

<b>Budget for the financial year 2022/2023</b>				<b>WORLD SQUASH</b>	
	<b>BUDGET</b>			<b>BUDGET</b>	
	<b>2021/2022</b>	<b>2021/2022</b>	<b>Notes</b>	<b>1</b>	<b>Notes</b>
<b>Accreditation</b>					
Ball Approval	9,270	9,005		£8,490.00	
Eyewear Certification	5,665	5,322		£5,150.00	
WSF Accredited Company (WAC)	34,313	38,125	1	£30,500.00	A
WSF Accredited Product (WAP)	73,890	71,300	2	£66,935.00	B
<b>Total Accreditation</b>	<b>123,138</b>	<b>123,752</b>		<b>£111,075.00</b>	
<b>Advertising (WSF Newsletter, Website etc.)</b>	1,000	0	3	£1,000.00	C
<b>Coach L1 Registration Fees</b>	5,040	5,875		£6,336.00	
<b>Coach L2 Registration Fees</b>	1,800	1,305		£1,725.00	
<b>Coach L3 Registration Fees</b>	3,000	831	4	£1,350.00	
<b>Commercial Sponsorship</b>	5,500	5,500		£8,700.00	D
<b>Disciplinary Fines</b>	250	0		£200.00	
<b>Donations including Friends of World Squash</b>	19,100	1,674	5	£18,100.00	E
<b>Grants - IOC</b>	22,726	23,262		£25,567.00	F
<b>Membership</b>	147,402	145,249	6	£147,327.00	G
<b>Miscellaneous Income</b>	0	49		£0.00	
<b>Satellite Tour Registration Fees</b>	6,500	8,812	7	£8,000.00	
<b>SPIN Registration Fees</b>	6,000	14,381	8	£15,000.00	
<b>SPIN Renewals (Adults)</b>	2,220	1,314		£3,995.00	H
<b>SPIN Renewals (Juniors)</b>	1,980	514	9	£860.00	
<b>Sponsorship - Ball Adoption</b>	39,750	39,750		£40,250.00	
<b>SquashSkills Coaching Platform</b>	6,000	5,944		£3,908.00	I
<b>VAT Review</b>	0	0		£5,000.00	J
<b>World Championship Rights Fees</b>	29,170	21,547	10	£29,590.00	
<b>WSO Income</b>	17,640	2,372	11	£8,000.00	K
<b>TOTAL INCOME</b>	<b>438,216</b>	<b>402,132</b>		<b>£435,983.00</b>	
<b>Commission Activity</b>					
- Anti-Doping & Medical	53,800	69,818	12	£57,000.00	a
- Audit & Risk	0	0		£5,000.00	b
- Coaching	10,200	7,317		£11,905.00	c
- Courts & Equipment	8,420	8,169	13	£8,530.00	
- Events Championships	8,320	2,466	14	£7,470.84	d
- Events Major Games	13,000	98	15	£3,680.00	e
- Governance & Compliance	10,000	8,820	16	£2,000.00	f
- Referee	0	0		£7,500.00	g
- Squash 57	2,200	533	17	£2,420.00	h
<b>Total Commission Activity</b>	<b>105,940</b>	<b>97,221</b>		<b>£105,505.84</b>	
<b>Annual General Meeting</b>	8,900	737	18	£8,800.00	
<b>Bank interest and charges</b>	2,040	2,776		£2,040.00	
<b>Communications &amp; Media</b>	22,400	22,437		£21,600.00	
<b>Consultancy Fees</b>	92,000	93,013	19	£90,000.00	i
<b>Contingency Expenditure</b>	8,000	1,545		£5,000.00	
<b>Depreciation &amp; Amortisation</b>	15,272	15,004		£14,804.40	
<b>Information Technology</b>	10,821	8,989	20	£10,465.00	
<b>Insurance</b>	4,150	4,425		£5,250.00	
<b>Membership Subscriptions</b>	5,700	4,878		£6,162.41	j
<b>Miscellaneous Expenses</b>	1,200	296.58		£1,200.00	
<b>Officers &amp; Staff Travel and Expenses</b>	23,430	20,858	21	£22,550.00	k
<b>Overheads - Electricity</b>	1,320	1,190		£2,130.00	
<b>Overheads - Rent &amp; Rates</b>	7,120	7,092		£7,125.00	
<b>Overheads - Office Stationery, Post, Telephone etc</b>	7,070	3,598	22	£7,010.00	l
<b>Professional Fees - Book Keeping Fees</b>	28,656	44,034	23	£26,855.72	m
<b>Profit/loss on exchange</b>	0	-9		£0.00	
<b>Publications - Squash Player Magazine</b>	2,579	1,815		£2,000.00	
<b>Salaries - WSF staff</b>	57,251	54,466	24	£59,809.80	n
<b>Strategic Review Roadmap</b>	3,008	10,953		£10,000.00	
<b>Visual Reality Expenses</b>	9,125	7,514	25	£6,000.00	o
<b>World Squash Officiating (Refs)</b>	15,600	27,757	26	£20,100.00	p
<b>WSF Website Review</b>	5,000	0	27	£0.00	
<b>OTHER OVERHEADS</b>	<b>330,642</b>	<b>333,368</b>		<b>£328,902.33</b>	
<b>TOTAL EXPENDITURE</b>	<b>£436,582.00</b>	<b>£430,589.02</b>		<b>£434,408.17</b>	
<b>GROSS SURPLUS/DEFICIT</b>	<b>£1,634.00</b>	<b>-£28,456.96</b>		<b>£1,574.83</b>	

## NOTES

The following are to assist in understanding differences between 2021/2022 Budget and Actual figures:

### INCOME

- 1 Accredited Company: McWIL accredited
- 2 Accredited Products: Connor Sports no longer producing squash products so did not renew
- 3 Advertising: Anticipated Income not realised due to event cancellation impacted by CV-19 (-£1,000)
- 4 Coaches L3 : Level 3 Courses cancelled due to CV-19
- 5 Commercial Sponsorship: Anticipated income impacted by CV-19 (-£19,000)
- 6 Membership Korea dropped from 4 votes to 2 (-£2,037)
- 7 Satellite Tour Reg: Quicker bounce-back from pandemic than originally budgeted
- 8 SPIN Registration: More than anticipated as events re-start after 2 years
- 9 SPIN U19 Renewals: Lower than anticipated due to low number of events and TS system not sending out reminders init
- 10 World Championship Rights Fees- Loss of 50% of WJ21 (-£2692) and all anticipated levies from MWT21 (-£3220) & WJ £2880)
- 11 WSO Income: Registrations in first year have been slower than initially predicted

### EXPENDITURE

- 12 Anti-Doping: a pre-payment applying to 2021 had to be unwound in this year to remove this from the balance sheet. An accountancy adjustment (£12,247)
- 13 Coaching Coaching courses postponed due to CV-19
- 14 Championships: Events postponed due to CV-19
- 15 Major Games: SportAccord held virtually; Support for Asian & African Games postponed
- 16 Governance & Audit: Projects ongoing and will be completed in next financial year
- 17 Squash57: Activities postponed due to CV-19
- 18 AGM: AGM held virtually and new firm used for voting software leading to minimum expenses incurred
- 19 Consultancy Fees: Adjusted to include CEO Pension & C Houlton budget removed from Feb (net £1k difference)
- 20 Contingency for IT support not needed
- 21 Staff Travel: CEO travel curtailed due to CV-19 18/08/2022 Officers' Travel and Expenses: Travel more expensive than anticipated post CV-19
- 22 Overheads - printing reduced as part of savings drive - however printer & computer due for replacement
- 23 Professional Fees- unforeseen cost for HR/tax advice, cost for VAT review and legal advice for company move to UK
- 24 Salaries: CEO pension contribution moved to correct nominal as not on payroll; estimated amount for part-time staff ad
- 25 Contingency for VR IT support not needed
- 26 WSO: WSF's 50% of set-up costs for 2021 were invoiced by PSA in 2022, hence not budgeted
- 27 Website Development: put on hold

**The following are to assist in understanding differences between 2021/2022 Actual and 2022/2023 Budget figures**

**INCOME**

- A** Accredited Companies: Anticipation of one company not renewing in 2023
- B** Accredited Products: Anticipation of some products not renewing in 2023 due to continuing impact of CV-19
- C** Advertising: modest target for WSF Newsletter banners to be reintroduced following Covid
- D** Footwear & Clothing: Clothing added to Teuton contract increase in contract 2022/23
- E** Planned relaunch of Friends of World Squash
- F** Grants: IOC RIF Development Funding, €32000 exchange rate used at time of applying as indicator.
- G** Membership Fees - Based on 2022 figures, two new members targeted and Kenya's suspension being lifted
- H** SPIN Adult Renewal: Based on previous year with small increase, now events opening up more
- I** SquashSkills Coaching Platform: Predicted income based on initial income after costs
- J** VAT Review: Assumes modest VAT refund
- K** WSO Income: Based on WSO projection figures and WSF promotion to the MNFs

**EXPENDITURE**

- a** Anti-Doping: Anti-Doping Programme now outsourced in its entirety to ITA - subject to fluctuation in exchange rates as in CHF; WADA symposium costs were higher than expected which caused overspend.
- b** Audit & Risk: Covers completion of VAT review
- c** Coaching: Full Coaching programme budget expected
- d** Events Championships: Resumption of all tournaments running, budgets reinstated
- e** Events Major Games: CWG Expenditure
- f** Governance & Compliance budget for move to UK
- g** Referee Commission: 50% of RG costs retained in WSF budget with 50% in WSO line
- h** Squash57: Budget reinstated from previous year as key line in strategy
- i** Consultancy Fees: CEO - Championships Consultant fee transferred to salaries line
- j** Membership Subscriptions: Last year included a CV-19 reduction not anticipated to be given again
- k** Officer & Staff Travel: CEO full year costs, CV-19 restrictions lifting allowing greater travel
- l** Overheads - Printer requires replacement, plus projected rise in printing as events increase
- m** Professional Fees: Based on previous years less one-off project costs such as VAT review
- n** Staff Salaries & Pension: 3% increase in salary for 2 full-time staff in post for one year. Cost of p/t employee from fee previously paid to Championships consultant
- o** Visual Reality: Set up costs removed, annual running costs only
- p** World Squash Officiating: Platform costs; WSO Manager fees and depreciation costs; no outstanding creditor invoices so budget set with slight increase to 2021/22 level