

2017 - Treasurers Report

2017 has once again provided a challenging year financially for the club but this year we have reported a small profit of \$967. This represents a significant improvement on our forecast position of a loss of \$15,360 at the start of the year when the strength of key income streams was uncertain and key costs had yet to be locked in.

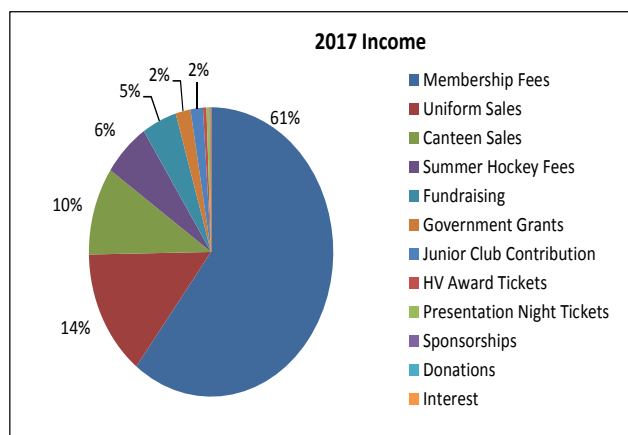
Profit and Loss for the Year to 31 October 2017 (refer Attachment A)

Income - \$147,104 - key highlights

- \$88,967 (60%) - membership fees were higher than 2016 (\$82,301) as a result of an inflow of players into the higher grades in the men's and women's section.
- \$20,950 (14%) – uniform sales were significantly higher than 2016 (\$12,170) following the introduction of a revised range of clothing and contributed a profit of \$840. The club continues to hold a significant stock of uniform and other club items for sale in 2018.
- \$14,472 (10%) - the canteen made a gross profit of \$6,455 (\$6,057 in 2016).
- \$9,080 (6%) – fees for the December 2017- January 2018 summer season.
- \$6,759 (5%) – fundraising activities continue to be a key source of income for the club but were than in 2016 (\$17,121). Key events being Quiz Night, Sausage Sizzles and Raffles organised by all sections of the club.
- \$2,891 (2%) – we were successful in our application for a government grants. These are not available every year and cannot be seen as a secure source of funding for the club.
- \$2,400 (2%) – the Junior Club has continued to pay a contribution towards the overhead of using and maintaining the pavilion based on its usage of the facility. This contribution has increased as a result of increased charges from PV for the use of the pavilion and repairs and maintenance.

The remaining 1% of income is derived from a range of source including donations, sponsorships etc.

A breakdown of 2017 club income is summarised in the pie chart below:



Cost of Sales - \$28,426

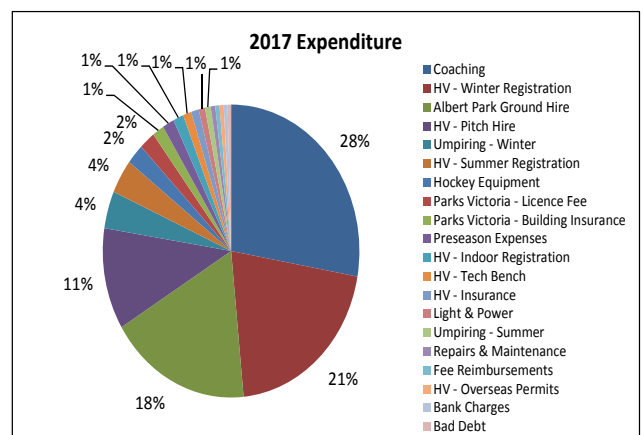
- Comprised of canteen stock, ad hoc costs for presentation night and purchase of uniform stock.

Expenses - \$116,434 - key highlights

- \$47,125 (40%) - Hockey Victoria (registration for winter, summer and indoor seasons, pitch hire, overseas permits, tech bench, livestream, fines and insurance) fees representing the second highest cost to the club have increased since 2016 (\$42,703)
- \$32,200 (27%) - coaching fees for Men's and Ladies 1st, 2nd and 3rd teams represent the second cost to the club. This represents a decrease from 2016 (\$37,760) and reflects the fact that we have used home grown coaches particularly to support the women's section.
- \$20,695 (18%) - Albert Park ground hire (matches and training) is lower than 2016 (\$24,137) reflecting increased usage of the State Hockey Centre by the Men's Premier League.
- \$5,601 (5%) – umpiring for summer and winter continues to represent a significant cost reflecting an increase in the rates issued by HV but kept in check by members of 1st, 2nd and 3rd team members from both Men's and Women's section undertaking umpiring duties.
- \$4,086 (3%) – Parks Victoria for our licence to operate in the pavilion and building insurance is consistent with 2016 (\$4,209).

The remaining 7% of expenditure is incurred on a range of items including preseason expenses, hockey equipment, light and power, licences, bank charges etc.

A breakdown of 2016 club expenditure is summarised in the pie chart below:



**Balance Sheet at 31 October 2017 (refer Attachment B)**

Net assets - \$19,672 - key highlights

Assets

- \$5,361 - bank balance. We continue to pay bills during summer months (in particular licence fee and bank charges) so this balance will reduce between November 2016 and April 2017. It is important that we recover the entire cost of summer and indoor hockey through player fees.
- \$7,580 – prepayment relating to summer hockey registration and fees for umpires (\$3,780), the registration fee for indoor hockey payable to Hockey Victoria (\$3,800).
- \$2,983 - debtors representing payment by the junior club (\$2,400) and surplus from presentation night (\$583).
- \$16,015 – uniform stock available for sale.

Liabilities

- \$7,107.72 - revenue received in advance represents summer and indoor hockey fees received and banked prior to 31 October.
- \$5,159 – trade creditors represents amounts owing to the Club President and bank charges for October 2017.

\$19,672 - retained earnings increased by \$967 profit generated during 2017.

**Attachment A – Profit and Loss for the Year to 31 October 2017**

Income	
Interest Received	\$15.91
Canteen Revenue	\$14,472.10
Fundraising Revenue	\$6,759.07
Government Grants	\$2,891.24
Membership Fees	\$88,968.87
Donations	\$48.21
Presentation Night Tickets	\$583.02
HV Awards Dinner Tickets	\$686.00
Sponsorships	\$250.00
Summer Hockey Fees	\$9,079.63
Junior Club Cost Sharing	\$2,399.77
Uniform Sales	\$20,949.77
Total Income	<u>\$147,103.59</u>
Cost Of Sales	
Bar Stock	\$8,016.59
Presentation Night Expenses	\$300.00
Uniform	\$20,109.48
Total Cost Of Sales	<u>\$28,426.07</u>
Gross Profit	<u>\$118,677.52</u>
Expenses	
Bad Debt	\$500.00
Bank Charges	\$575.30
Coaching Remuneration	\$32,200.00
Fee Reimbursements	\$611.43
Hockey Equipment	\$2,598.55
HV - Pitch Hire	\$12,986.25
HV - Insurance	\$1,135.00
HV - Awards Dinner	\$487.65
HV - Fines	\$375.00
HV - Overseas Permits	\$600.00
HV - Tech Bench	\$1,210.00
HV - Live Stream	\$500.00
HV - Winter Registration Fees	\$23,930.85
HV - Summer Registration Fees	\$4,375.00
HV - Indoor Registration Fees	\$1,525.00
Licences & Registration Fees	\$334.86
Light & Power	\$935.80
Parks Victoria - Licence Fee	\$2,325.36
Parks Victoria - Building Ins	\$1,710.85
Postage & Box Rental	\$129.00
Preseason Expenses	\$1,701.00
Repairs & Maintenance	\$666.94
Winter Umpiring Costs	\$4,776.40
Summer Umpiring Costs	\$825.00
Wesley Ground Hire	\$20,695.00
Total Expenses	<u>\$117,710.24</u>
Operating Profit	<u>\$967.28</u>
Other Expenses	
Net Profit/(Loss)	<u>\$967.28</u>

Source: MYOB Financials

**Attachment B – Balance Sheet at 31 October 2017**

Assets	
General Cheque Account	\$5,325.43
Canteen Account	\$35.97
Prepayments	\$7,580.00
Trade Debtors	\$2,982.79
Uniform Stock on Hand	\$16,015.00
Total Assets	<u>\$31,939.19</u>
Liabilities	
Trade Creditors	\$5,159.01
GST Liabilities	
Revenue Received In Advance	\$7,107.72
Total Liabilities	<u>\$12,266.73</u>
Net Assets	<u>\$19,672.46</u>
Equity	
Retained Earnings	\$18,705.18
Current Earnings	\$967.28
Total Equity	<u>\$19,672.46</u>

Source: MYOB Financials