

**2025 Hart Sapphire Series  
Information Pack, EOI Process  
and License Application**

# Table of Contents

<b>1. Background</b>	4
<b>2. Strategic Intent</b>	4
<b>Netball Queensland Purpose:</b>	4
<b>Netball Queensland Vision:</b>	4
<b>HART Sapphire Series Objectives:</b>	4
<b>Sapphire Series Guiding Philosophy:</b>	5
<b>3. Definitions</b>	5
<b>4. Competition Overview</b>	7
<b>5. Expressions of Interest</b>	7
<b>6. License Application Timeline</b>	8
<b>7. Intellectual Property</b>	8
<b>8. Club Legal Structure</b>	8
<b>9. Commercial Partnerships</b>	8
<b>10. Media Rights</b>	9
<b>11. Financial Model</b>	10
<b>12. League and Club Responsibilities</b>	11
<b>13. Player Payments</b>	12
<b>14. Sapphire Series Documents</b>	12
<b>15. Centralised Club Staff Employment</b>	12
<b>16. Netball Community Connections</b>	12
<b>17. License Application Process and Criteria</b>	14
<b>18. Annual Benchmarking and Review</b>	14
<b>19. Appendices</b>	15
Appendix 1: Athlete Support Matrix	15
Appendix 2: Cost Allocations – League and Club	16
Appendix 3: Terms and Conditions of the EOI and Application Process	17

Appendix 4: Form 1 - Expressions of Interest.....	19
Appendix 5: Form 2 - Proposed Club Structure.....	20
Appendix 6: Form 3 - License Application Checklist.....	21
Appendix 7: Form 4 – Declaration .....	22
Appendix 8: Indicative Commercial Asset Register .....	23

## 1. Background

The Hart Sapphire Series (HSS) is Queensland's Premier Netball Competition sponsored by HART Sport and is a pathway into the Suncorp Super Netball league (SSN).

The current structure of the competition has seven (7) teams in the Sapphire division (premier) and eight (8) in Ruby (reserve).

Following community and stakeholder consultation, 2025 will see the expansion of the competition to eight (8) teams in Sapphire and ten (10) in Ruby.

All teams will be located in South-East Queensland (SEQ) to minimise associated travel and competition costs for teams, officials and staff.

Simultaneously, a Ruby North competition will be launched in the same year to provide opportunities for North Queensland athletes and teams and create a pathway to our regional academies and provide opportunities for talent identification.

Below is information on the competition and an Expression of Interest (EOI) process for new franchises to join the league.

## 2. Strategic Intent

### **Netball Queensland Purpose:**

To enrich lives through netball.

### **Netball Queensland Vision:**

To be the most played and supported sport in Queensland.

### **HART Sapphire Series Objectives:**

#### Primary

- Be the premier competition for elite netballers, coaches and officials in Queensland, underpinning SSN.

#### Secondary

- Support the Firebirds Program by providing a platform for match fitness and play for Firebirds training partners, and, provide exposure for potential future Firebirds training partners.
- Support the QFFA by providing a platform for match fitness and play for current program participants.
- Via participation by Clubs in the Nissan State Titles, provide a platform from which to select the 17U and 19U Queensland State Teams that compete in the National Netball Championships, and, the Firebirds Futures that compete in the Australian Netball Championships.

- Provide a commercial platform for license holders to reinvest back into the netball communities they support.
- Provide an opportunity for license holders to establish tangible links to clubs and associations to grow participation and fandom in the community game through Club Pride.

### **Sapphire Series Guiding Philosophy:**

- Working collaboratively with Clubs to deliver a professionally run competition which benefits all stakeholders, and
- Enabling Clubs to seek and create competitive advantage to build their brand, identity and fan base.

## **3. Definitions**

**“Association”** – refers to the member organisations of Netball Queensland

**“ANC”** – Australian Netball Championships

**“Applicant”** – refers to an entity that participates in the license application process

**“ASCA”** – Australian Strength and Conditioning Association

**“Club”** – refers to the entities participating in or intending to participate in the Hart Sapphire Series competition and is responsible for managing team(s) in the Hart Sapphire Series and Ruby competition

**“Club Participation Agreement (CPA)”** – refers to the legally binding agreement between Netball Queensland and the Club which articulates the obligations on all parties

**“Hart Sapphire Series”** – refers to the name of the League in its entirety

**“Netball Club”** – refers to a Netball organisation who is a member of an Association

**“Netball Queensland (NQ)”** – the State Sporting Organisation (SSO) responsible for the growth, sustainability and success of Netball within Queensland

**“NNC”** – National Netball Championships

**“League”** – will be used to reference the competition as a whole and or the body responsible for managing the competition dependent on context

**“License Review Panel”** – refers to the panel appointed to review license applications and to make recommendations

**“Regional”** – in the context of this document the term Regional will refer to the area outside of the area defined as South East Queensland

**“Ruby League”** – refers to the underpinning competition to the Sapphire Series

**“Sapphire League”** – refers to the pinnacle competition of Netball in Queensland

**“South East Queensland (SEQ)”** – refers to the geographic area stretching from Noosa to Tweed Heads and west to Toowoomba

**“SSN”** – Suncorp Super Netball

**“Nissan Arena”** – Multipurpose venue where majority of Brisbane based games and the final series will be held

## 4. Competition Overview

The following provides a summary of the Competition Overview of the HSS. Further detail pertaining to these points can be found throughout this Information Pack and will be fully detailed in the relevant competition documentation.

- The 2025 HSS will expand to eight (8) Sapphire League teams and ten (10) Ruby League teams with scope for expansion in future years at the discretion of NQ.
- Licenses will be for three (3) years and reviewed annually against the obligations and performance indicators in the Club Participation Agreement (CPA).
- Matches will be played on either Friday, Saturday or Sunday with scheduled matches avoiding clashes with Queensland Firebirds home games and to minimise the overlap with local community netball.
- Nissan Arena is a multipurpose venue and there may be occasions where games will need to be rescheduled to later times or mid-week.
- Season timing may vary slightly depending on Netball Australia (NA) Events but will comprise a double round robin home and away season for both Ruby (18 rounds) and Sapphire (14 round), a three (3) week finals series and run from April to August. Alternatively, NQ may adopt a pool competition structure to align with fixture dates of the Sapphire league.
- Brisbane-based matches will be played at the Nissan Arena, however each Club will have home game rights at various times through the season which will allow opportunities to activate and promote sponsors more extensively.
- NQ will manage the delivery and operations of all Nissan Arena based matches including the Finals Series. Any games hosted by Clubs outside of Nissan Arena will be responsible for the delivery and operations of these games and will have the opportunity to ticket patrons upon entry.
- Through the CPA, Clubs will be encouraged to form genuine, mutually beneficial relationships with local netball Associations to create local heroes, role models and to provide a pathway.
- Clubs will be encouraged to be proactive in developing an engaged fan base, particularly through social media and digital channels.
- NQ will live stream some matches through an appropriate streaming partner.
- NQ will film all matches for the purpose of review and data capture for each club. This will be shared with all licensees.
- Mutually beneficial partnerships with other sports franchises, tertiary institutions and commercial businesses are encouraged and NQ will assist in facilitating these partnerships.
- Clubs may nominate to enter a team into Ruby or Sapphire or both leagues.

## 5. Expressions of Interest

Expressions of interest and license applications will open on December 17, 2023 and Close **February 16, 2024**. EOI Form's and applications must be completed in full (Appendix 4) and returned via email to NQ's Competition Manager, Luke Asi: [luke.asi@netballq.org.au](mailto:luke.asi@netballq.org.au).

The License Review Panel (LRP), consisting of NQ Competitions Manager, NQ Head of Pathways, and NQ Executive Leadership Team (ELT) will then evaluate all EOIs and applications and select a list of candidates. This process may involve connecting multiple EOIs from applicants within the same geographical area to facilitate collaboration and possibly a joint license application.

It is anticipated that licenses will be awarded to successful applicants by March 2024.

Licenses are available to any incorporated entity, however it is NQ's preference that any application includes a strong alignment with a Netball entity. This alignment and written confirmation of the alignment from the relevant netball entity should be included in the EOI license application. Should a Netball Club wish to submit an EOI and license application, they should notify their local Association of their intent and their submission should include written notification from the Association of their awareness.

## 6. License Application Timeline

Date	Information Required
<b>December 17, 2023</b>	License information packs available and applications open
<b>February 16, 2024</b>	EOIs and applications close
<b>February 18, 2024</b>	LRP commences review of submissions
<b>March 2024</b>	HSS Licenses Awarded
<b>April 2025</b>	HSS commences
<b>August 2025</b>	HSS Finals

## 7. Intellectual Property

The HSS is owned and conducted by NQ. In line with industry best practice, NQ will retain all intellectual property including the competition name, League logos, signage rights and equipment and other commercial properties associated with the competition. These properties will be licensed by NQ to the Clubs under the conditions of the CPA.

## 8. Club Legal Structure

NQ will require each license holder have its own legal identity and have the capacity to enter into contracts. The exact structure is to be determined by the Club. If this is not currently the case, the Club must have commenced the application process to meet these requirements prior to commencing operations.

The HSS License will be for three (3) years, 2025-2027, whereby competition format and all licenses will be reviewed as outlined in the CPA.

For more information about managing a Club individual Clubs capability, refer to the Australian Sports Commission webpage here.

## 9. Commercial Partnerships

Clubs will be assigned specific commercial property to sell to sponsors. Please refer to the Commercial Manual for a list of League and Club assets for commercialisation.

The HSS Commercial Manual will contain all relevant details and be available on NQ's website.



## **10. Media Rights**

NQ retains the rights to all media broadcast of the HSS. Only parties authorised by NQ will be permitted to record or make any visual, audio or other recordings of any games on any form of media. Equally any broadcasting on any media, including but not limited to television, radio, internet and mobile communications will be prohibited unless otherwise authorised by NQ.

NQ will centrally coordinate the recording of matches (for Sapphire games) for purpose of performance analysis and distribute this to each Club after each round.

## 11. Financial Model

Clubs will be required to pay a license fee to NQ in order to participate in the HSS. The Club will be responsible for developing and managing its own budget.

The License fee has been halved from 2022 based on the competition having only SEQ teams in both divisions.

The projected License fees for HSS Licence Holders are as follows:

Sapphire Series Team:

- 2025 - \$15,750 (+GST)
- 2026 - \$16,537.50 (+GST)
- 2027 - \$17,364.40 (+GST)

Each year fees are to be paid in six (6) equal monthly instalments from March to August annually.

Ruby League Team:

- 2025 - \$7,875 (+GST)
- 2026 - \$8,268.75 (+GST)
- 2027 - \$8,682.20 (+GST)

Each year fees are to be paid in six (6) equal monthly instalments from March to August annually.

Projected CPI increases have been outlined in the fee forecast and are subject to change at the discretion of NQ.

Matches based at Nissan Arena will have costs incurred by the league (unless explicitly outlined in the Operations and Event Manual). All clubs will be provided opportunities to host home games at their own local venues (pending league approval) and the Club will be responsible for all match hosting costs (unless explicitly stated in the Competitions Manual) and retain all revenue generated. All clubs will adhere to the HSS match hosting guidelines.

## 12. League and Club Responsibilities

Entity	Responsibilities
<b>Netball Queensland</b>	<ul style="list-style-type: none"> <li>• Overall responsibility for League strategy, management and delivery.</li> <li>• Employment of Executive and Operational staff to manage the league.</li> <li>• Secure and service League commercial partners.</li> <li>• Management of competition rules.</li> <li>• Management of the commercial manual.</li> <li>• Manage travel and accommodation for all match officials.</li> <li>• Support candidates with EOI and application process.</li> <li>• Coordination and payment of all League match officials.</li> <li>• League marketing, branding, promotions and media.</li> <li>• Coordinating live stream broadcast from Brisbane.</li> <li>• Provision of platform for Club website.</li> <li>• Provision of generic information to assist Clubs with securing sponsors.</li> <li>• Game day video; distribution of footage to teams for performance analysis purposes.</li> <li>• Management of Sapphire Series match day workforce at Nissan Area matches.</li> <li>• Delivery of the Grand Final, season opening event and finals series.</li> <li>• Inclusions of HSS awards at NQ Awards night.</li> </ul>
<b>HSS Club</b>	<ul style="list-style-type: none"> <li>• Club EOI application process in conjunction with NQ.</li> <li>• Club governance, management and operating structure.</li> <li>• Create and engage fan base and community support, including connection with underpinning Associations / Competitions.</li> <li>• Management of the CPA.</li> <li>• Manage travel and accommodation (if needed) for teams and staff.</li> <li>• Payroll obligations relating to employment of specific Club staff.</li> <li>• Development of the Club brand and identity in conjunction with partners and NQ.</li> <li>• Acquiring and managing the financial resources necessary to support the Club.</li> <li>• Club marketing and promotion including managing the Club website, social media content creation and player appearances.</li> <li>• Recruitment of players.</li> <li>• Secure and service Club sponsors.</li> <li>• Working with aligned Sponsor to provide appropriate support and service.</li> <li>• Supply Club uniforms in line with the league uniform guidelines. Consider provision for special round dresses and/or bibs/apparel for First Nations and Pride round.</li> <li>• Additional merchandise and products at Club's discretion.</li> <li>• Netball community connection (page 12).</li> <li>• Training facility hire.</li> <li>• Gym access for players supervised by team physio or accredited personnel.</li> <li>• Access to allied health staff for players.</li> <li>• Appointment of Head Coach, Assistant Coach, Team Manager and Operations Manager for each team and other appropriate staff appointments as outlined in the competition's manual.</li> </ul>

Further information pertaining to association income and expense streams aligned to areas of responsibility can be found in Appendix 2.

### **13. Player Payments**

Clubs and their partners are permitted to offer remuneration or benefits to attract and retain players. It is expected that Clubs and their partners may be in a position to provide additional support such as, but not limited to employment, educational support, housing support, vehicle support or other such items to encourage players to play for their club.

### **14. Sapphire Series Documents**

The constituent documents of the HSS will accurately reflect the HSS Objectives and will be reviewed annually to ensure they are 'fit for purpose.' Clubs will be engaged in the review process.

Key Documentation for the HSS includes:

- HSS License Information Pack
- Commercial Manual including Brand Guidelines
- Operations Manual
- Match Hosting Guidelines
- Competition Manual
- Club Participation Agreement (CPA)
- Standard Player Contract (SPC)
- Standard Staff Contracts (Coach, Manager, S & C Coach, Operations Manager)
- Commercial Sponsor deck

### **15. Centralised Club Staff Employment**

Each Club will be required to provide evidence of their connection with an appropriately qualified physiotherapist and are also encouraged to develop relationships with appropriately qualified:

- Nutritionists
- Podiatrists
- Athlete Well Being Specialists
- Sports Psychologists

NQ can also recommend specialists in these fields to the Clubs if required.

### **16. Netball Community Connections**

The connection to the Netball community within the catchment area of the Club will be critical to the success of the League and the Club. The formal alignment of Associations to HSS Clubs can only occur after the licenses are awarded.

Key elements of the community connection between HSS Clubs and underpinning entities are:

- Creating "heroes within reach" for young netballers from within the Club's catchment area
- Creating a tangible next step for players, coaches, umpires and administrators at all levels of the game

- Sapphire Series coaches to provide leadership and support to identified coaches in underpinning entities. This may involve creating mentors, coach development programs and opportunities to attend Club training and games.
- Training partners to come from the underpinning competitions to train alongside the contracted players.
- Associations form a key element of HSS fan base, along with university cohort and local communities, so it is imperative the Club does not exist in isolation.

To achieve these objectives, Clubs will be required to undertake as a minimum, the following activities:

- Establish and regularly utilise direct communication channels with Associations within their catchment area.
- Develop a coaching “community of practice” for the sharing of ideas and discussion related to coaching, which may comprise a combination of online and face to face activities.
- Develop a volunteer talent scouting network to ensure awareness of all talented players above the age of 15 years within their catchment area.
- Deliver programs to provide engagement of players and coaches with the HSS Club.
- Sapphire Series and Ruby League players to build and maintain a physical connection with grassroots netball via player appearances and activities at Association level. NQ may also provide opportunities for Club activation at major participation events i.e., Senior and Junior State Age.
- Develop and deliver strategies to encourage netball participants in their catchment area to attend live HSS games or watch games via live stream.
- Contribute to the selection and preparation of their respectively aligned 16U and 18U teams who will participate in the NQ State Titles each year. Entry must service an underrepresented geographical area of the State.

## **17. License Application Process and Criteria**

The following parameters are to be addressed in the EOI license application. Full details can be found in the Applicant Checklist in Appendix 6.

- Club governance structure
- Club operational management structure
- Commercial partnerships
- Training venues (all) and potential home game venues (regional only)
- Budgets
- Fan development strategies
- Player and coach development programs
- Netball or sport team experience
- Creative and innovative ideas to grow or enhance the game.

The shortlisting of Applicants will incorporate the selection criteria above but also take into account other external factors, such as:

- Geographic location
- Current and predicted netball participant rates
- Current and predicted population and growth rates
- Historical performance of the netball entity in terms of governance, growth and development of netball and contribution to NQ's strategic plan.
- Already established Clubs in the applicant's area

## **18. Annual Benchmarking and Review**

NQ is committed to a review process after each year of the competition with the aim of gathering feedback, sharing what has worked and identifying the gaps/issues so that everyone, the League and the Clubs can build and strengthen. We aspire to embedding a culture of continual improvement.

NQ will conduct an annual Competition review which Clubs will be required to participate in as part of the CPA. This will allow the Clubs to assess their position and identify areas for further development and their strengths.

NQ representatives will meet with all license holders within two (2) months of the HSS Final to review the performance of the League and provide an open forum for all clubs to participate in. This process is focussed on enhancing the overall competition, looking at what worked well and what areas can be developed both from a Club and League perspective.

## 19. Appendices

### Appendix 1: Athlete Support Matrix

The following table is designed to provide license applicants with a guide to the level of service and support expected in relation to team preparation. While it is not expected that licenses will be Gold standard in every item, applicants should consider the Bronze level as the minimum requirement.

Item	Gold	Silver	Bronze
Coaching	<ul style="list-style-type: none"> <li>Head Coach – NCAS HP</li> <li>Assistant Coach – NCAS Elite or above</li> <li>Team undertakes 2-3 court sessions per week through pre-season and 2 per week in-season</li> </ul>	<ul style="list-style-type: none"> <li>Head Coach – NCAS Elite or above</li> <li>Assistant Coach – NCAS Advanced or above</li> <li>Team undertakes 2 court sessions per week through pre-season and in-season</li> </ul>	<ul style="list-style-type: none"> <li>Head Coach – NCAS Advanced or above</li> <li>Assistant Coach – NCAS – Intermediate or above</li> <li>Team undertakes at least 2 court sessions per week pre-season and 1 per week in-season.</li> </ul>
Strength & Conditioning	<ul style="list-style-type: none"> <li>Degree and ASCA qualified Strength and Conditioning coach providing supervised sessions to all squad members at least once per week through pre-season and in-season</li> <li>Testing in line with NQ requirements</li> <li>Provision of Gym access to all squad members free of charge</li> </ul>	<ul style="list-style-type: none"> <li>Degree qualified Strength and Conditioning coach providing supervised sessions to all squad members at least once per week through pre-season</li> <li>Testing in line with NQ requirements</li> <li>Provision of Gym access to all squad members at discounted rates</li> </ul>	<ul style="list-style-type: none"> <li>Degree qualified Strength and Conditioning coach providing supervised sessions to all squad members at least six times during pre-season</li> <li>Testing in line with NQ requirements</li> <li>Players pay for their own gym access</li> </ul>
Allied Health Support	<ul style="list-style-type: none"> <li>Dedicated Club Physiotherapist attends training and games</li> <li>Players are able to access physio with no gap payment</li> </ul>	<ul style="list-style-type: none"> <li>Dedicated Club Physiotherapist attends games</li> <li>Players are able to access physio at discounted rates</li> </ul>	<ul style="list-style-type: none"> <li>Club has a link with local Physiotherapy practice for players to attend at their own cost</li> </ul>
Facilities	<ul style="list-style-type: none"> <li>Access to sprung wooden floor for training every session</li> </ul>	<ul style="list-style-type: none"> <li>Access to sprung wooden floor for training for most sessions</li> </ul>	<ul style="list-style-type: none"> <li>Irregular access to sprung wooden floor for training</li> </ul>

## Appendix 2: Cost Allocations – League and Club

Based on the centralised management model the following table lists the income and expense allocation between the League and the Club, across both the Sapphire Series and Ruby League team.

<b>League - Income</b>	<b>League - Expense</b>
<ul style="list-style-type: none"> <li>• Sponsorship</li> <li>• Club License fee</li> <li>• Ticket Sales of HSS Grand Final</li> </ul>	<ul style="list-style-type: none"> <li>• Broadcast</li> <li>• Cost of sponsors</li> <li>• Nissan Arena hire for Game Day</li> <li>• Line marking at all venues</li> <li>• League marketing</li> <li>• League merchandise</li> <li>• League operations</li> <li>• Contracted Players registration fees</li> <li>• League staff</li> <li>• Cost of Ticketing</li> <li>• Travel and accommodation of regional umpires</li> <li>• Umpire uniforms</li> <li>• Match officials and Umpires</li> </ul>
<b>HSS Club - Income</b>	<b>HSS Club - Expense</b>
<ul style="list-style-type: none"> <li>• Sponsorship</li> <li>• Revenue from Development programs</li> <li>• ticketing revenue of Hosted Home Games</li> <li>• Team merchandise</li> <li>• Community Engagement opportunities</li> </ul>	<ul style="list-style-type: none"> <li>• License fee</li> <li>• Training venue hire</li> <li>• Team staff</li> <li>• Team operations</li> <li>• Team uniforms</li> <li>• Team merchandise</li> <li>•</li> </ul>



### Appendix 3: Terms and Conditions of the EOI and Application Process

The following Terms and Conditions will apply to any Applicant who lodges an expression of interest and application to hold a license in the HSS from 2025 onward.

- This document and the information contained within it, along with any other information provided to the applicant as part of the EOI and Application process, is not intended to create any legally binding obligation on behalf of NQ to operate or administer the League in the manner set out in the EOI information pack, nor does it represent an offer to the Applicant.
- NQ reserves its right, at its absolute discretion to:
  - Suspend or cancel this EOI and Application process, or parts thereof and if cancelled, to initiate a new EOI and Application process.
  - Proceed or not proceed with the existing HSS format.
  - To consider, not consider or reject any or all of the EOIs received, or not to negotiate or engage with any or all of the Applicants.
  - To change elements of the proposed HSS, the information pack or the EOI process as it sees fit to deliver the best outcomes for the sport of netball in Queensland.
  - Waive any irregularities or informalities in the EOI and Application process.
  - Change any dates set out in this document.
  - Exclude any applicant from this process at any time and for any reasonable reason.
- NQ will endeavour to provide feedback to all Applicants on their EOI and Application, regardless of their progression to the next stage or otherwise.
- The information contained in this document is designed to provide interested parties with information pertaining to the HSS.
- This document contains a broad range of information relating to the competition. There are some elements with limited scope for change while other more operational features are open to discussion to achieve the optimal operating model for the HSS. Applicants are encouraged to ask questions and maximise opportunities they may have to achieve the objectives of the League. It has been prepared in good faith by the staff at NQ.
- There may be some changes during the application process and prior to the competition beginning in 2025 and NQ commits to working closely with interested parties during this process, keeping all parties equally informed of any changes.
- Each applicant undertakes the EOI and Application process at their own cost.
- Applicants are not permitted to make public comment in relation to the EOI or Application process without prior written consent of NQ.
- The applicant's EOI Application and all supporting documents, once submitted will become the property of NQ and will not be returned to the applicant.
- Each Applicant should undertake their own risk assessment, relating to the financial implications of securing a license in the HSS.
- The Applicant warrants that all information provided as part of the EOI and license application process is complete and accurate and that provision of such information to NQ, does not breach any third party intellectual property rights. Information contained in the EOI and license application documents will not be treated as commercially sensitive or confidential unless explicitly indicated as such in writing by the Applicant.
- The Applicant may vary or alter their EOI and license application after submission, with the written consent of NQ on or before final closing date for license applications.

- NQ will not be liable (in contract or in tort, including negligence) for any direct or indirect damages, losses, costs or expenses (including loss of profits or business opportunity) incurred by the Applicant or any other person and arising in any way from the preparation, submission, consideration or failure to consider the EOI and Application or the acceptance or rejection of the EOI and application.
- The Law of Queensland, Australia governs these terms and conditions, and this EOI and Application Process. Both parties irrevocably submit to the exclusive jurisdiction of the Courts of the State of Queensland, Australia.

Appendix 4: Form 1 - Expressions of Interest

**Complete and submit this page by midnight on February 16, 2024**

By submitting this EOI, \_\_\_\_\_ (name of Entity or Representative), approves the submission of the EOI and the applicant agrees to be bound by the Terms and Conditions as outlined in Appendix 7.

ITEM	APPLICANT INFORMATION FOR EOI
<b>Central Location of the Applicant</b>	
<b>Working name for the Applicant</b>  (Example: Proposed club name)	
<b>Primary Contact Person</b>	
<b>Primary Contact Email</b>	
<b>Primary Contact Mobile</b>	
<b>Postal Address</b>	
<b>Supporting Associations/Entities</b>  (Please list all Associations or other entities, including training facilities, that will form part of or support this application)	
<b>Association(s) or Entity Representative</b>  (Role, name and mobile number for one person from each)	

Appendix 5: Form 2 - Proposed Club Structure

The following information is due on **February 16, 2024**

ITEM	APPLICANT INFORMATION
Proposed entity structure / governance model	
Proposed Club name	
Proposed Club colours	
Proposed Club training venue (with supporting documents)	
Proposed home game venue (if regional license application)	
Name of existing University partner (if applicable)	

**Proposed Management Executive – Skill Matrix:**

NAME	PROPOSED ROLE	RELEVANT SKILLS AND EXPERIENCE

Appendix 6: Form 3 - License Application Checklist

<b>Parameter</b>	<b>Required Information</b>	<b>Yes/No</b>
<b>EOI Form</b>	<ul style="list-style-type: none"> <li>Submit Expression of Interest by February 16, 2024.</li> </ul>	
<b>License Management Proposal</b>	<ul style="list-style-type: none"> <li>Submit proposed management structure by February 16, 2024.</li> </ul>	
<b>Club Governance Structure</b>	<ul style="list-style-type: none"> <li>Club must be or be able to become a legal entity.</li> <li>Club must have or adopt club policies aligned with NQ, Netball Australia and or the Australian Sports Commission.</li> </ul>	
<b>Club Management Structure</b>	<ul style="list-style-type: none"> <li>Provide a skill matrix of the Club's Board or Management Committee and relevant sub committees, highlighting the capacity of personnel to deliver a semi-professional club.</li> <li>Provide details of Club's 3-year Strategic Plan.</li> </ul>	
<b>Commercial Partnerships</b>	<ul style="list-style-type: none"> <li>Details of existing and future partnerships to support the objectives of the League and the Club</li> </ul>	
<b>Training Venues</b>	<ul style="list-style-type: none"> <li>Written confirmation of access to training venues.</li> <li>Written confirmation of access to gym facilities.</li> <li>Detailed audit of training and gym facilities to ensure they meet required standards.</li> </ul>	
<b>Budgets</b>	<ul style="list-style-type: none"> <li>Provide details of 2024 operating budget and three-year budget projections.</li> </ul>	
<b>Fan Development Strategies</b>	<ul style="list-style-type: none"> <li>Provide plan relating to strategies to create and engage a tribal fan base to support the club, with particular focus on the use of digital channels.</li> <li>History of experience in using social media platforms to support team and sponsors will be advantageous.</li> </ul>	
<b>Netball Community Development</b>	<ul style="list-style-type: none"> <li>Provide detailed plan of how the Club will engage with the aligned netball community.</li> </ul>	
<b>Player and coach development</b>	<ul style="list-style-type: none"> <li>Provide details of plans relating to conducting player and coach development programs, providing details of promotion, marketing, costs, frequency, duration, attendee numbers and desired outcomes.</li> </ul>	
<b>Netball or Sport Team Experience</b>	<ul style="list-style-type: none"> <li>Applicants should outline their Club's netball/sport experience in relation to developing a team/club, high performance culture, on and off court success with players, coaches and supporters.</li> </ul>	
<b>Creativity and Innovation</b>	<ul style="list-style-type: none"> <li>Clubs are encouraged to demonstrate innovative and creative ways to grow the game of netball or to enhance the performance on or off the court.</li> </ul>	
<b>License Application Close and Declaration Due</b>	<ul style="list-style-type: none"> <li>Midnight February 16, 2024.</li> </ul>	

Appendix 7: Form 4 – Declaration

I state that the information in this application and attachments is to the best of my knowledge true and correct. I will notify NQ of any material changes to this information and any circumstances that affect this application. I acknowledge that NQ may refer this application to external experts or other NQ staff for assessment, reporting, advice, comment or for discussion and that NQ is under no obligation to accept this application. I understand that this is an application only and may not necessarily result in the granting of a Hart Sapphire Series License. I acknowledge and accept that NQ may ask further questions about any element of this application and may require further information or supplementary documentation to be provided, which I undertake to so provide if requested.

If NQ accepts this application, I undertake to execute and abide by the NQ CPA, the terms of which are not negotiable.

<b>Signature</b>	
<b>Printed Name</b>	
<b>Position</b>	
<b>Date</b>	

Appendix 8: Indicative Commercial Asset Register

**SAPPHIRE SERIES - COMMERCIAL ASSET BREAKDOWN IP / BRAND**

Asset	League / NQ	Team	Comments
League Logo	X		
Team logo		X	
Team names		X	Team names and colours to be approved by NQ
Player IP		X	

**SPONSORSHIP**

Asset	League / NQ	Team	Comments
Exclusive Sponsor categories	X		
League Naming Rights Sponsor	X		
League Support Sponsors	X		
League Suppliers	X		
League Broadcast Partner	X		
Team Naming Rights Sponsor		X	
Team Support Sponsors		X	
Team Suppliers		X	

**MATCH & TEAM KIT**

Asset	League / NQ	Team	Comments
League logo	X		
Supplier logo		X	Supplier determined by Club
Team logo		X	Colours and logo approved by NQ
Front chest above bib		X	
Front of dress - hem		X	
Back of dress - top		X	
Side panels (2)		X	
Bibs - front & back	X		League Sponsor Logo
Front of dress - under bib		X	
Back of dress - below bib		X	
Back of dress - hem		X	

**LICENSING & MERCHANDISE**

Asset	League / NQ	Team	Comments
League merchandise/Uniform	X		
Team supporters' merchandise		X	



## OTHER MATCH DAY ASSETS

Asset	League / NQ	Team	Comments
Balls	X		
Post pads	X		
Umpires	X		
Score bench officials	X		
Ball kids		X	
League Media backdrop	X		
Courtside A-frame signage in live-stream arc	50%	50%	Can be used for sponsors or team logo
Hydration stations		X	
Water bottles / drink bottles		X	
Player towels		X	
Team bags / luggage		X	
Team Media Backdrop		X	
Match day merchandise sales rights outside of Nissan Arena ONLY		X	Home Team
Activation rights (ie giveaways, foyer sponsor activations, half-time activity, coin toss etc)	X	X	League sponsors can activate at NQ's discretion. Any team activations must be approved by NQ prior and can only be for the team who is listed as Home during that round
Promotion on big screens (if operating)	X	X	Only League Sponsors at Nissan Arena. Home team can promote on big screens outside of Nissan but must promote NQ, HSS and League Sponsor

**TICKETING**

Asset	League / NQ	Team	Comments
Gate income - Nissan Arena Grand Final	X		All revenue collected by NQ to offset event costs
Gate income - matches played at other venues		X	Host teams to receive all ticket income

**DIGITAL & SOCIAL CHANNELS**

Asset	League / NQ	Team	Comments
League website	X		
League Facebook	X		
League Instagram	X		
Team Website		X	
Team Facebook		X	
Team Instagram		X	