

AGM - FINANCE REPORT

27th APRIL 2022

- 2020/21 Annual Accounts
- Financial Look ahead
- Annual Subs for 2022/23



HASLEMERE
HOCKEY CLUB

2020/21 Financial Results

Profit & Loss

- Headline Profit of £2,415 although slightly in profit is good result following what was a reduced season (<12 week) due to COVID. Measures were put in place to defer subscription income into the following season for members.
- Peter Williams has reviewed the 2020/21 accounts.

Income -£77k down 13%

- Match Fees of £15k **down £4k** (-21%) due to reduced playing season
- Total Subs collected was £74k **up £10k** (+16%) year on year due to increased membership mainly in the Junior Section (+12%) and rate increase (+4%). As the season was incomplete, the club deferred £29,595 of the subscription income into the next season.
- With a reduced season, strong demand for offseason Spring/Summer Camps drove the Other Income - Junior with a near 3x increase in Income to £12k

Expenses - Underlying £60k down 29%

- Ground hire cost is down 25% - Reduced season, 12 weeks only
- Teas were suspended in 2020/21 due to COVID
- The club continues to invest in the School Programmes despite Income from the festival no longer occurring (resumption expected in 2022).
- Coaching costs down 50% in line with the reduced coaching schedule due to COVID
- Stripe fees increased as Teamo is now fully embedded with all member collections through Stripe or Gocardless. 2.4% of total revenue.
- Website costs cover new website hosting, and teamo fees.
- Travel line broken out and restated into prior years. (typically loW ferry costs for away team)

	Actual 20/21	Actual 19/20	Actual 18/19	Actual 17/18
Income				
Match Fees	15,201	19,321	13,791	14,064
Bank Interest	16	81	13	13
Subs - Juniors	29,897	39,110	39,620	37,818
Subs - Adults	14,807	24,730	19,556	17,822
Sponsorship & Ads	0	1,100	3,475	3,735
Equipment & Kit Sales	132	457	643	1,112
Summer Hockey	2,096	2,557	3,718	525
Social Events Income	0	0	0	851
Schools Programme Income	0	1,500	3,500	2,900
Other Income	0	2,833	1,872	493
Other Income - Junior	11,967	4,100	0	0
Other Income - Ladies Back to Hockey	2,527	1,602	0	0
Total Income:	76,937	97,391	86,188	79,333
Expenses				
Ground Hire	28,666	37,532	39,698	32,279
Equipment & Kit Cost	4,285	3,471	3,521	4,883
Teas	434	3,356	2,243	0
Travel*	294	-	853	353
Umpires	1,656	2,618	1,658	1,431
Insurance	1,939	1,826	1,946	1,739
Training Courses	3,519	870	976	1,060
Sundries	242	471	442	749
Clubs Affiliations Subs	1,855	5,536	5,613	5,066
Fines	-	214	100	10
Social Events Cost	251	0	367	623
Schools Programme Cost	3,850	4,980	4,240	5,998
Flyerz	-	0	0	654
Club Coach	8,948	19,749	19,298	22,694
Stripe/Gocardless Fees	2,616	1,780	1,083	0
Website & Software Costs	966	1,424	1,245	1,239
Total Expenses:	59,521	83,826	82,283	78,778
WHSa Kitchen	15,000	-	-	-
Blue Pitch	-	-	7,350	-
Club Kit	-	-	2,136	-
Surplus/(Deficit)	2,415	13,565	(6,581)	555

2020/21 Financial Results

Balance Sheet

- Year end profit of £2,416 (see Profit & Loss)
- Cash in Bank @£93k due to Full Subs payments held for 21/22 season
- 2021 Prepaid Income of £30k relates to subscriptions held over for the 21/22 season
- 2021 Accruals of £16,562 relate to:
 - WHSA kitchen improvement - £15,000
 - Club director Reimbursement - £296
 - PFP Ground Fees - £1,266
- 2020 Accruals of £3,319 relate to:
 - reimbursement for club directors - £1,025
 - men's coach costs - £2,294

	June 21	June 20	June 19
Accounts Receivables	-	-	1,805
Lloyds Bank Accounts	93,128	48,395	38,908
Stripe/GoCardless	549	28	3,219
Community Account	1,246	1,246	1,246
Total Assets:	94,923	49,669	45,178
Prepaid Income	29,595	-	700
Accruals	16,562	3,319	11,693
Total Liabilities:	46,157	3,319	12,393
Assets - Liabilities	48,766	46,350	32,785
Profit/(Loss)	2,416	13,565	(6,581)
C/Fwd Capital	46,350	32,785	39,366
Total Capital:	48,766	46,350	32,785

Financial Look ahead

- Financial Plans are structured to break even.
- 21/22 year on year changes due to :
 - Sub rate increases and carried forward credit from 20/21 (£30k)
 - Match Fee includes tea provision by WHSA
 - Occasional Fees (Easter/LBH/Summer) to flex depending on demand
- 22/23 Budget
 - Assume flat members yoy (2021/22: **614**)
 - Pitch cost inflation
- Future challenges/opportunities
 - 21/22 Surplus to cover continued investment in Club House (£8k)
 - Sponsorship needed to support Future Junior Strategy
 - Strong cash balance sheet

	Budget 22/23	Forecast 21/22	Actual 20/21	Actual 19/20
Subs	84,000	91,593	44,704	63,840
Match Fees	19,000	17,596	15,511	19,402
Occasional	13,000	6,985	16,722	14,149
Income	116,000	116,174	76,937	97,391
Pitch Cost	53,000	50,400	28,666	37,532
Match Fee Costs	13,500	13,013	2,384	5,974
Coaches, Camp, Equipment	35,000	30,176	16,751	29,070
Affiliation and Tech	14,450	13,231	11,720	11,250
Expense	115,950	106,820	59,521	83,826
Special Projects	-	8,000	15,000	-
Surplus/(Deficit)	50	1,354	2,415	13,565

2022/23 Proposed Annual Subscription

- As with previous seasons subscription costs will rise if paid after 30th September
- Match Fees to remain consistent with 21/22 (£10 Home/£6 away)
- Continue to offer deferred payment options

	22/23	21/22	20/21	19/20	18/19	17/18	16/17
Full Year Subs							
Adult	200	190	180	170	160	150	140
Volunteer Coach	115	115	110	110	105	100	100
Young Adult (18-25)	105	100	95	90	80	75	70
Young Adult (U18)	105	100	95	90	105	100	100
Junior (U12, U14, U16)	155	150	145	140	135	130	125
Mini (U6, U8, U10)	130	125	120	115	110	105	100
Occasional Player	50	50	50	50	50	50	50
GK own kit	50	50	50	50	50	50	50
3rd+ Siblings	25	20	20	20	15	15	15
Non-player	25	20	20	20	15	15	15

Training Weeks

Proposed Club Day - Saturday 3rd September 22

	Start	End	2021/22	2021/22	2020/21
Sept-Dec	4/9/22	18/12/22	15	15	15
Jan-Feb	3/1/23	26/3/23	13	13	13
Total			28	28	28

Half year subs effective for members who join after the 1st December.

Half Year Subs	22/23	21/22	20/21	19/20
Adult	130	120	110	100
Young Adult (18-25)	75	75	70	70
Young Adult (U18)	75	75	70	70
Junior (U12, U14, U16)	95	95	90	85
Mini (U6, U8, U10)	80	80	75	70