

Dear Member

Grantham Squash and Fitness Club Final Accounts: [July 2023 - June 2024](#)

Final accounts for Grantham Squash and Fitness Club have been prepared by the club's accountants and are attached. This has been a difficult but successful year for the club as we continue to recover membership numbers, which were heavily depleted through the covid era, and battle to keep subscriptions low in these challenging financial times.

These notes aim to help members with the examination of these accounts, and through that, see the challenges facing us and observe the many successes the club has achieved this year.

Usefully, the presentation of financial activity shows this year's results alongside those of last year, so that progress and comparisons can easily be seen.

Challenges

Following a 10% rise in the national living wage the club needed to meet the additional £10k in annual staff costs. A further £9k was incurred for electricity in this year, as world events catastrophically affected this utility. The best available brokered deal at renewal last year was significantly worse than the deal we had previously. Unfortunately, we may be tied to this disadvantageous rate for a further year, before returning to normal. We also incurred significant costs to meet fire regulations, and lost revenue whilst works were carried out. Depreciation charges have also increased to £4k as the club has invested in capital assets to improve the club, namely court flooring and new gym equipment.

The other two major cost rises were bank charges, as we invoked a Direct Debit system to free up management time, and printing and stationery as we endeavoured to promote activity and expand interest at the club. These two items account for another £5K additional costs. With smaller increases in Cleaning and Rates and many other sundries we have had to find £41K in additional costs this year to balance the books and avoid membership rate increases.

It is particularly pleasing to report that we have met these challenges with only a small in year increase to the cost of lights for courts.

Successes

Continuing progress in membership numbers this year has seen an increase in income, well above the small increase in rates imposed. We are not yet back to pre-covid membership levels, but we continue to do significantly better. £104K member income this year is our largest ever income for membership subscriptions.

One of the most significant successes has been increasing events at the club to drive activity, interest, bar sales and bar profits. Within the £267K 'turnover' this year is £105K bar sales (more than double last year) and larger than any other year, even in real terms. This did drive up staff costs. However, much of that increase came from external functions with sales at non-member rates, meaning the proportion of profit was greater. Of course, 'Room Hire' at £19K is significantly up too, principally for those external functions, but other activities too.

Court usage is also up significantly at £22K and is easily the largest receipt for 'lights' income in the clubs' recent history. Junior coaching has also been a massive success, with income over £4K this year after contributing £3K to lights. This is a particularly encouraging sign as it represents a key indicator to future members.

A further £5K income from EV charging bays is a much welcome new revenue stream that will continue indefinitely. And a further £8k in other smaller items bring the 'turnover' to the £267K reported, contributing to the increased Gross Profit of £39K this year.

Summary

The club has met its Community Amateur Sports Club objective this year of ploughing all receipts back into the club for the benefit of current and future members, whilst keeping a tight grip on the finances. Membership subscriptions, bar takings, court usage, external hires are all significantly up, with new incomes being sought. Further, investments in the club infrastructure, internal decorating efforts etc mean the club is in fantastic condition with a reconditioned and particularly attractive bar area. Future investments in the Tru-Coaching initiative are expected to improve us further still. Additionally, we hope to continue to attract events like England Masters and Lincolnshire racket ball tournaments. And the prospect of returning to normal in electricity rates will place us in profit going forward given moderate maintenance/investment costs.

The club remains the envy of most of the teams we play in both Lincs and Notts leagues, boasting 6 courts and the generous and attractive social space to feed and entertain our visitors in a post-match event. We are well placed to thrive in the coming years but continue to depend on the many members who volunteer to contribute to the club. Thank you to all who contribute!

C Jackson ACMA CGMA (Ret'd)

Acting Treasurer

Grantham Squash and Fitness Club

