

## Basketball Development Levy Q+A

In 2025, Basketball New Zealand (BBNZ) is proposing to change the Association membership model to incentivise and reward Associations for ongoing membership growth.

As stewards of the game in New Zealand, we play a leading role for everyone involved by ensuring basketball is accessible to New Zealanders of all ages, genders, abilities, backgrounds, and skill levels.

We are a not-for-profit organisation, responsible for the governance of the sport to ensure it remains fair and safe for every player, coach, official, and referee. We provide resources to improve and promote all facets of basketball.

We are truly proud of the ongoing growth of Basketball across New Zealand and as participant numbers rise, so does the demand for facilities, innovation, and ongoing development of the game across all facets. As a sport, we're currently unable to provide accurate information about who is playing basketball across the motu. As a result of this, we're unable to determine the greatest areas of need, investment and accurately report back to our key stakeholders.

In line with our commitment to further growing basketball and to help improve our data collection, BBNZ is proposing the introduction of a Basketball Development Levy for all registered players across the motu. The purpose of this levy is to improve the quality of participation data that is collected from associations annually, whilst also creating an additional revenue stream for associations and BBNZ to ensure both the ongoing sustainability and ongoing development of our sport.

The introduction of a levy aligns with BBNZ's updated **Statement of Strategic Intent** and will enable BBNZ to expand opportunities within the basketball community, providing enhanced services and support across New Zealand, expediting priority areas through the collection of data.

At the 4<sup>th</sup> May 2024 AGM, a split model payment was proposed and subsequently not voted in. The feedback provided from associations to their representatives on the working group, was to change to a tiered model where there was a minimal basketball development levy, with an option for associations to add their own specific membership fee on top of the preexisting BBNZ Levy. This would be at the discretion of each association.

### **The Proposed Basketball Development Levy**

The levy being introduced will be **tiered**, based off predetermined age filters, meaning our tamariki will be required to pay the least amount.

GST is to be paid by the receiver of the revenue (e.g. BBNZ will pay the GST portion of the revenue they receive, and associations will pay the GST portion of the revenue they receive).

Age Filter	BBNZ Levy (incl GST)	Association Levy (incl GST)
U14	\$5	?
15-19	\$10	?
20 +	\$15	?
Supporters	N/A	?

BBNZ and Associations will pay the applicable GameDay fee associated with the levy they charge.

**Q. Can associations incorporate their own levy in addition to the Basketball Development Levy?**

Yes, an association can add their own specific membership fee in addition to the Basketball Development Levy. Payment will be reimbursed to the association weekly, less the GameDay fee.

**Q. Will there be additional offers for associations and participants?**

Individual members will gain access to member exclusive offers, discounts and benefits. The following discount opportunities will already be made available for participants to utilise upon completion of their registration:

View them here [Member Benefits](#)

We are continually working on further benefits to add to the list which will be shared once confirmed. Please note that there may also be one off discounts that get sent to members on a regular basis in the future as well.

**Q. Can associations use their existing platform for charging competition levies?**

Yes, an association can use their own platform for charging competition levies however, we encourage associations to use the GameDay platform to simplify it for players. BBNZ would still require the Basketball Development levy to be charged through GameDay.

Discussions will be had with each association to work through their situation as we roll out the implementation plan.

**Q. Will there be an incentive for associations to grow their player numbers?**

BBNZ is passionate about growing player numbers and are excited to provide associations with an incentive for growth in numbers.

BBNZ receives the levy we have stipulated; associations receive the levy they have stipulated (if they choose to). But when registration numbers go over and above 3,000 members for a particular association BBNZ will provide rebates from the BBNZ levy as outlined below;

**Portion of BBNZ levy rebate to Association**

0 – 2999 Registrations = BBNZ 100% Association N/A

3000 – 4999 Registrations = BBNZ 95% Association 5%

5000 – 9999 Registrations = BBNZ 90% Association 10%

10000 + Registrations = BBNZ 80% Association 20%

	Player Registration numbers			
Age bracket	0 - 2999	3000 - 4999	5000 - 9999	10000+
U14	\$5	\$5	\$5	\$5
15-19	\$10	\$10	\$10	\$10
20 +	\$15	\$15	\$15	\$15
Portion to BBNZ	100%	95%	90%	80%
Portion to Association	0%	5%	10%	20%

This rebate (as outlined above) will be paid to all associations irrespective of whether they choose to charge a levy on top of the BBNZ Basketball Development Levy or not.

**Q. How does BBNZ plan on spending any additional funds raised from the Basketball Development Levy?**

Additional BBNZ revenue raised from levies will allow us to focus across several different areas, not limited to the following:

- Priority will be given to the development of future digital platforms. A one stop shop that connects an individual user to all the different digital solutions BBNZ currently offers.
- An improved 'association toolbox' available for association via the BBNZ website or app.
- Additional revenue to support the growth of different suppliers (bespoke development if required).
- Additional support for coaches and officials thanks to enhanced development opportunities and improved resources.
- This also takes into consideration the rising cost of facility hire, administration and equipment expenses.

**Q. How will associations, participants and BBNZ benefit from the introduction of a Basketball Development Levy?**

- Improved consistency of basketball delivery across the country.
- An additional revenue stream for associations – financially rewarded for growing your membership database.
- Removal of current annual association fee between associations and BBNZ, which many associations struggle to pay.
- Ongoing access to existing and future technology platforms, and enhanced support.

**Q. What value is currently provided to associations as affiliated members of BBNZ?**

Several internal costs that benefit all associations are not currently passed on. This includes full and free access to a host of different technology solutions in which a full licence is paid by BBNZ. This includes the following:

- GameDay.
- Coachmate.
- Etrainu.
- Integrated solution between GameDay and Glory League.
- Glory League availability at all BBNZ administered competitions.
- Ongoing support to develop technologies and their offerings for members.

This isn't a sustainable model moving in the future, yet BBNZ still supports the continued availability of these technologies, despite them being over and above the total amount received via current payable levies.

**Q. Does this replace the current annual affiliation fee?**

Yes, this will replace the current annual affiliation levy requiring associations to pay a lump sum.

**Q. How will the system identify which association receives a Basketball Development Levy (some players may register for different competitions or services with multiple associations)?**

The system will recognise a member's home address relative to an association – this will identify the association that collects that levy. We will be working with GameDay on the capability and functionality of the system.

**Q. When will the levy come into effect?**

BBNZ will commence the collection of the levy from 1 January 2025, to coincide with the release of the new Service Level Agreements.

**Q. How often will the levy be charged?**

It is an annual levy, and you will only be required to pay once annually at the time of registration; regardless of if you play in multiple teams or play multiple seasons within that year.

**Q. Who is required to pay the levy?**

The Levy will only apply to those that are actively playing basketball in 3x3 or 5v5 leagues and/or competitions.

**Q. Is anyone exempt from the levy?**

The Levy only applies to **players**.

Coaches, officials (referees, score bench, statistics), volunteers and administrators are all exempt from the levy.

**Q. How will the levy be collected?**

The levy will be automatically collected when you register online. All participants will be required **to self-register** into the system. Self-registration is imperative to avoid future duplicate records, particularly for those participants that play across several different entities. National levies can only be paid online via GameDay's online payment portal.

**Q. What will the administrative impact be on associations?**

We see the use of Software solutions such as GameDay streamlining registration, payment, and reporting processes for both participants and administrators. After over 20 years of working with sporting organisations globally GameDay remain very confident that their approach to managing registration & payment is very efficient and provides an extremely frictionless end to end process.

Our view is (and has always been) that any registration / payment process that generates an invoice for payment by a participant creates a range of potential issues and administration tasks for both the participant and admin. Sporting organisations that provide invoice-based solutions seem to be one of the few industries (other than Trades) that provide the option to pay after you have participated.

Registering online and paying for goods and services at the time of registration or purchase is now very much normal in modern society - think purchasing a flight, bus ticket, concert ticket, sporting

fixture (NBL or Tall Blacks). You are rarely given the option to be invoiced for these. The process of generating an invoice opens the door to:

Processing invoices can have significant implications for not-for-profit organisations including:

- Significant increase in Admin tasks in reporting and managing participants who have not paid either by not receiving the invoice, forgetting, or refusing.
- Multiple follow ups and management of unpaid invoices - especially players who are actively playing but have yet to complete their payment.
- Significant reduction in cash flow for the organisation compared to processes where payment is required at the time of registration
- Additional management implications for admins trying to determine if a player is eligible (i.e. - Registered v paid).

We believe the strength of the GameDay system is in streamlining registrations & payments instantly and providing valuable management, reporting, and communication tools relating to participant status and eligibility for specific teams and competitions. The GameDay solution removes the need, and the admin processes associated with chasing payments through financial management tools.

While future integration with financial packages is certainly desirable from a GameDay perspective - we maintain that an invoiced based process is still very detrimental to sports globally and especially in NZ and we strongly advocate against it - however continuing to streamline and enhance reporting standards between systems remains valuable.