



# 2016 AGM

## Treasurers Report and Financial Update



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# Profit and Loss September 2016

- Total income up 45% to \$1.27m
- Player registrations up 20%
- Football Education programs up 94%
- Other programs income up 76%
- Event income up 123%
- Grants and reimburse up 225%

Profit and Loss		
For the year ended 30 September 2016		
	2016	2015
Incom e		
Player registrations	\$ 485,501	\$ 403,735
Football Education Programs	\$ 105,544	\$ 54,446
Other Programs	\$ 62,034	\$ 35,164
Uniform Shop	\$ 13,494	\$ -
Sponsorship	\$ 218,459	\$ 123,070
Events	\$ 85,662	\$ 38,378
Bar and Canteen sales	\$ 152,473	\$ 130,900
Grants and reimbursements	\$ 97,517	\$ 30,014
Partnership agreement	\$ 1,164	\$ 653
Premises and field income	\$ 36,809	\$ 39,000
Other income	\$ 14,927	\$ 22,754
<b>Total income</b>	<b>\$ 1,273,584</b>	<b>\$ 878,114</b>





# Profit and Loss September 2016 - Cost of sales

- **Cost of sales continues to increase as well - up 48%**
- **Event costs up 161% putting pressure on profitability**
- **Bar and canteen costs of sales reduced by 13% through better buying and suppliers**

Cost of sales				
	2016		2015	
Player registration costs	\$	228,830	\$	137,260
Football education	\$	38,002	\$	3,827
Other player costs	\$	73,860	\$	77,357
Uniform and merchandise	\$	17,759	\$	4,895
Sponsorship costs	\$	1,400	\$	-
Events costs	\$	80,804	\$	30,943
Bar and canteen costs	\$	90,535	\$	103,993
<b>Total cost of sales</b>	<b>\$</b>	<b>531,190</b>	<b>\$</b>	<b>358,275</b>



# Profit and Loss September 2016 - Expenses

- Total expenses have grown in line with the increase in the size of the Club up 46%
- Facilities (+10%) and Utilities (+39%)
- Accounting and Finance up 142%
- Advertising and marketing (-31%)
- Coach costs up 37% - additional coaches
- Bar and canteen staff costs up by \$40k to deliver the service to members
- Total profit/loss \$33,563 up 10% on 2015

Expenses		
	2016	2015
Facilities	\$ 109,991	\$ 99,573
Licences and permits	\$ 1,521	\$ 1,679
Utility costs	\$ 57,050	\$ 40,937
General operating expenses	\$ 18,169	\$ 19,870
Depreciation	\$ 27,003	\$ -
Insurance	\$ 17,069	\$ 24,967
Software and subscriptions	\$ 4,776	\$ 1,207
Accounting and finance expenses	\$ 54,907	\$ 22,678
Audit and taxation expenses	\$ 5,000	\$ 7,500
Bank fees	\$ 8,981	\$ 7,057
Advertising and marketing expenses	\$ 30,496	\$ 44,266
Staff expenses - coaches	\$ 288,008	\$ 209,757
Staff expenses - bar and canteen	\$ 40,207	\$ -
Staff expenses - facilities	\$ 38,207	\$ 4,560
Interest expenses - ATO	\$ 7,446	\$ 5,327
<b>Total expenses</b>	<b>\$ 1,240,021</b>	<b>\$ 847,653</b>
<b>Profit/(loss)</b>	<b>\$ 33,563</b>	<b>\$ 30,461</b>





# Profit and Loss September 2016 - Income breakdown

Player Registrations	
	\$
NPL	\$ 207,672
Division	\$ 87,956
Academy	\$ 117,590
Development	\$ 47,863
Mini Roo	\$ 15,054
Kindy Kickers	\$ 3,363
35+	\$ 6,000
<b>Total</b>	<b>\$ 485,501</b>

Football Education Programs		
SAP	\$	12,068
School Clinics - NPL	\$	13,593
School Clinics - Skills	\$	32,519
School Clinics - G Keeper	\$	7,859
GK Academy	\$	35,374
GK Offseason Program	\$	4,128
<b>Total</b>	<b>\$</b>	<b>105,544</b>
Skills +	\$	26,740
Summer 6	\$	15,074
Carnivals	\$	20,218
<b>Total</b>	<b>\$</b>	<b>62,034</b>
<b>Grand Total Football Education</b>	<b>\$</b>	<b>129,563</b>

**Player registrations have increased by 20%**  
**Football Education Programs up by 87% overall**





# Profit and Loss September 2016 - Income breakdown

- Club sponsorship continues to be a vital part of the Clubs recovery
- CTM sponsorship continues to underpin the Club
- Overall Club sponsorship (including other sponsorship) up 78%

Sponsorship		
Platinum	\$	65,000.0
Diamond	\$	15,000.0
Gold	\$	10,000.0
Silver	\$	30,000.0
Bronze +Bronze	\$	18,250.0
	\$	30,250.0
Total		\$ 168,500
Other Sponsorship		
Operating	\$	8,409.0
Gladiator	\$	19,340.0
Raffles	\$	2,318.0
Adopt a Box	\$	18,345.0
Player Sponsorship	\$	1,545.0
Total		\$ 49,959
<b>Grand Total Sponsorship</b>		<b>218459</b>



# Profit and Loss September 2016 - Income breakdown

- Successful year with grants - @\$47k
- FQ TD reimbursement at \$41k
- Insurance claim proceed to replace/equipment damage due to floods

Grants and reimbursements		
Grants	\$	30,263
Consultant grant	\$	9,980
Coach grant	\$	7,500
Technical Dtr reimburse	\$	41,046
Insurance claim refund	\$	8,726
<b>Total</b>	<b>\$</b>	<b>97,517</b>





# Profit and Loss September 2016 - Event profit/loss

- Significant increase in Event income for 2016
- Legends Lunch was well attended and made a profit of \$8,372
- Brisbane Roar day with Central Coast Mariners - rain event resulted in a current loss of \$7,468 subject to finalisation of the insurance claim for loss of income
- Bar and Canteen - makes a profit of \$21,700 however is provided as a service to members

Event Profit and Loss	
<b>Legends Lunch</b>	
Income	\$ 60,586.0
Expenses	-\$ 52,214.0
Profit/loss	\$ 8,372.0
<b>Brisbane Roar Day</b>	
Income	\$ 19,891.0
Expenses	-\$ 27,359.0
Profit/loss	-\$ 7,468.0
<b>Bar and Canteen</b>	
Income	\$ 152,473.0
Cost of goods sold	-\$ 90,535.0
Casual Staff	-\$ 40,207.0
Profit/loss	\$ 21,731.0





# Profit and Loss September 2016 - Expense breakdown

Facility expenses	
Line marking	\$ 10,160
Top dressing CTM	\$ 20,726
Airation	\$ 4,070
Gen mtce	\$ 11,758
<b>Total</b>	<b>\$ 46,714</b>
Field equipment	
Mower, mtce, blades etc	\$ 10,591
Additional ground hire	\$ 2,769
Maintenance	
CTM Stadium	\$ 18,493
Club House	\$ 11,855
Mark St Canteen	\$ 9,089
Cleaning	\$ 10,475
<b>Total</b>	<b>\$ 49,913</b>
<b>Grand total facilities</b>	<b>\$ 109,989</b>

Player registration costs	
NPL	\$ 105,115
Academy	\$ 30,123
Divisional	\$ 52,235
Kindy Kickers	\$ 1,556
Player registration costs (FQ/FB)	\$ 39,801
<b>Total</b>	<b>\$ 228,831</b>

Staff expenses - coaches	
Coach - subcontract	\$ 90,393
Coach - employed	\$ 149,155
Coach Superannuation	\$ 14,766
Coach uniforms	\$ 4,925
Coach Training and courses	\$ 14,745
Coach travel	\$ 955
Coach misc expenses	\$ 7,351
Coach Annual leave provision	\$ 5,804
<b>Total coach expenses</b>	<b>\$ 288,098</b>



# Balance Sheet as at 30 September 2016

- **Improvement in net assets by @ \$33k on 2015 due to profit**
- **Cash position remains stable - reduction on 2015 due to timing and reduction in payable outstanding and holding more inventory**
- **Total equity now positive 23k v - 10k in 2015**
- **ATO debt reduced to \$66,500 and final payment expected to be made in 2017**

Balance Sheet			
As at 30 September 2016			
		\$	\$
Current assets		\$ 2,016	\$ 2,015
	Cash at bank	\$ 84,278	\$ 123,635
	Trade debtors	\$ 25,101	\$ 17,639
	Inventory	\$ 21,004	\$ 5,000
<b>Total current assets</b>		<b>\$ 130,383</b>	<b>\$ 146,274</b>
Non current assets			
	Property, plant and equipment	\$ 140,756	\$ 117,583
<b>Total non current assets</b>		<b>\$ 140,756</b>	<b>\$ 117,583</b>
<b>Total assets</b>		<b>\$ 271,139</b>	<b>\$ 263,857</b>
Current liabilities			
	Payables	\$ 240,107	\$ 258,731
	Employee provisions	\$ 7,805	\$ 10,462
<b>Total current liabilities</b>		<b>\$ 247,912</b>	<b>\$ 269,193</b>
Non current liabilities			
	Loan from Dtrs	\$ -	\$ 5,000
<b>Total non current liabilities</b>		<b>\$ -</b>	<b>\$ 5,000</b>
<b>Total liabilities</b>		<b>\$ 247,912</b>	<b>\$ 274,193</b>
<b>Net assets</b>		<b>\$ 23,227</b>	<b>-\$ 10,336</b>
<b>Total equity</b>		<b>\$ 23,227</b>	<b>-\$ 10,336</b>





# 2017 Budget Highlights

- Total income target of \$1.34m
- Operating profit of \$115k
- Less ATO repayments
- Target profit/buffer of \$51k

2017 Budget Summary	
Registrations	\$558,636
Football Programs	\$180,000
Sponsorship	\$269,000
Events	\$81,000
Bar and Canteen	\$145,000
Other income	\$108,900
<b>Total Income</b>	<b>\$1,342,490</b>
Cost of sales	\$483,662
Gross profit	\$843,827
Expenses	\$727,861
<b>Operating profit</b>	<b>\$115,000</b>
less ATO debt repayment	\$65,000
<b>Net Profit/buffer</b>	<b>\$51,000</b>



## Questions on 2016 performance

- Thank you for your continued support of the Club as it enters the final stage of the ATO debt recovery and balance sheet repair plan in 2017
- Special thanks to Yvonne Rojas, Byron Factor (Ewing & Company) and RWM Auditors