

WESTS JUNIOR RUGBY CLUB

Treasurers Report 2017 Season Ending 31st July 2017

Income

Revenue declined compared to 2016, mainly due to the timing of sponsorship receipts. A multi-year sponsorship with Club Burwood was finalised after the end of the financial year with \$32,000 received in October. These funds will be used to provide new playing kit for the 2018 season. Revenue from registrations increased despite a decline in player numbers due to the registration fee increase in 2017. Canteen takings were down compared to last year mainly due to timing of receipts as they are recorded on a cash basis.

Expenses

Overall expenses were lower compared to 2016 but higher relative to revenue. Clothing costs were significantly lower this year with the main cost being the new training jerseys. In 2016 the clothing costs included playing jerseys and training shirts particularly for the Girls 7's teams as well as for merchandise sales. Affiliation fees were significantly higher in 2017 due to a catch up of prior season fees as well as commencement of affiliation fees for the Girls 7's teams. Ground Hire & Equipment costs include the purchase of new club marquees. Comp fees increased in 2017 with the inclusion of the Girls 7's tournaments. Canteen costs were lower in 2017 consistent with revenue achieving a profit margin of 40%.

Financial Position at 31st July 2017 and Outlook 2018.

The result for year is a small loss of \$4,718 essentially reflecting the investment made in new club marquees during the year.

The club has adequate reserves for the short and longer term and is committed to using this financial strength to grow participation and provide better development pathways for our junior and minis players.

There has been a lot of work and effort put in during the 2017 season to improve the WJRU branding and use of technology through the website and Teamstuff. The 2018 season will see the introduction of new playing kit as well as new and improved supporter merchandise for sale via the online shop.

WJRU is a local community club serving and promoting rugby in our local area. Our strength is the financial support of local sponsors and businesses who supplement the playing fees from supportive parents. The committee continues to focus on sustaining and developing our sponsorship base and providing value to our sponsors.

Amateur sport doesn't happen without the enormous effort and commitment of volunteers, parents and supporters who want the best for their kids. I would like to make special mention of Charisse Kingston who, for a number of years has managed the canteen each weekend generating good revenue and profit for the club. Whilst Charisse will no longer manage the Junior canteen she has offered to continue with the Minis in 2018. Many thanks to Charisse for her hard work and dedication.

Craig Blair
WJRU – Treasurer 2017

WESTS JUNIOR RUGBY CLUB INC

Profit & Loss Report 1st August 2016 to 31st July 2017

	<u>This Year</u>	<u>Last Year</u>
<u>Revenue</u>		
Registration prior season	\$730	\$810
Registration current season	\$23,388	\$19,509
Interest	\$3,100	\$3,565
Team Photos	\$290	\$337
Canteen	\$11,889	\$13,466
Other	\$600	\$808
Sponsorship	\$14,275	\$26,175
Merchandise Sales	\$375	\$1,495
Refund Fees	\$0	(\$330)
Total Revenue	\$54,647	\$65,835
<u>Expenses</u>		
Promotion	\$2,101	\$2,651
Comp Fees	\$4,072	\$1,290
Ground Hire	\$0	\$2,075
Phone	\$328	\$302
Trophies	\$2,822	\$4,328
Canteen	\$7,085	\$8,652
Clothing	\$16,153	\$27,068
Ground Hire & Equip	\$4,588	\$2,881
Other	\$452	\$1,665
First Aid	\$3,370	\$2,680
West's Harb. Functions	\$1,980	\$2,650
Affiliation Fees	\$12,074	\$5,457
Insurance	\$2,420	\$1,864
Academy	\$0	\$700
Development	\$1,348	\$700
Bank Fees	\$573	\$305
Total Expenses	\$59,365	\$65,270
Surplus / (Losses)	(\$4,718)	\$565

WESTS JUNIOR RUGBY CLUB INC

Balance Sheet 31st July 2017

	<u>This Year</u>	<u>Last Year</u>
<u>Assets</u>		
St George Cheque	\$0	\$71
St George Saver	\$0	\$1,928
St George Term Deposit	\$0	\$120,592
Paypal account	\$468	\$0
Bendigo Cheque	\$17,663	\$3,675
Bendigo Saver	\$122,257	\$6,088
Petty Cash Float	\$150	\$200
Debtors	\$0	\$5,750
Accrued revenue	\$2,700	\$0
Merchandise Stock	\$2,090	\$1,621
Total Assets	\$145,328	\$139,924
<u>Liabilities</u>		
Trade Creditors	\$10,654	\$3,680
Accrued Expenses	\$3,148	\$0
Total Liabilities	\$13,802	\$3,680
Net Assets	\$131,526	\$136,244
<u>Equity</u>		
Retained Earnings	\$136,244	\$135,680
Current Earnings	(\$4,718)	\$565
Total Equity	\$131,526	\$136,244