

**HPA COMMERCIAL LTD
INCOME EXPENDITURE 2021
BUDGET 2022**

**ANNEX E
COUNCIL AGENDA
14.11.2021**

INCOME	ACTUAL 2020	BUDGET 2021	ACTUAL 30.09.21	FORECAST 31.12.21	BUDGET 2022
Licensing	136,164.00	100,000.00			100,000.00
Sponsorship - Statsport and Country Attire	245,000.00	200,000.00	200,000.00	200,000.00	100,000.00
Development (Contributions from Parents)	24,075.00		2,075.00	2,075.00	2,500.00
Junior HPA Polo (Contributions from Parents)			10,000.00	10,000.00	10,000.00
Developmmnt & Pony Club Grant					45,000.00
TOTAL INCOME	405,239.00	300,000.00	212,075.00	212,075.00	257,500.00
EXPENDITURE	ACTUAL 2020	BUDGET 2021	ACTUAL 30.09.21	FORECAST 31.12.21	BUDGET 2021
Licensing Marketing - Brand Ambassadors	12,332.00	16,500.00	1,215.00	1,215.00	
Commission on Sale of Minimum Guarantee	66,500.00	22,500.00			
Trademark Expenditure	28,645.00	50,000.00	11,911.00	15,000.00	20,000.00
Photographer			3,000.00	3,000.00	
Cost of Licensing	107,477.00	89,000.00	16,126.00	19,215.00	20,000.00
International Day Sponsorship					
Frasers England Squad Expenses	2,105.00	5,000.00			
Arena Tournaments			3,000.00	1,500.00	5,000.00
Pony Club Grant			3,000.00	3,000.00	20,000.00
Development Courses from Grant	33,366.00		517.00	1,017.00	25,000.00
Junior HPA Tournaments			9,800.00	9,807.00	10,000.00
Overseas Tournaments					
England Womens Team - Cirencester		2,000.00	6,592.00	6,592.00	6,500.00
FIP England Womens Team - Milan & Argentina			3,708.00	6,750.00	2,500.00
Beaufort International Day			6,089.00	6,864.00	7,000.00
International Match - Coronation Cup	1,450.00	20,000.00			100,000.00
Polo in The Park					35,000.00
Commission on Sponsorship - Simon Hawkins	24,000.00	10,000.00	50,000.00	50,000.00	20,000.00
Sponsorship Management (PR)	26,040.00				
Sponsorship Expenditure - Statsport / Frasers	75,000.00	75,000.00	11,800.00	12,070.00	20,000.00
Marketing & Sponsorship Expenditure			17,406.00	24,747.00	20,000.00
Cost of Sponsorship & Internationals	161,961.00	112,000.00	111,912.00	122,347.00	271,000.00
Cost of Sales	269,438.00	201,000.00	128,038.00	141,562.00	291,000.00
Wages and Salaries	15,205.00	30,410.00	21,458.00	28,607.00	32,405.00
Staff Pensions	1,383.00	2,767.00	1,983.00	2,583.00	2,850.00
Employment Costs	16,588.00	33,177.00	23,441.00	31,190.00	35,255.00
Office Expenses	1,647.00	4,139.00	5,148.00	6,000.00	5,400.00
Computer Software and Maintenance costs	274.00	294.00	1,179.00	706.00	700.00
Hire of Plant & Machinery (operating leases)	142.00	284.00	395.00	350.00	300.00
Sundry Expenses					
Management Charges Payable	103.00	120.00	120.00		100.00
Travel & Subsistence	119.00	750.00	196.00	150.00	500.00
Accountancy Fees	4,740.00	4,250.00	4,250.00	4,250.00	4,250.00
Legal & Professional Fees		1,200.00	2,755.00	2,755.00	2,000.00
Licensing & Registration Fees					
General Administrative Expenses	7,025.00	11,037.00	14,043.00	14,211.00	13,250.00
Bank Charges	85.00	243.00	243.00	243.00	243.00
Credit Charges	36.00	332.00	332.00	332.00	332.00
Amortisation of Patents	5,540.00	5,540.00	5,540.00	5,540.00	5,540.00
Depreciation Costs					
Bank Interest Recievable					
Foreign Currency (gains/losses)					
Finance Charges	5,661.00	6,115.00	6,115.00	6,115.00	6,115.00
TOTAL EXPENDITURE	298,712.00	251,329.00	171,637.00	193,078.00	345,620.00
SURPLUS/DEFICIT for the FINANCIAL YEAR	106,527.00	48,671.00	40,438.00	18,997.00	-88,120.00