



Salisbury Rugby Football Club Ltd

AGM Tuesday 9th July 2019

Notes relating to the Accounts for the Year ending 30.4.19

As previously advised to Members we have set up a new company – Salisbury RFC (Trading) Ltd - which is a fully owned subsidiary of the Salisbury Rugby Football Club Ltd (Club) and both companies have the same directors.

The new company commenced trading in February 2019 through which the following activities are passed: Bar, Shop, Hall Rental, Sponsorship. The object is to reduce the level of commercial activity within the Club company such that we do not exceed the limit set by HMRC to maintain our CASC (Community Amateur Sports Club) status.

We now have 2 sets of accounts produced as at 30.4.19 and the profit from the Trading company has been transferred to the Club company via a tax allowable dividend of £13,292.

The Club accounts show a net profit of £65,631 including the above-mentioned dividend and £48,650 of income (net of expenses) for the Project all Change, thereby leaving a trading profit of £16,981. This represents a good recovery from last year which included several one-off exceptional costs.

Our 5 years trading record - profit/loss, can be shown as follows:

Year ending	<u>30.4.15</u>	<u>30.4.16</u>	<u>30.4.17</u>	<u>30.4.18</u>	<u>30.4.19</u>
Net “trading” profit (Excl. Project All change)	22,727	-314	-1,712	-23,247	16,981

Bar Performance can be summarised as follows:

Year ending	<u>30.4.15</u>	<u>30.4.16</u>	<u>30.4.17</u>	<u>30.4.18</u>	<u>30.4.19</u>
Sales	150,117	158,199	173,723	172,161	189,292
Contribution	48,127	55,699	56,903	54,705	56,240
GP%	32%	35%	33%	32%	30%

This represents a good steady performance and it is good to see an increase in sales to £189k. There is a slight reduction in the GP% which relates to an increase in staff costs.

Shop performance is summarised as follows:

Year ending	<u>30.4.15</u>	<u>30.4.16</u>	<u>30.4.17</u>	<u>30.4.18</u>	<u>30.4.19</u>
Sales	10,112	9,302	15,852	15,016	16,243
Contribution	1,445	197	2,879	391	2,458



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Vince & Steph are gradually getting to grips with shop sales and the current shop location is not conducive to an efficient operation but this should improve when it is moved into the new building area during the next few months.

Other Income (excl. Project All Change) can be summarised as follows:

Year ending	<u>30.4.15</u>	<u>30.4.16</u>	<u>30.4.17</u>	<u>30.4.18</u>	<u>30.4.19</u>
Other income	126,621	122,775	115,443	134,475	142,374

A steady increase in Room Hire and Sponsorship income and the £142k in 2019 is despite a reduction of some £5k in the Subs for Minis Juniors and Colts. 2018 must have been an exceptional year. Seniors player subs have increased from £4k in 2015 to almost £9k in 2019 and we now have the benefit of rental income from the Bungalow.

Playing costs can be summarised as follows:

Year ending	<u>30.4.15</u>	<u>30.4.16</u>	<u>30.4.17</u>	<u>30.4.18</u>	<u>30.4.19</u>
Playing costs	57,076	80,251	64,620	76,373	77,388

The main costs relate to Pitch maintenance £17k, Travel £11k, Catering £12k and playing kit and equipment of £13.8k. Overall these costs have been contained within reasonable figures.

Club House & Admin Expenses

Year ending	<u>30.4.15</u>	<u>30.4.16</u>	<u>30.4.17</u>	<u>30.4.18</u>	<u>30.4.19</u>
Club & Admin costs	96,410	98,761	112,349	136,475	106,895

Included in the 2018 costs were Ted Taylor's departure costs, exceptional Electricity costs and premises costs of £21k. We have continued to invest in the Club house and have spent £21k in 2019 and our Gas & Electric charges have reduced.

Cash Position

Our group cash position as at 30.4.19 is £16k which is better than this time last year (£1k) as we enter into our quiet trading period of May to August.

Overall the club has had a successful year and we are in a good position to make good progress over the next few years.

Project All Change

We have £260k in the All Change fund and have the following grants and loans for the project:

Rugby Football Union	£55,000	agreed
Rugby Football Foundation Loan - 15 yrs. interest free	£100,000	agreed
Sport England	£45,000	agreed in principle
Landfill community grant – Hills Group net	£9,000	agreed



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Landfill community grant – CSG Group net

£18,000 paid
£227,000

The total cost of the Build is anticipated at £544k including Vat some of which can be recovered subject to agreement with HMRC.

Many thanks to all those who have assisted with the fund raising which, as you can appreciate, must continue unabated please.

Richard G Bathurst
Finance Director
June 2019