

The 2020FY was a challenging one with the obvious impacts of COVID and the fact we were unable to run a winter comp. Some costs are variable such as competition fees and referring, but others are more fixed (power, land usage, club house costs and so on).

Working through the profit and loss statement.

Revenue

First FY of casual player fees with around \$875 collected.

A reasonable drop in fundraising revenue. The 2019 figure was the Garla day net proceeds. No Garla day held in FY20.

Grants and donations had increased year on year. Largest item was sponsorship from Westside hotel (\$4k) and the Regional Australia Bank community grant of \$630. Other donations are ref credits donated.

Interest income is the interest paid on the future works account. We hold all club funds bar a minimum working capital float in this account. Reduced interest due to lowering of interest rates over the year, and using some of the FW funds through the year.

Merch sales not hugely different.

Winter comp rego is a negative due to several refunds made (injured players and so on). No winter comp due to Covid-19.

Summer comp for 19/20 was larger than summer 18/19 and this largely “saved the club’s bacon” as it were financially. Revenue up around 15% year on year.

Total revenue around \$106k compared to \$127k for 19FY. Total revenue down year on year around \$20k.

While a few unders and overs, this is largely attributed to no winter comp.

Expenses

Advertising is up around \$2k. These expenses are largely comp ads and advertising for the AGM. The extra cost in current FY is one off costs incurred to upgrade the website.

Bank charges was just a new cheque book fee.

AGM expenses looks higher than last year, but this is due to the club repaying some outstanding reimbursements from prior years, and getting the committee DTA polo shirts.

Bookkeeping costs unchanged really – this is the Xero subscription.

Capital works was the construction costs for the new BBQ area.

Club house costs include insurance, lease to council for the land, cleaning, monthly alarm costs and the Telstra NBN costs. Costs are actually very similar year on year, but in 19FY we got back paid outstanding hire fees from DRC for \$3125.

DTA donated to both Batlow Touch (fires) and Don Green cancer appeal.

General comp expenses in line year on year. This is general costs (balls, whistles, flags, comp prizes etc).

Insurance and fees are the per player charges we pay to NSW touch for each comp. Down significantly year on year due to no winter comp.

Lighting and ground costs also down slightly year on year, due to the beginning of winter costs (May/June) not occurring in FY20.

Referring costs also down slightly, but comparable year on year.

Rep team expenses are reported on a net basis (i.e. rep fundraising less rep team expenses). Rep expenses are actually similar year on year, but there was no rep team fundraising this year (again a COVID-19 impact). Costs were largely rep team polo shirts and state cup accommodation costs.

Total costs held in line year on year, at around the \$100k level. This is a good general indicator that the club requires around \$100k p.a. to run at it's current standard.

Net operating surplus of just over \$5k, down year on year, from the prior year which was over \$26k.

I think given the situation with COVID and no winter comp, for the club still to have banked a small surplus of just over \$5k is a good relative result, and well done to the committee for assisting to manage the club to this result, while still working on long term club improvements (new website, BBQ area etc).

Balance sheet

Club's financial position is still strong with (seniors) cash reserves of over \$190k, and debt (interest free loan to council) of only \$22k.

Loan to council for the club house build now only has two more annual repayments to go (balance outstanding of \$22k).

The treasurer's recommendations to the committee and club are we stay in a pattern of trying to manage/minimise expenses where we can, but **more so** that we make the most of the revenue **opportunity** around the upcoming garla day and summer comp.

Assuming lockdowns don't occur again.. people will be keen to get out and be active in the warmer weather, so we should advertise and heavily promote these events in

our circles, to boost participation numbers, and revenue for the club off the back of that.

After all, getting out and about, and being active in a social setting is so valuable to the community after this period of lock down and isolation, and can help combat the mental health issues that have resulted, so there are so many more reasons to support this than just financial ones!