

Attentions SAEF EXCO

20-Sept-2020

SAEF Fees 2021

As a contribution towards the 2021 Fees debate & upcoming AGM we would offer the following.

Should we take our structure and constitution at face value, being our constituents are geographic structures and our Discipline associations (DA's) all with an equal vote, I suggest the founders of this structure would have had in mind an equal financial contribution to SAEF from all constituents.

This being the case for 2021 each voting member would be required to deliver approximately R180,000 come 1 Jan 2021 to SAEF.

This patently is unaffordable to all but perhaps 3 or 4 constituents. Should this be adopted it would lead to the immediate collapse of recognised equestrian sport within RSA as SAEF would no longer meet the National structures criteria set by SASCOC for recognition. Not what anyone bar a few desires, we hope. This may actually have been the origin intent of many of the founders of the current SAEF but that is conjecture. Back to facts.

Without exception every single and there have been quite a few, conversation with our SASCOC structures at all levels, insist that should members be paying their fees to a National body that same body must fund ALL constituents. Taken to its logical conclusion we can easily envisage a SAEF National fee approaching R2000 a head. We would contend such a plan would only compound our problems around attracting ever more individuals into SAEF.

With an equal share for an equal vote off the table what's left?

And..... what are we all trying to achieve? One unquestionable common goal being more people participating in formal equestrian sport driving the unit cost down.

To address the latter, we urgently require a simplified National common entry point with minimal barriers to entry, and equally minimal products available. A free to register common portal for all, to capture an individual's basic data is no longer a nice to have, maybe tomorrow, we require this yesterday.

The status quo makes such little provision for National direct support to members to make it next to meaningless when viewed against the weight of stated objectives for each member. Our DA's have the luxury of both an annual fee and levies to bolster their coffers, SAEF only annual fees, this is an obvious challenge to SAEF.

As much as pay to play is an attractive revenue source the Coid-19 outbreak has demonstrated the risk associated with a purely pay to play model. Some sort of annual fee is a must if we are to weather something similar going forward.

So, we are left with a mix of Annual fee's plus pay to play.

Our proposal as follows:

We are not convinced the current SAEF fee is a hindrance to the vast majority participating at DA level

**President :** Matthew Smith  
**Vice President :** Vacant  
**Treasurer :** Peter

**Athletes Representative:** Shaneen Krzyza  
**Discipline Association Representatives:**  
Non FEI: Moira Ferreira  
FEI: Shaneen, Felicity & Elanor Wier

**Secretary :** Felicity Bird  
**Coach :** Georgina Roberts  
**Legal :** Vacant

**District Representatives:** Peter Muller  
Marion Clough

sport, it is however a major bone of contention at the lower levels, the very level we must attract if we are to have any hope of growing our sport, we thus far have failed to attract this demographic into our structures. Having said this should we find ourselves able to reduce the National SAEF fee we should and must.

Hence:

Single point of entry, Zero charge at point of entry. Where an individual requires DA membership the SAEF portal sends an application on behalf of the applicant to the relevant DA- only once District registration is complete. Direct access to a DA registration portal we suggest should be blocked.

Access to "Open" events, newsletters and the like. Open events can attract a small, say R10, local levy.

District Membership: Join a club where Club & District fees are applied as a composite fee.

Club Level Sport up to Inter Regionals. See [www.gtfed.co.za](http://www.gtfed.co.za) for some early ideas of what and how this can be rolled out.

Composite District Fee	Quantum
Club	as determined by their executive
Districts	District set this- perhaps R100
To Provinces	R100
To National SAEF	R25
Provincial development fund ring fenced to support smaller Provinces	R25
Supported by Local Pay to Play levies	
Districts set their District membership fee	
Provinces through their club sport will levy appropriate round levies as directed by their constituents.	

This mix when coupled to attractive product offerings will fund the Provinces and simultaneously offset the "lack of value" argument we are all plagued with at the lower levels.

National Membership: DA participation, Provincial and up requires SAEF & DA composite Fee supported by a R20 levy per entry to SAEF on ALL classes.

The National SAEF fee when coupled to pay to play levies could then be significantly reduced from its current levels.

The upside to our DA's being a lower cost of access making the step up to DA level less onerous.

Projections @ current membership numbers:

Provincial fees of	4,500 x R250	R1,125,000
National Income	4,500 x R500	R2,250,000
Round Levies	70,000 x R20	R1,400,000

Assumptions

Membership static for 2021-2022

**President :** Matthew Smith  
**Vice President :** Vacant  
**Treasurer :** Peter

**Athletes Representative:** Shaneen Krzyza  
**Discipline Association Representatives:**  
Non FEI: Moira Ferreira  
FEI: Shaneen, Felicity & Elanor Wier

**Secretary :** Felicity Bird  
**Coach :** Georgina Roberts  
**Legal :** Vacant

**District Representatives:** Peter Muller  
Marion Clough

An average of 97 rounds per DA nationally per week over 10 months  
Both we contend underestimate SAEF uptake given a more relevant and nimble equestrian product.

The net result being, at worst, a similar income to SAEF as we have but split into bite sized chunks more palatable to our consumers and finally the more you use the more you pay. Fair and equitable.



**President :** Matthew Smith  
**Vice President :** Vacant  
**Treasurer :** Peter

**Athletes Representative:** Shaneen Krzyza  
**Discipline Association Representatives:**  
Non FEI: Moira Ferreira  
FEI: Shaneen, Felicity & Elanor Wier

**Secretary :** Felicity Bird  
**Coach :** Georgina Roberts  
**Legal :** Vacant

**District Representatives:** Peter Muller  
Marion Clough