

Commentary on Cumann Pheadair Naofa accounts year ended 30th September 2022

OVERVIEW

In reviewing the Income and Expenditure account it is noted that the total income was £208,243 (inclusive of bar sales and rental income) and that excess income over expenditure was £1,287.

It needs to be noted that our breakeven point from an operational point of view for the FYE 30/09/2022 was £33,039. This represents the capital repaid on our loans throughout the period. Therefore the reported profit sees us make an operation loss of (£31,752). The majority of this loss is clearly reflected in the reduction of the bank account from the previous year of £31,675 and at the year end we were operating well into our arranged overdraft.

The decision to finance our loans through operational funds has had its challenges but in terms of the OV project has been well met and we hope to continue with the overall plan. For the year ahead it is hoped that the Accounts will highlight the need for us to push on with our level of gearing in respect of the OV project whilst improving upon our operational funds through our main sources of income as well as additional fundraising activities that will undoubtedly be needed this year as we have now returned to pre-pandemic activity across all codes.

We look forward to the challenge.

BALANCE SHEET

The income from 'Our Vision' can be seen in the Balance Sheet. The Development Account as at the year end had over £300k with the Deferred Income the same. Now that the enabling works have begun we will expect both these balances to reduce simultaneously over time as more expenditure is needed on the project.

Our other fixed assets continue to be carried at a revised balance as at September 2017 with no depreciation as it is believed they are a conservative figure.

Stock includes both Merchandise (£3,750) – this includes stock purchased for Christmas orders, and Bar Stock (£2,500).

As mentioned above we are operating well within our arranged overdraft. Careful planning is always needed month to month. We are heavily reliant on membership income at the start of each calendar year as well as down draw. Lotto has become important for cashflow also.

Our debtors include membership from the Foireann platform, it was decided to leave an amount within Foireann to cover the lotto jackpot should this ever go. All other monies had been received by year end.

Creditors include the lotto jackpot at the year end, which stood at £6,200. O'Neills was the only other creditor with Christmas orders being placed.

PROFIT AND LOSS

Membership continues to be our most important source of income. We have had great success in attracting and maintaining members due to a few factors including the demographics of the town attracting new families towards the club. Our PR on social media and in the local press is excellent and we attract new member this way also. We play games at all codes throughout the club, many

more women are involved at all ages in both LGFA and Camogie and now Gaelic for mothers and others. GAA for All has also attracted members from different backgrounds and has been tremendous success since its inception in 2021.

Down Draw continues to be of vital importance to our club and to the county. It is our most significant fundraiser that we do during the year and has been the case for many years, many thanks to James Heaney in overseeing the logistics of the down draw sales. It is hoped that these sales of down draw will continue and renewed effort will be needed this year to try and maintain this level of income.

Another highly successful year for the lotto and the team of individuals who help promote this avenue of income. With a net average banked of £566 per week throughout the year after a jackpot payout of £9.5k and weekly payouts of £100 it is encouraging that these efforts are highlighted. As mentioned above it is increasingly important for cashflow to see this money come in on a weekly basis. We thank our lotto co-ordinator Brendan for his hard work and to all those who help week in week out. We would also encourage more individuals to become part of this team by either helping, selling or promoting the lotto. It is by far the easiest way of helping the club.

Increased use of the hall has seen hall rental income increase. Sponsorships also continue to be important. This includes sponsors of jerseys and different teams. Going forward this figure will appear to be decreased as O'Neills have now allowed for any team sponsors for new gear to be billed directly to them, we still get the advantage of use of the kickback offered by O'Neills. It is evident that this has occurred this year already since our expenditure on merchandise has decreased some £6k whilst sales on merchandise remained the same. Paul McKibben's expertise sees merchandise increasingly becoming another important source of revenue for the club. It is also vital we see the youth and the public wearing our gear around the town and the wider area to attract members and help push our club forward. We thank Paul, ably assisted by a few others, for their huge effort in this area.

COVID Grants of over £14k received during the year, we suspect these will no longer be available going forward. Colette Lock has been of great assistance in applying for other grants through the council for different activities including hurling and local community support groups that Colette herself does a great deal of work for, we thank Colette for her extensive knowledge and ability in this area and hope it continues. We will continue to apply for grants that we deem us applicable for in the future.

We continue to claim gift aid on a yearly basis on the suitable donations we receive.

Advertising boards at Moygannon continue to sell and renewal for most is due in the coming months.

Games and Development has returned to pre-pandemic levels as was to be expected and we strangely welcome these costs as it means all of our members are participating in our sports and activities across all codes in the club. Included within games and development are expenses such as physio, referees, equipment, medical supplies, medals and trophies, hire of moygannon and St. Marks, underage tournament entries, Camogie fees, senior football and hurling expenditure. Some fundraisers run by footballers and hurlers throughout the year come off as a contra within this expenditure account, for example last man standing, hurling coffee morning and quiz. We thank each code for their enthusiasm in running these fundraisers.

Player Injury was the biggest anomaly this year with comparative years. We were unfortunate with a number of player injury outlays. A new policy has since been put in place which all players know about. We are still committed to our duty of care to our players but also need to consider our duty of care to the club as a whole and believe the new policy adheres to both these and has been well received by everyone. Not all player injuries is covered by insurance and quite often these become an expense to the club.

Transport has increased as games increased this year, we have controls in place to keep the costs down and do not expect a return to similar costs of a few years ago.

Our insurance has decreased this year due to our banding coming down a level which is pleasing to see how our controls implemented a number of years ago is finally reaping some rewards.

Down County Board fees were reduced for a number of items but expect this to be slightly higher this year coming. Once again we were in a position to pay off the fees entirely at the start of the year helping with our cashflow.

Bank Charges and Loan Interest are still being covered by operational funds

The bar had a full year of trading but is yet to return to the levels of turnover seen pre-pandemic. It has been mostly used for bookings and events. Despite this a profit of over £8k has been made. Again this helps greatly with cashflow.

SUMMARY

There will be many challenges ahead financially for the club. We have committed loans on a monthly basis that need paid as well as other fixed overheads.

We hope the enabling works at the new field will pave a way for us to complete the field in a timely manner without disrupting our operational finances.

Increased costs faced by everyone will also need to be looked at by the club in keeping within our parameters of spending. We have kept our membership costs the same as previous years with the knowledge that all families and individuals are experiencing difficult times. We would hope that it can be seen that the opportunities and facilities that we can offer attract and retain members across every aspect of our community.

Many thanks to everyone who helps keep the club operating financially. With over £200k in turnover it is clear to see that a collective effort is needed to ensure smooth operation of our games.