

<b>Budget for the financial year 2023/2024</b>							
DESCRIPTION	BUDGET	ACTUAL	BUDGET	ACTUAL	Notes	BUDGET	Notes
	2021/2022	2021/2022	2022/2023	2022/2023		2023/2024	
<b>Accreditation Totals*</b>	123,138	£123,733.66	£111,075.00	£102,745.00	<b>1</b>	<b>£114,976.00</b>	<b>A</b>
Advertising (WSF Newsletter, Website etc.)	1,000	£0.00	£1,000.00	£0.00	<b>2</b>	£1,000.00	
<b>Championship Non-Compliance Fines</b>	0	£0.00	£0.00	£6,675.00	<b>3</b>	£0.00	
<b>Coaching Totals*</b>	15,840	£13,954.67	£13,319.00	£17,346.90	<b>4</b>	<b>£16,175.00</b>	
<b>Commercial Sponsorship*</b>	45,250	£45,250.00	£48,950.00	£51,401.18	<b>5</b>	£51,200.00	
<b>Disciplinary Fines</b>	250	£0.00	£200.00	£700.00		£200.00	
<b>Donations including Friends of World Squash</b>	19,100	£1,673.69	£18,100.00	£100.00	<b>6</b>	£18,100.00	<b>B</b>
<b>Grants - IOC</b>	22,726	£23,262.33	£25,567.00	£25,850.50		£23,834.00	
<b>Membership Totals*</b>	144,815	145,249.00	147,327.00	£148,943.25	<b>7</b>	<b>£152,969.00</b>	<b>C</b>
<b>Miscellaneous Income</b>	0	£0.00	£0.00	£0.00		£0.00	
<b>Satellite Tour Registration Fees</b>	6,500	£8,812.45	£8,000.00	£11,417.50	<b>8</b>	£12,000.00	
<b>SPIN Totals*</b>	10,200	£16,209.89	£19,855.00	£30,851.00	<b>9</b>	<b>£24,410.00</b>	<b>D</b>
<b>VAT Review</b>	0	£0.00	£5,000.00	£0.00	<b>10</b>	£0.00	
<b>World Championship Rights Fees</b>	29,170	£21,547.00	£29,590.00	£44,375.00	<b>11</b>	£22,575.00	<b>E</b>
<b>World Junior Rankings</b>	0	£0.00	£0.00	£0.00		£15,000.00	<b>F</b>
<b>WSO Income</b>	17,640	£2,372.37	£8,000.00	£2,117.05	<b>12</b>	£0.00	<b>G</b>
<b>TOTAL INCOME</b>	<b>435,629</b>	<b>£402,065.06</b>	<b>£435,983.00</b>	<b>£442,522.38</b>		<b>£452,439.00</b>	
<b>Annual General Meeting</b>	8,900	£737.09	£8,800.00	7,476.23	<b>13</b>	£1,100.00	<b>H</b>
<b>Anti-Doping ITA Costs</b>		£67,884.94	£55,200.00	63,433.41	<b>14</b>	£59,000.00	<b>I</b>
<b>Bank interest and charges</b>	2,040	£2,206.06	£2,040.00	3,869.58	<b>15</b>	£3,960.00	
<b>Commission Activity Totals*</b>	105,940	£29,336.29	£50,305.84	£43,798.29	<b>16</b>	<b>£44,980.00</b>	
<b>Communications &amp; Media</b>	22,400	£22,436.60	£21,600.00	21,600.00		£21,600.00	
<b>Conference Meetings</b>	0	£0.00	£0.00	£0.00		£10,000.00	<b>J</b>
<b>Consultancy Fees</b>	92,000	£93,012.82	£90,000.00	21,499.98	<b>17</b>	£0.00	<b>K</b>
<b>Contingency Expenditure</b>	8,000	£1,545.00	£5,000.00	4,044.42		£8,000.00	<b>L</b>
<b>Depreciation &amp; Amortisation</b>	15,272	£15,203.85	£14,804.40	12,645.18	<b>18</b>	£1,200.00	<b>M</b>
<b>Information Technology</b>	10,821	£8,988.50	£10,465.00	8,881.47	<b>19</b>	£12,000.00	<b>N</b>
<b>Insurance</b>	4,150	£4,424.86	£5,250.00	6,371.49	<b>20</b>	£7,811.00	
<b>Membership Subscriptions</b>	5,700	£4,877.83	£6,162.41	(41.07)	<b>21</b>	£2,106.00	<b>O</b>
<b>Miscellaneous Expenses</b>	1200	£132.09	£1,200.00	168.25	<b>22</b>	£1,000.00	<b>P</b>
<b>Officers &amp; Staff Travel and Expenses</b>	23,430	£20,858.52	£22,550.00	21,500.83		£30,460.00	<b>Q</b>
<b>Overheads - WSF Office Totals*</b>	15,510	£11,879.75	£16,265.00	£12,463.33	<b>23</b>	<b>£16,781.00</b>	<b>R</b>
<b>Professional Fees - Book Keeping Fees</b>	28,656	£43,730.16	£26,855.72	22,556.00	<b>24</b>	£25,066.00	<b>S</b>
<b>Profit/loss on exchange</b>	0	£82.09	£0.00	23.59		£0.00	
<b>Publications - Squash Player Magazine</b>	2,579	£1,815.00	£2,000.00	1,748.40		£1,800.00	
<b>Salaries - WSF staff France</b>	0	£0.00	£0.00	64,500.02	<b>25</b>	£87,000.00	<b>T</b>
<b>Salaries - WSF staff UK</b>	57,251	£51,052.44	£59,809.80	59,379.37		£66,558.00	<b>U</b>
<b>Strategic Review Roadmap</b>	3,008	£10,953.00	£10,000.00	9,945.00		£0.00	<b>V</b>
<b>SquashTV Expense</b>	0	£0.00	£0.00	0.00		£2,000.00	<b>W</b>
<b>Visual Reality Expenses</b>	9,125	£7,514.17	£6,000.00	2,014.52	<b>26</b>	£4,880.00	<b>X</b>
<b>World Junior Rankings</b>	0	£0.00	£0.00	0.00		£15,000.00	<b>Y</b>
<b>World Squash Officiating (Refs)</b>	15,600	£27,757.49	£20,100.00	22,512.35	<b>27</b>	£27,000.00	<b>Z</b>
<b>WSF Archive/Library Expenses</b>	0	£0.00	£0.00	2,000.00	<b>28</b>	£2,000.00	
<b>WSF Website Review</b>	5,000	£0.00	£0.00	£0.00		£0.00	
<b>TOTAL EXPENDITURE</b>	<b>£436,582.00</b>	<b>£426,428.55</b>	<b>£434,408.17</b>	<b>£412,390.64</b>		<b>£451,302.00</b>	
<b>Accruals adjustment subject to audit</b>				3632			
<b>GROSS SURPLUS/DEFICIT</b>	-£953.00	-£24,363.49	£1,574.83	£26,499.74		£1,137.00	
Non Operational Loss (Joint Tangible Asset W/Off)				£44,679.98	<b>29</b>		
				-£18,180.24			

**Breakdown of Totals\*****Accreditation Income**

Ball Approval	9,270	£8,987.00	£8,490.00	7,975.00	£7,552.00
Eyewear Certification	5,665	£5,321.66	£5,150.00	63,190.00	£4,775.00
WSF Accredited Company (WAC)	34,313	£38,125.00	£30,500.00	26,687.50	£31,410.00
WSF Accredited Product (WAP)	73,890	£71,300.00	£66,935.00	4,892.50	£71,239.00
	123,138	£123,733.66	£111,075.00	£102,745.00	£114,976.00

**Coaching Income**

Coach L1 Registration Fees	5,040	£5,875.09	£6,336.00	7,087.00	£6,000.00
Coach L2 Registration Fees	1,800	£1,304.56	£1,725.00	3,000.00	£2,525.00
Coach L3 Registration Fees	3,000	£831.25	£1,350.00	2,050.00	£1,650.00
Coaching Platform SquashSkills	6,000	£5,943.77	£3,908.00	5,209.90	£6,000.00
	15,840	£13,954.67	£13,319.00	£17,346.90	£16,175.00

**Commercial Sponsorship**

Dunlop Ball Adoption	39,750	£39,750.00	£40,250.00	£40,000.00	£40,000.00
Other (Teuton & Olympic Channel)	5,500	£5,500.00	£8,700.00	£11,401.18	£11,200.00
	45,250	£45,250.00	£48,950.00	£51,401.18	£51,200.00

**Membership Income**

Membership - Affiliated Organisations (4217)	0	£0.00	£0.00	£0.00	£0.00
Membership - Associate Membership (4216)	1,462	£1,445.00	£1,254.00	1,087.50	£1,233.00
Membership - Full member - 1 votes (4215)	16,962	£17,210.00	£18,080.00	19,861.00	£19,554.00
Membership - Full member - 2 votes (4214)	28,140	£28,343.50	£29,547.00	30,954.00	£33,333.00
Membership - Full member - 3 votes (4213)	16,933	£16,933.00	£17,346.00	16,165.75	£15,314.00
Membership - Full member - 4 votes (4212)	24,187	£24,187.50	£22,575.00	22,575.00	£23,253.00
Membership - Full member - 5 votes (4211)	5,397	£5,396.50	£5,528.00	5,528.00	£5,694.00
Membership - Full member - 6 votes (4210)	51,734	£51,733.50	£52,997.00	52,772.00	£54,588.00
	144,815	£145,249.00	£147,327.00	£148,943.25	£152,969.00

**SPIN Income**

SPIN Registration Fees	6,000	14,381	15,000	28,241.00	£22,650.00
SPIN Renewals (Adults)	2,220	1,314	3,995	1,480.00	£1,160.00
SPIN Renewals (Juniors)	1,980	514	860	1,130.00	£600.00
	10,200	16,210	19,855	30,851	£24,410.00

**Commission Activity Expenditure**

- Anti-Doping & Medical Travel	53,800	£1,933.15	£1,800.00	673.18	£1,800.00
- Audit & Risk	0	£0.00	£5,000.00	9,000.00	£9,000.00
- Coaching	10,200	£7,316.75	£11,905.00	£10,819.52	£15,040.00
- Courts & Equipment	8,420	£8,169.20	£8,530.00	8,110.24	£8,540.00
- Ethics	0	£0.00	£0.00	£0.00	£3,000.00
- Events Championships	8,320	£2,466.14	£7,470.84	£8,705.87	£6,500.00
- Events Major Games	13,000	£98.35	£3,680.00	£4,199.54	£0.00
- Events Masters	0	£0.00	£0.00	£0.00	£300.00
- Governance & Compliance	10,000	£8,820.00	£2,000.00	£1,540.00	£0.00
- Referee	0	£0.00	£7,500.00	£173.94	£300.00
- Squash 57	2,200	£532.70	£2,420.00	£576.00	£500.00
	105,940	£29,336.29	£50,305.84	£43,798.29	£44,980.00

**Overheads - WSF Office Expenditure**

Overheads - Electricity	1,320	£1,189.60	£2,130.00	£998.31	£3,756.00
Overheads - Rent & Rates	7,120	£7,092.46	£7,125.00	£7,092.46	£7,125.00
Overheads - Stationery, Post, Telephone, Cleaning etc	7,070	£3,597.69	£7,010.00	£4,372.56	£5,900.00
	15,510	£11,879.75	£16,265.00	£12,463.33	£16,781.00

<b>NOTES</b>	
<b>The following are to assist in understanding differences between 2022/2023 Budget and Actual figures:</b>	
<b>INCOME</b>	
1	One accredited company (McWIL) did not renew and Harrisons did not pay for its products to be accredited as expected
2	No advertising revenue received
3	Non compliance with Championship Regulation fines not budgeted for.
4	Coaching Fees performed better than predicted by MK
5	Commercial Sponsorship Olympic Channel Fees for WM22 & WC23 were not included in original budget
6	Donations not received - Friends of World Squash project delayed
7	Membership performed better than predicted- new 2 vote membership Bangladesh applying
8	Satellite Tour Registration Fees performed better than predicted
9	Spin registration increased - exceeded expectation assisted by change in accounting (note: charges for paypal use now in Bank charges)
10	Written off VAT income as not fallen in this year
11	Masters Rights Fees £7365 not taken into account. New event World Cup Entry Fees added
12	WSO Income - no income received Jan-June due to change in agreement with PSA
<b>EXPENDITURE</b>	
13	AGM underspend outgoing VP did not travel, attended virtually
14	Anti doping - Education not budgeted for + £6k ( £3K budget) investigation -+ £1k exchange rate difference: £8k more than expected overall
15	Charges higher than expected due to large card payments meaning high card fees incurred-increased now to 5% cc to realistic cover charge. Also change of bookkeeping - all SPIN PayPal charges now in this line instead of SPIN line
16	Commission Expenditure -World Cup expenses not budgeted for - few travel lines more than expected - saving in Anti-doping travel line (Anne attending virtually). RG Fees (£7500) now moved to WSO line VAT bill £4K more than expected. Squash57 budget reduced
17	Consultancy Fees included buffer for changing to payroll that was not required - transferred line to French Payroll from Oct 22
18	No longer amortising Joint Intangible Asset W/Off - £44,679.98 in April
19	IT - conservative spending, no additional IT support required over and above the service agreement.
20	Insurance - £3K group travel not budgeted for (personal insurance does not cover business travel)
21	Refund of 2022 GAISF fees in this year (following winding up), as all refunded in this financial year this has created a positive balance.
22	Conservative spending during the period.
23	Conservative spending during the period.
24	Additional lawyer costs expected but not billed in this year as the move to UK trading did not occur
25	Salaries France - Moved to separate payroll nominal from Oct 22 (see note 17) Contingency allowed for payroll service not required
26	Visual Reality contingency budget not used as no major project or support undertaken
27	Budget for Manager not fully utilised as only Lee & Roy included on WSO accounts (4K). RG Fees now put back to this line (£7.5K) from Ref Commission/ Jan- June expenditure capped - agreement with PSA completed.

28	WSF Archive / Library Expenses - Unbudgeted item
29	Joint Tangible Asset W/Off in April to be shown as separate line as non-operational loss
<b>The following are to assist in understanding differences between 2022/2023 Actual and 2023/2024 Budget figures:</b>	
<b><u>INCOME</u></b>	
A	Several companies interested in accrediting - Fees to increase by inflation (6%) in January
B	Friends of World Squash planned relaunch on early 2024
C	Membership Fees proposal to increase fees by 6% (subject to approval at AGM)
D	Conservative budget set as difficult to predict with fewer WSF events falling in this financial year than 2022/23
E	Fewer WSF events in this financial year than last year
F	Potential new income stream. Net zero balance with expected expenditure (see W).
G	No income expected as per new PSA agreement to pay capped expenses fee.
<b><u>EXPENDITURE</u></b>	
H	Virtual 2023 AGM so only platform costs this year
I	New agreement with ITA reducing testing number but include Reveal (anti-doping reporting) and sample retention (note: as billed in CHF therefore subject to exchange fluctuation)
J	Budget for in-person Board Meeting
K	Line no longer required as now paid through salary (see R)
L	Increased contingency to cover unexpected costs
M	No amortisation so budget reduced accordingly (due to WSO value write off)
N	Increase expected across supplies and support contingency added
O	Resume usual budget for membership subscriptions
P	Contingency for unexpected items cards. Flowers on bereavement
Q	Travel and other expenses costs increased as we move back to more physical meetings.
R	As spending costs kept to a minimum last financial year, stationery and lighting replacement costs need to be increased.
S	Increased legal costs to re-issue trading contracts for new WSF company.
T	Increase due to full year of French Payroll now in this line
U	5% salary increase for UK full time staff
V	No budget required this year
W	Support to host MNFs to meet streaming requirements for worldsquash.tv.
X	Contingency for Tournament Software support and development.
Y	Expense for running proposed new Junior Ranking system (zero balance with projected income).
Z	Interim agreement with PSA to cap WSF's contribution to WSO costs until June 2024.