

**HPA GOVERNANCE AND MEMBERSHIP
INCOME AND EXPENDITURE 2021
BUDGET 2022**

**ANNEX D
COUNCIL AGENDA
14.12.2021**

INCOME/TURNOVER	ACTUAL 2019	ACTUAL 2020	BUDGET 2021	ACTUAL 30.09.21	FORECAST 31.12.21	BUDGET 2022
Member Affiliation Fees	435,828.00	357,579.00	420,000.00	419,110.00	423,886.00	455,000.00
Club Affiliation Fees	73,549.00	72,537.00	75,000.00	67,821.00	73,500.00	79,000.00
Outside Events - Licence Fee	10,000.00					
Subscriptions and Affiliations	519,377.00	430,116.00	495,000.00	486,931.00	497,386.00	534,000.00
Pony Passports	45,092.00	22,758.00	20,000.00	39,327.00	46,400.00	35,000.00
Coaching Income	17,591.00	23,073.00	20,000.00	18,995.00	20,666.00	25,000.00
Professional Umpire Fees	509,187.00	450,067.00	450,000.00	706,879.00	711,419.00	700,000.00
Migrant Endorsements	73,666.00	82,525.00	75,000.00	70,010.00	85,000.00	80,000.00
Sundry Income	28.00	78.00			420.00	
Olympia Try Polo Vouchers redeemed	2,029.00	751.00				
Fines		15,000.00				
TOTAL INCOME	1,166,970.00	1,024,368.00	1,060,000.00	1,322,142.00	1,361,291.00	1,374,000.00
COST OF SALES						
Coaching Costs	10,939.00	11,759.00	25,000.00	23,369.00	24,893.00	25,000.00
Drug Testing & Vets Fees for Welfare Insp	11,143.00	3,794.00	10,000.00	4,367.00	7,151.00	10,000.00
Year Books	8,577.00	2,434.00	4,000.00	6,908.00	9,158.00	10,000.00
Professional Umpires	462,159.00	416,617.00	410,000.00	649,922.00	670,062.00	650,000.00
Pony Passport Costs	12,827.00	7,911.00	9,000.00	14,168.00	16,500.00	12,000.00
Grants to Affiliated Clubs inc H&S Certs	32,683.00	31,000.00	30,000.00	13,995.00	21,195.00	30,000.00
Helmet Replacement Scheme	800.00	800.00	1,000.00	400.00	400.00	600.00
FIP Membership	15,743.00	13,385.00	15,000.00	12,507.00	12,507.00	15,000.00
Costs - Work Permits	24,358.00	15,930.00		2,672.00	2,672.00	5,000.00
Victor Ludorum Awards Dinner	18,307.00		20,000.00			20,000.00
Olympia - Try Polo Vouchers	20,635.00	5,180.00			475.00	
Cost of Sales	618,171.00	508,810.00	524,000.00	728,308.00	765,013.00	777,600.00
ADMINISTRATIVE EXPENSES						
Salaries & National Insurance	247,370.00	288,891.00	273,686.00	214,558.00	257,468.00	291,647.00
Pension Scheme Contribution	17,094.00	26,285.00	24,901.00	10,861.00	23,255.00	25,650.00
Less Furlough		-40,653.00	-8,000.00	-14,623.00	-14,623.00	
Employment Costs	264,464.00	274,523.00	290,587.00	210,796.00	266,100.00	317,297.00
Members Insurance	37,972.00	36,065.00	36,000.00	35,011.00	47,359.00	42,000.00
HPA Company Insurance	6,540.00	7,754.00	8,000.00	7,734.00	7,734.00	8,000.00
Establishment costs	44,512.00	43,819.00	44,000.00	42,745.00	55,093.00	50,000.00
Meetings and Seminars	9,563.00	1,885.00	5,000.00	480.00	2,245.00	5,000.00
Web Site Costs/Data Base/Stripe Fees	40,459.00	30,958.00	37,000.00	25,547.00	31,000.00	31,000.00
Office Expenses	42,894.00	41,395.00	42,750.00	36,483.00	58,000.00	54,000.00
Charitable Donations - Fines	2,029.00	15,000.00				
Hire of Plant and Machinery	1,469.00	2,694.00	3,000.00	3,848.00	3,150.00	3,000.00
VAT Partial Exemption	12,229.00	8,876.00	9,000.00	4,925.00	9,000.00	9,000.00
Travel & Subsistence	11,937.00	2,254.00	5,000.00	980.00	4,000.00	5,000.00
Accountancy and Taxation Fees	7,660.00	9,317.00	10,000.00	9,355.00	10,000.00	10,000.00
Legal & Professional Fees	1,728.00	35,763.00	20,000.00	9,415.00	12,000.00	12,000.00
Staff Training - Safeguarding				1,200.00	1,200.00	
Investment Portfolio Fees	98.00	129.00	200.00		200.00	200.00
Bad Debt	2,974.00	4,373.00				
General Administrative Expenses	133,040.00	152,644.00	131,950.00	92,233.00	130,795.00	129,200.00
Bank Charges	602.00	592.00	600.00	214.00	400.00	400.00
Credit Card Charges	1,287.00	678.00	1,500.00	544.00	1,143.00	1,000.00
Finance Charges	1,889.00	1,270.00	2,100.00	758.00	1,543.00	1,400.00
Depreciation Costs	1,779.00	2,057.00	2,000.00		2,000.00	2,000.00
TOTAL EXPENDITURE	1,063,855.00	983,020.00	994,487.00	1,074,840.00	1,220,544.00	1,277,497.00
Operating (deficit)/surplus	103,115.00	41,348.00	65,513.00	247,302.00	140,747.00	96,503.00
Net Movement on HPA Commercial Balance	57,024.00	-67,201.00				
Gain/loss on Financial Assets at Fair Value	71,422.00	29,529.00				
Income from other Fixed Asset Investments	13,835.00	38,462.00				
Other Interest Receivable	1,541.00	1,105.00				
Other Operating Income	350.00	103.00	150.00			
Surplus before Tax as per the Accounts	247,287.00	43,243.00	65,663.00	247,302.00	140,747.00	96,503.00
Taxation	11,444.00					
Contingencies			10,000.00			10,000.00
SURPLUS FOR THE FINANCIAL YEAR	235,843.00	43,243.00	55,663.00	247,302.00	140,747.00	86,503.00