

# **Thatcham Town Cricket Club**

## **Treasurer's Report**

**1<sup>st</sup> November 2022 to 31<sup>st</sup> October 2023**

**AGM 24 November 2023**

### **1. Introduction/Overview**

- 1.1 At last year's AGM we were able to report that our predictions for recovery from the restrictions imposed by the covid pandemic had been overly cautious. Our three principal sources of revenue, subscriptions / voluntary contributions, match fees and the bar, had recovered better than anticipated and instead of the loss of circa £7,000 that had been predicted we, in fact, returned a profit of £3,891.
- 1.2 In an ideal world I would love to have been able, tonight, to be able to report that the recovery had grown or, at the very least, been sustained. Unfortunately, we don't live in an ideal world, and I can't report that this was the case.
- 1.3 A significant drop in bar revenue along with increased costs means that we made a net loss of £11,943.

### **2. Bar/BBQ Revenue**

- 2.1 This is by far and away our biggest revenue stream and vital to the wellbeing of the club.
- 2.2 Chris has put in a tremendous amount of time and effort over many years into managing the bar. Thanks must go to him and those who have helped him in manning / stocking the bar this past year and previously.
- 2.3 Likewise, thanks go to Micky for running the BBQ on Friday junior practise evenings. This is welcomed by parents and players, helping with socialising and bar revenue.
- 2.4 After many years, Chris, understandably, reached the point where he needed to take a step back from running the bar each week. It is imperative that somebody or perhaps a group of people working together step up and take on the role. I think I am right in saying that, if it helped, Chris has said that he would be prepared to continue keeping managing / ordering stock, but we need to find others to take responsibility for the opening and manning of the bar.
- 2.5 The bar revenue has dropped by £8,644 (24%) this year, obviously having a major impact. There will be a variety of factors influencing turnover – e.g. people just not staying as long or drinking as much, Friday evenings and match days being lost to the weather and our not running as many in-house events or external hirings as previously.
- 2.6 We can't do much about the weather, but it is vital that we somehow find ways of making better and more profitable use of the clubhouse / bar throughout the year.

### **3. Subscriptions / Voluntary Donations and Match Fees**

- 3.1 As with the bar, these are vital revenue streams. The combined receipts were down £1,442 from last year, with subscriptions and match fees down £522 and voluntary donations received were down £920.
- 3.2 Thanks to all who paid their membership subscription promptly. As a reminder payment is due on 1<sup>st</sup> January and, whilst I appreciate, that to expect everybody to pay then would be optimistic, it is crucial that monies come in as early as possible as this is a time of year when our costs can be particularly high and with the winter closure of the bar income is zero.
- 3.3 A lot of work is involved in maintaining records in absence of an automated system. This is made harder still by players having to be chased.
- 3.4 Instalment arrangements are available for subs if needed to spread the cost.
- 3.5 Payment of match fees by card is quicker and easier although this relies on captains ensuring everybody pays on the day. Our previous system of paying by bank transfer involved far more administration but it did enable identification of those who had paid and hence those who hadn't.
- 3.6 Whatever system is used, life would be so much easier if everybody paid on the day of the match.
- 3.7 I appreciate that there are difficulties with what subscription should be paid when players join during season and/or only play few games. In the absence of any hard and fast rule on this, individual cases have to be dealt with on their merits.
- 3.8 What I am still not convinced about is whether players who join late are made fully aware of subscriptions / match fees position until I end up chasing them some weeks later.

### **4. Turnover/Other Income**

- 4.1 The monies available to fund the day to day running of the club (clubhouse, ground & playing) are those in the main and the savings accounts.
- 4.2 Any monies in the Special Projects account are ring-fenced for capital projects and come from grants/donations made for those purposes.
- 4.3 Again, in an ideal world, subscriptions / voluntary donations along with match fees would cover the cost of running the clubhouse / utilities and cricket related expenditure. Unfortunately, given our high levels of expenditure, that is never going to be the case. Unless, of course, we increase both subscription and match fees and / or somehow reduce our costs significantly. Realistically we are not going to be able to do that and so must rely on other income to bridge the gap, principally the bar in the absence of significant sponsorship.

- 4.4 The combined costs of running the clubhouse / utilities and putting on cricket (playing & ground) was £40,055. This was £25,099 more than we received in subs / voluntary donations and match fees!
- 4.5 The bar profit was just £10,331 leaving a shortfall of £14,768. Other much smaller revenue sources reduce that loss slightly.
- 4.6 The gift aid refund of £1,397 covers both this year 2023 and last 2022. I was slightly late submitting last years and a little early with this. Hence nothing is shown in last years accounts. Thanks go to all those who have completed gift aid nominations.
- 4.7 Income from indoor nets almost doubled from last year (£1,016 to £1,978) because we ran nets for junior as well as senior players. Hire cost obviously increased (£750 to £1,654) but again we more than covered the cost.
- 4.8 Thanks once again to Simon and those who helped with the All-Stars sessions run on Friday evenings immediately prior to junior practise commencing. The £492 received from the ECB is welcome but more so this gives an opportunity for young people and their parents to experience the club and cricket, hopefully helping with junior player recruitment.
- 4.9 We have benefited from the rise in bank interest rate as shown by the increase in interest received from £27 last year to £275 this.

## **5. Total Expenditure**

- 5.1 The cost of Solar Power installation (£18,188) and Live Streaming (£366) were met from Special Projects Account.
- 5.2 Thanks to all those individuals and organisations who have put money on TGE to be matched funded / gift aided or have given grants.
- 5.3 Our regular outgoings (e.g. rent / rates, insurance, electricity/broadband, Sky TV, Biffa, wicket preparation and clubhouse / ground maintenance) have historically been high, and this year was no exception.
- 5.4 New costs were £1,560 senior coaching fees, £874 replacement roll-on net (net of matched funding via TGE), £370 for an asbestos survey (legal obligation) and £473 for installation of fence around solar panels and posts for fitting protective netting on scoreboard.
- 5.5 In addition, we had several costs that, whilst they have been incurred in previous years, seemed to all arise at once this year (i.e. chipping of old tree work cuttings (£510), Hedge Cutting £720, glasswasher repair/service (£330), bar chiller repair (£230), outfield weed & feed/moss treatment (£1,370).
- 5.6 Bar wages (£1,935) paid to students for work on match days and Friday evenings etc during holiday periods.
- 5.7 Sky TV subscription has been cancelled over winter months - should save at least £2,000). Position can be reviewed in the spring. Annual cost on current prices £5k pa.

## 6. Conclusion

- 6.1 We are a club with income currently insufficient to match its high level of expenditure.
- 6.2 Summer months usually okay as we have a steady income stream but off-season we historically have always incurred losses – expenses of £7k - £8k still have to be met despite the fact that income is very much reduced.
- 6.3 This will be demonstrated even more over this winter given the decision to not open on Friday evenings has been made due to insufficient custom.
- 6.4 The drop in bar sales is a significant blow – hopefully this year was exceptional, and things pick up again going forward. That won't happen though unless we can get people to manage opening the club and staffing the bar throughout the year.
- 6.5 Ideally it would be great if opening on Friday evenings over the winter could be resumed but even if not perhaps opening less frequently for specific events such as quizzes, race nights and member parties etc could be held? That though would require somebody or a group to take on responsibility for social events.
- 6.6 We need to explore all avenues to increase income and reduce costs where possible and hence, as a first step, committee took the decision to cancel Sky TV and is proposing an increase in subs and match fees.
- 6.7 However, even with these increases and a recovery in bar sales this will probably still not be sufficient. It is vital to seek and obtain more sponsorship that isn't ring fenced to subsidising kit. Another job for the right volunteer or group of people?
- 6.8 We came out of the covid pandemic in a very health position in view of insurance claims and grants but since then our bank balance has reduced significantly in order to fund the loss we have made.
- 6.9 This situation is clearly not sustainable and needs to be addressed.
- 6.10 We forecast a balanced budget for 2023/24, however this relies on securing sponsorship money of £6k and no Sky TV Sport Subscription. However, this would rely on people coming forward to help with the bar, sponsorship, and social events.
- 6.11 We were overly cautious in predicting for the immediate post covid period. Hopefully this will prove to be the case again and we can all work together to get things back on track.

Ian Redmond

Hon. Treasurer Thatcham Town CC

## 7. Appendix Management Accounts

### 7.1 Summary

THATCHAM TOWN CRICKET CLUB - ANNUAL ACCOUNTS							
	2019-20	2020-21	2021-22	2022-23	Budget 2022-23	Bud % Change	
<b>INCOME</b>							
Bar Revenue	£ 11,297	£ 15,342	£ 35,812	£ 27,147	£ 27,000	-1%	
Clubhouse Hire	£ 2,492	£ 560	£ 901	£ 656	£ 350	-47%	
Playing	£ 9,049	£ 8,728	£ 11,714	£ 13,491	£ 15,050	12%	
<b>TOTAL TURNOVER</b>	<b>£ 22,845</b>	<b>£ 24,970</b>	<b>£ 48,930</b>	<b>£ 42,061</b>	<b>£ 43,140</b>	<b>3%</b>	
<b>TOTAL FUNDRAISING &amp; GRANTS</b>	<b>£ 19,718</b>	<b>£ 52,573</b>	<b>£ 13,814</b>	<b>£ 23,535</b>	<b>£ 10,920</b>	<b>-54%</b>	
<b>TOTAL INCOME</b>	<b>£ 42,563</b>	<b>£ 77,543</b>	<b>£ 62,744</b>	<b>£ 65,596</b>	<b>£ 54,060</b>	<b>-18%</b>	
<b>EXPENDITURE COSTS</b>							
Bar	£ 4,598	£ 8,962	£ 15,914	£ 13,359	£ 13,500	1%	
Clubhouse & Utilities	£ 16,126	£ 16,035	£ 21,259	£ 22,229	£ 18,781	-16%	
Playing	£ 3,467	£ 5,894	£ 3,969	£ 7,353	£ 5,909	-20%	
Ground	£ 9,768	£ 32,026	£ 16,956	£ 32,485	£ 14,420	-56%	
<b>TOTAL EXPENDITURE</b>	<b>£ 34,209</b>	<b>£ 66,305</b>	<b>£ 58,853</b>	<b>£ 77,538</b>	<b>£ 53,150</b>	<b>-31%</b>	
<b>NET PROFIT/(LOSS)</b>	<b>£ 8,354</b>	<b>£ 11,238</b>	<b>£ 3,891</b>	<b>£ (11,943)</b>	<b>£ 910</b>	<b>-108%</b>	
<b>RETAINED EARNINGS or RESERVES</b>	<b>£ 17,482</b>	<b>£ 31,720</b>	<b>£ 35,611</b>	<b>£ 23,668</b>	<b>£ 24,579</b>	<b>4%</b>	
<b>FINANCED BY</b>							
Cash at Bank	£ 18,875	£ 40,049	£ 36,528	£ 21,255	£ 24,579		
Net Current Assets	-£1,393	-£11,329	-£917	£2,413	-		
<b>NET ASSETS</b>	<b>£ 17,482</b>	<b>£ 28,720</b>	<b>£ 35,611</b>	<b>£ 23,668</b>	<b>£ 24,579</b>	<b>4%</b>	

## 7.2 Detailed

<b>THATCHAM TOWN CRICKET CLUB - ANNUAL ACCOUNTS</b>					
	<b>2019-20</b>	<b>2020-21</b>	<b>2021-22</b>	<b>2022-23</b>	<b>Budget 2023-24</b>
<b>INCOME</b>					
<b>Bar</b>					
Bar Takings - Cash	5,188	822	6,130	2,243	-
Bar Takings - Izettle (NET)	6,109	14,519	29,682	24,905	27,000
<b>Clubhouse/Utilities</b>					
Clubhouse/Ground Hire	620	560	296	268	-
Social Events	1,872	-	-	388	350
BBQ	-	-	-	-	-
Awards Night	-	-	605	-	-
<b>Playing</b>					
Subscriptions & Match Fees	3,390	7,219	10,638	10,116	12,200
Gift Aid repayments - HMRC	839	1,392	-	1,397	650
Teas	-	117	60	-	-
Winter Net Fees	400	-	1,016	1,978	2,200
Thames Valley League refund	75	-	-	-	-
All Stars	-	338	477	492	500
<b>Other</b>					
Bank Account Interest	8	2	27	275	240
<b>TOTAL TURNOVER</b>	<b>18,500</b>	<b>24,970</b>	<b>48,930</b>	<b>42,061</b>	<b>43,140</b>
<b>Fund Raising</b>					
The Good Exchange - Fund Raising	4,745	15,400	3,000	8,583	-
ECB County Grant			-	10,000	-
C-19 Business Support Grant	10,000	18,808	2,667	-	-
Sport England C-19 Grant	4,300	-	-	-	-
Hiscox Business Interruption Claim	-	13,043	1,108	-	-
Sponsorship	-	250	1,250	-	6,000
MJP Therapy	-	-	-	-	-
Bella Luna	-	-	-	-	-
Donations	4,845	4,994	5,760	4,840	4,800
Other Fund-raising	173	79	29	111	120
<b>TOTAL FUNDRAISING &amp; GRANTS</b>	<b>24,063</b>	<b>52,573</b>	<b>13,814</b>	<b>23,535</b>	<b>10,920</b>
<b>TOTAL INCOME</b>	<b>42,563</b>	<b>77,543</b>	<b>62,744</b>	<b>65,596</b>	<b>54,060</b>

<b>THATCHAM TOWN CRICKET CLUB - ANNUAL ACCOUNTS</b>					
	2019-20	2020-21	2021-22	2021-22	<i>Budget 2023-24</i>
<b>EXPENDITURE COSTS</b>					
<b>Bar</b>					
Beer Purchases (QLP)	4,514	4,988	11,189	10,352	10,800
Other bar Stock	-	3,966	4,725	3,007	2,700
Izettle card fees	84	8	-	-	-
<b>Clubhouse/Utilities</b>					
Bar Running Cost incl EPOS purchase	1,640	328	562	562	562
Bar Staff Wage		1,090	1,452	1,935	1,935
BBQ	-	-	879	511	500
Social Events	531	15	-	450	450
Awards Night Food	-	56	710	-	-
Electricity & phone	2,165	1,492	3,241	3,384	3,275
Insurance	3,763	4,102	3,838	4,091	4,400
Rent, Rates & Water	3,315	3,708	4,458	4,130	4,200
TV Licence	157	159	159	159	159
Sky	1,265	1,195	2,673	3,783	300
Biffa	1,257	1,493	1,762	1,376	1,100
Cleaning Supplies	217	-	26	98	120
Clubhouse Maintenance	1,623	858	1,207	1,571	1,600
Kitchen Supplies	3	-	-	-	-
Bar Licence	191	180	180	180	180
New appliances & alarm	-	1,361	113	-	-
Fire extinguishers	-	-	-	-	-
<b>Playing</b>					
League Entry Fees, Balls & Fines	1,030	1,247	1,630	1,869	1,800
Pitch Hire	415	687	932	937	975
Winter Nets- seniors	720	-	750	1,654	1,700
Teas Fun Day	-	105	-	320	350
Coaching (2019 cost funded by TGE)	450	47	-	1,560	-
Umpires	360	850	30	380	500
Equipment (First Aid Kits & scorebooks)	-	115	-	-	-
Trophies & Medals	393	195	477	399	350
Club Cricket Conference	99	87	-	84	84
Training and Warm-Up Equipment		1,702	-	-	-
First Aid		859	151	151	150

<b>Ground</b>					
Machinery Maintenance & Repair	1,288	1,618	1,900	1,345	1,320
Pitch & Ground Maintenance	5,939	7,350	10,517	11,774	12,000
General Maintenance	2,541	4,097	1,010	812	800
New net mats & Refurbishment	-	-	384	-	-
New LED Electronic Scoreboard & Shut	-	9,462	-	-	-
Replacement Roller		9,500	114	-	-
NVPlay Live Streaming - TV & Laptop			3,000	366	300
Solar EV & Battery & Electrics & Net			-	18,188	-
New benches	-	-	32	-	-
Lease registration land registry			300	-	-
Replacement Roll-On Net				1,674	
<b>Other</b>					
Website support & broadband	125	125	125	150	150
Membership Cards	124	11	-	-	-
Roof repairs	-	-	-	-	-
Good Exchange Service Fees	-	745	-	-	-
Good Exchange - paid in	-	2,118	-	-	-
Zoom Fees	-	138	127	-	-
Accountancy Fee - Hiscox BI Claim		250	-	-	-
Match fee debtors written-off			88	155	270
Bank Charges			115	133	120
<b>TOTAL EXPENDITURE</b>	<b>34,209</b>	<b>66,305</b>	<b>58,853</b>	<b>77,538</b>	<b>53,150</b>
<b>NET PROFIT/LOSS</b>	<b>8,354</b>	<b>11,238</b>	<b>3,891</b>	<b>(11,943)</b>	<b>910</b>
<b>RETAINED EARNINGS</b>	<b>20,482</b>	<b>31,720</b>	<b>35,611</b>	<b>23,668</b>	<b>24,579</b>



<b>THATCHAM TOWN CRICKET CLUB - ANNUAL ACCOUNTS</b>					
<b>BALANCE SHEET</b>	<b>2019-20</b>	<b>2020-21</b>	<b>2021-22</b>	<b>2022-23</b>	
<b>CURRENT ASSETS</b>					
<b>Cash In Hand &amp; @ Bank</b>	18,875	40,049	36,528	21,255	<b>24,579</b>
Cash in Hand		576	580	610	
Main	2,184	2,585	2,280	2,240	
Savings	13,887	26,953	27,647	16,422	
Special Projects	2,804	9,935	6,021	1,983	
<b>Debtors &amp; Prepayments</b>	3,000	3,860	3,389	3,504	
<b>CURRENT LIABILITIES</b>					
<b>Creditors and Accruals</b>	1,393	12,190	4,306	1,091	
<b>NET ASSETS</b>	<b>20,482</b>	<b>31,720</b>	<b>35,611</b>	<b>23,668</b>	<b>24,579</b>
<b>FINANCED BY</b>					
<b>RETAINED EARNINGS</b>	<b>20,482</b>	<b>31,720</b>	<b>35,611</b>	<b>23,668</b>	<b>24,579</b>

### 7.3 Notes to Accounts

<b>Payor</b>	<b>Description</b>	<b>Amount</b>
iiko	iikoBasic Annual 2020 (UK), 22.04.2023—21.04.2024	<b>234.00</b>
Players	match fees 23 season	<b>270.00</b>
TTC	Lease security deposit	<b>3,000.00</b>
<b>Total</b>		<b>3,504.00</b>

<b>Creditors &amp; Accruals</b>		
<b>Payee</b>	<b>Description</b>	<b>Amount</b>
Thatcham Town Council	rent £800.62 per quarter	<b>266.87</b>
Thatcham Town Council	Water usage	<b>100.00</b>
Three	Data SIMS	<b>60.00</b>
TCHT	Defib annual support	<b>151.20</b>
	Award night trophies	<b>333.00</b>
WBC	Bar licence	<b>180.00</b>
<b>Total</b>		<b>1,091.07</b>

## 8 Appendix Emergency Cash Reserve Fund Calculation

Expenditure	F/V Exp	2019-20	2020-21	2021-22	2022-23	Budget 2023-24
Bar Running Cost incl EPOS purchase	F	1,640	328	562	562	562
Electricity & phone	F	2,165	1,492	3,241	3,384	3,275
Insurance	F	3,763	4,102	3,838	4,091	4,400
Rent, Rates & Water	F	3,315	3,708	4,458	4,130	4,200
TV Licence	F	157	159	159	159	159
Sky	F	1,265	1,195	2,673	3,783	300
Biffa	F	1,257	1,493	1,762	1,376	1,100
Clubhouse Maintenance	F	1,623	858	1,207	1,571	1,600
Bar Licence	F	191	180	180	180	180
Pitch Hire	F	415	687	932	937	975
Umpires	F	360	850	30	380	500
Machinery Maintenance & Repair	F	1,288	1,618	1,900	1,345	1,320
Pitch & Ground Maintenance	F	5,939	7,350	10,517	11,774	12,000
General Maintenance	F	2,541	4,097	1,010	812	800
Website support & broadband	F	125	125	125	150	150
Bank Charges	F			115	133	120
<b>Total</b>		<b>26,044</b>	<b>28,240</b>	<b>32,708</b>	<b>34,765</b>	<b>31,641</b>
<b>Calculated EFCR Amount</b>	<b>No. Mth</b>					
TTCC EFCR which is at least the equivalent to "x" month's fixed operational expenditure.	1	£3,000	£3,000	£3,000	£3,000	£3,000
	2	£5,000	£5,000	£6,000	£6,000	£6,000
	<b>3</b>	<b>£7,000</b>	<b>£8,000</b>	<b>£9,000</b>	<b>£9,000</b>	<b>£8,000</b>
	4	£9,000	£10,000	£11,000	£12,000	£11,000
	9	£20,000	£22,000	£25,000	£27,000	£24,000
	10	£22,000	£24,000	£28,000	£29,000	£27,000
	11	£24,000	£26,000	£30,000	£32,000	£30,000
12	£27,000	£29,000	£33,000	£35,000	£32,000	
<b>Accessible Net Reserves</b>		<b>£17,482</b>	<b>£28,720</b>	<b>£32,611</b>	<b>£20,668</b>	<b>£21,579</b>
<b>Number of Days Reserves</b>		<b>245</b>	<b>371</b>	<b>364</b>	<b>217</b>	<b>249</b>