SPIRIT OF YOUTH JUNIOR FOOTBALL CLUB

FINANCIAL REPORT 01/06/2021 - 31/05/2022

INCOME:

Total income = £48,449.51. (Increase of £14,974.77 on 20/21)

Player subscriptions £34,658.40 **UP** £8133.74 on 20/21. This represents a return to more traditional player subscriptions levels compared to 20/21 which was impacted by COVID.

Sponsorship money **UP** £5526.06 on 20/21 with a record amount donated of £9,646.06

Fundraising **UP** £100 on 20/21, but this was based on zero fundraising events held that year. This season saw one fundraising event held (Horse racing night) however funds for this were not banked until after end of the reporting period and are reflected in the 2022/3 accounts. There is now a fund-raising sub-committee in place and the new teamfeepay platform will help with fundraising planning, so I am expecting an increase over 2022/3.

Income from individual team funds **DOWN** £643.00 0n 20/21, this continues a multi-year decline from £2905.00 in 17/18. £1424.00 raised this season across the club. However, it is apparent that some individual fundraising has not been forwarded to the treasurer for accounting. Teams are reminded that things such as extra kit, training wear, Christmas parties or end of season events MUST be paid for by themselves, so individual fundraising is essential for this. Managers are reminded that all funds received, including fundraising for individual teams must be properly accounted and held in the spirit account.

Returned monies decreased to £131.00. This was due to the move to online banking meaning cheques ceased to be the main payment method from the switch over. Bills are now paid by dual-authorised BACS.

Goodwill donations of £5375.21 from received in relation to the Ride4Jordan fundraising. These funds were paid in full to Jordan’s family.

OUTGOINGS:

Total outgoings = £52,269.72 (**INCREASE** of £29,702.01 on 20/21).

This season saw a very large amount of deferred spend from 20/21 due to covid for kit orders. Kit orders for teams in 20/21 were ~£7000 lower than average. Kit orders for this season are covered later.

Training venues = £12739. An increase of £7,416.82 on 20/21. This reflects the limited training the previous season due to covid. The venue cost in the 19/20 season for example was £11133 which is in-line with this season's cost, factoring general price increases. Training is now mostly at Mill Farm, with some at Marton and some at Highfield school. Ahead of next seasons' training requirements we will investigate options to consolidate and optimise the cost overhead.

Referees' fees **UP** £122.50 on 20/21. Which is slightly under the 5-year average (not including covid years).

Presentation **UP** £1725.88 on 20/21. Previous years' use of medals rather than trophies due to covid accounts for the main difference. This year's event cost is in line with the previous high of 2016/17 at £5470 (in this financial year). I'm sure we can all agree though it was a fantastic event for all concerned.

Kit/Apparel **UP** £20.771.60 on 20/21. Last year's spend was significantly curtailed by covid and at only £3,661 was significantly below the average spend of £10-11000. This resulted in deferred spend occurring this year, consuming sponsorship that had been obtained in the previous financial year. Most teams are now a year into their two-year sponsorship cycle so spending on kit should reduce dramatically this year. We will however need to be diligent in our preparations for sponsorship at the end of this season as many teams will be requiring new terms and kit. We ask all managers and coaches to only order any kit if they really need it and as always team's kit orders should be covered by sponsorship. Sponsorship rates have been increased slightly to reflect current costs. Home kit is now £700 for 2 years, away kit - £650 and training tops are £575.

HISTORICAL CHEQUES:

No historical cheques were left uncashed this year, again due to the move to online banking.

TOTAL TURNOVER 2021-22 = £100,719.23

TOTAL PROFIT 2021-22 = £-3,820.21

Despite the club showing a loss, this is due primarily to kit costs covered by sponsorship in the previous season. If subscription rates remain at a similar level, I would expect the club to complete 2022-3 season with a reasonable profit. We have increased the subscription fees very slightly (£1.20 per month), this reflects the move to the new player and fee management system and the fee charged by the payment provider. With this minor increase, the club will be better off than when using the GoCardless system as they deducted their fees from the £26.25. The new system will also allow us much greater visibility and analytics to ensure that nonpayment of fees in minimised and arrears are quickly collected. However as always please can all committee members and managers respond to any requests from the treasurer, the membership secretary, or the club secretary regarding arrears, squad lists, late payments, suspensions etc. Arrears can quickly run into thousands of pounds if it not dealt with quickly. If this happens, it will have an impact on the club, not just the teams who have arrears.

As the club has always said, any money we see as surplus will always be spent on our players and volunteers first and foremost. However, although we continue to grow financially, to quote the previous treasurer “We are not a bottomless pit, and we ask for everyone to be vigilant when spending club funds. We will always provide what we can afford, and try for that to be the best available, but we cannot keep spending an average of £12,000 per year on apparel.”

We kindly ask that any fundraising events or promotions that are organised by the club are supported as much as possible. This means not only attending, if possible, but also promoting any events with parents, friends and family. Fundraising is vital to the club’s prosperity, and we have seen how events and activities can, and should raise significant, much needed funds. The success of the raffle at the presentation day is a good example of how engaging the parents fully can bring in much needed funds. The new team management platform also includes fundraising capabilities both for the club and for individual teams. This will facilitate our major events and will allow team managers to fundraise without having to collect the money themselves. I will be training the managers in full on the system once player registrations are complete

I would like to put on record my sincere thanks to all my fellow members of the Executive Committee for their support in this, my first year in the treasurer role. Also, to all our managers and coaches, to all our parents who turn up to games in all weathers, and of course to our fantastic players. Without you all, we would not have a club. This club continues to prosper, not just financially, but also in terms of player numbers, quality of equipment and training facilities, club profile, and our Youth Development section, which looks like yielding 2-3 teams for the 22/23 season. Plans for developing the wildcat academy proceed and significant activities for 22/23 are already in planning. I for one cannot wait to see what, together, we can achieve this year.

Thankyou.

Paul Dignan

Treasurer

Spirit of Youth JFC