

## TREASURER'S REPORT

### GTC AGM – 14 MAY 2017

It has been a pleasure to serve as the GTC's Treasurer throughout 2016–17. This is my eighth AGM report since being appointed.

Terry Abrey continues to serve the GTC as Accountant and has continued to provide sound advice over the year. The figures he has prepared show the end of year accounts in more detail. The GTC and Zerb financial years ran from 1 February 2016 to 31 January 2017.

Sophie Day continues to assist me as bookkeeper.

James French provides a summary of advertising revenue in his report.

Here is a summary of the figures for the year (% changes show a change compared to the comparative figure for 31 January 2016).

#### GTC

- Income – A surge in GTC (non-IAWF) subscription revenue, up by 8.2%
- Income – An additional £2,625 from IAWF subscriptions. Some of this money is due back to the IAWF.
- Income – following the 12.8% increase in Sponsorship revenue in 2014–15, James French managed a further 32.1% increase this year. Well done, James.
- Income – increased savings from income and moving some money to Bonds and higher interest Community Savings accounts increased bank interest earned from £201 to £1,424 in a single financial year.
- Expenditure – Council meeting costs reduced considerably, dropping by over £1,000.
- Expenditure – 17.8% increase in administration costs. The additional work and resources required for new members and increased services for members has contributed to this.
- Expenditure – a large (over £1,000) reduction in Education & Member Services. This is one area where Council would like to increase funding over the coming years.
- Expenditure – a gentle, but sustainable increase of 16.7% in the cost of providing popular and valuable workshops. Still incredible value for money for members.
- Increase in expected Corporation Tax from £40 to £285.
- Bank – 6.4% increase in cash in bank to £166,073

#### ZERB

- Zerb – as expected, a loss on Zerb. This year at £37,192.

- Write-off – two bad debts totalling £1,110 had to be written off this year.
- Bank – stable level in account from start to end of the year.

#### GROUP TOTAL

- Surplus
  - 2013–14 £10,335 surplus
  - 2014–15 £7,239 surplus
  - 2015–16 £3,933 surplus
  - 2016–17 £19,661 surplus

I set-out some highlights of the year:

- Members are reminded that, for tax purposes, we run separate accounts for GTC and our publishing arm, Zerb. Both GTC and Zerb enjoyed good income this year as a result of increasing membership numbers and excellent levels of income from sponsors and advertisers. For another year, this means we have been able to fund our ongoing activities without (a) any consideration about raising membership subscription levels or (b) using any savings reserves.
- We have been able to promote new schemes to our members, including the Public Liability Insurance scheme. The GTC makes no surplus from this scheme and, in fact, uses its funds to subsidise the administrative cost of assisting Performance in running the scheme.
- The commission deal with VW Cordwallis was renewed for another year, providing more members with great discounts on their new VW vehicles and commission payments for the GTC. We also have a similar scheme with Rossetts Mercedes and the commission payments have now started to flow from them.
- The GTC now has two savings accounts: the first a 120 Day Notice account with Hampshire Bank, in which £40,000 has been deposited. And a new bond account with Cambridge & Counties bank with a £74,000 balance. The current account and savings are split to take advantage of higher interest rates across a variety of providers and to ensure that no single account holds an amount greater than that guaranteed by the Government in case of a bank collapse.
- On debtors, we wrote-off two bad debts this year – Ianiro and Bradley Engineering (both in administration).
- We send statements of account to overdue debtors on a monthly basis, charge interest on overdue debts and take County Court action only if absolutely necessary. As of 31 January 2017 (the end of the financial year) the debtor figures were: GTC (£14,939, down from £18,405) and Zerb (£17,931 – almost identical to the end of 2016).

- Creditors. At 31 January 2017, the total creditors stood at £19,467 and £7,861 for GTC and Zerb respectively.
- There was a group surplus for the financial year of £19,661 (this combines figures from the GTC and Zerb management accounts). After a gradual reduction in surplus amounts over the past three financial years, I'm pleased to report a very large upswing in surplus for this year. We did not have significant outgoings this year (last year we had the website re-build). The bank accounts are therefore healthy and I am pleased that, yet again in these challenging times, we have managed to make a surplus at all for the year.
- The Corporation Tax & VAT Returns for 2015–16 have been duly submitted to HMRC.
- Both Roger Richards and Sophie Day requested small increases in their payment rate this year. Council unanimously agreed to the increases. Roger's rate was based on a historical rate over 5 years ago and was due a review in any case.

Simon Roe  
Treasurer  
9 May 2017

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