



**BYFLEET
CRICKET CLUB**

FOUNDED 1876

Byfleet Cricket Club Accounts and Hon. Treasurer's Report

Year Ended 31st October 2016

Hon. Treasurer's Report – Year ended 31st October 2016

I am pleased to present my 6th report as Treasurer. The Club has remained profitable this year, however a combination of factors has led to a significant drop in both revenue and profit in the year. Turnover for the year is £59,508 (2015: £68,103), a drop of 13% from the previous year, whilst net profit is £6,238 (2015: £15,073), down 59%. The Club has generated over £9,500 of excess cash through both specific fundraising initiatives and its day to day operations which has been transferred to the Pavilion Fund (2015: £14,000). The Club has also suffered a charge of £4,000 in the year for project management fees, which has been paid using funds in the Pavilion account and has been passed through the profit and loss account in the year, the details of which are disclosed within note 4. The Pavilion Fund at year end now stands at £64,061 (2015: £58,451). We continue to be one of the most financially secure and successful clubs in the county, which we should remain proud of. Going forward, we must not lose sight of the long term goals of the Club, and we must all continue to support Club events in order to be able to generate the funds needed to both run the Club on a day to day basis and finance long term projects.

As instituted in the prior year, the Club has continued to capitalise and depreciate significant asset purchases in the year. Capital investment in the year has included the new scoreboard and the bar till, and the costs of these are detailed within note 5. Depreciation charges have totalled £1,030 (2015: £172), which is representative of the depreciation charges on existing and new assets in the year and reflective of the increased asset base the Club is now tracking and recording. All assets are being depreciated over their useful life, which is assumed to be 5 years.

Creditors in the current year consist solely of insurance payments, as detailed in note 6. As in the prior year, we have negotiated extended payments terms through to February 2017, assisting in our cash flow and also helping to secure a better deal from the insurers. Creditors relating to overseas players have been settled in the year, and at the year end the Club is essentially debt free.

After much consideration, I have also decided to include a cash flow statement in the financial statements this year. Having noted the increasing complexity of the financial statements, I thought it would be beneficial to the Club member to show exactly where our cash is being spent, and to bridge the gap between the movement in cash and the profit for the year. This is included after the primary financial statements, and shows that the Club has generated an increase in cash during the year of £5,038, after taking into account spending on assets and settlement of creditors.

With regard to our overall trading position this year, Bar profits have dropped this year to £5,174 (2015: £6,461). This is mainly due to a drop in income of £3,550, however costs have also dropped by £2,262. This is mainly due to a lower level of Club events during the year, which has meant that spending has been lower and as such profits have reduced in this area. The Bar continues to be a significant source of revenue, generating 35% (2015: 36%) of our revenue for the year. It is worth noting that bar income is now at a similar level to that seen in 2012, however increasing costs from suppliers have eroded the margin we are able to generate on that level of income. It is also disappointing to report that there have been instances in the year where the privilege of the availability of the bar has not been given the respect it deserves. This threatens both the Club's financial position and our license to operate the bar, which would have a seriously detrimental impact on the Club as a whole if it was lost. The Committee have acted to improve security in this

regard, and I fervently hope that no such future instances of this nature will occur. As ever, thanks must go especially to our stalwart barman Ken Savage, and also all the volunteers who give up their own time serving, stocking up and cleaning so that the bar can continue to operate. The volume of work involved with operating the bar continues to grow, and a disproportionate amount of work in this area falls on a few willing individuals. In light of the above points, the Committee continues to consider the need to employ an external bar manager to mitigate the issues above, which would add considerable extra cost to the Club. This would have already been necessary without the time given by many Club members, and I would request that all Club members continue to ask themselves how they can help out, even if it is to only give a small amount of time, so ensure that we can continue to generate cash to keep match fees and subscriptions at an acceptable level and also invest in the future development of the Club.

Net profit on the Colts section has decreased slightly to £6,037 (2015: £6,559), which appears to be mainly due to a drop in Colts membership from 107 to 94. . However, this continues to be mitigated by the fact that the Colts section has continued to produce players successfully graduating through to senior teams, and thus a reduced membership is not unexpected. Due to the changes in subscriptions introduced this year Colts subscriptions are up by £425, however training and match fees have dropped by £571 due to fewer matches at senior age group levels in the year. Expenses related to the Colts have increased this year by £698 primarily due to the need for more training equipment. These expenses are necessarily 'lumpy' due to their nature, and as such an increase is not unexpected given the need to replace and/or improve our equipment on an ongoing basis in order to be able to provide the best training for our colts on a regular basis. I and the Committee remain strongly committed to continuing to invest in the Colts section in terms of equipment and coaching courses, as the Club is clearly reaping the benefit of the Colts section. The benefits of this investment continue to be felt by the Club, with the 3rd team mostly made up of graduates from our Colts system, and several players appearing regularly in both the 1st and 2nd teams. The Colts section is vital to both the present and the future of the Club, and the Committee will continue working with both the coaches and the Colts Committee to identify any needs for additional equipment, and will not hesitate to make the funds available for these as soon as any requirements are identified on an ongoing basis.

In brighter news, Adult memberships have increased to £3,115 (2015: £2,025). This has been primarily due to the new membership structure that was introduced in the year, despite adult memberships dropping by 2. This must however also be taken in conjunction with the increase in costs of kit of £1,436 which arose partially as a result of the requirement for the Club to purchase shirts and other items of kit as part of the membership package. The Committee continues to ensure that all regular playing Members and Colts pay their subs on time, otherwise they become ineligible for selection, and it is pleasing to report that there has been an improvement in the timing of payment of membership fees in the current year. As the Club continues to grow, and given the increased competition for places, the 30th April deadline for payment of subscriptions will continue to be enforced in the coming year, and the Committee will be looking to all team Captains for assistance with this. Membership payments will remain due on the 30th April, and all players wishing to be considered for league games must make sure that their subs are paid up by this date.

Adult match fees income has decreased to £6,091 (2015: £6,950). This is due to three main factors: a small drop in the number of senior matches played, the introduction of the incentive system, and

the number of colts who have progressed through to senior cricket. These factors have combined to reduce our match fee income, which is only to be expected and is a reflection of the success of our Colts system, rather than an indication that match fees are too low, or not enough games are being played. I have not been able to quantify the impact of the incentives scheme within this drop this year, and will look to track that more closely in future. The Club played just short of 80 senior games this year, and it is clear that match fees remain a key source of regular revenue for the Club. I have also continued to track unpaid match fees throughout the season, and it is disappointing to have to report that this has risen to approximately £97 (2015: £72) this season. This continues to be a small figure, however the rising trend is worrying and the Committee will be looking to all Captains and players to ensure that match fees are collected on the day of the game. Every player should be aware of this and be prepared to pay on the day without exception. The Committee is aware of all individuals who have not paid match fees, and will be closely monitoring collection from the start of next season to ensure that all fees are being paid in full and on time.

Grants have totalled £1,150 this year (2015: £3,240), primarily arising from Surrey CC and from Jewsons. The Committee continues to look for available grants both locally and from national bodies, and have had some encouraging successes on this front. Most grants are receivable once the expenditure has taken place, and as such this success cannot always be reflected in the financial statements. The grant from Surrey was used as to part fund the construction of the new scoreboard and umpire's room. There are several grants available and we are continuing to apply for these, and we will keep the Members updated on our progress regarding this.

The grant process continues to be arduous with ever increasing amounts of data being requested by the bodies providing grants, and these are required to be supported not just by our Strategic Plan but also our Financial Plan and forecasts and budgets. To this end, it remains vitally important that accurate information is available in order to prepare these. I reported last year that the quality of team sheets was declining at senior level, and sadly this has continued to be the case this year. Whilst Colts sheets tend to be completed appropriately, Adult team sheets still continue to be poorly prepared, in some cases containing no information at all except a number which is assumed to be the fee collected. It is the responsibility of the Captains and Coaches of each team to ensure that all the information is collated, including the total cash put into the bar, the date and the opposition. Once collated the team sheets must either be returned to the bar or emailed to me directly. If a Captain chooses to delegate this to another team member, it is still their responsibility to ensure the sheet has all information required on it. Please can I ask once again that all Captains and players take responsibility for this – all team sheets must be completed in full and legibly and returned to Ken behind the bar, along with all cash collected from the game.

More encouragingly, the Club has seen a significant increase in donations in the year, which totalled £2,021 (2015: £410). These have arisen from a variety of different sources and I would like to extend my thanks to all those who have donated to the Club in the year. We cannot however continue to rely on the generosity of a few individuals, and as such I would encourage the membership to guard against complacency and continue to work hard to generate funds for the Club in future.

There has been no overriding significant areas of increases in expenses during the year, with the main areas of increased costs being highlighted above. League fees, insurance, ground and pavilion maintenance and utilities have all remained consistent with the previous year, and there have been

no areas where expenses have increased in a way that would not be expected, or for one off reasons.

Indeed, I am pleased to report that we have been able to make savings in certain other expense areas. Our electricity costs have dropped by £660 due to improved tariffs and a milder winter (although this has been offset somewhat by a drop in utility income from the nursery), and the costs of overseas players have dropped by £617, which is mainly due to the double whammy of flight costs incurred in the prior year. The cost of teas has also dropped by £502 despite remaining at a very high standard, which is credit to all the ladies who give up their time on weekends to provide these. I think most people will agree that we have some of the best teas in the league, and they are great value for money as well, especially compared to some other clubs!

In terms of other areas of income movements, nets profit has remained fairly stable at £132 (2015: £154), as has rental income from the nursery. Sponsorship has increased this year by £1,280, which is great for the Club and the generosity of those contributing to this is appreciated. Most other income lines have remained relatively static with no other significant movements arising.

As has been the case in the previous 5 years, and as I alluded to in my earlier comments, we have continued this year to build up the level of funding in the Pavilion Account in order to finance as much as possible of the cost of new pavilion. The fund currently stands at £64,061 (2015: £58,451) which continues to be a fantastic achievement for the Club. Of the increase during the year of £5,610, £6,200 (2015: £9,550) has been generated from the general operation of the Club, and further donations directly in respect of the Pavilion Fund amounted to £1,021 (2015: £70). Specific Club fundraising activities have raised a further £2,366 (2015: £4,557), and these have included the Golf Day, the 100 Club, the Parish Day and the Race Night. All of these events take a considerable amount of time and effort to organise and staff, and without people committed and willing to give up their time to run these things, it would not have been possible to raise this amount of money, so thanks must go them. Without the selfless time and commitment offered by these people we would not be in the healthy position we are currently in. Offsetting this income, the Club has been required to make a further payment of £4,000 to the architect preparing the project plans for the new pavilion, and as such this has been paid for directly from the Pavilion Fund. This is the second such payment that the Club has been required to make, and as such total funds generated towards the building since the Club committed to this are £72,061. It is important that all Club Members, both adults and colts, continue to support as many Club events as they are able to, as a lot of time and effort is put into organising them by a limited number of people, all with the aim of securing the long term future of the Club.

The 100 Club has continued this year, although there has been a slight drop off in members contributing on a monthly basis at the end of the season, from 45 to 44. Despite this drop, fluctuations in numbers during the year have meant that profits generated have remained broadly stable at £1,395 (2015: £1,425) which was transferred directly to the Pavilion Fund. We have not been able this year to offer increased prizes in particular months due to increased contributions that month, and this is something I would very much like to reintroduce on a regular basis next year. However, this is only possible if we can increase membership, and as such I would like to take this opportunity to once again urge all Club members to sign up with a direct debit, as all profits from this are allocated directly into the Pavilion Fund.

The Club has received increased direct donations to the Pavilion Fund this year, which is pleasing to report. However, as I have mentioned in previous years the Club cannot expect to rely on the generosity of a handful of members each year in order to support its future plans. We have been extremely lucky to benefit from the generosity of both members and our local supporters in the past, and we must not take this for granted and continue to be a Club that people feel proud to be associated with. We often get hung up on the monetary aspect of donations, but it is equally important to appreciate the time given freely by people every week to the Club, without which we wouldn't be in anywhere near the position of strength we are currently. We are fortunate to have several selfless individuals who contribute in this way, and I would like to personally thank those involved for their support.

Looking forward, the Committee is still trying to conclude the purchase of the land behind the pavilion, which has been delayed due to circumstances outside our control, and this will be financed using existing cash within the Pavilion Fund. There will continue to be financial opportunities for the Club in the next 12 months, and it is the Committee's intention to seek ideas for further fundraising initiatives as we continue to clear hurdles in relation to the new pavilion. These will include the currently dormant 'Buy a Brick' scheme, and further events and initiatives which will be communicated in due course. I hope all Club Members are able to support the efforts of the Club to raise funds and also to provide events that people genuinely enjoy. If anyone has any suggestions or thoughts on future events they wish to be involved with, please don't hesitate to approach any member of the Committee with your ideas – the more the better!

Finally, as always, I'd like to thank Ken Savage, Malcolm Denham and Bernie Dodwell for all their help with regards to the banking and getting documents over to me, and Andy Savage for all the time he spends generating invoices for me to pay! Without the help of these guys I certainly wouldn't be able to do my job at all, and they deserve not just my thanks but the thanks of the whole of the Club for what is mostly an unseen contribution.

Greg Dodwell
Hon. Treasurer 2015-16