

Salisbury Rugby Football Club Ltd

A G M Tuesday 11th July 2017

Notes relating to the Accounts for the year ending 30.4.17

1. The accounts show a net profit of £85,973 but this includes Income (net of costs) for the All Change Project of £87685 thereby leaving a small trading loss of £1712 for the year. For the prior year the equivalent figure was a small loss of £312.
2. As you can see all income is ploughed back into the club.
3. The Bar sales have increased by about 15% when compared to last year although the Gross profit shows only a small increase from £55.6k to £56.9k but these figures take into account the fact that we now have a full time Bar & House Manager.
4. Responsibility for Shop sales now comes within the Bar & House Manager's area of responsibility and as you can see sales have increased to £15.8k although the aim is to make only a small profit which is sufficient to cover costs. The net profit shown in the accounts relates to a VAT refund going back 4 years – please see note 10c. below.
5. Both Room hire and Sponsorship income have remained static but now that we have a full time House Manager we expect an improvement in Room Hire income in the coming year.
6. The Players Sponsorship income of £1552 is after taking into account the purchase of a kit package for those sponsored players. The gross figure was in excess of £5k. A big thank you to all those who sponsored our players.
7. Senior Players subscriptions have shown a good increase when compared to last year +40% and this is due to the tenacity and hard work from Nicola Rawnsdon and Phil Boland. There is still more work to be done in this area.
8. The Mini section continues to make a significant contribution to the Clubs income £23k but Juniors/Colts income saw a drop to £8.5k due to the fact that the number of youth and Colts players reduced. This is being rectified this year.
9. Clubhouse and Admin costs have remained fairly static if you exclude the increases in All Change Costs and depreciation for Leasehold improvement.
10. Following a review of our VAT treatment in a couple of areas and in line with guidance from the RFU, it was decided to make the following changes and we were able to go back over 4 years to obtain a VAT recovery:
 - a) Pitch entry £5.00 would now include VAT – Cost to the club £2858.
 - b) We would reclaim the VAT on the pitch Maintenance costs – benefit to the club £7659

- c) We have set up a more accurate way of monitoring shop sales to “Children” U 14.
Benefit to the club £3149

The net result was a benefit to the club of a net £7950 and this sum is reflected in the accounts ending 30.4.17 and there will be an on-going benefit in future years.

11. Travel costs have increased as the 1st Team have had to travel greater distances but the RFU also increased their grant towards these costs.
12. Whilst playing kit and equipment reduced last year we expect this figure to increase this year.
13. Our cash position as at 30.4.17, (excluding ALL Change) remains sound at £23k although the largely negative cash flow during the months of May through to August will place a stain on this resource.
14. During the year a significant Sponsorship deal was agreed with Bartercard for “trade” £100,000 plus VAT with an option for further funds in subsequent years. We have paid the VAT re year 1 which is shown in Prepayments & accrued income. We have not recognised the £100,000 in the accounts until we are able to spend it. We need to find suppliers who are part of the Bartercard programme and who provide services and products which the club needs e.g. building materials for the new changing rooms.

Richard Bathurst
Finance Director
July 2017