from Junior Activities.

Note:

- Club Membership Statistics are delivered twice each season in May and October;
- Numbers in this report are generated directly from Surfguard;
- Active members are taken from the following demographics 13-15 Cadets, 15-18 Youth, Active 18+, Award and Active Reserve members.

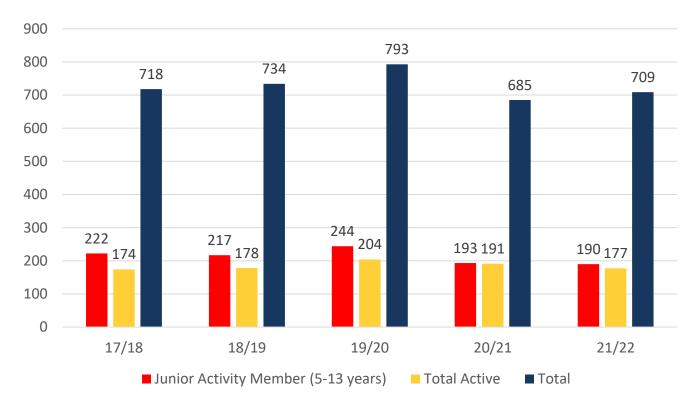
TOTAL MEMBERSHIP

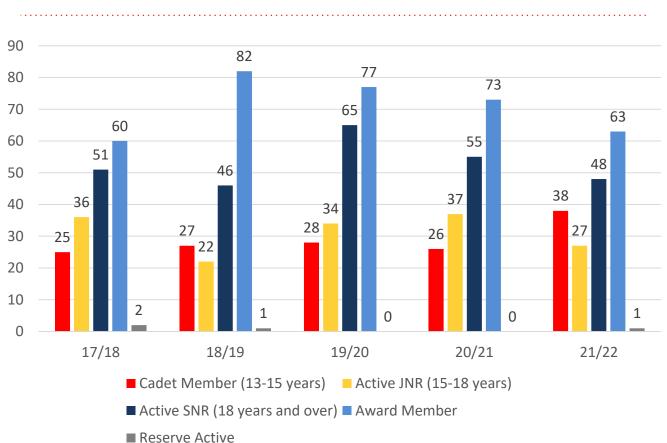
MEMBERSHIP 2017-2022

| | 17/18 | 18/19 | 19/20 | 20/21 | 21/22 |
|-------------------------------------|-------|-------|-------|-------|-------|
| | Total | Total | Total | Total | Total |
| Probationary | 4 | 16 | 0 | 18 | 5 |
| Junior Activity Member (5-13 years) | 222 | 217 | 244 | 193 | 190 |
| Cadet Member (13-15 years) | 25 | 27 | 28 | 26 | 38 |
| Active Junior (15-18 years) | 36 | 22 | 34 | 37 | 27 |
| Active Senior (18years and over) | 51 | 46 | 65 | 55 | 48 |
| Award Member | 60 | 82 | 77 | 73 | 63 |
| Reserve Active | 2 | 1 | 0 | 0 | 1 |
| Long Service | 27 | 31 | 30 | 37 | 36 |
| Past Active | 13 | 14 | 12 | 13 | 15 |
| Associate | 251 | 247 | 271 | 201 | 250 |
| Life Member | 17 | 18 | 21 | 21 | 20 |
| General | 0 | 0 | 0 | 0 | 1 |
| Honorary | 10 | 13 | 11 | 11 | 12 |
| Non Member Participants | 0 | 0 | 0 | 0 | 0 |
| Leave / Restricted | 0 | 0 | 0 | 0 | 3 |
| Total Active | 174 | 178 | 204 | 191 | 177 |
| Total | 718 | 734 | 793 | 685 | 709 |

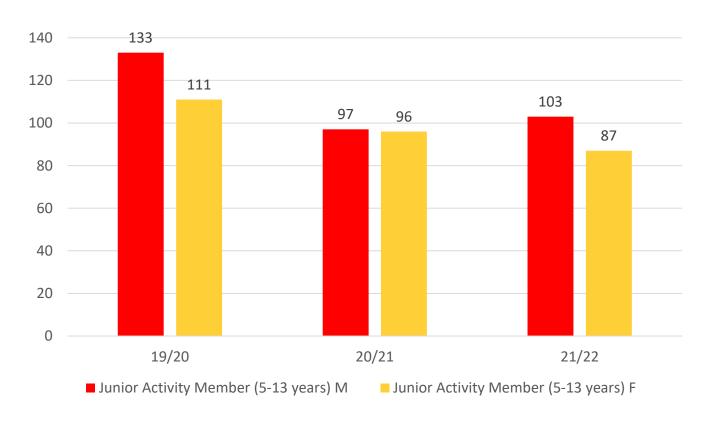
| | 17/18 | 18/19 | 19/20 | 20/21 | 21/22 |
|-------------------------|-------|-------|-------|-------|-------|
| | Total | Total | Total | Total | Total |
| Under 6 | 19 | 19 | 12 | 12 | 13 |
| Under 7 | 18 | 19 | 26 | 7 | 16 |
| Under 8 | 26 | 15 | 29 | 17 | 12 |
| Under 9 | 31 | 32 | 21 | 24 | 22 |
| Under 10 | 33 | 33 | 41 | 21 | 27 |
| Under 11 | 32 | 30 | 29 | 31 | 22 |
| Under 12 | 25 | 32 | 33 | 27 | 36 |
| Under 13 | 17 | 24 | 30 | 30 | 29 |
| Under 14 | 21 | 13 | 23 | 24 | 27 |
| Junior Activities Total | 222 | 217 | 244 | 193 | 204 |

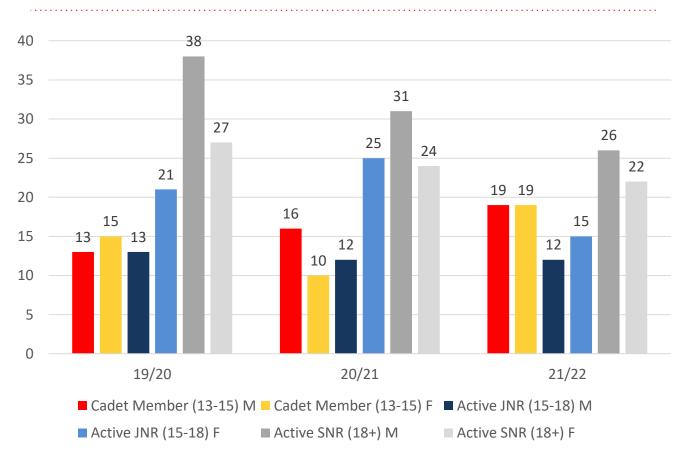
5 YEAR TREND ANALYSIS



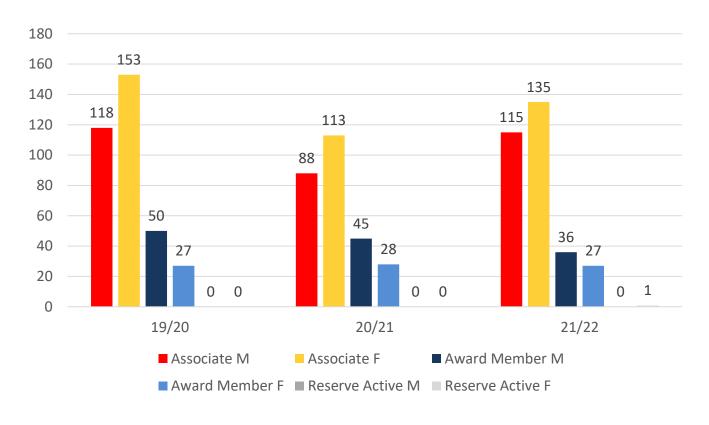


3 YEAR GENDER COMPARISON





3 YEAR GENDER COMPARISON





MEMBERSHIP RETENTION



BRAND NEW MEMBERS



80%

MEMBERSHIP RETENTION



134

MEMBERS LOST FROM THE ORGANISATION

| | | | | DOINT LO | OVOLIT | 2021/ | 22 | | | | | | | | |
|-------------------------------|-----------------------|--|----------|---------------------------------------|--------|-----------------------------|-----|-----------------------|-----|----------------------|-----|-------------------------------|-----|-----------------------|--|
| | 2020/21 Membership | Retained from previous season | | ned Transfers between Club Categories | | Transferred out of the club | | Left the organisation | | Brand new members | | Transfers In from other clubs | | 2021/22 Membership | |
| | | No. | % | | No. | % | No. | % | No. | % | No. | % | No. | % | |
| Probationary | 18 | 14 | 78% | 14 | 0 | 0% | 4 | 22% | 5 | 28% | 0 | 0% | 5 | -72% | |
| Junior Activities | 193 | 148 | 77% | 24 | 0 | 0% | 45 | 23% | 56 | 29% | 10 | 5% | 190 | -2% | |
| Cadet Member (13-15 years) | 26 | 22 | 85% | -14 | 0 | 0% | 4 | 15% | 0 | 0% | 2 | 8% | 38 | 46% | |
| Active (15-18 yrs) | 37 | 27 | 73% | 1 | 0 | 0% | 10 | 27% | 1 | 3% | 0 | 0% | 27 | -27% | |
| Active (18yrs and over) | 55 | 44 | 80% | -2 | 1 | 2% | 10 | 18% | 0 | 0% | 2 | 4% | 48 | -13% | |
| Award Member | 73 | 61 | 84% | 1 | 4 | 5% | 8 | 11% | 2 | 3% | 1 | 1% | 63 | -14% | |
| Reserve Active | 0 | 0 | | -1 | 0 | | 0 | | 0 | | 0 | | 1 | | |
| Long Service | 37 | 35 | 95% | 0 | 0 | 0% | 2 | 5% | 1 | 3% | 0 | 0% | 36 | -3% | |
| Past Active | 13 | 13 | 100 % | -2 | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 15 | 15% | |
| Associate | 201 | 150 | 75% | -17 | 1 | 0% | 50 | 25% | 75 | 37% | 8 | 4% | 250 | 24% | |
| Life Member | 21 | 20 | 95% | 0 | 0 | 0% | 1 | 5% | 0 | 0% | 0 | 0% | 20 | -5% | |
| General | 0 | 0 | | 0 | 0 | | 0 | | 1 | | 0 | | 1 | | |
| Honorary | 11 | 11 | 100 % | -1 | 0 | 0% | 0 | 0% | 0 | 0% | 0 | 0% | 12 | 9% | |
| Non Member Participant | | 0 | | 0 | 0 | | 0 | | 0 | | 0 | | 0 | | |
| Leave / Restricted | 0 | 0 | | -3 | 0 | | 0 | | 0 | | 0 | | 3 | | |
| Total Active | 191 | 154 | 81% | | 5 | 3% | 32 | 17% | 3 | 2% | 5 | | 177 | -7% | |
| Total | 685 | 545 | 80% | | 6 | 1% | 134 | 20% | 141 | 21% | 23 | | 709 | 4% | |

MEMBERSHIP RETENTION

| | POINT LOOKOUT 2021/22 | | | | | | | | | | | |
|----------------|-----------------------|----------|------|------|-----|------|---------|-----|--|--|--|--|
| Active Members | 2020/21 | Retained | | Left | SLS | Recr | 2021/22 | | | | | |
| | No. | No. | % | No. | % | No. | % | No. | | | | |
| 13-15 Years | 26 | 22 | 85% | 4 | 15% | 0 | 0% | 26 | | | | |
| 16-18 Years | 39 | 29 | 74% | 10 | 26% | 1 | 3% | 41 | | | | |
| 19-25 Years | 36 | 24 | 67% | 11 | 31% | 1 | 3% | 28 | | | | |
| 26-35 Years | 16 | 12 | 75% | 2 | 13% | 1 | 6% | 14 | | | | |
| 36-50 Years | 42 | 35 | 83% | 5 | 12% | 0 | 0% | 32 | | | | |
| 51-70 Years | 29 | 29 | 100% | 0 | 0% | 0 | 0% | 33 | | | | |
| 70+ Years | 3 | 3 | 100% | 0 | 0% | 0 | 0% | 3 | | | | |
| Total | 191 | 154 | 81% | 32 | 17% | 3 | 2% | 177 | | | | |

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| POINT LOOKOUT 2021/22 | | | | | | | | | | | |
|-----------------------|---------|----------|-----|------|-----|------|---------|----|--|--|--|
| Age Group | 2020/21 | Retained | | Left | SLS | Recr | 2021/22 | | | | |
| Under 6 | 12 | | | | | 12 | | 12 | | | |
| Under 7 | 7 | 9 | 75% | 3 | 25% | 6 | 50% | 15 | | | |
| Under 8 | 17 | 5 | 71% | 2 | 29% | 5 | 71% | 11 | | | |
| Under 9 | 24 | 14 | 82% | 3 | 18% | 7 | 41% | 22 | | | |
| Under 10 | 21 | 18 | 75% | 6 | 25% | 7 | 29% | 27 | | | |
| Under 11 | 31 | 12 | 57% | 9 | 43% | 8 | 38% | 22 | | | |
| Under 12 | 27 | 25 | 81% | 6 | 19% | 6 | 19% | 32 | | | |
| Under 13 | 30 | 22 | 81% | 5 | 19% | 4 | 15% | 25 | | | |
| Under 14 | 24 | 24 | 80% | 6 | 20% | 1 | 3% | 24 | | | |
| Transitioned From JA | | 19 | 79% | | | | | | | | |

MEMBERSHIP RETENTION

2019/20

2020/21

2021/22



80%

78%

C

80%

TOTAL MEMBERSHIP
RETENTION

TOTAL MEMBERSHIP
RETENTION

TOTAL MEMBERSHIP RETENTION



84%



81%

ACTIVE MEMBERSHIP

RETENTION



81%

ACTIVE MEMBERSHIP RETENTION



78%

ACTIVE MEMBERSHIP RETENTION



77%



82%

JUNIOR MEMBERSHIP
RETENTION

JUNIOR MEMBERSHIP RETENTION

JUNIOR MEMBERSHIP RETENTION