Project Litefoot Trust – Annual Report

To 31 March 2019.
A Message from our Trust Chair

We are pleased to report another successful year. This has been Litefoot’s 11th year and more has been achieved for community sport and the environment. Since its inception in 2008 by founders Hamish Reid and Michael Campbell, Litefoot field crews have travelled the length and breadth of New Zealand implementing energy efficiency and water and waste reduction solutions in community sports clubs. To date the number of these clubs totals almost 1,500, which has prevented 8,395 tonnes of CO2 emissions and freed up $8.29 million for sport.

None of this would be possible without the superbly run operation of the Litefoot team. The extremely high standards of service and professionalism of Litefoot management and field crews is reflected by feedback from clubs and a net promoter score of 72. The board of trustees would like to thank the Litefoot team, our generous funding contributors and other supporters for another year of inspiring us through local sport to be environmental champions.

John Rodger, Trust Chair

31 May 2019
1.0 Financials 2018/19

- Full year income was $508,841 (-12% versus 2017/18)
- Full year expenditure was $508,417 (-12% versus 2016/17)
- We’re pleased to report a surplus of $424 ($867 in 2017/18)
- During 2018/19 we freed up $1.83 for sport for every $1 invested in us. This investment multiplier, in addition to the obvious environmental and social benefits of the LiteClub programme, is a positive story that is being embraced by funders.

2.0 Programme Performance

- Programme statistics up to 31 March 2019 since inception:
  - 1,463 clubs implemented
  - $8.29 million freed up for sport
  - 43.9 million litres of water being saved each year
  - 4,585 tonnes of waste diverted from landfill
  - 8,365 tonnes of CO2 prevented from entering the atmosphere
  - 2,432 recycling stations placed in clubs (6,662 bins)
  - For every $1 the Trust raised and invested in LiteClub, $2.41 is saved for sport.
  - 2,508 medals were awarded as at 31 March 2018. There are eleven medals to collect including efficient lighting, recycling, and conserving water.
  - 89.9% of club officials surveyed “agreed” or “strongly agrees” that LiteClub is “overall valuable” for their club.
  - Net Promoter Score is 73 (based on last 40 survey responses).
  - In 2018/19 we slightly reduced the number of clubs implemented – 212 compared to 242 during 2017/18.

- Funding partner highlights:
  - Our support base further increased during 2018/19. 41 individual funders supported PLT. 7 of those had declined our applications in 2017/18. 23 of our 55 2017/18 funders repeated their investment.
  - We received funding from 13 new groups during the year including Sustainable Initiatives Fund ($15,000), NZ Golf ($10,000), and Skycity Queenstown ($2,000).

- Staff:
  - As at 31 March 2019 we had six employees (5.65 full time equivalent employees).
In 2018/19 we have had some movement with two staff members leaving Litefoot, and two new recruits starting shortly after.

- We have started a connection with AUT, who will from now on regularly offer us Environmental Sciences students for a part-time internship.
- We will be placing more importance on professional development of our staff – we have set aside an additional budget allowance for staff to attend conferences and/or learning and development opportunities.

- Publicity:
  - Litefoot was nominated as one of four Finalists in the 11th Hour Racing Sustainability Award.
  - Co-Founder Hamish Reid was nominated in the Westfield Local Heroes Award.
  - In 2018/19, we worked towards the development of a new website, which will be going live in early 2019/20.

- Network:
  - Our relationships with the sports community – national sports organisations, regional sports organisations and the regional sports trusts – broadened and deepened during the year.
  - We were able to secure financial support from NZ Golf, NZ Football and NZ Surf Life Saving in 2018/19. We will continue to follow up with other NSOs, such as NZ Bowls, Hockey NZ, Netball NZ, and Yachting NZ.
  - We have made contact with Scouts NZ and will be incorporating visits to Scouts halls to our LiteClub programme starting in 2019/20.

- Key issues at the top of our minds:
  - In 2019/20 we would like to test our hypothesis of bringing value to community groups beyond the sporting sector through our LiteClub programme. In 2019/20, we will start connecting with charitable Maraes, education centres and schools, social and community groups to incorporate trials into our programme. Through this we hope to secure additional funders that were so far out of reach of our organisational purposes.
  - While we have been able to secure some support from the sporting sector in 2018/19, we are hoping to increase the number of NSOs to support our programme in 2019/20.
  - In 2019/20 we will be working towards better accuracy of our calculations to incorporate all savings that our programme is having. This will increase Return on Investment numbers for funders, as well as improve the accuracy of suggestions in our Efficiency Action Plans.

3.0 Ambassadors
- Our Ambassadors continue to be strong supporters of our programme.
- We recruited a new ambassador – Selina Goddard who is a successful Lawn Bowls Player for New Zealand. We are still in the process of incorporating her into all our marketing material.
- We are hoping to recruit further ambassadors related to Sailing, Hockey, Football, Surf Life Saving, and Netball. We are closely working with the respective NSOs to find suitable candidates.

4.0 Board, Elections and Appointments

- Hamish Reid has moved from a Management position to the Board of Trustees; he became Deputy Chair.
- The remaining members of the Board of Trustees have remained the same; John Rodger is Trust Chair; Katherine Turner and Dean Murphy are Trustees.

5.0 Ambitions for 2019/20 Financial Year

- Generate $577,350 in income.
- Expand our funder base and secure a commercial deal to cover for operational costs.
- Post a small surplus at year-end.
- Implement 175 new LiteClubs.
- Advance our Beyond Sport initiative and roll out trials in various community groups.
- Further steps toward our objective of “transforming community sports infrastructure – and the culture to match – so that this collective group is electricity independent, water neutral and zero waste by 2025” through special project with engaged clubs.