



## Treasurer's Report – 2015 / 16

### Introduction

The challenges in the changing age and quantity of both membership and participation at events have continued, although the decline has somewhat abated. This is due to increased numbers of younger members however and the 15+ age group continues a rapid decline.

ITCA funds have been bolstered this year by increased levels of sponsorship including GJW and Volvo which have contributed in real cash terms. With other sponsors contributing to enhanced levels of prizes at events.

### Membership

Since 2012, membership has reduced by 200, representing a fall of around 40%. The 16-18 age group has been the largest decline in the last 12 months with the 12 and under category now our second largest cohort.

### Total Members

	2012	2013	2014	2015	2016	2016-17
12 and under	3	4	7	29	39	82
13	1	2	14	32	49	73
14	6	21	44	67	74	88
15	15	37	73	88	94	78
16 to 18	189	261	258	189	112	35
Over 18	335	154	55	21	12	7
Unknown	28	16	7	1		
<b>Totals</b>	<b>577</b>	<b>495</b>	<b>458</b>	<b>427</b>	<b>380</b>	<b>363</b>

NOTE: Due to the change in membership year the 2016-17 figures are expected to rise to 2016 levels as the Nationals event takes place.

The membership fees were increased slightly in 2015 to help assist in running the class with fewer members, however this now needs a further review in light of the continued decline over the last two years.

### **Events**

Participation at events in 2015/16 were almost equivalent to 2014 even with the reduced members, however several events were run at a loss due to lower entries and the levels of fixed overhead for putting on an event.

### **Squads**

The squad account is managed to a level which anticipates a break even position at the end of the year.

Factors affecting the outcome include cancelled camps, use of class ribs and quantity of sailors accepting places within squads, as well as the level of RYA funding and phasing of payments.

The RYA funding is reducing year on year and so the quantity of training days is under review for the coming season to endeavour to keep parental contribution to consistent levels.

### **Areas**

Last year saw the consolidation of the area accounts into the main class account .in an endeavour to make administration easier. This however has meant a loss of sight to area reps and this is being rectified for 2017 now that the new finance system and personnel are becoming embedded.

### **Accounts**

When taking all the above items into account, the class has maintained sustainable revenue lines and generated a small excess of £17k for the year primarily due to receiving sponsorship that was not expected.

Other variations from a break-even position include:

#### **Income / Expenditure**

- Careful management of general class expenses
- Volvo sponsorship of class
- Slight excess in squad account as no cancelled camps.
- Less spend on rib and radio repair than in previous years.
- New website
- New class email system

### **Future Outlook**

With membership levels on a more stable footing though still declining, and with additional class cash sponsorship deals in place, it is important that the class creates a strategy that encourages grass root level participation in Topper sailing.

Future expenditure of the class will include items such as:

- Rib / engine replacement

- Club taster days
- Subsidised area training

The class continues to manage its finances relative to its projected income. Whilst future sponsorship cannot be guaranteed, it is important to invest any monies raised into the development of the class through brand awareness and presence.

Due to the continues declining numbers of both membership and participation at events and the increasing fees that host clubs charge for events, the following price increases are suggested for the 2017/18 season.

### **Membership**

Price increase from	£37	to	<b>£40</b>
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Additional family member from	£20	to	<b>£25</b>
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### **Event Entry**

Price increase from	£50	to	<b>£52.50</b>
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Late entry	from	£65	to	<b>£67.50</b>
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We will continue to seek suggestions from the members on how we can continue to move the class forward and make sure we deliver robust sustainability of the class for future young budding sailors.

Paul Albone

ITCA (GBR) Class Treasurer

June 2017