



## Finance Report October 2021

Firstly, I'd like to thank **sportscotland** for continuing to provide funding for the Scottish Governing Body (SGB), which fund part of our Chief Operating Offices' (COO) salary as well as the Development Officer and Development Coach salaries.

Thanks also to Andrew Haslam for performing bookkeeping tasks. In the past the COO also performed the treasurer and bookkeeper role. While this is a paid service now, separating the treasurer and bookkeeper allows for separation of responsibilities. A recent audit by KPMG made a couple of recommendations which have led to amendments to our finance policy and authorisation processes.

### Year 2020-2021

Last season was a challenging year with significant impacts to operations due to COVID and repeated lockdowns. Surprisingly our turnover was down only by £18K on the previous year to £137K. As an outdoor sport we were thankfully able to open NTS to members only for a limited season. This generated £42K income through tows and £5.4K memberships. Other income includes £8.6K income from café rent and £18K government grants. The total money received from **sportscotland** is £59K, which is allocated for SGB and not to be used for operational activities. The remainder 5K income is other income, interest, etc.

Early on in the season we received an initial grant from the government (9K inc. in the £18K mentioned above) and applied for the Small Business Bounce Back loan (£38K). This loan was deemed a sensible approach to take as the first year's interest is covered by the government and no repayments are required. We did not know how we would fare with COVID and having this available for emergencies was deemed sensible. The intention is to pay this back before the first-year term ends rather than take on any long-term liabilities. We missed out on the digital boost grant which was oversubscribed and the remaining 9K government grant was received towards the end of the tax year.

Expense totals £122K. Salaries and staff expenses equates to £82K and the remainder operational expenses £32k and depreciation at £8K.

The winter months were constrained again by COVID restrictions meaning lower than normal income. Spread payments down to £800 per month from typically £2.9K per month.

Last October our predictions estimated a loss of £20K. However, with the success of the grants, "tightening the belt over the winter months", etc we have ended in profit of £13K after depreciation and other adjustments.

There was an unused on the **sportscotland** money at the end of the financial year, which was not clawed back, and we were allowed to use this money for some much-needed purchases. Thanks to **sportscotland** for this kind gesture.

It's a fantastic achievement to conclude with a profit, when COVID has challenged so many businesses. My thanks go to all involved who has made this possible.

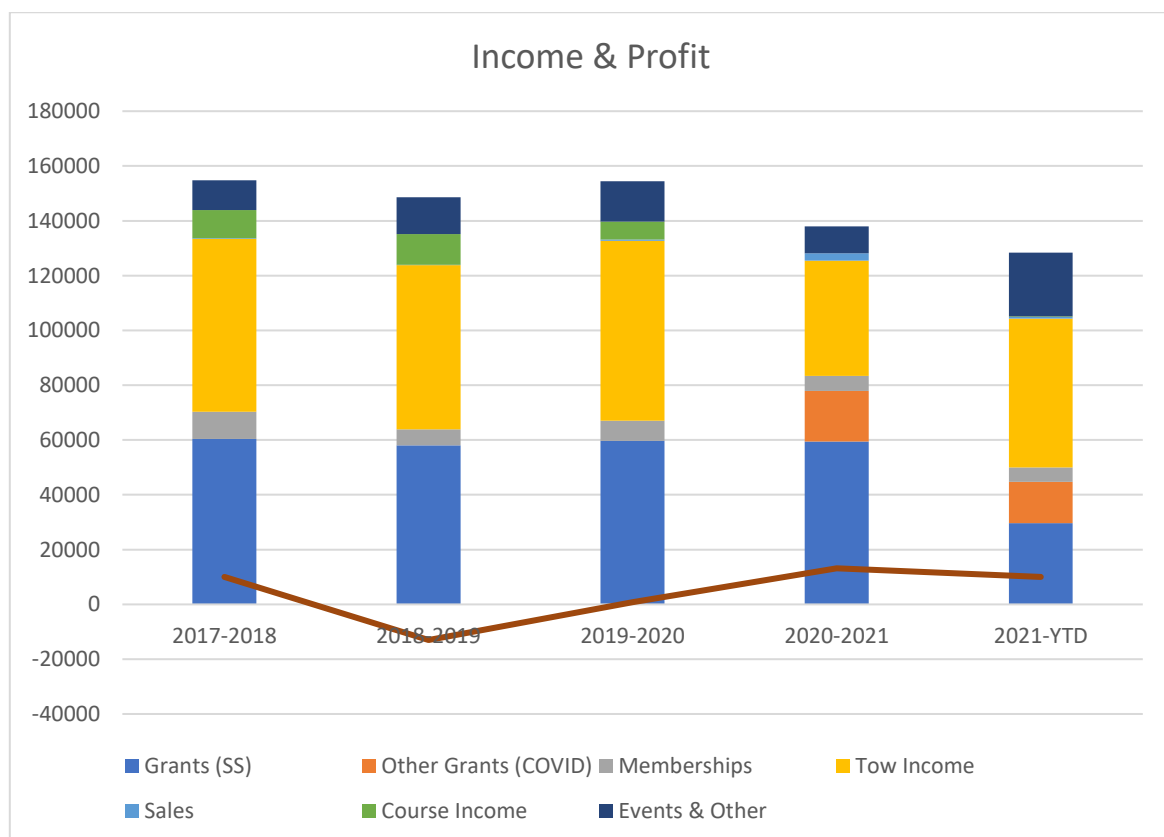
Interim Report 2021-2022

Start of the season stalled again due to COVID, the first three months income are down compared to a normal year but on par with 2020. Poor weather further delayed a full kick start to the season but when July hit, a massive increase in income, almost matching what was taken between April – June. August was also very good but we also had to deliver the sets sold in July.

Year to date income (to Aug) stands at £128K inc. £59K **sportscotland** funding. Towing income £52K which is up from the £41K income for the whole year in 2020. Membership income remains at £5K. Expenses thus far sits at £91K but there is £20K balance due for the wakeboard boat purchase. It's also anticipated **sportscotland** will claw back unused money from when the COO role was vacant.

The graphs below show that this year we're already well on the way to matching last year's income and it's predicted that we will surpass this. Fewer people paid for their bundles using spread payments this year – currently this stands at less than £500 per month – down significantly from £2.9K per month during normal operational years. All being well we will be allowed to remain open over winter months, operated by volunteers, hopefully generating enough income to cover running costs.

Finally, my thanks to all the staff and volunteers who have contributed in some way to keeping this organisation going.

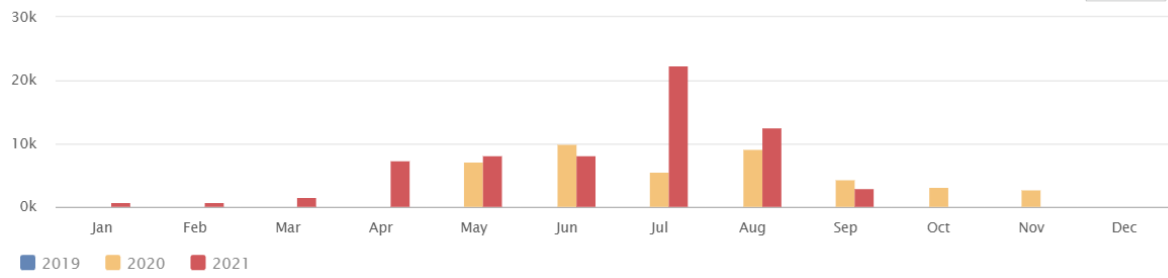


\* Profit (red line) is an estimated profit for YTD taking account of short-term liabilities due. **sportscotland** 2<sup>nd</sup> payment due Oct 2021.

## NTS Mind Body Income (Tow, Memberships & Product sales)

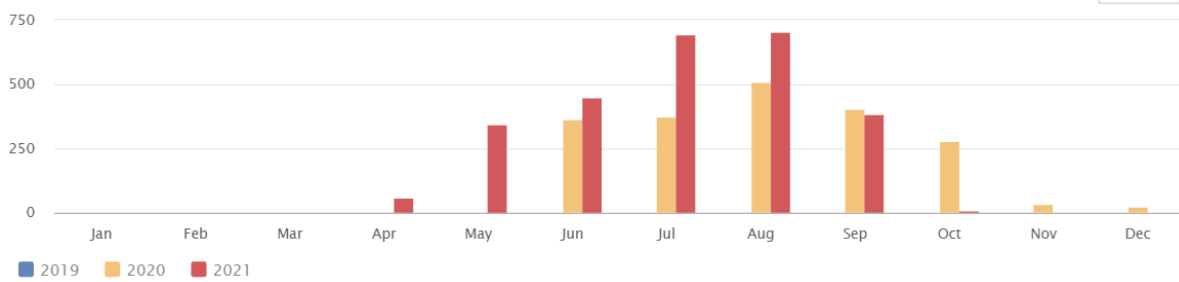
Sales – Year Over Year

Export



Attendance By Month

Export



Report: Stuart Baillie, Treasurer