DRESSAGE

YEAR END FINANCIAL REPORTS 1/6/16 - 31/5/17

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Dressage NZ Financial Report for the year ended 31 May 2017

I would like to present the Financial Reports for the year ended 31 May 2017.

Despite showing a big loss of $33,557 Dressage has had a very good "operations" year!

Annual Starts (Registration Fees) have increased – mainly due to the increased fee put through last year but there has also been an improvement in numbers (from 1570 horses in 2016 to 1598 this year). Looking at the Training and Development analysis there has been a 4.3% increase in tests ridden with almost all levels are showing an increase in participation.

Fundraising this year has reached new heights – the Stable of Stallions having its most successful year yet, the Grand Prix Rose initiative added another $4,000 and also extra funds were raised for the CDI which was held in conjunction with the World Challenge in October.
This enabled us to support Julie to the Olympics as well as Wendi to the World Cup and our FEI judges (Helen HK, Sue Hobson and Linda WD) on further training overseas.
The money raised by Wendy et al in their Walk For WEG ($3,000 to date) is not included in this total as it will not be used until we send the team to WEG (It is showing in the Balance Sheet as Fundraising in Advance).

Grants – these were disappointing this year, but certainly not through lack of effort by Celine. Like all other organisations Dressage is finding it more difficult to source funds through Gaming Trusts and the like. However we are very grateful to those that do continue to support us: Southern Trust (World Challenge), NZ Racing Board, Trust House and Eastern & Central Community Trust for the Nationals and Pelorus Trust for the Under 25 Championships.

Sponsors – as I have said before – without our sponsors (both Series and Competition) our sport would be a very pale imitation of what we have come to expect. So, a very big thank you to them.

Competitions - not such a happy picture!
All the competitions DNZ ran were badly affected by the reduced grants meaning that while Bates Nationals was able to break-even, both the World Challenge and the Equestrian Entries Under 25 (Young Rider) Championships ran at losses.
In addition, it must be noted the World Challenge included the CDI which significantly increased the costs.

The Legal Costs relating to the HR Settlement have hit the budgeted surplus bringing us into a loss situation. Although this is shown in the accounts for this year, *in my mind* I have taken this from "savings" (see the reduction in the "On Call" Bank Account balance) giving us an operating surplus of $6,400.

Looking ahead to the 2017/18 year, the budget is (as usual) just more of the same based on our plans at the moment but this does not preclude us taking advantage of new opportunities that may present themselves during the year! We will also be working hard to add to the 2018 WEG campaign fundraising – but expenditure on that won't hit the accounts until the 2018/19 year.

My report wouldn't be complete without a very big thank-you to Linda and the board and committees, Wendy and Celine who all work tirelessly to improve the delivery of the sport.
And of course the Area Committees, Show Organisers and volunteers, riders, owners, breeders – in fact everyone involved in Dressage!!!

Unfortunately I am unable to attend the Conference this year – I was looking forward to catching up with everyone and the Marlborough hospitality – but I promise to keep working away at the numbers and see you next year.

Sara Bright

Dressage NZ
Income & Expenditure May:2016/17

	This Month Actual	Month Budget	Year Actual	To Budget	Date Variance	Full Year Budget	Last YTD Actual
Income							
Registration Fees	(1,395)	3,500	112,623	114,000	(1,377)	114,000	106,144
Training & Development Levy	6,861	3,500	66,847	64,000	2,847	64,000	66,200
Downgrading Fees		0	1,478	1,540	(62)	1,540	1,530
Annual Conference Income		0		0	0	0	8,783
Fundraising	435	0	23,878	9,700	14,178	9,700	4,075
Grants		0	16,000	37,000	(21,000)	37,000	33,083
Course Fees		0	14,252	12,000	2,252	12,000	16,922
Interest Received - TSB	155	200	7,401	7,250	151	7,250	7,569
Interest Received - Other	878	0	878	0	878	0	0
Sponsorship		0	45,941	43,375	2,566	43,375	41,553
Donations		0	5,218	800	4,418	800	5,000
Entry Fees		0	96,021	84,500	11,521	84,500	82,059
Event Sponsorship	300	0	40,791	39,500	1,291	39,500	26,972
Other Event Income		0	987	13,500	(12,513)	13,500	12,285
Stationery Sales	1,494	800	15,784	16,000	(216)	16,000	17,137
Merchandise Sales	90	0	8,047	5,800	2,247	5,800	7,616
Cost of Sales	(556)	0	(4,218)	(4,320)	102	(4,320)	(8,829)
Sundry Income	52	0	1,786	0	1,786	0	2,351
	8,315	8,000	453,714	444,645	9,069	444,645	430,449
Expenditure							
Accommodation & Meals	611	500	29,995	30,080	(85)	30,080	29,013
Administration	2,133	1,600	25,378	27,200	(1,823)	27,200	24,237
Bad Debts		0		0	0	0	3,500
Bank Charges	15	20	519	605	(86)	605	584
Catering & Bar Purchases		200	21,135	25,900	(4,765)	25,900	33,621
Coaches/Lecturers		0	8,172	9,600	(1,428)	9,600	8,516
Depreciation	33	50	532	600	(68)	600	751
Computer/Software		0	4,114	500	3,614	500	162
FEI Fees		0	3,404	2,500	904	2,500	741
Gratuities		0	12,759	6,800	5,959	6,800	6,975
Hireages		0		2,000	(2,000)	2,000	1,691
Hospitality		0	232	200	32	200	171
Insurance & ACC Levies		0	550	750	(200)	750	695
Judging Gratuities		0	11,670	9,100	2,570	9,100	7,282
Legal Expenses	32,575	0	39,954	10,000	29,954	10,000	2,949
Loss on Disposal of Asset		0	886	0	886	0	0
Medals, Rosettes & Rugs	1,495	1,000	25,627	21,880	3,747	21,880	22,627
Personal Grants		0	37,570	15,000	22,570	15,000	10,000
Postage & Courier	132	40	2,351	2,585	(234)	2,585	1,813
Printing	1,682	0	15,176	20,900	(5,724)	20,900	21,470
Prize Money	3,565	0	26,924	25,450	1,474	25,450	21,052
Promotion & Marketing	675	500	16,619	12,650	3,969	12,650	5,683
Publicity		0		0	0	0	1,450

Dressage NZ

Income & Expenditure May:2016/17

	This Month Actual	Month Budget	Year Actual	To Budget	Date Variance	Full Year Budget	Last YTD Actual
Result Processing		0	3,553	3,200	353	3,200	3,175
Salaries	7,510	6,897	61,724	63,000	(1,276)	63,000	62,315
Sound Systems & RT's		0	6,112	5,500	612	5,500	4,877
Sponsor Servicing		0	988	2,350	(1,362)	2,350	1,892
Stationery & Photocopy	796	180	4,373	4,200	173	4,200	3,932
Sundry Expenses	366	200	15,048	15,050	(2)	15,050	15,429
Telephone & Fax	385	250	3,200	3,000	200	3,000	3,416
Television/Video Production		0		1,000	(1,000)	1,000	5,975
Training Grants		600	1,560	1,800	(240)	1,800	1,900
Travel	1,477	900	41,767	46,175	(4,408)	46,175	28,713
Travel - Board		0		0	0	0	9,651
Travel - Mileage	98	90	4,727	4,090	637	4,090	4,738
Travel Subsidies	100	0	10,411	12,950	(2,539)	12,950	10,812
Uniforms		0	2,272	3,800	(1,528)	3,800	3,711
Venue/Equipment Hire	265	275	46,921	49,725	(2,804)	49,725	46,007
Veterinary		0	1,050	700	350	700	413
	53,914	13,302	487,271	440,840	46,431	440,840	411,940
Excess Income over	(45,599)	(5,302)	(33,557)	3,805	(37,362)	3,805	18,509

TSB Bank Balances

			Balance				
TSB on call Deposit	(31,892)	0	66,743	0	66,743	0	26,170
TSB - Cheque Account	(1,080)	0	14,993	0	14,993	0	(5,918)
Forum Cheque Account	2,640	0	4,176	0	4,176	0	30
TSB Term Deposit - 01		0	60,000	0	60,000	0	0
TSB Term Deposit - 02		0	15,000	0	15,000	0	0
TSB Term Deposit - 03		0	30,000	0	30,000	0	0
TSB Term Deposit - 04		0	65,000	0	65,000	0	0
Accounts Receivable	**(5,409)**	**0**	**14,356**	**0**	**14,356**	**0**	**(7,749)**
Accounts Payable	**8,080**	**0**	**24,420**	**0**	**24,420**	**0**	**(964)**

Dressage NZ

Statement of Financial Performance
for the month ended May:2016/17

Young Rider Training

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
Course Fees	0	11,522	10,000	1,522	10,000	9,778
Event Sponsorship	0	1,500	0	1,500	0	0
	0	13,022	10,000	3,022	10,000	9,778
Expenses						
Accommodation & Meals	0	778	1,000	(222)	1,000	493
Catering & Bar Purchases	0	1,281	1,200	81	1,200	1,243
Coaches/Lecturers	0	8,172	6,000	2,172	6,000	5,580
Gratuities	0	0	500	(500)	500	100
Travel	0	222	800	(578)	800	0
Travel - Mileage	0	266	0	266	0	432
Uniforms	0	2,045	2,000	45	2,000	1,998
Venue/Equipment Hire	0	3,487	2,500	987	2,500	713
	0	16,252	14,000	2,252	14,000	10,559
Young Rider Training	0	(3,230)	(4,000)	770	(4,000)	(781)

National Development Programme

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
	0	0	0	0	0	0
Expenses						
	0	0	0	0	0	0
National Development	0	0	0	0	0	0

Training - All Squads

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
Grants	0	0	0	0	0	4,900
Course Fees	0	0	2,000	(2,000)	2,000	2,278
	0	0	2,000	(2,000)	2,000	7,178
Expenses						
Accommodation & Meals	0	585	300	285	300	161
Catering & Bar Purchases	0	0	500	(500)	500	0
Coaches/Lecturers	0	0	3,000	(3,000)	3,000	2,150
Judging Gratuities	0	0	0	0	0	502
Medals, Rosettes & Rugs	0	94	0	94	0	306
Postage & Courier	0	13	0	13	0	0
Stationery & Photocopy	0	49	0	49	0	0
Sundry Expenses	0	158	200	(42)	200	353
Training Grants	0	60	1,800	(1,740)	1,800	1,900
Travel	0	1,366	500	866	500	2,091
Travel - Mileage	0	0	200	(200)	200	0
Venue/Equipment Hire	0	0	0	0	0	1,000
	0	2,324	6,500	(4,176)	6,500	8,463
Training - All Squads	0	(2,324)	(4,500)	2,176	(4,500)	(1,284)

Administration

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
Registration Fees	(1,395)	112,623	114,000	(1,377)	114,000	106,144
Training & Development Levy	6,861	66,847	64,000	2,847	64,000	66,200
Downgrading Fees	0	1,478	1,540	(62)	1,540	1,530
Fundraising	0	3,834	5,200	(1,366)	5,200	0
Interest Received - TSB	155	7,401	7,250	151	7,250	7,569
Interest Received - Other	878	878	0	878	0	0
Sundry Income	0	(261)	0	(261)	0	0
	6,500	192,801	191,990	811	191,990	181,443
Expenses						
Accommodation & Meals	312	2,908	4,730	(1,822)	4,730	4,913
Bad Debts	0	0	0	0	0	3,500
Bank Charges	15	519	605	(86)	605	584
Depreciation	33	532	600	(68)	600	751
Computer/Software	0	1,114	500	614	500	162
Insurance & ACC Levies	0	550	750	(200)	750	695
Legal Expenses	32,575	39,954	10,000	29,954	10,000	0

Loss on Disposal of Asset	0	886	0	886	0	0
Medals, Rosettes & Rugs	0	0	0	0	0	172
Postage & Courier	123	2,029	1,700	329	1,700	1,694
Printing	496	1,548	500	1,048	500	753
Promotion & Marketing	0	500	0	500	0	280
Publicity	0	0	0	0	0	250
Salaries	7,510	61,724	63,000	(1,276)	63,000	62,315
Stationery & Photocopy	763	3,260	3,200	60	3,200	2,794
Sundry Expenses	266	3,636	3,100	536	3,100	3,192
Telephone & Fax	385	3,200	3,000	200	3,000	3,416
Travel	387	4,180	4,000	180	4,000	5,512
Travel - Mileage	98	3,154	1,790	1,364	1,790	2,238
	42,964	129,693	97,475	32,218	97,475	93,221
Administration Surplus/(Costs)	(36,464)	63,108	94,515	(31,407)	94,515	88,222

Board/Committee

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
	0	0	0	0	0	0
Expenses						
Accommodation & Meals	298	5,172	5,750	(578)	5,750	5,638
Catering & Bar Purchases	0	1,539	4,400	(2,861)	4,400	3,861
Stationery & Photocopy	0	0	200	(200)	200	22
Sundry Expenses	0	150	0	150	0	0
Travel	1,090	8,722	11,100	(2,378)	11,100	569
Travel - Board	0	0	0	0	0	9,651
Travel - Mileage	0	826	900	(74)	900	768
Venue/Equipment Hire	265	979	1,925	(946)	1,925	1,400
	1,653	17,388	24,275	(6,887)	24,275	21,909
Board/Committee Surplus/(Costs)	(1,653)	(17,388)	(24,275)	6,887	(24,275)	(21,909)

Conference

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
Annual Conference Income	0	0	0	0	0	8,783
	0	0	0	0	0	8,783
Expenses						

Accommodation & Meals	0	1,535	1,300	235	1,300	1,166
Catering & Bar Purchases	0	2,870	6,000	(3,130)	6,000	14,570
Medals, Rosettes & Rugs	0	0	150	(150)	150	117
Stationery & Photocopy	0	100	100	0	100	79
Sundry Expenses	0	1,100	900	200	900	1,496
Travel	0	1,745	900	845	900	808
Travel Subsidies	0	4,701	7,150	(2,449)	7,150	6,712
Venue/Equipment Hire	0	1,200	1,500	(300)	1,500	1,269
	0	13,250	18,000	(4,750)	18,000	26,216
Conference Surplus/(Costs)	0	(13,250)	(18,000)	4,750	(18,000)	(17,434)

Judges

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
Course Fees	0	2,730	0	2,730	0	4,865
	0	2,730	0	2,730	0	4,865
Expenses						
Accommodation & Meals	0	80	1,000	(920)	1,000	1,385
Catering & Bar Purchases	0	0	0	0	0	890
Coaches/Lecturers	0	0	0	0	0	786
Gratuities	0	261	0	261	0	100
Personal Grants	0	2,570	0	2,570	0	0
Stationery & Photocopy	0	111	0	111	0	0
Sundry Expenses	0	37	0	37	0	0
Travel	0	1,900	1,700	200	1,700	2,109
Travel Subsidies	0	1,250	1,500	(250)	1,500	1,500
Venue/Equipment Hire	0	391	300	91	300	761
	0	6,600	4,500	2,100	4,500	7,531
Judges Surplus/(Costs)	0	(3,870)	(4,500)	630	(4,500)	(2,666)

Member Services

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
Sundry Income	52	52	0	52	0	0
	52	52	0	52	0	0
Expenses						
Accommodation & Meals	0	0	0	0	0	199

Administration	0	0	0	0	0	537
Postage & Courier	0	0	800	(800)	800	0
Printing	0	210	3,800	(3,590)	3,800	3,800
Promotion & Marketing	525	7,865	5,900	1,965	5,900	0
Sundry Expenses	0	0	200	(200)	200	150
Travel	0	0	0	0	0	249
	525	8,075	10,700	(2,626)	10,700	4,934
Member Services Surplus/(Costs)	(473)	(8,022)	(10,700)	2,678	(10,700)	(4,934)

Marketing

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
	0	0	0	0	0	0
Expenses						
Accommodation & Meals	0	0	750	(750)	750	1,327
Administration	2,133	15,332	16,700	(1,368)	16,700	14,200
Postage & Courier	9	153	85	68	85	74
Printing	0	160	0	160	0	50
Promotion & Marketing	0	0	1,000	(1,000)	1,000	0
Publicity	0	0	0	0	0	500
Sponsor Servicing	0	988	1,200	(212)	1,200	1,018
Stationery & Photocopy	33	560	300	260	300	296
Sundry Expenses	100	1,319	1,500	(181)	1,500	1,632
Travel	0	323	500	(177)	500	956
Travel - Mileage	0	0	500	(500)	500	794
	2,275	18,835	22,535	(3,700)	22,535	20,848
Marketing Surplus/(Costs)	(2,275)	(18,835)	(22,535)	3,700	(22,535)	(20,848)

National Championship

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
Fundraising	0	12,371	4,500	7,871	4,500	4,075
Grants	0	12,000	22,000	(10,000)	22,000	18,183
Donations	0	4,798	300	4,498	300	4,565
Entry Fees	0	64,570	54,000	10,570	54,000	52,117
Event Sponsorship	300	33,555	30,000	3,555	30,000	24,622
Other Event Income	0	787	12,000	(11,213)	12,000	12,285
Sundry Income	0	1,694	0	1,694	0	0
	300	129,775	122,800	6,975	122,800	115,847

Expenses

Accommodation & Meals	0	11,335	7,500	3,835	7,500	7,211
Administration	0	5,546	6,000	(455)	6,000	5,000
Catering & Bar Purchases	0	10,149	9,300	849	9,300	9,192
FEI Fees	0	1,877	1,500	377	1,500	741
Gratuities	0	7,478	3,500	3,978	3,500	3,370
Hireages	0	0	2,000	(2,000)	2,000	1,691
Judging Gratuities	0	7,498	5,500	1,998	5,500	5,630
Medals, Rosettes & Rugs	(161)	5,010	3,500	1,510	3,500	3,627
Printing	0	4,647	4,100	547	4,100	4,264
Prize Money	0	15,913	16,600	(687)	16,600	15,391
Promotion & Marketing	0	4,676	2,000	2,676	2,000	1,995
Publicity	0	0	0	0	0	600
Result Processing	0	1,536	1,500	36	1,500	1,466
Sound Systems & RT's	0	4,382	3,000	1,382	3,000	3,017
Stationery & Photocopy	0	126	400	(274)	400	566
Sundry Expenses	0	2,577	5,100	(2,523)	5,100	4,871
Television/Video Production	0	0	1,000	(1,000)	1,000	5,975
Travel	0	17,289	16,620	669	16,620	11,293
Travel - Mileage	0	310	500	(190)	500	326
Travel Subsidies	0	3,760	3,500	260	3,500	2,000
Uniforms	0	0	1,500	(1,500)	1,500	1,350
Venue/Equipment Hire	0	25,271	26,000	(729)	26,000	26,867
Veterinary	0	248	350	(102)	350	107
	(161)	129,627	120,970	8,657	120,970	116,552
National Championship	461	148	1,830	(1,682)	1,830	(705)

Product Sales

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
Stationery Sales	1,494	15,784	16,000	(216)	16,000	17,137
Merchandise Sales	90	8,047	4,000	4,047	4,000	5,920
Cost of Sales	(556)	(4,218)	(2,720)	(1,498)	(2,720)	(7,305)
Sundry Income	0	300	0	300	0	2,347
	1,028	19,913	17,280	2,633	17,280	18,100
Expenses						
Printing	1,186	6,935	10,000	(3,065)	10,000	10,802
Sundry Expenses	0	200	250	(50)	250	250
	1,186	7,135	10,250	(3,115)	10,250	11,052
Product Sales Surplus/(Costs)	(158)	12,778	7,030	5,748	7,030	7,047

Selectors

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
	0	0	0	0	0	0
Expenses						
Accommodation & Meals	0	328	950	(622)	950	501
Travel	0	1,670	1,500	170	1,500	1,583
	0	1,998	2,450	(452)	2,450	2,084
Selectors Surplus/(Costs)	0	(1,998)	(2,450)	452	(2,450)	(2,084)

Series

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
Sponsorship	0	45,941	43,375	2,566	43,375	41,553
Event Sponsorship	0	(8,000)	(8,000)	0	(8,000)	(8,100)
	0	37,941	35,375	2,566	35,375	33,453
Expenses						
Administration	0	500	500	0	500	500
Catering & Bar Purchases	0	661	0	661	0	0
Medals, Rosettes & Rugs	1,657	14,665	13,900	765	13,900	13,972
Postage & Courier	0	152	0	152	0	29
Printing	0	0	800	(800)	800	738
Prize Money	3,565	7,957	3,000	4,957	3,000	3,530
Promotion & Marketing	0	1,900	2,600	(700)	2,600	2,625
Sponsor Servicing	0	0	1,150	(1,150)	1,150	874
Sundry Expenses	0	45	0	45	0	0
Travel	0	0	2,500	(2,500)	2,500	2,516
	5,222	25,880	24,450	1,430	24,450	24,784
Series Surplus/(Costs)	(5,222)	12,062	10,925	1,137	10,925	8,670

Technical

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD

Income						
	0	0	0	0	0	0
Expenses						
Accommodation & Meals	0	647	0	647	0	0
Catering & Bar Purchases	0	96	0	96	0	0
Coaches/Lecturers	0	0	600	(600)	600	0
Computer/Software	0	3,000	0	3,000	0	0
Sundry Expenses	0	181	0	181	0	0
Training Grants	0	1,500	0	1,500	0	0
Travel	0	2,233	1,900	333	1,900	0
Venue/Equipment Hire	0	450	0	450	0	0
	0	8,107	2,500	5,607	2,500	0
Technical Surplus/(Costs)	0	(8,107)	(2,500)	(5,607)	(2,500)	0

International Tours

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
Donations	0	87	0	87	0	0
	0	87	0	87	0	0
Expenses						
Personal Grants	0	35,000	15,000	20,000	15,000	10,000
	0	35,000	15,000	20,000	15,000	10,000
International Tours	0	(34,913)	(15,000)	(19,913)	(15,000)	(10,000)

Volunteer Recognition

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
	0	0	0	0	0	0
Expenses						
Sundry Expenses	0	250	500	(250)	500	0
	0	250	500	(250)	500	0
Volunteer Recognition	0	(250)	(500)	250	(500)	0

World Challenge

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
Fundraising	435	2,676	0	2,676	0	0
Grants	0	3,000	9,000	(6,000)	9,000	5,000
Donations	0	80	0	80	0	0
Entry Fees	0	10,883	7,000	3,883	7,000	7,230
Event Sponsorship	0	9,575	9,500	75	9,500	4,300
Other Event Income	0	0	1,000	(1,000)	1,000	0
	435	26,214	26,500	(286)	26,500	16,530
Expenses						
Accommodation & Meals	0	3,469	2,800	669	2,800	2,797
Catering & Bar Purchases	0	2,349	2,500	(151)	2,500	1,874
FEI Fees	0	1,527	1,000	527	1,000	0
Gratuities	0	1,100	400	700	400	1,205
Hospitality	0	232	200	32	200	171
Judging Gratuities	0	2,632	2,400	232	2,400	0
Medals, Rosettes & Rugs	0	2,148	1,630	518	1,630	1,792
Printing	0	882	900	(18)	900	297
Prize Money	0	3,054	3,650	(596)	3,650	0
Promotion & Marketing	0	476	550	(74)	550	409
Publicity	0	0	0	0	0	100
Result Processing	0	167	0	167	0	0
Sound Systems & RT's	0	100	500	(400)	500	0
Stationery & Photocopy	0	122	0	122	0	0
Sundry Expenses	0	2,448	1,500	948	1,500	1,835
Travel	0	1,482	3,155	(1,673)	3,155	400
Travel - Mileage	0	170	200	(30)	200	180
Travel Subsidies	0	0	300	(300)	300	200
Venue/Equipment Hire	0	6,897	6,500	397	6,500	3,410
Veterinary	0	802	350	452	350	306
	0	30,056	28,535	1,521	28,535	14,976
World Challenge Surplus/(Costs)	435	(3,843)	(2,035)	(1,808)	(2,035)	1,555

Young Rider Championships

	This Month "Actual"	Year to Date "Actual"	"Budget"	"Variance"	Budget Full Year	Actual Last YTD
Income						
Fundraising	0	4,997	0	4,997	0	0
Grants	0	1,000	6,000	(5,000)	6,000	5,000
Donations	0	253	500	(247)	500	435
Entry Fees	0	20,568	23,500	(2,932)	23,500	22,711

Event Sponsorship	0	4,161	8,000	(3,839)	8,000	6,150
Other Event Income	0	200	500	(300)	500	0
Merchandise Sales	0	0	1,800	(1,800)	1,800	1,696
Cost of Sales	0	0	(1,600)	1,600	(1,600)	(1,523)
Sundry Income	0	0	0	0	0	3
	0	31,179	38,700	(7,521)	38,700	34,472

Expenses

Accommodation & Meals	0	3,158	4,000	(842)	4,000	3,204
Administration	0	4,000	4,000	0	4,000	4,000
Catering & Bar Purchases	0	2,191	2,000	191	2,000	1,990
Gratuities	0	3,920	2,400	1,520	2,400	2,200
Judging Gratuities	0	1,540	1,200	340	1,200	1,150
Medals, Rosettes & Rugs	0	3,709	2,700	1,009	2,700	2,641
Postage & Courier	0	5	0	5	0	16
Printing	0	794	800	(6)	800	766
Prize Money	0	0	2,200	(2,200)	2,200	2,130
Promotion & Marketing	150	1,203	600	603	600	374
Result Processing	0	1,850	1,700	150	1,700	1,709
Sound Systems & RT's	0	1,630	2,000	(370)	2,000	1,860
Stationery & Photocopy	0	46	0	46	0	176
Sundry Expenses	0	2,948	1,800	1,148	1,800	1,651
Travel	0	635	1,000	(365)	1,000	145
Travel Subsidies	100	700	500	200	500	400
Uniforms	0	227	300	(73)	300	363
Venue/Equipment Hire	0	8,246	11,000	(2,754)	11,000	10,587
	250	36,801	38,200	(1,399)	38,200	35,364
Young Rider Championships	(250)	(5,622)	500	(6,122)	500	(892)

DRESSAGE NZ

	This Year 2016/17 Actual	Budget	Variance	Last Year	Budget 2017 / 18
Administration					
Income					
Registration Fees	112,623	114,000	(1,377)	106,144	115,500
Training & Development Levy	66,847	64,000	2,847	66,200	60,000
Downgrading Fees	1,478	1,540	(62)	1,530	1,470
Fundraising	3,834	5,200	(1,366)	0	0
Interest Received - TSB	7,401	7,250	151	7,569	5,750
Interest Received - Duncan Fund	878	0	878		
	193,061	191,990	1,071	181,444	182,720
Expenses					
Accommodation & Meals	2,908	4,730	(1,822)	4,932	3,010
Bad Debts	0	0	0	3,500	0
Bank Charges	519	605	(86)	584	590
Depreciation	532	600	(68)	751	360
Computer	1,114	500	614	162	800
Insurance & ACC Levies	550	750	(200)	695	650
Legal Expenses	39,954	10,000	29,954	2,949	3,000
Loss on Disposal of Asset	886	0	886	0	0
Medals, Rosettes & Rugs	0	0	0	172	0
Postage & Courier	2,029	1,700	329	1,694	1,160
Printing	1,548	500	1,048	753	1,500
Promotion & Publicity	500	0	500	530	0
Salaries	61,724	63,000	(1,276)	62,315	63,300
Stationery & Photocopy	3,260	3,200	60	2,794	3,150
Sundry Expenses	3,897	3,100	797	3,192	3,500
Telephone & Fax	3,200	3,000	200	3,416	3,360
Travel	4,180	4,000	180	5,961	4,550
Travel - Mileage	3,154	1,790	1,364	2,238	3,100
	129,953	97,475	32,478	96,638	92,030
Administration Surplus/(Costs)	63,108	94,515	(31,406)	84,806	90,690
Board and Committee					
Expenses					
Accommodation & Meals	5,172	5,750	(578)	5,638	4,800
Catering & Bar Purchases	1,539	4,400	(2,861)	3,861	2,700
Stationery & Photocopy	0	200	(200)	22	0
Sundry Expenses	150	0	150	0	
Travel	8,722	11,100	(2,378)	10,220	8,500
Travel - Mileage	826	900	(74)	768	1,070
Venue/Equipment Hire	979	1,925	(946)	1,400	1,500
	17,388	24,275	(6,887)	21,909	18,570
Board/Committee Surplus/(Costs)	(17,388)	(24,275)	6,887	(21,909)	(18,570)
Conference					
Income	0	0	0	8,783	0
Expenses	13,250	18,000	(4,750)	26,216	17,500
Conference Surplus/(Costs)	(13,250)	(18,000)	4,750	(17,434)	(17,500)
Judges					
Income	2,730	0	2,730	4,865	0
Expenses	6,600	4,500	2,100	7,531	5,800
Judges Surplus/(Costs)	(3,870)	(4,500)	630	(2,666)	(5,800)

DRESSAGE NZ	This Year 2016/17 Actual	Budget	Variance	Last Year	Budget 2017 / 18
Member Services (incl DNZ Bulletin)					
Income	52	0	52	0	0
Expenses	8,075	10,700	(2,625)	4,934	6,600
Member Services Surplus/(Costs)	(8,023)	(10,700)	2,677	(4,934)	(6,600)
Marketing					
Expenses	18,835	22,535	(3,700)	20,848	22,100
Marketing Surplus/(Costs)	(18,835)	(22,535)	3,700	(20,848)	(22,100)
Product Sales					
Sales	24,131	20,000	4,131	25,404	19,300
Cost of Sales & expenses	11,353	12,970	(1,617)	18,357	10,970
Product Sales Surplus/(Costs)	12,778	7,030	5,748	7,047	8,330
Selectors					
Expenses	1,998	2,450	(452)	2,084	2,300
Selectors Surplus/(Costs)	(1,998)	(2,450)	452	(2,084)	(2,300)
Series					
Income	45,941	43,375	2,566	41,553	46,000
Expenses	33,880	32,450	1,430	32,884	34,850
Series Surplus/(Costs)	12,061	10,925	1,136	8,670	11,150
Technical					
Expenses	8,107	2,500	5,607	0	2,100
Technical Surplus/(Costs)	(8,107)	(2,500)	(5,607)	0	(2,100)
International Tours / Olympic Qualifier					
Income	87	0	87	0	0
Expenses	35,000	15,000	20,000	10,000	10,000
International Tours Surplus/(Costs)	(34,913)	(15,000)	(19,913)	(10,000)	(10,000)
Volunteer Recognition					
Expenses	250	500	(250)	0	500
Volunteer Recognition Surplus/(Costs)	(250)	(500)	250	0	(500)
Training	(5,554)	(8,500)	2,946	(2,065)	(11,600)
Training - All Squads					
Income	0	2,000	(2,000)	7,178	0
Expenses	2,324	6,500	(4,176)	8,463	6,500
Training Surplus/(Costs)	(2,324)	(4,500)	2,176	(1,284)	(6,500)
Young Rider Training					
Income	13,022	10,000	3,022	9,778	11,500
Expenses	16,252	14,000	2,252	10,559	16,600
Newcomer Group - Senior & Junior Surplus/(Costs)	(3,230)	(4,000)	770	(781)	(5,100)

DRESSAGE NZ

	This Year 2016/17 Actual	Budget	Variance	Last Year	Budget 2017 / 18
Competitons & Events					
National Championship					
Income	129,775	122,800	6,975	115,847	129,100
Expenses	129,627	120,970	8,657	116,552	128,050
National Championship Surplus/(Costs)	148	1,830	(1,682)	(705)	1,050
World Challenge & CDI					
Income	26,214	26,500	(286)	16,530	15,500
Expenses	30,056	28,535	1,521	14,976	18,150
World Challenge Surplus/(Costs)	(3,842)	(2,035)	(1,807)	1,555	(2,650)
Young Rider Championships					
Income	31,179	38,700	(7,521)	35,995	30,500
Expenses	36,801	38,200	(1,399)	36,887	34,600
Young Rider Championships Surplus/(Costs)	(5,622)	500	(6,122)	(892)	(4,100)
TOTAL INCOME	466,192	455,365	10,827	447,378	434,620
TOTAL EXPENDITURE	499,749	451,560	48,189	428,837	427,220
Surplus / (Deficit)	(33,557)	3,805	(37,362)	18,540	7,400

Dressage New Zealand

Statement of Financial Position as at 31st May 2017

Subject to Audit

		This Year	Last Year
Current Assets			
TSB - Cheque Account	14,993		12,460
TSB on call Deposit	66,743		118,578
TSB - Forum Account	4,176		1,519
TSB Term Deposit - 01 Contingency Fund	60,000		60,000
TSB Term Deposit - 02 Contingency Fund	15,000		15,000
TSB Term Deposit - 03 Contingency Fund	30,000		
TSB Term Deposit - 04 Contingency Fund	65,000		65,000
Accrued Interest	2,559		1,634
Payments in Advance	4,765		11,435
Product Stock on Hand	18,616		19,073
Accounts Receivable	14,356		11,246
		296,208	315,945
Fixed Assets			
Equipment		4,082	3,000
Total Assets		300,290	318,944
Current Liabilities			
Accrued Holiday Pay	8,081		7,621
GST Payable/(Refund Due)	(2,275)		549
Receipts in Advance (Rose Sales - Net)	0		3,717
Fundraising in Advance (WEG)	3,000		
Income Received in Advance	40,866		36,580
Accounts Payable	24,420		10,689
		74,092	59,158
Member's Funds			
Retained Earnings	259,754		241,246
Surplus/(Deficit) this year	-33,557		18,541
		226,198	259,787
Total Liabilities & Member's Funds		300,290	318,944

Dressage New Zealand

Statement of Financial Performance
for the year ended 31st May 2017

Subject to Audit

	Acutal	Budget	Variance	Last Year 2016
Income				
Registration Fees	112,623	114,000	(1,377)	106,144
Training & Development Levy	66,847	64,000	2,847	66,200
Downgrading Fees	1,478	1,540	(62)	1,530
Annual Conference Income	0		0	8,783
Fundraising	23,878	9,700	14,178	4,075
Grants	16,000	37,000	(21,000)	33,083
Course Fees	14,252	12,000	2,252	16,923
Interest Received - TSB	7,401	7,250	151	7,569
Interest Received - Duncan Fund	878	0	878	0
Sponsorship	45,941	43,375	2,566	41,553
Donations	5,218	800	4,418	5,000
Entry Fees	96,021	84,500	11,521	82,059
Event Sponsorship	40,791	39,500	1,291	26,972
Other Event Income	987	13,500	(12,513)	12,285
Stationery Sales	15,784	16,000	(216)	17,137
Merchandise Sales	8,047	5,800	2,247	7,616
Sundry Income	1,786	0	1,786	2,351
	457,933	448,965	8,968	439,278
Expenditure				
Accommodation & Meals	29,995	30,080	(85)	29,013
Administration	25,378	27,200	(1,823)	24,237
Bad Debts	0	0	0	3,500
Bank Charges	519	605	(86)	584
Catering & Bar Purchases	21,135	25,900	(4,765)	33,621
Coaches/Lecturers	8,172	9,600	(1,428)	8,516
Cost of Sales	4,218	4,320	(102)	8,829
Depreciation	532	600	(68)	751
Computer	4,114	500	3,614	162
FEI Fees	3,404	2,500	904	741
Gratuities	12,759	6,800	5,959	6,975
Hireages	0	2,000	(2,000)	1,691
Hospitality	232	200	32	171
Insurance & ACC Levies	550	750	(200)	695
Judging Gratuities	11,670	9,100	2,570	7,282
Legal Expenses	39,954	10,000	29,954	2,949
Loss on Disposal of Asset	886	0	886	0
Medals, Rosettes & Rugs	25,627	21,880	3,747	22,627
Personal Grants	37,570	15,000	22,570	10,000
Postage & Courier	2,351	2,585	(234)	1,813
Printing	15,176	20,900	(5,724)	21,470
Prize Money	26,924	25,450	1,474	21,052
Promotion & Marketing	16,619	12,650	3,969	7,133
Result Processing	3,553	3,200	353	3,175
Salaries	61,724	63,000	(1,276)	62,315
Sound Systems & RT's	6,112	5,500	612	4,877
Sponsor Servicing	988	2,350	(1,362)	1,892
Stationery & Photocopy	4,373	4,200	173	3,932
Sundry Expenses	15,048	15,050	(2)	15,429
Telephone & Fax	3,200	3,000	200	3,416
Television/Video Production	0	1,000	(1,000)	5,975
Training Grants	1,560	1,800	(240)	1,900
Travel	41,767	46,175	(4,408)	38,332
Travel - Mileage	4,727	4,090	637	4,738
Travel Subsidies	10,411	12,950	(2,539)	10,812
Uniforms	2,272	3,800	(1,528)	3,711
Venue/Equipment Hire	46,921	49,725	(2,804)	46,007
Veterinary	1050	700	350	413
	491,489	445,160	46,329	420,737
Surplus/(Deficit) from Operations	(33,557)	3,805	(37,362)	18,541

Summary 16/17	Graded	Non-Graded	TOTAL	*2015/16*	
Level 1	4895	3994	8889	*8134*	9.3%
Level 2	4255	1357	5612	*5457*	2.8%
Level 3	2596	245	2841	*3045*	-6.7%
Level 4	1824	111	1935	*1988*	-2.7%
Level 5	1456	118	1574	*1296*	21.5%
Level 6/7	929	20	949	*836*	13.5%
Level 8	190	7	197	*185*	6.5%
Level 9	198	1	199	*155*	28.4%
other (includes Training Tests)	262	2795	3057	*3108*	-1.6%
TOTAL	**16605**	**8648**	**25253**	***24204***	**4.3%**

Comparatives - Totals for Last 4 years

	2016/17		**2015/6**		**2014/15**		**2013/14**
Level 1	8889	9%	8134	14%	7161	-5%	7532
Level 2	5612	3%	5457	18%	4614	-4%	4783
Level 3	2841	-7%	3045	12%	2713	10%	2472
Level 4	1935	-3%	1988	26%	1581	7%	1484
Level 5	1574	21%	1296	22%	1063	-3%	1098
Level 6/7	949	14%	836	0%	838	-9%	921
Level 8	197	6%	185		147		103
Level 9	199	28%	155	-23%	200	40%	143
other (includes Training Tests)	3057	-2%	3108	10%	2826	100%	1412
TOTAL	25253	4%	24204	14%	21143	6%	19948

Dressage NZ Training & Development Levies 2016/17

NORTH ISLAND

Test	Graded	Non-Graded	**TOTAL**		***2015/16***
1A	721	734	**1455**	25.9%	
1B	879	762	**1641**	29.2%	
1C	842	624	**1466**	26.1%	
1D	683	372	**1055**	18.8%	
1: Totals	***3125***	***2492***	***5617***	100.0%	***5398***
2A	536	291	**827**	23.1%	
2B	742	275	**1017**	28.5%	
2C	681	189	**870**	24.3%	
2D	429	116	**545**	15.2%	
2:MFS	314	1	**315**	8.8%	
2: Totals	***2702***	***872***	***3574***	100.0%	***3655***
3A	344	52	**396**	21.3%	
3B	449	57	**506**	27.2%	
3C	409	52	**461**	24.8%	
3D	253	36	**289**	15.5%	
3:MFS	208	0	**208**	11.2%	
3: Totals	***1663***	***197***	***1860***	100.0%	***1975***
4A	188	22	**210**	17.3%	
4B	279	31	**310**	25.6%	
4C	290	18	**308**	25.4%	
4D	193	12	**205**	16.9%	
4:MFS	178	0	**178**	14.7%	
4: Totals	***1128***	***83***	***1211***	100.0%	***1321***
5A	193	23	**216**	17.5%	
5B	243	32	**275**	22.3%	
5C	320	27	**347**	28.1%	
5D	182	26	**208**	16.9%	
5:MFS	188	0	**188**	15.2%	
5: Totals	***1126***	***108***	***1234***	100.0%	***996***
6A	107	1	**108**	16.1%	
6B	70	3	**73**	10.9%	
PSG	162	3	**165**	24.6%	
7A	25	0	**25**	3.7%	
7B	18	0	**18**	2.7%	
Int 1	94	3	**97**	14.5%	
6/7 MFS	184	0	**184**	27.5%	
6/7: Totals	***660***	***10***	***670***	100.0%	***567***
8A	3	0	**3**	1.9%	
8B	0	0	**0**	0.0%	
Int 2	19	1	**20**	12.4%	
Int A	49	2	**51**	31.7%	
Int B	38	3	**41**	25.5%	
8:MFS	46	0	**46**	28.6%	
8: Totals	***155***	***6***	***161***	100.0%	***149***
GP	78	0	**78**	45.1%	
GPS	30	0	**30**	17.3%	
GP MFS	65	0	**65**	37.6%	
GP Totals	***173***	***0***	***173***	100.0%	***126***
other tests (incl Training)	260	1678	**1938**		*1998*
TOTAL	10992	5446	**16438**		***16185***
%	66.87%	33.13%			

Dressage NZ Training & Development Levies 2016/17

SOUTH ISLAND

Test	Graded	Non-Graded	**TOTAL**		***2015/16***
1A	453	471	**924**	28.2%	
1B	476	423	**899**	27.5%	
1C	441	298	**739**	22.6%	
1D	400	310	**710**	21.7%	
1: Totals	***1770***	***1502***	***3272***	100.0%	***2736***
2A	362	146	**508**	24.9%	
2B	410	119	**529**	26.0%	
2C	382	111	**493**	24.2%	
2D	331	107	**438**	21.5%	
2:MFS	68	2	**70**	3.4%	
2: Totals	***1553***	***485***	***2038***	100.0%	***1802***
3A	253	18	**271**	27.6%	
3B	201	13	**214**	21.8%	
3C	219	8	**227**	23.1%	
3D	199	9	**208**	21.2%	
3:MFS	61	0	**61**	6.2%	
3: Totals	***933***	***48***	***981***	100.0%	***1070***
4A	152	11	**163**	22.5%	
4B	149	9	**158**	21.8%	
4C	187	3	**190**	26.2%	
4D	135	5	**140**	19.3%	
4:MFS	73	0	**73**	10.1%	
4: Totals	***696***	***28***	***724***	100.0%	***667***
5A	68	4	**72**	21.2%	
5B	75	1	**76**	22.4%	
5C	85	3	**88**	25.9%	
5D	54	2	**56**	16.5%	
5:MFS	48	0	**48**	14.1%	
5: Totals	***330***	***10***	***340***	100.0%	***300***
6A	49	2	**51**	18.3%	
6B	35	0	**35**	12.5%	
PSG	70	1	**71**	25.4%	
7A	17	2	**19**	6.8%	
7B	9	2	**11**	3.9%	
Int 1	40	3	**43**	15.4%	
6/7 MFS	49	0	**49**	17.6%	
6/7: Totals	***269***	***10***	***279***	100.0%	***269***
8A	5	0	**5**	13.9%	
8B	1	0	**1**	2.8%	
Int 2	4	0	**4**	11.1%	
Int A	11	1	**12**	33.3%	
Int B	4	0	**4**	11.1%	
8:MFS	10	0	**10**	27.8%	
8: Totals	***35***	***1***	***36***	100.0%	***36***
GP	16	1	**17**	65.4%	
GPS	0	0	**0**	0.0%	
GP MFS	9	0	**9**	34.6%	
GP Totals	***25***	***1***	***26***	100.0%	***29***
other tests (incl Training)	2	1117	**1119**		*1110*
TOTAL	5613	3202	**8815**		***8019***
%	63.68%	36.32%			

Dressage NZ Training & Development Levies 2016/17

TOTALS

Test	Graded	Non-Graded	**TOTAL**		***2015/16***
1A	1174	1205	**2379**	26.8%	
1B	1355	1185	**2540**	28.6%	
1C	1283	922	**2205**	24.8%	
1D	1083	682	**1765**	19.9%	
1: Totals	***4895***	***3994***	***8889***	100.0%	***8134***
2A	898	437	**1335**	23.8%	
2B	1152	394	**1546**	27.5%	
2C	1063	300	**1363**	24.3%	
2D	760	223	**983**	17.5%	
2:MFS	382	3	**385**	6.9%	
2: Totals	***4255***	***1357***	***5612***	100.0%	***5457***
3A	597	70	**667**	23.5%	
3B	650	70	**720**	25.3%	
3C	628	60	**688**	24.2%	
3D	452	45	**497**	17.5%	
3:MFS	269	0	**269**	9.5%	
3: Totals	***2596***	***245***	***2841***	100.0%	***3045***
4A	340	33	**373**	19.3%	
4B	428	40	**468**	24.2%	
4C	477	21	**498**	25.7%	
4D	328	17	**345**	17.8%	
4:MFS	251	0	**251**	13.0%	
4: Totals	***1824***	***111***	***1935***	100.0%	***1988***
5A	261	27	**288**	18.3%	
5B	318	33	**351**	22.3%	
5C	405	30	**435**	27.6%	
5D	236	28	**264**	16.8%	
5:MFS	236	0	**236**	15.0%	
5: Totals	***1456***	***118***	***1574***	100.0%	***1296***
6A	156	3	**159**	16.8%	
6B	105	3	**108**	11.4%	
PSG	232	4	**236**	24.9%	
7A	42	2	**44**	4.6%	
7B	27	2	**29**	3.1%	
Int 1	134	6	**140**	14.8%	
6/7 MFS	233	0	**233**	24.6%	
6/7: Totals	***929***	***20***	***949***	100.0%	***836***
8A	8	0	**8**	4.1%	
8B	1	0	**1**	0.5%	
Int 2	23	1	**24**	12.2%	
Int A	60	3	**63**	32.0%	
Int B	42	3	**45**	22.8%	
8:MFS	56	0	**56**	28.4%	
8: Totals	***190***	***7***	***197***	100.0%	***185***
GP	94	1	**95**	47.7%	
GPS	30	0	**30**	15.1%	
GP MFS	74	0	**74**	37.2%	
GP Totals	***198***	***1***	***199***	100.0%	***155***
other tests (incl Training)	262	2795	**3057**		*3108*
TOTAL	16605	8648	**25253**		***24204***
%	65.75%	34.25%			