

Croquet NSW Treasurer's Report January 2020

Financial Statements

All Croquet NSW clubs have now renewed although the Byron Bay cheque has yet to be banked. If it has not been received by the meeting I will request a new one.

New membership processing is now up to date. Processing new members takes about 2 hours per month.

Payments are now being made from the Bendigo Bank accounts. The CBA accounts will be closed in the next month or so.

Our finances are on track for an overall loss of around \$6,000, mainly due to the costs of supporting Cooks River. Once the Cooks River deal finishes surplus funds are generated. However, this number is before the cost of any administration support. The December P&L is also in Our Catherder documents under Finance/Financial Statements.

I am now preparing the 2019 audit. The main delay is getting the asset statements from Australian Unity (unit trusts), Cromwell (unit trusts) and G&C Bank (term deposits). All the accounts need to be renumbered to fit the new accounting format as well.

ACA Affiliation Fees

Following the last board meeting I have notified ACA that the affiliation fees invoiced by ACA for 2018/19 were too low due to ACA relying on our insurance returns to determine the number of affiliated members. CNSW has 7 clubs and 224 members who do not require ACA insurance as their clubs are subsidiary clubs of other sporting clubs. These members should have been included in the invoiced numbers. ACA was not aware of this as the current Treasurer is from Queensland where this situation does not apply. ACA does not intend to make a retrospective adjustment but they will discuss this at their board meeting on January 21. Using the correct membership numbers will add about another \$7,000 (including GST) to our affiliation payment on 30 June 2020. As a result, the affiliation fee income to CNSW will be around \$44,000.

CNSW Affiliation Fees

Over recent years the increase in the combined affiliation fee for Croquet NSW has not covered the increase in the ACA affiliation fee. This has resulted in a declining affiliation income for CNSW as shown below:-

Affiliation Fee History								
CNSW Year	ACA	Combined CNSW			CNSW Share	Affiliation Fee		
		Per Club	Per Country Member	Per City Member		To ACA	To CNSW	Total
2020/21	32.00	?	?	?				
2019/20	31.00	55.00	42.00	42.00	11.00	92,469	44,753	137,222
2018/19	30.00	65.00	42.00	42.00	12.00	88,215	46,874	135,089
2017/18	27.50	65.00	40.00	40.00	12.50	80,799	48,855	129,653
2016/17	25.50	60.00	37.00	46.00	14.50	77,238	53,496	130,734
2015/16	25.00	60.00	37.00	46.00	15.00	77,063	51,540	128,603
2014/15	23.50	60.00	37.00	46.00	16.50	70,759	54,672	125,430

Note: 1. In 2019/20 (paid July/August 2019 clubs were given the option of paying \$55 per club and not receiving the yearbook

2. 2018/19 figures for ACA have been adjusted to reflect the payment which should have been made

The ratio of CNSW affiliation fees to total affiliation fees has fallen from 45% to 35% and is forecast to be 30% this year. This is because CNSW has not passed on the full increase in ACA fees.

Essentially fees were not increased from 2014/15 to 2017/18 whilst ACA fees increased by \$4. Since then the ACA fee has increased by \$3.50 and the CNSW total fee by \$2. Another \$1 increase in the ACA fee is forecast for next year.

In regard to future fees, it seems as though there is general agreement to

1. Maintain the club fee
2. Maintain the proportional new member fee
3. Increase per member fees

As a minimum our fees should increase by \$2 (to \$44) per member to reflect the increase in ACA fees for this year and next year. This will produce a CNSW fee income (ie after deducting ACA payments) of around \$49,000 compared to a forecast \$44,000 for 2019/20 which is 33% of total affiliation fees. This is low by historical standards where the target has seemed to be around \$53,000.

The last board meeting agreed to \$52 but since then the proposal has been to maintain new member fees and have a per club fee of increasing to \$75. This produces CNSW income of \$77,000 which is 44% of fee income. This is a \$30,000 increase over 2018/19! Removing the club fee increase and reducing new member fees to \$48 reduces this to \$62,000 or 39% of affiliation income and largely recoups the increase in ACA fees. Reducing the member fee further to \$46 produces CNSW revenue of \$56,000 or 36% of the total. These options are shown below:-

Summary of Fee Options					
Option	Per Club	Per Member	Total Fee	CNSW \$	CNSW %
Minimum	55.00	44.00	136,400	49,173	33.14%
1	55.00	46.00	142,600	55,749	35.98%
2	55.00	48.00	148,800	62,326	38.59%
Current	75.00	52.00	161,200	76,820	43.64%

These numbers are based on 67 clubs with 3,100 members. The spreadsheet which calculates these numbers has been provided in Cat Herder documents.

Our current position has been the result of increases in ACA fees not being matched by the CNSW fee. Nevertheless, I believe the full increase is a step too far. Option 2 seems to be something we can sell and within expectations. It is similar to having a \$52 member fee, no new member fee and no club fee.

Motion: That affiliation fees for 2020/21 (invoiced in August 2020) be \$65 per club (including year book) plus \$46 per affiliated member. New members will be charged on a quarterly proportional basis (100% to 30 September, 75% to 31 December, 50% to 31 March and 25% to 30 June)

Steve Miles

CNSW Treasurer

30 January, 2020

Profit & Loss [With Last Year]

July 2019 To January 2020

	This 2019/20 YTD	Last 2018/19 YTD	Full 2017/18	Full 2018/2019	Forecast for remaining year	Forecast 2019/2020	Forecast 2020/21	Forecast 2021/22	Comments
Income									
Affiliation Fees	122,187	120,292	117,866	122,808	1,313	123,500	144,671	148,288	All renewed but Byron Bay Cheque is missing
Tournament Entry Fees	8,617	6,846	13,359	14,045	6,383	15,000	15,000	15,000	Mainly due to 2 new GC Brooch events
Referee Instruction	-	500	277	641	-	0	0	0	
HQ Lawn & Equipment use	967	340	1,079	654	(0)	967	0	0	
Presentation Day Income	1,091	1,564	1,464	1,564	-	1,091	1,113	1,135	Change of date
Other Income	858	15	1,589	38	(0)	858	858	858	Sale of Balls to Sutherland
GC Nationals 2019	-	-	-	26,450	-	0	0	0	
Insurance Levies	10,270	10,473	9,851	10,368	0	10,270	10,475	10,685	
Office of Sport Grant	-	-	15,000	15,000	15,000	15,000	15,000	15,000	
Nationals Office of Sport Grant	-	10,000	-	-	-	-	-	-	
Nationals Income	-	16,450	-	-	-	-	-	27,000	
Investment Income	2,237	5,467	18,952	19,568	5,263	7,500	7,500	7,500	Lower interest rates
Other small items	9	-	1,657	330	9	0	0	0	Mainly Sale of Balls
Total Income	146,237	171,947	181,094	211,466	27,967	174,186	194,618	225,466	
Expenses									
ACA Affiliation Fees	24	-	73,453	74,741	84,039	84,063	88,944	91,167	\$31 for 3013 members less GST
ACA Entry fees	1,484	800	1,555	1,542	116	1,600	1,600	1,600	
Lawn Maintenance	7,500	12,796	16,753	20,296	22,500	30,000	30,000	30,000	Payment to CRCC compared to mowing
CRCC Event Payment	-	-	-	-	0	-	-	12,000	
Cooks River Croquet Club	9,300	5,900	-	6,500	(6,900)	2,400	2,400	0	Management Fee
Lawn Fees to CRCC	-	-	-	-	0	-	800	800	
Surrounds	850	220	952	220	(850)	0	0	0	
HQ Overheads	-	283	-	283	300	300	300	300	
Printing	71	47	382	154	79	150	150	150	
Year Books	9	-	1,500	218	991	1,000	1,000	1,000	
Stationery	133	377	658	788	667	800	800	800	
Postage	266	1,267	2,116	1,920	1,734	2,000	2,000	2,000	No printed newsletter or annual reports
Telephone	724	225	378	760	76	800	800	800	
Computer Expenses	1,226	1,578	1,788	2,131	974	2,200	2,200	2,200	
Catering & Housekeeping Outgo	-	772	1,098	1,161	1,000	1,000	1,000	1,000	Gala Day
Presentation Day Outgo	2,693	1,718	1,918	1,718	-	2,693	2,774	2,857	Change of date
Gala Day	866	-	-	-	-	866	866	866	
Insurance	-	959	904	959	1,000	1,000	1,000	1,000	
Newsletter	-	2,448	3,943	3,453	-	0	0	0	
Legal Fees	750	5,727	10,898	16,212	4,250	5,000	5,000	5,000	
IT Fees	1,214	-	2,894	2,500	286	1,500	1,500	2,500	Go Daddy charges each 3 years
Audit Fees	3,000	-	3,000	1,500	(1,500)	1,500	2,000	2,500	\$1,500 needs to be offset against 2018/19
Other Consulting Fees	-	4,500	1,605	13,701	-	0	0	0	
Development Officer	1,456	-	-	6,957	0	1,456	0	0	Donna Olbourne (now resigned)
Club Lawn Hire	2,416	3,551	2,903	5,513	2,284	4,700	4,700	4,700	
Referee Instruction & Exam	450	658	1,093	2,158	550	1,000	1,000	1,000	
Repairs & Maintenance	-	2,767	8,382	2,458	1,000	1,000	1,000	0	
Croquet Equipment	1,355	1,517	-	1,529	145	1,500	1,500	1,500	
State Teams	5,442	4,554	11,285	11,050	7,058	12,500	15,000	15,000	
Juniors Exps & Schools Grants	26	177	400	723	974	1,000	1,000	1,000	
Trophies	854	1,088	1,297	3,151	146	1,000	1,000	1,000	
Travel & Accomodation	1,324	2,290	2,978	6,155	1,676	3,000	3,000	3,000	
Sport NSW	423	409	851	409	-	423	450	475	Annual subscription
Publicity	55	1,032	207	7,706	945	1,000	1,000	1,000	New banners
GC Nationals 2019	-	-	-	26,450	-	0	0	0	
Corporate Insurance	10,441	10,701	10,028	10,431	15	10,456	10,475	10,685	Same as Levies plus \$186 for CNSW
Depreciation	-	-	1,371	2,538	2,500	2,500	13,617	0	All assets sold to CRCC for \$1 1/7/2021
Other Expenses	76	139	54	232	174	250	250	250	
Nationals Outgo	-	27,792	-	-	-	-	-	27,000	
Other Small Items	65	(1,503)	4,147	1,252	(0)	65	65	65	
Total Expenses	54,491	94,787	170,790	239,469	126,230	180,721	199,191	195,215	
Operating Profit	91,746	77,160	10,304	(28,004)	(98,263)	(6,535)	(4,573)	30,251	