Income & Expenditure overview for the Financial Year ending 30th June 2020

Prepared by the CEO.

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| **Income** | **Yr end 30 June 2020**  **£** | Yr end 30 June 2019  £ | **Commentary** |
| Annual subscriptions | 56,423 | 69,578 | Affiliation is free for upcoming season, so top up revenue usually received in June is only FA grant of 10k in June 2020. Remainder of the grant of £60k carried forward into FY 20-21. |
| Competition entrance fees | 15,070 | 26,794 | No County Cup finals arranged at end of 19-20 season with most curtailed at quarter/semi final stage |
| Fines & appeals | 194,786 | 302,852 | No discipline income from March 2020 and after poor weather and cancelled fixtures over winter |
| FA Rule 8e grant | **21,099** | 19,967 | Slight increase from FA competitions |
| Rent from ground | **13,567** | 7,867 | Increase in usage on both pitches and meeting room |
| Other income | **24,185** | 16,136 | £17k worth of grant received for Pitch Maintenance Grant, McDonalds grant and diversity and equality grants (£6.5k balance of which carried to 20-21) |
| Football Development inc courses | 330,776 | 435,492 | No courses delivered from March 2020 and all prepaid bookings were refunded |
| FA grants | **719,901** | 685,788 | These vary each year as per FA initiatives and include salary for RS and AMc |
| Referees | 16,170 | 19,185 | Start of registration period delayed for 20-21 had a slower take-up in opening month of June due to uncertainty of Covid |
| Government grants | **70,288** | - | Furlough grants April – June. Number of employees gradually increased over period from 6 to 20 employees + 50% of Local authority premises x2 |
| Exceptional item | **60,637** | - | VAT reimbursement |

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| **Expenditure** | **Yr end 30 June 2020**  **£** | Yr end 30 June 2019  £ | **Commentary** |
| Wages, salary, expenses | 757,519 | 709,076 | Increase due to RS and AMc FA salary grants. Increased to 27 staff inc realigning salaries of those that left for admin staff and an extra DSL |
| Staff pension | 34,137 | 30,410 | As above |
| Rates | **7,494** | 11,764 | Rates cancelled for 12 months by government due to Covid |
| Utilities | 9,748 | 7,111 | Similar. New 3 year contracts due to start in October for the Gas, continuing to negotiate with providers as renewals are due. Water consumption high due to pitch maintenance |
| Property repairs & maintenance | 68,854 | 55,066 | Replacement of boiler, Removal of the old shed and grounds work at Sandwell pitch. New slabbing and paving around pitch edge |
| Insurances | **21,414** | 28,654 | Improved business insurance negotiated for three years |
| Traveling expenses | **19,250** | 23,741 | No travel since March due to Covid – one to watch & with increased use of online meetings |
| Legal & professional fees | 10,397 | 1,526 | VAT review, R&D review, Howarths HR , Oaks Consultancy |
| Accountancy | **2,324** | 9,087 | Now minimal as all in-house inc payroll |
| Audit fee | 4,500 | 4,000 | As agreed |
| Bank charges | **7,947** | 11,556 | Savings down to FO processes and use of IT (cheques). Reduced smart pay payments since March due to covid |
| Print & stationary | **8,450** | 15,696 | Better use of IT but also due to Covid and no County Cups.  County Cup admin to go online |
| Marketing | **32,959** | 76,614 | Invested in previous year with new software including visual-eyes, no awards dinner or Referee awards in 20/21 |
| Referee expenditure | **29,549** | 36,873 | TED group, Mentoring, Assessments. Use of RHL to reduce costs |
| Club grants | 40,825 | - | New BCFA grants – Pitch Improvement and Club Innovation |
| Telephone & postage | 17,393 | 16,305 | New telephone and mobile contracts and increase of handsets |
| Operating expenses | **304,230** | 401,880 | Minimal expenditure since March 2020 |
| Competitions | **3,889** | 17,424 | No County Cup Finals inc 4 outsourced venue or programmes. Medals purchased can be re-used |
| Sundry expenses | 9,878 | 11,080 | No expenditure since March |
| Unrecoverable VAT | **45,521** | 48,090 |  |
| Safeguarding | **848** | 1,399 | Could not complete Club visits |
| Depreciation | 45,049 | 28,089 | Purchase of fixed assets increased the depreciation |