



## **Devizes RFC Ltd & Devizes RFC Facility Ltd Treasurer/Finance AGM Report**

As a final review of my time as treasurer/finance I'll review last years' challenges and successes and also review the period from July 2020 to help assess whether we have made progress over this period.

My overall emotion after 6yrs is that I believe the club is in a stronger financial position now than it has ever been. That doesn't ignore the undoubted challenges that need to be faced in the coming years and the speed of change.

Initially, the main challenge was dealing with covid and the consequences to the club. The need to take the old sports club over was not one taken lightly by the management committee and was not an easy decision. It was always going to come with additional work and challenges/opportunities.

Del has recapped in his report, around the background to the beginning of the facility and reflected on the past year. Prior to the facility we had worked with the other clubs for (18mths from 2020 to August 2022) where we had initially agreed costs for usage and ways of keeping the building open.

The decision to take on the facility still feels correct as we were the only club needing the building. It also still seems the correct solution to have a separate company (Devizes RFC Facility Ltd) running the facility which ensured the rugby club is protected should the facility face challenging trading times in the future.

I have run both the rugby club and facility financial side for the period Jul 2020 until May 2026. Many of the decisions that have been taken were done so with the longer term in mind. For example, we wanted to resolve our flooding problem at the entrance to the car park to enable us to renegotiate the car park contract. We levelled the pitch, completed the fence line around the pitch and created the paddock. This was partly to increase board sponsorship opportunities but also to fully understand the size of the paddock area and what it could potentially become in addition to improving the look.

The key areas for my role have been to ensure income generated increases and where possible manage costs. On the rugby side there is a cycle to the expenditure whether that be sponsorship renewal costs (main sponsors etc) and kit as well as membership.

Over the years sponsorship and membership income has increased compared to previous periods and it is clear without work being done on Sponsorship and Membership the club will find it difficult to maintain what it currently provides. It is evident by the increases we managed to achieve with the last 5yrs (2021-26) Sponsorship/Membership providing **£419k** total income against the 5yrs (2017-21) bringing in **£284k**.





# DEVIZES RFC

	Apr-17	Apr-18	Apr-19	Apr-20	Apr-21	Apr-22	Apr-23	Apr-24	Apr-25	Apr-26
SUBS	£ 20,563.00	£ 28,027.00	£ 31,935.00	£ 34,947.00	£ 16,731.00	£ 36,706.00	£ 42,796.00	£ 42,795.00	£ 36,628.00	£ 42,233.00
SPONSORSHIP	£ 27,493.00	£ 26,710.00	£ 34,579.00	£ 34,225.00	£ 8,674.00	£ 30,620.00	£ 52,742.00	£ 49,840.00	£ 38,542.00	£ 45,936.00
£20,000 deferred Sponsorship					£ 20,000.00					
Combined INCOME Subs/Sponsorship	£ 48,056.00	£ 54,737.00	£ 66,514.00	£ 69,172.00	£ 45,405.00	£ 67,326.00	£ 95,538.00	£ 92,635.00	£ 75,170.00	£ 88,169.00

Looking at the rugby club accounts the period before 2020 were challenging on income and spending. The accounts show the club as having '**£12,442**' in cash, down from **£35,580** in 2017. The good news is that every year since we've shown a surplus and cash has increased to **£112,252**. That means over a year of operating income in reserves and still extra to be used for projects. Within the money is £10,000 bequest which needs to be used for a capital project.

	Apr-17	Apr-18	Apr-19	Apr-20	Apr-21	Apr-22	Apr-23	Apr-24	Apr-25	Apr-26
CASH (and stock)	£35,580.00	£28,693.00	£19,883.00	£12,442.00	£57,586.00	£79,283.00	£96,406.00	£97,616.00	£90,152.00	£112,252.00
OPERATING SURPLUS/DEFICIT	-£15,983.00	-£21,472.00	-£ 6,103.00	-£ 6,257.40	£13,734.96	£21,019.00	£50,333.00	£ 5,028.00	£19,783.00	£ 28,589.00

We benefitted in 2021 from RFU covid grants of £16,794 (two payments). We were also lucky enough to benefit from some membership and sponsorship in 20-21 the season without having any tangible costs.

During the period 2021-26, we have been able to invest and ensure we bring the clubs outside areas up to a better standard. For example, we have spent close to **£40k** with pitch contractors, "seeding, verti-draining, sanding and weedkilling as well as another **£24k** on levelling pitch, fencing the whole pitch, creating the paddock area and moving the dugout. In addition, in the last 2yrs we've spent around **£10k** on equipment for the pitches (sit on mower, robot mower and line marker for the pitch). In addition, we've had two changes of senior kit and one of juniors. Any shortfall in junior kit has been made good annually to bridge any gaps. Overall match kit and other kit expenditure has been **£45,351** during this period.

In Del's report he mentions the work done inside and outside the facility. The costs for those items providing an improved (gravel) car park and improving the surface was **£25k** and **£4k+** on main tarmac to clubhouse. In addition, we have invested over **£40k** on improving what we have in the main building as highlighted in Del's note.

The expenditure over 5yrs purely for improvements (not counting playing kit and general kit) between the two companies is over **£150k**.

During the earlier period 2014-2021 Sports Club & 2017-2021 Rugby Club there was little being spent in terms of investment due primarily to income levels not being sufficient to invest in improvements other than essential maintenance.

## **2025-2026**

Over the last 12mths we have seen increases in surpluses in both the rugby club and the facility (**£28,589 & £28,804**).



	Dec-14	Dec-15	Dec-16	Apr-17	Apr-18	Apr-19	Apr-20 (Dec 20)	Apr 21 (Dec21)	Dec 22 (Dec22)	Apr-23	Apr-24	Apr-25	Apr-26
DRFC Ltd				-£15,983.00	-£21,472.00	-£ 6,103.00	-£ 6,257.40	£ 13,827.00	£ 21,225.00	£50,605.00	£5,028.00	£19,783.00	£28,589.00
DRFC Facility Ltd	-£6,030.00	£12,145.00	-£7,217.00	£ 1,744.00	-£ 8,264.00	-£ 5,982.00	£ 21,314.00	£ 20,191.00	£ 3,628.00	£ 3,972.00	£2,108.00	-£18,434.00	£28,804.00
Combined Club performance	-£6,030.00	£12,145.00	-£7,217.00	-£14,239.00	-£29,736.00	-£12,085.00	£ 15,056.60	£ 34,018.00	£ 24,853.00	£54,577.00	£7,136.00	£ 1,349.00	£57,393.00

In terms of 'Rugby' the accounts show total income up **£102,965 v £85,117**

Costs of sales & Administrative expenses controlled well **(£61,802) v (£54,453)**

A big proportion of the upside in the accounts is a result of Sponsorship & Membership up nearly £13k. Underspend was in pitch maintenance with the expectation that an additional £5/£7k was considered but weather worked against work being done.

In terms of the 'Facility' income has increased particularly in bar sales up to **£103,217 v £65,448**. The total income increased to **£195,687 v £134,647**. Overall costs held (£163k v £160k). Surplus is a result of managing costs and increasing income.

The focus for the club now needs to be to set the minimum bar at £50k Sponsorship income along with growing Membership income to £50k. On the Membership side it was positive this year to see a healthy increase in Vice President memberships. In addition, some very good new sponsorship deals were brought in which is great credit to all involved.

The only notable other area of 'income' is that of the 'club draw' and matchday activities. It is only £5 for a draw ticket (set up DD), we have a number of members who pay £20 a mth, it takes seconds to complete the DD and you could win one or more of the monthly prizes of "£250, £100 or £50." A big success this season has been 'guess the score' and 'pick a team' at VP lunches and other events. 'Great work Jason' for adding just over £2,000 to help support the club.

The key issue for the facility is to maintain the progress of last year in terms of other income from events particularly with the NHS Leg Club leaving. And of course to manage costs.

It is clear that surpluses can be made/maintained those surpluses should be used to improve the club, playing surfaces and other developments. I'm also acutely aware that it doesn't take much in terms of changes to income streams to change this very quickly.

It shouldn't be taken as read that surpluses are the norm, there are a number of factors that can and will influence the stability of the club going forward.

After 6yrs I look forward to others taking on this role and helping ensure continued growth and success at Devizes RFC.

Niall Maclean

Treasurer DRFC Ltd & Devizes RFC Facility Ltd