GOVERNANCE AND MEMBERSHIP
2019

INCOME	2018	BUDGET 2019	TOTALS	FORECAST 2019	TOTALS	BUDGET 2020	TOTALS
Member Affiliation Fees	450,097.00	450,000.00		445,000.00		450,000.00	
Club Affiliation Fees	82,119.00	80,000.00		73,326.00		73,500.00	
Arena Members Affiliation Fees	27,930.00						
Outside Events - Licence Fee	13,000.00	12,000.00		8,000.00		9,000.00	
Subscriptions and Affiliations			542,000.00		**526,326.00**		**532,500.00**
Pony Passports	37,608.00	30,000.00		43,000.00		35,000.00	
Coaching Income	29,524.00	25,000.00		16,500.00		16,000.00	
Professional Umpire Fees	520,531.00	450,000.00		509,000.00		475,000.00	
Migrant Endorsements	74,840.00	65,000.00		70,000.00		75,000.00	
Sundry Income inc Fine	63.00			25.00			
			570,000.00		638,525.00		601,000.00
Total	1,235,712.00		1,112,000.00		1,164,851.00		1,133,500.00
EXPENDITURE	**2018**	**BUDGET 2019**	**TOTALS**	**FORECAST**	**TOTALS**	**BUDGET 2020**	**TOTALS**
Coaching Costs	-24,325.00	-25,000.00		-11,590.00		-12,000.00	
Drug Testing & Vets Fees	-8,411.00	-10,000.00		-9,630.00		-10,000.00	
Year Books	-6,238.00	-10,000.00		-9,848.00		-10,000.00	
Professional Umpires	-451,976.00	-440,000.00		-465,000.00		-450,000.00	
Pony Passport Costs	-12,898.00	-10,000.00		-16,000.00		-15,000.00	
Grants to Affiliated Clubs	-28,308.00	-32,000.00		-32,683.00		-30,000.00	
FIP	-7,703.00	-15,000.00		-15,000.00		-15,000.00	
Legal Fees - Work Permits	-24,711.00	-20,000.00		-26,500.00		-26,500.00	
Cost of Sales	**-564,570.00**		-562,000.00		**-586,251.00**		**-568,500.00**
Salaries & National Insurance	-229,133.00	-252,960.00		-246,857.00		-270,960.00	
Pension Scheme Contribution	-17,179.00	-19,200.00		-19,215.00		-21,400.00	
Staff Training	-1,760.00						
Employment Costs	-248,072.00		-272,160.00		-266,072.00		-292,360.00
Insurance	-58,939.00	-65,000.00		-36,064.00		-38,000.00	
Professional Indemnity Insurance	-5,815.00			-6,169.00		-6,500.00	
Establishment costs	-64,754.00		-65,000.00		-42,233.00		-44,500.00
Meetings and Seminars	-7,932.00	-7,000.00		-7,000.00		-7,000.00	
Web Site Costs/Data Base	-23,628.00	-31,000.00		-28,000.00		-30,000.00	
Office Expenses	-46,298.00	-41,000.00		-45,000.00		-45,000.00	
Hire of Plant and Machinery	-3,781.00	-3,200.00		-3,000.00		-3,000.00	
Sundry Exp - Welfare Inspection & scanners				-1,750.00			
VAT Partial Exemption	-10,199.00			-10,000.00		-10,000.00	
Travel & Subsistence	-13,444.00	-12,000.00		-10,000.00		-10,000.00	
Accountancy and Taxation Fees	-10,630.00	-12,000.00		-12,000.00		-12,000.00	
Legal & Professional Fees	-13,584.00	-16,000.00		-5,000.00		-5,000.00	
Investment Portfolio Fees	-136.00	-200.00		-200.00		-200.00	
HPA Licensing	-102,034.00						
New Website				-9,038.00			
Marketing (Olympia & Jade de Vere D)				-15,000.00		-12,000.00	
Bad Debt	-1,060.00						
General Administrative Expenses	-232,726.00		-122,400.00		-145,988.00		-134,200.00
Bank Charges	-386.00	-500.00		-800.00		-800.00	
Credit Card Charges	-1,101.00	-1,000.00		-2,000.00		-2,000.00	
Finance Charges	-1,487.00		-1,500.00		-2,800.00		-2,800.00
Depreciation of Office Equipment	-1,456.00	-1,500.00		-1,500.00		-1,500.00	
Depreciation Costs	-1,456.00		-1,500.00		-1,500.00		-1,500.00
Total Expenditure	-1,135,354.00		-1,013,560.00		-1,044,844.00		-1,043,860.00
Contingencies			-10,000.00				-10,000.00
Total Income	1,235,712.00		1,112,000.00		1,164,851.00		1,133,500.00
Surplus/(Deficit) for the Financial Year	100,358.00		88,440.00		120,007.00		79,640.00

NOTE: Account has to be taken of the listed investments fair value adjustments.

PONY CLUB REPORT 2019

We had 39 (37) teams at the Championships at Cowdray (2018 figures in brackets), with quite a number of additional teams who didn't go to the Championships, mostly first year players who typically don't know the format of the summer season or have already booked family events before they get to their first rallies. 34 (31) Branches were represented of which six were new (meaning we lost three but the pool system makes these figures less reliable). We had 34 (29) players who had never played Pony Club Polo before. Gannon players ranged from -2 to 1 goals and Langford players ranged from -2 to 0 goals. The Surtees division was particularly strong this year and it is very pleasing to see the number of players under 14 who are making good progress on Polo ponies.

We had fewer days of tournament play, but this was due to playing qualifiers on one day instead of two, which helped significantly with reducing costs. There were three significant Polo camps at half term and at the start of the holidays run by the Crawley and Horsham, the Heythrop and in Scotland. Sadly, these camps have not claimed Polo Charity grants, and we mean to investigate why this is, and correct if the administration is too difficult.

We continue to have very strong support from both volunteers and HPA clubs, although more clubs are tending to charge for grounds where these are watered. The finances had been strong enough this year to reverse the deficit of last year due to rigorous cost control and a clawback from tournaments organised by Branches with historical surpluses.

There have been some very welcome changes at Pony Club headquarters, with a considerable change of focus back to the "grass roots". We think this will help Polo, and we have developed a plan for this winter to work hard on geographical clusters where there are HPA instructors, schools and clubs but not a strong Pony Club representation. This a cooperative effort between the HPA coaches database, the available information about polo schools and the Pony Club Area Reps and is intended to operate through this winter in arenas.

The Polo Charity money is still available for rallies and winter training, but so far we have allocated just over £2,000 of which £995 has been paid, the difference being reports which are expected from Branches before the grant is paid.

We have supported 170 players under 14 of which 90 had never experienced Polo before and 80 are 2nd or 3rd year players. The Royal Artillery, Cambridgeshire, Hampshire Hunt and West Suffolk, who had instruction through their Pony Club camp, participated.

It has been an observation that the route many Pony Club Branches used to introduce Polo in the past, that of senior players instructing and demonstrating to Branch rallies and camps, is no longer used to the extent it once was due to rules changes surrounding instructors, both in the Pony Club and the HPA. I intend to submit a change to the grant rules which will allow senior and past Pony Club players to be supported in pursuit of their initial level of instructor qualification, with the expectation that they then take a stated number of polo rallies in Branches. We hope this will support amateur players who want to encourage the next generation at a time when they don't have the funds to pay for initial expenses to get on the coaching ladder.

As Chairman, I hope that we can, through the Development Committee, bring a new determination this year to get the HPA, Schools, Universities, the Polo Schools and Hirers, the HPA coaches and instructors all working together on a coherent strategy for youth Polo which allows a wide base of new players to rise to the top of the pyramid which encourages genuine talent to emerge.

Charles Whittington – Chairman, Pony Club Polo

COMMERCIAL ACTIVITY
2019

Income

	BUDGET 2018	ACTUAL 2018	BUDGET 2019	FORECAST 2019	BUDGET 2020
SPONSORSHIP					
Thai Polo - England Team	40,000.00	25,000.00	25,000.00	25,000.00	25,000.00
Thai Polo - Diamond Jubilee	20,000.00	20,000.00	20,000.00	0.00	
Thai Polo - Junior HPA		7,500.00	7,500.00	7,500.00	7,500.00
Thai Polo - Pony Club		7,500.00	7,500.00	7,500.00	7,500.00
RCBPC International Day - Argentine Team		15,000.00		17,500.00	
Globetrotter	20,000.00	20,000.00	20,000.00	20,000.00	20,000.00
Tally Ho Farm	13,500.00	13,500.00			
Ramsbury Brewery		30,000.00			
Frasers	400,000.00	380,000.00	380,000.00	380,000.00	380,000.00
Flannels			60,000.00	60,000.00	60,000.00
Paul & Shark			90,000.00	90,000.00	90,000.00
Polofix (2017 adjustments)		644.00			
DEVELOPMENT					
Development (Contributions from parents)		*37,812.00*	*38,000.00*	*29,170.00*	30,000.00
Junior HPA (Contributions from parents)		18,932.00	18,500.00	15,560.00	16,000.00
LICENSING			150,000.00	150,000.00	150,000.00
Sub Total	**493,500.00**	**575,888.00**	**816,500.00**	**802,230.00**	**786,000.00**

Expenditure

	BUDGET 2018	ACTUAL 2018	BUDGET 2019	FORECAST 2019	BUDGET 2020
COMMISSION & MANAGEMENT					
SHC Commission	-80,000.00	-76,000.00	-106,000.00	-90,000.00	-90,000.00
Polofix Commission	-9,700.00	-19,700.00	-16,000.00	-4,000.00	-4,000.00
TLA/Polofix - Sponsorship Management	-10,000.00	-39,333.00	-65,000.00	-62,500.00	-62,500.00
	-99,700.00	**-135,033.00**	**-187,000.00**	**-156,500.00**	**-156,500.00**
SPONSOR ENTERTAINMENT & COST					
Frasers Entertainment	-18,805.00	-15,004.00	-9,000.00	-10,109.00	-10,000.00
Other Sponsors Entertainment and Expenses	-50,540.00	-18,538.00	-19,000.00	-29,142.00	-30,000.00
Marketing (HPA Entertaining)	-3,500.00	-3,651.00	-4,000.00	-2,209.00	-2,500.00
Title/Sponsorship transfer to RCBPC		-22,556.00			
	-72,845.00	**-59,749.00**	**-32,000.00**	**-41,460.00**	**-42,500.00**
ENGLAND TEAMS & COST OF INTERNATIONALS					
Squad Retainers / Appearances	-30,000.00	-19,000.00	-20,000.00	-1,350.00	-5,000.00
Squad Kit	-5,000.00	-7,729.00	-8,000.00	-8,855.11	-9,000.00
Pony Kit		-2,324.00	-2,500.00		
Training Day	-2,000.00	-400.00	-1,000.00		
RCBPC International Day - cost of day	-	-131,056.85	-50,000.00	-54,337.37	-50,000.00
RCBPC International Day - cost of England team	-20,000.00	-20,400.00	-20,400.00	-21,035.00	-20,000.00
Beaufort International Day - cost of day	-	-18,252.63	-8,500.00	-11,691.82	-10,000.00
Beaufort International Day - cost of England team	-5,000.00	-3,935.00	-4,000.00	-3,400.00	-3,500.00
Cirencester Womens International - cost of day	-8,000.00	-8,531.00	-6,000.00	-8,730.00	-5,000.00
Cirencester Womens International - cost of team				-2,379.12	-2,500.00
Polo in the Park - cost of team		-1,805.00	-2,000.00	-3,279.96	-3,500.00
County Cup		-3,440.00			
Arena Club & Internationals	-15,000.00	-17,604.00	-15,000.00	-12,447.36	-15,000.00
Westchester Cup / Copa de las Naciones			-60,000.00	-51,942.04	-10,000.00
eas Tournaments - Australia (Men & Women) & Argentina	-5,000.00	-9,023.00	-5,200.00	-9,664.59	-25,000.00
FIP Tournaments					-15,000.00
	-90,000.00	**-243,500.48**	**-202,600.00**	**-189,112.37**	**-173,500.00**

COMMERCIAL ACTIVITY
2019

ANNEX F
COUNCIL AGENDA
26.11.19

	BUDGET 2018	ACTUAL 2018	BUDGET 2019	FORECAST 2019	BUDGET 2020
LICENSING		-64,454.00	-65,000.00		
Brand Ambassadors - Clothing				-2,965.00	-3,000.00
Photographer				-8,208.00	-8,000.00
Westchester Cup Branding				-2,141.00	
Commission to King of Games on MGs	*-20,000.00*	*-33,188.00*	*-40,000.00*	*-42,750.00*	-40,000.00
Commission to Brand Ambassadors				*-30,500.00*	-45,000.00
Trademark Expenditure		*-41,412.00*	*-40,000.00*	*-121,075.00*	-40,000.00
Depreciation - Amortisation of Patents		*-5,540.00*	*-5,540.00*	*-5,540.00*	-5,500.00
VL Awards Dinner				-18,307.00	-20,000.00
RCBPC Title Sponsorship				-50,000.00	-50,000.00
	-20,000.00	**-144,594.00**	**-150,540.00**	**-281,486.00**	**-211,500.00**
DEVELOPMENT					
Junior Westchester	*-20,000.00*	*-11,348.00*	*-3,500.00*	*-7,810.99*	
Flannels Pony Club	-15,000.00	-15,000.00	-15,000.00	-15,000.00	-15,000.00
Thai Polo - Pony Club	-7,000.00	-5,250.00	-5,250.00	-5,500.00	-5,500.00
Pony Club Grant		-7,000.00	-7,000.00	-7,000.00	-7,000.00
Development Committee	*-58,000.00*	*-64,902.00*	*-60,000.00*	*-58,022.56*	-60,000.00
Junior HPA	-24,000.00	-24,199.00	-24,000.00	-21,649.57	-24,000.00
	-124,000.00	**-127,699.00**	**-114,750.00**	**-114,983.12**	**-111,500.00**
GENERAL ADMINISTRATIVE EXPENSES					
Wages & Salaries		*-57,283.00*	*-63,240.00*	*-61,967.71*	-70,240.00
Staff Pensions		*-4,295.00*	*-4,800.00*	*-4,803.00*	-5,300.00
Staff Training		*-440.00*			
Office Expenses		*-11,547.00*	*-8,000.00*	*-6,196.20*	-8,000.00
Computer Softwear & Maintenance Costs		*-287.00*	*-350.00*	*-3,390.60*	-1,500.00
Printing Postage & Stationary		*-18.00*	*-250.00*	*-932.00*	-1,000.00
Hire of other Assets (operating leases)		*-757.00*	*-757.00*	*-757.00*	-750.00
Sundry Expenses		*-13.00*	*-13.00*		
Travel & Subsistence		*-3,956.00*	*-2,400.00*	*-3,650.00*	-3,500.00
Accountancy Fees		*-4,274.00*	*-2,400.00*	*-4,250.00*	-4,500.00
Legal & Professional Fees		*-5,176.00*	*-4,000.00*		
Bank Charges		*-116.00*	*-116.00*	*-116.00*	-116.00
Bank Interest Receivable		*3.00*			
Foreign Currency (gains)/losses		*-1,852.00*			
Sub Total		***-90,011.00***	***-86,326.00***	***-86,062.51***	***-94,906.00***
INCOME	493,500.00	575,888.00	816,500.00	802,230.00	786,000.00
EXPENDITURE	-406,545.00	-800,586.00	-773,216.00	-869,603.00	-790,406.00
FINAL TOTAL	**86,955.00**	**-224,698.00**	**43,284.00**	**-67,373.00**	**-4,406.00**

Development Breakdown	Income	Expenditure	Net
Training Days – Black Bears Polo Club	£2,280	£2,071	£209.credit
Junior Westchester Cup & US children visit		£10,057	£10,057
Select Matches		£3,185	£3,185
South Africa – Feb - 6 students	£10,190	£16,516	£6,326
South Africa – Dec -Budget 5 Students	£15,700	£21,339	£8,622
South Africa – 2 girls to S Brokensha	£1,000	£4,104	£3,104
Bursaries		£750	£750
Total Cost to HPA	**£29,170**	**£58,022**	**£28,852**