

YEAR	Actual 2015	Actual 2015	Actual 2016	Actual 2016	Actual 2017	Actual 2017	Actual 2018	Actual 2018	Actual 2019	Actual 2019	Budget 2020	Budget 2020
currency	Sterling	Euro	Sterling	Euro	Sterling	Euro	Sterling	Euro	Sterling	Euro	Sterling	Euro
Exchange rate		1.25		1.43		1.15		1.13		1.14		1.15
MEMBERSHIP FEES	46,194	57,742	45,477	65,032	57,582	66,219	57,177	64,610	58,444	66,627	59,557	68,490
SPIN	1,986	2,482	2,719	3,888	4,634	5,329	3,299	3,728	2,980	3,397	2,609	3,000
ESID									12,584	14,346	7,826	9,000
LEVIES												
senior champs	4,989	6,236	4,571	6,537	5,117	5,885	4,052	4,579	6,250	7,125	5,170	5,945
junior champs	1,548	1,935	1,892	2,706	1,366	1,571	1,711	1,933	1,768	2,015	1,778	2,045
junior circuit	9,633	12,041	9,880	14,131	10,951	12,594	11,585	13,091	12,281	14,001	12,096	13,910
junior rankings	12,458	15,572	11,975	17,124	4,522	5,200	15,044	17,000	22,583	25,745	24,783	28,500
Masters Circuit	2,240	2,800	3,077	4,400	14,435	16,600	4,794	5,417	5,565	6,344	5,596	6,435
Masters Ranking	2,380	2,974	3,368	4,816	4,633	5,328	4,602	5,200	8,702	9,920	7,826	9,000
TOTAL LEVIES	33,247	41,559	34,763	49,714	41,024	47,177	41,788	47,220	57,149	65,150	57,248	65,835
ENTRY FEES												
senior champs	21,542	26,928	15,397	22,018	25,106	28,872	21,996	24,855	26,281	29,960	20,139	23,160
junior champs	7,995	9,994	6,967	9,962	8,883	10,215	9,316	10,527	10,060	11,468	9,522	10,950
TOTAL FEES	29,538	36,922	22,364	31,980	33,989	39,087	31,312	35,383	36,340	41,428	29,661	34,110
BANK INTEREST	9	11	10	14	21	24	53	60	53	29	52	60
MISCELLANEOUS/SALES	291	364	0	0	0	0	933	1,054	997	1,137	43	50
COACHING	12,201	15,251	10,016	14,323	6,832	7,857	3,482	3,935	833	950	10,261	11,800
REFEREES	160	200	70	100	100	115	354	400	0	0	0	0
TOTAL INCOME	123,625	154,531	115,419	165,051	144,182	165,809	138,398	156,390	169,354	193,064	167,257	192,345
SALARIES/NI	38,111	47,639	31,074	44,436	38,732	44,541	39,780	44,951	41,000	47,287	41,804	48,082
OVERHEADS	6,504	8,130	4,632	6,624	4,227	4,861	10,619	11,999	11,000	4,412	4,000	4,600
OFFICE RENTAL & SERVICE CHARGES	6,000	7,500	6,000	8,580	6,000	6,900	6,000	6,780	6,000	6,608	6,000	6,900
TOTAL OFFICE OVERHEAD	50,615	63,269	41,706	59,640	48,959	56,302	56,399	63,731	58,000	58,307	51,804	59,582
OFFICERS TRAVEL/EXPENSES	9,440	11,800	10,014	14,320	10,970	12,616	13,274	15,000	16,351	18,640	16,522	19,000
COMMITTEES												
championships	2,262	2,827	4,838	6,919	5,192	5,971	6,195	7,000	26,354	30,043	32,174	37,000
masters	358	448	634	907	294	338	2,594	2,931	1,182	1,347	5,217	6,000
juniors	4,495	5,618	695	994	3,704	4,260	5,294	5,982	3,689	4,206	4,783	5,500
referees	8,579	10,723	1,396	1,996	4,396	5,056	4,763	5,382	6,403	7,299	13,043	15,000
coaching	0	0	9,736	13,923	6,426	7,390	2,400	2,712	66	75	12,348	14,200
communication/website	3,098	3,873	929	1,328	4,498	5,173	3,907	4,415				
marketing	2,026	2,533	380	543	747	859	0	0	2,166	2,469	8,696	10,000
TOTAL COMMITTEES	20,818	26,022	18,608	26,610	25,257	29,046	25,153	28,423	39,859	45,439	76,261	87,700
IT OFFICE			0	0	2,309	2,655	455	514	1,000	2,439	2,435	2,800
JUNIOR RANKING SOFTWARE	5,944	7,429	5,503	7,869	3,191	3,670	4,534	5,123	2,905	3,312	2,630	3,024
MASTERS RANKING SOFTWARE	0	-	0	-	0	0	2,212	2,500	0	2,012	1,717	1,974
TOURNAMENT SOFTWARE	1,019	1,274	897	1,283	2,463	2,832	1,653	1,868	5,789	6,600	5,698	6,553
PLAQUES & MEDALS	2,196	2,745	2,223	3,179	2,717	3,125	2,527	2,856	4,000	4,701	2,609	3,000
BANK CHARGES	362	452	441	631	471	542	487	550	500	1,867	1,043	1,200
EXCHANGE COSTS/LOSS (PROFIT)	17,958	22,448	-36,902	-52,770	-11,285	-12,978	0	0	714	814	0	0
DEPRECIATION	1,316	1,646	1,316	1,882	1,317	1,515	0	0	0	0	0	0
OTHER EXPENSES		0		0	50,000	57,500	1,159	1,310	40,000	45,600	0	0
LEGAL FEES									1,947	2,220	0	0
CONTINGENCY	0	0	0	0	0	0	3,929	4,440	0	0	3,478	4,000
TOTAL EXPENDITURE	109,668	137,085	43,806	62,644	136,369	156,824	111,782	126,314	167,378	190,811	164,203	188,833
TOTAL SURPLUS/(DEFICIT)	13,957	17,446	71,613	102,407	7,813	8,985	26,616	30,076	1,976	2,252	3,054	3,512
Capital Fund-Live Scoring Equipment							-5,494	-6,208				