



The Irish Pony Club

Annual Conference
Abbeyleix Manor Hotel

Saturday 21st October 2017

Finance

- IPC Accounts for the twelve months ended 31st December 2016 was circulated to branch officials via e-mail.





Income Sources

- Subscriptions i.e. Capitation Fees
- Championship Profits
- Sponsorship
- Shop Profit (loss €2,278 in 2016)
- Horse Sport Ireland (Sport Ireland) Grant

Membership Income

Year	2016	2015	2014	2013
Number	3,063	3,153	3,295	3,475
Amount	€215,340	€219,541	€214,988	€226,610

- Subscription fee increased from €65 to €70 in 2015
- Down 412 members since 2013
- $412 \times €70 = €28,840$ per annum



Total Income

Year	Amount
2016	€259,065
2015	€253,458
2014	€238,340
2013	€267,340
2012	€279,247
2011	€274,046
2010	€288,416
2009	€305,176

➡ Reduction of €46,111 from 2009 to 2016



Profit and Loss

Year	Amount
2016	€1,789
2015	€14,796
2014	(€26,616)
2013	(€21,445)
2012	€22,146
2011	(€13,526)

Comments – Income 2016

➤ More details on these figures are available on page (1) of the accounts.


➤ Capitation fees are down by €4,201

➤ Profit from the Championships:

Year	Amount	Year	Amount
2016	€37,429	2015	€20,921

➤ Up by €16,508

➤ Shop ran at a loss of €2,278 in 2016, profit €4,107 in 2015. **Difference - €6,385**



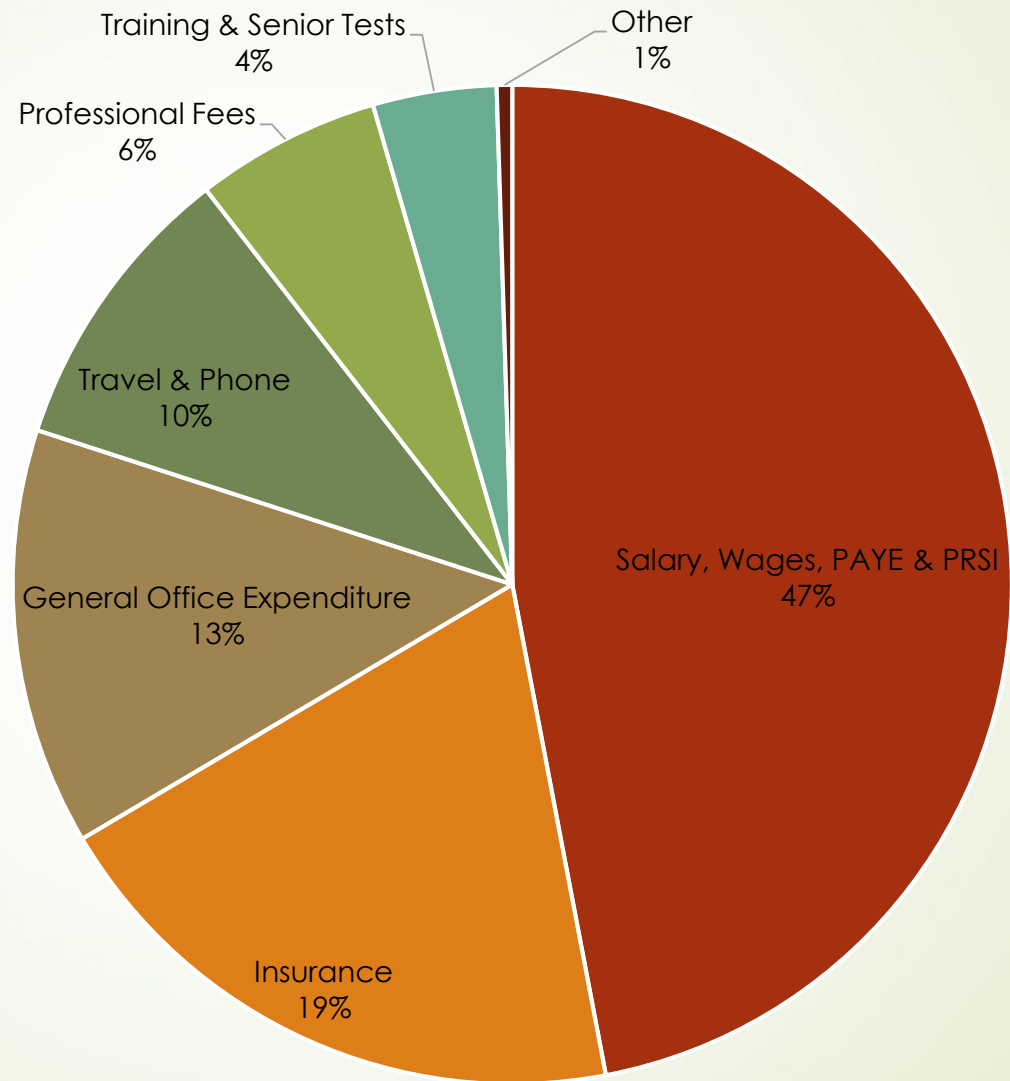
Comments - Expenditure

- Expenditure 2016 – €260,406
- Expenditure 2015 -€238,664
- During 2016, spending increased by €21,742

Expenditure Breakdown

■ Salary, Wages, PAYE & PRSI	€120,647	47%
■ Pension & Health Insurance		
■ Insurance	€50,754	19.5%
■ General Office Expenditure	€31,109	13.5%
■ Rent, Light, Heat, Printing, Stat, Marketing, Hire of Meeting Room, Telephone, Post, IT Software & Support		
■ Travel & Phone	€24,664	9.5%
■ Staff, Chairman, Chairman of Disciplines & Branch Travel Assistance		
■ Professional Fees	€17,424	6%
■ Legal, Accounting & Auditors		
■ Training & Senior Tests	€10,062	4%
■ Area Training Grants		
■ Other	€1,744	0.5%
■ Bank Charges, Depreciation, Subscriptions, Amortisation of Grants, International Pony Club Conference.		

2016 Expenditure Breakdown





Insurance Cost

Year	Amount
2016	€60,167 Less Branch policy payment €9,459
2017	€60,639 Less Branch policy payment €9,189



Insurance Cost 2017

- Combined Liability Policy - €26,460
 - Excess Combined Liability Policy - €2,573
 - Members Group Personal Accident - €11,025
 - Directors and Officers Liability Policy - €4,175
 - Group Personal Accident and Travel (Officials & Staff) - €1,334
 - Commercial Combined (Office & Shop Equipment & Stock) - €1,666
 - Branch Property & Personal Accident (Officials & Instructors) - €10,407

 - €3,000 due on 31/12/2017 – Members Group Personal Accident
 - Dependant on the final number of members for 2017.
- Total €60,640**



Balance Sheet

- The balance sheet is a still photograph of the affairs of the Company as at the end of the year.
- However, it shows up vital pieces of information regarding the strength of the company, as follows:
 - It shows how much is owed to creditors:
 - At the end of 2016, the figure was €80,006 as opposed to €54,802 at the end of 2015.
 - The current assets stood at €191,995 at the end of 2016, up from €166,111 at the end of 2015.



2017 Preliminary Figures

➤ Income

- 2017 Capitation Fees – €207,140
- 3,016 Members registered
- 38 of these have not been paid to HQ

2017 Preliminary Figures

- Profit on Championships
 - Hunter Trials - €6,008
 - Holmestead Saddlery Minimus - €8,705
 - Festival - €5,063
 - Connolly's Red Mills Eventing - €2,204
 - Holmestead Saddlery Tetrathlon - €3,545
- Championship profit down by €519





2017 Preliminary Figures

- Branches still owe HQ Championship Entry Fees
 - Festival – Co. Galway Hunt Branch - €105
 - Tetrathlon – Co. Clare Branch - €440
 - South Union Hunt Branch - €55
 - Eventing - Tynagh Branch - €55
 - Minimus- Co. Galway Hunt Branch - €40



2017 Preliminary Figures



Expenditure

- Expenditure is expected to be ...similar to 2016 approx. €260,000



Predictions for 2017

➤ If we do not incur unexpected items:


➤ Total Expenditure	€260,000
➤ Total Income	€258,000 (Membership numbers & profit on Championships down slightly)
➤ Profit / Loss	-€2,000

➤ The Irish Pony Club Ltd. cannot budget to trade at a loss.

➤ Unless Membership numbers increase significantly we will be forced to increase the Membership fee.



Retention of Existing Members

- How can we ensure our members are getting what they want from the Irish Pony Club?
 - Are they getting 'value for money'?
 - Why are members leaving the Pony Club?
 - What can we do to stem the flow?
 - Should we be competing with other equestrian bodies(SJI, Inter Schools, SJI etc.)?
- 



Other Sources of Income

- Membership Drive
 - Finance Committee offering their support to branches in their local community
 - E.g. Flyers / Posters – “Give a Present of Membership of the Irish Pony Club for Christmas”
 - Target / work with Hunts, Inter-Schools, Riding Schools
 - Need your help acquiring contacts to source new sponsorship

Thank You!

