



EQUESTRIAN
AUSTRALIA

Equestrian Australia

Finance Presentation Summary

Introduction

- Equestrian Australia (EA) is a not for profit organisation limited by guarantee, reliant on government funding from the Australian Sports Commission (ASC), membership levies from its State Branches, and other income sources.
- EA has total assets of \$2.2 million including the EA head office valued at \$1.1 million, and total liabilities of \$1.1 million as at May 2015.
- The turnover for EA is \$6.3 million for FY15.
- The proportion of ASC funding received is 52% of total revenue (FY14).
- As a recipient of government funding and a NFPO, EA is required to submit audited Financial Statements each year and provide Financial results to the Australian Institute of Sport (AIS).
- EA submit a budget approved by the EA board to the AIS for the next financial year.

Topics In This Presentation

- Sources of Income and breakdown for FY15.
- ASC funding.
- Expense items and breakdown for FY15.
- High Performance Forecasted Expenditure breakdown for FY15.
- How do we compare against other NSO's.

Income through the years

	2010	2011	2012	2013	2014	2015	Variance 2010 v 2015
Grant Funding	1,624,986.00	2,939,950.00	3,797,099.00	3,361,000.00	3,120,589.00	3,152,550.00	94%
Branch Levies*	625,289.00	610,049.00	605,118.00	618,454.00	685,929.00	711,604.00	14%
Coaches Registration	179,608.00	182,023.00	179,485.00	195,848.00	239,660.00	152,153.00	-15%
Insurance**	579,650.00	602,136.00	973,436.00	1,029,165.00	1,094,229.00	1,200,955.00	107%
Equenet Revenue***	-	50,000.00	173,576.00	152,100.00	-	-	0%
Sponsorship	48,750.00	114,230.00	132,376.00	282,994.00	310,998.00	165,384.00	239%
Feasibility Study for International Event	-	-	-	-	-	- 327,555.00	100%
FEI	128,316.00	123,409.00	166,880.00	167,158.00	153,303.00	209,210.00	63%
Swabbing	66,795.00	69,932.00	81,254.00	59,300.00	91,494.00	69,990.00	5%
Coaching Resources	169,919.00	164,872.00	180,977.00	154,437.00	183,091.00	112,836.00	-34%
Schools Clinics and Workshops	4,859.00	57,062.00	102,767.00	75,622.00	112,665.00	69,813.00	1336%
Sundry***	156,030.00	172,008.00	129,927.00	130,618.00	37,409.00	170,169.00	9%
Total	3,584,202.00	5,085,671.00	6,522,895.00	6,226,696.00	6,029,367.00	6,342,219.00	77%

* Branch Levies charged to the states have only increased by CPI, and the organic growth of membership, includes ICDF levies

** Insurance levies have increased in part due to bringing personal accident in-house

***Equenet Revenue provided by Horsezone and ASC

**** Sundry includes interest, awards night, RST and other sundry income

These income lines are on a cost recovery basis only

ASC Funding for 2015

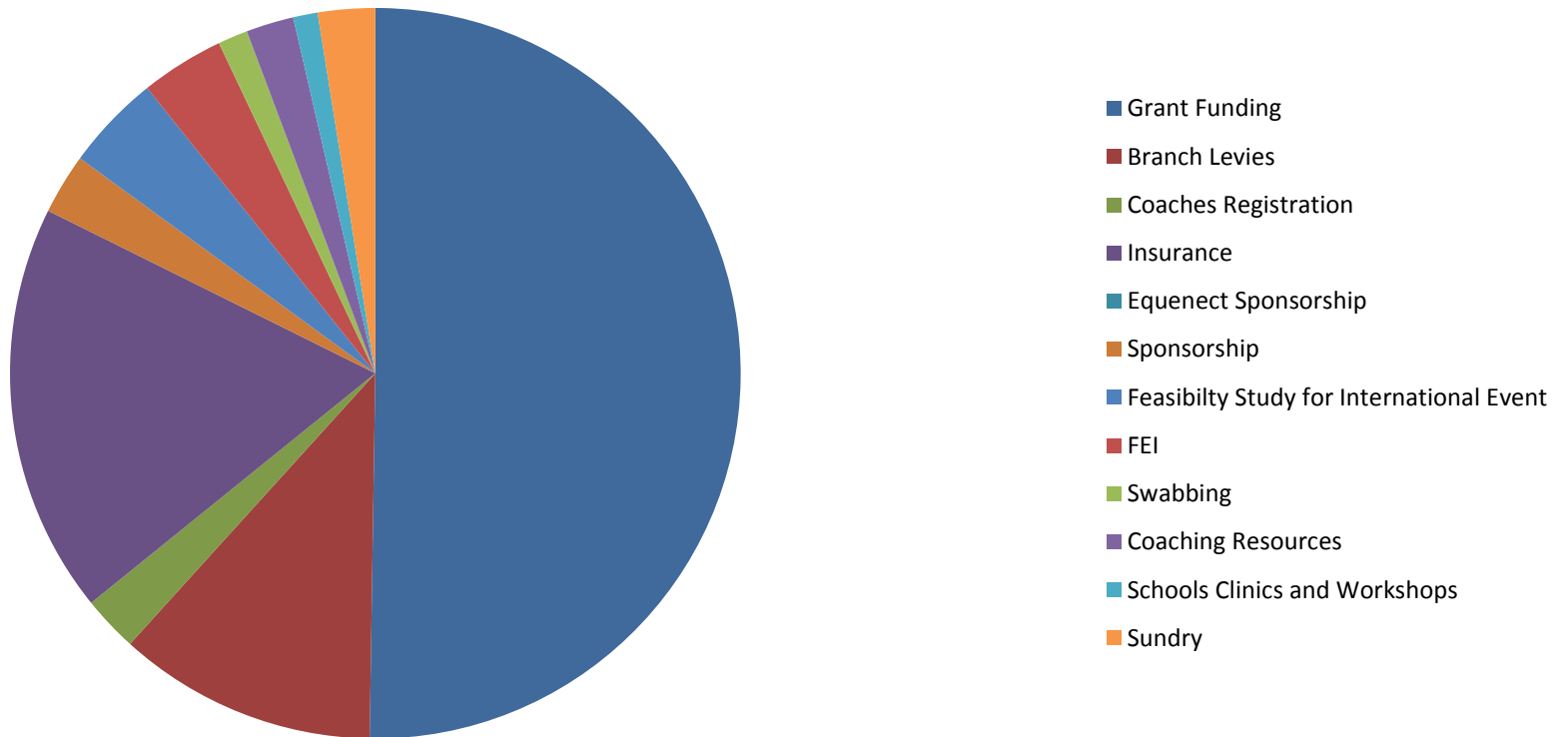
	\$	%
High Performance	2,232,238.00	70%
High Performance - Para	505,000.00	16%
Participation	335,312.00	11%
Sporting Schools	80,000.00	3%
Total	3,152,550.00	100%

- EA signs a Sporting Investment Agreement (SIA) with the ASC each year.
- The ASC requires EA to meet Performance, Sports Governance and Communications Obligations set within the SIA to receive the funding.
- The performance objectives for Rio are medals in Eventing and Para- Equestrian.
- Sports Governance requirements include a 5 year strategic plan, provide a financial budget approved by the board and submitting EA's financial statements for the previous financial year.
- EA are also required to submit an audited Acquittal Statement for each category of funding.



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Breakdown of Forecasted Income 2015



Expense through the years

	2010	2011	2012	2013	2014	2015	Variance 2010 v 2015
Staffing Costs*	933,988.00	1,051,098.00	1,392,889.00	1,366,950.00	1,630,211.00	1,721,750.00	84%
High Performance	1,291,001.00	2,401,953.00	2,480,132.00	1,910,860.00	1,697,692.00	2,045,180.00	58%
Insurance	471,826.00	487,580.00	743,696.00	829,114.00	830,454.00	910,169.00	48%
Audit	12,000.00	12,000.00	15,793.00	23,000.00	28,131.00	20,340.00	70%
Legal**	15,000.00	24,345.00	40,760.00	58,373.00	117,674.00	107,808.00	619%
Travel and Board Expenses	114,050.00	108,787.00	165,045.00	136,853.00	163,018.00	184,856.00	62%
Amortisation and Depreciation	71,059.00	73,017.00	166,169.00	125,776.00	321,487.00	79,512.00	11%
FEI	105,359.00	98,140.00	115,787.00	114,190.00	168,816.00	208,668.00	98%
Equunct	-	-	682,763.00	365,438.00	311,305.00	-	0
Event	172,354.00	74,765.00	190,986.00	245,319.00	254,740.00	180,767.00	5%
Office and IT Cost	108,201.00	148,937.00	163,859.00	192,748.00	167,632.00	186,858.00	73%
Feasibility Study for International Event	-	-	-	-	-	161,361.00	100%
Coaching Resources	167,000.00	198,064.00	249,134.00	205,529.00	214,000.00	215,906.00	29%
ICDF***	112,041.00	133,873.00	131,891.00	112,420.00	139,085.00	155,991.00	39%
Other Expenses****	120,182.00	208,105.00	434,390.00	335,383.00	86,809.00	287,735.00	139%
Total	3,694,061.00	5,020,664.00	6,973,294.00	6,021,953.00	6,131,054.00	6,466,901.00	75%

* The staffing costs should be read in conjunction with org chart on slide 9

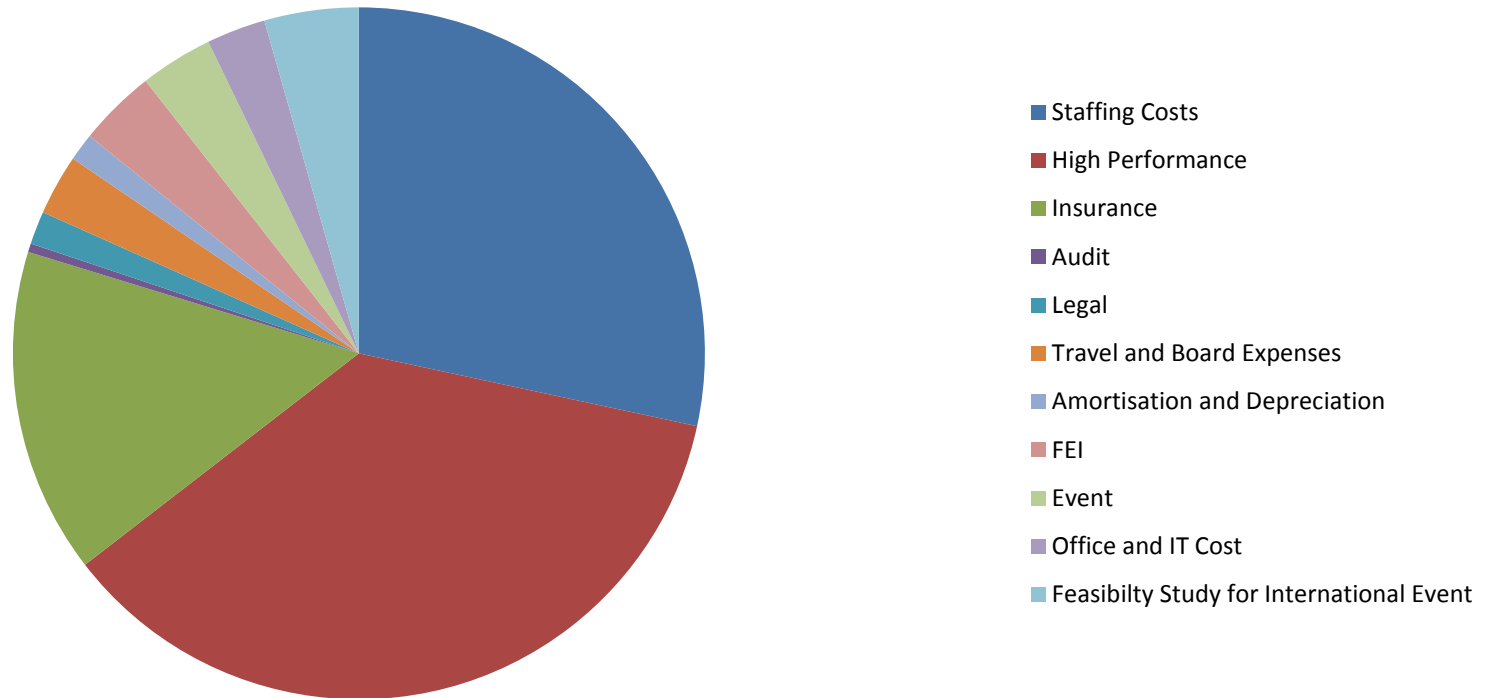
**Legal fees have increased markedly due to the increase in doping cases and athlete appeals

***ICDF funding is provided by the state within the levies

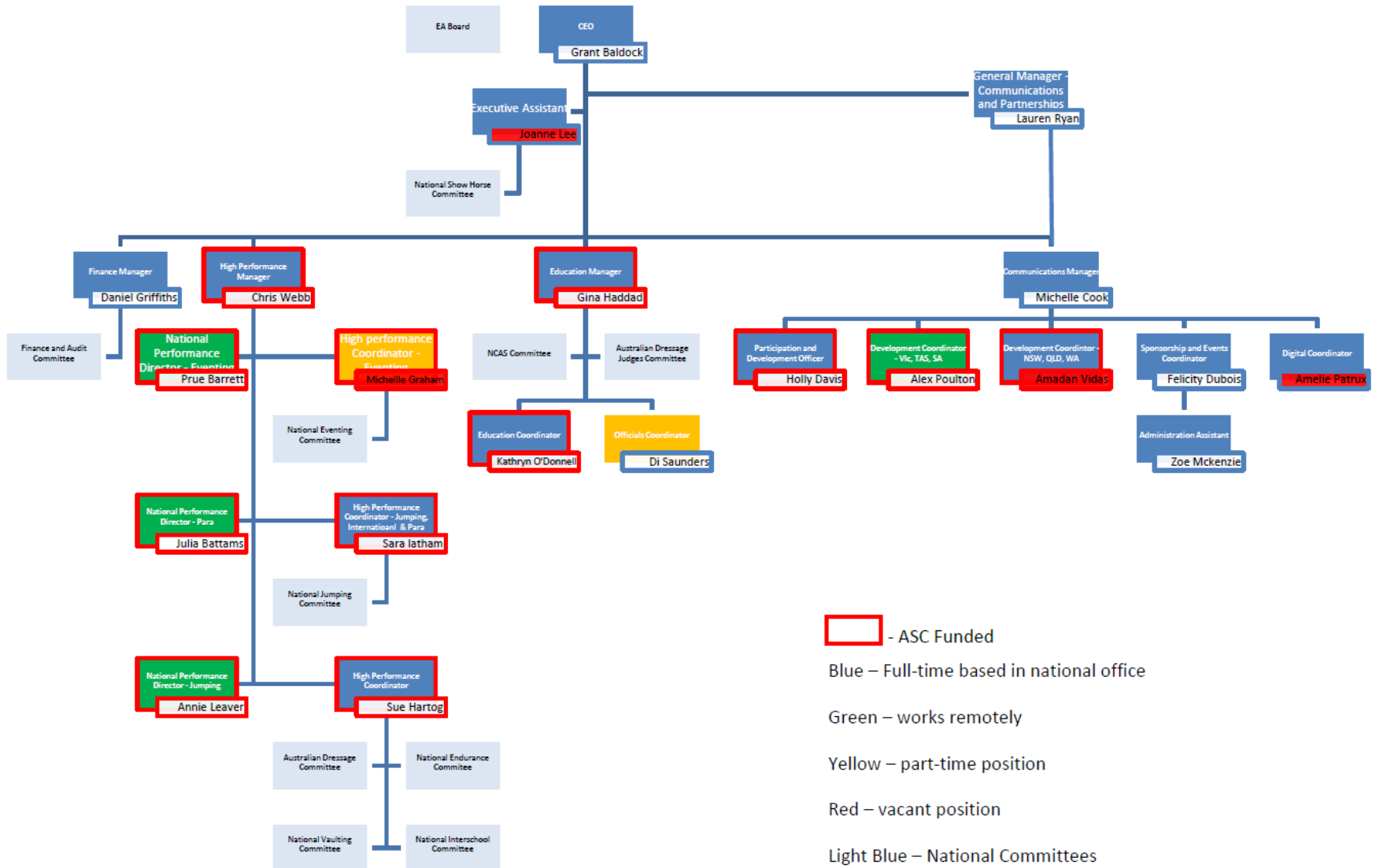
**** Other Expenses include swabbing, RST and affiliation fees

These expense lines are on a cost recovery basis only

Breakdown of Forecasted Expenses 2015

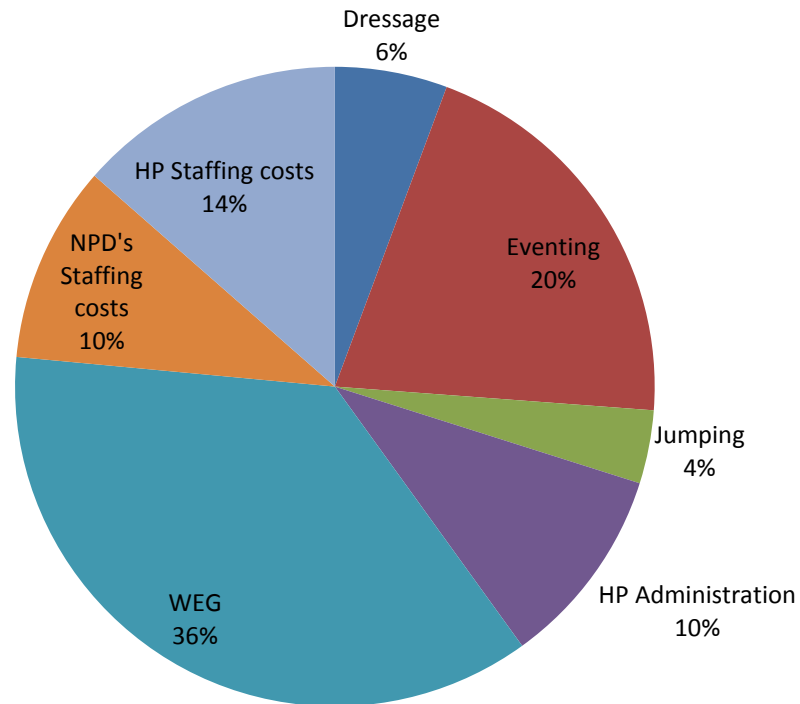


Equestrian Australia Organisational Structure Chart



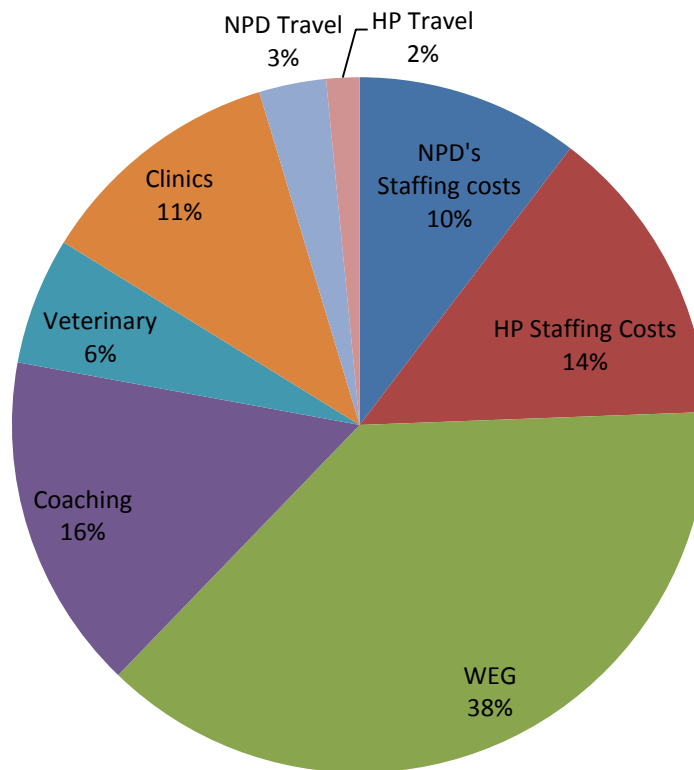
High Performance Expenditure 2015

- The chart shows the breakdown of HP expenditure in 2015 by discipline
- EA only uses ASC Funding for the HP programme
- The WEG cost will be broken down further in a following slide



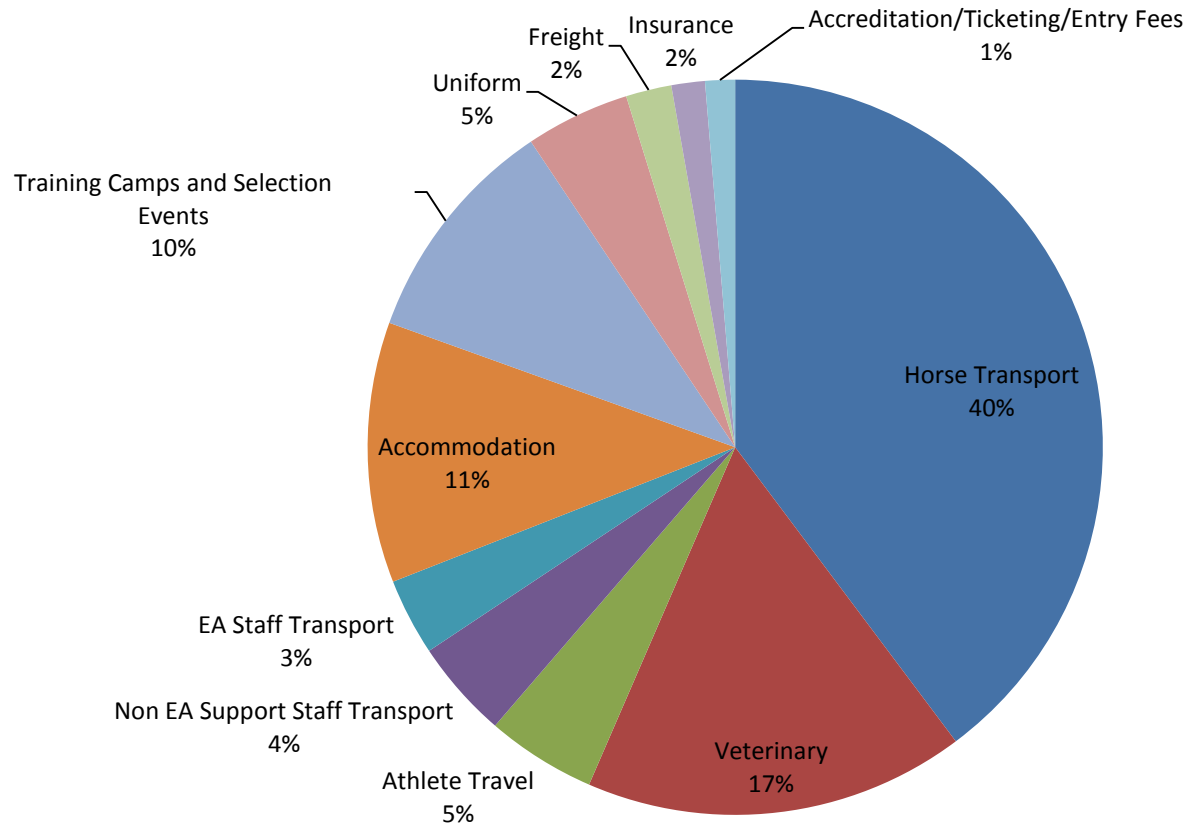
High Performance Expenditure 2015

- The chart below shows the breakdown of HP expenditure by the major cost drivers for FY15



WEG Expenditure Breakdown

- The chart below shows the breakdown of the WEG expenditure



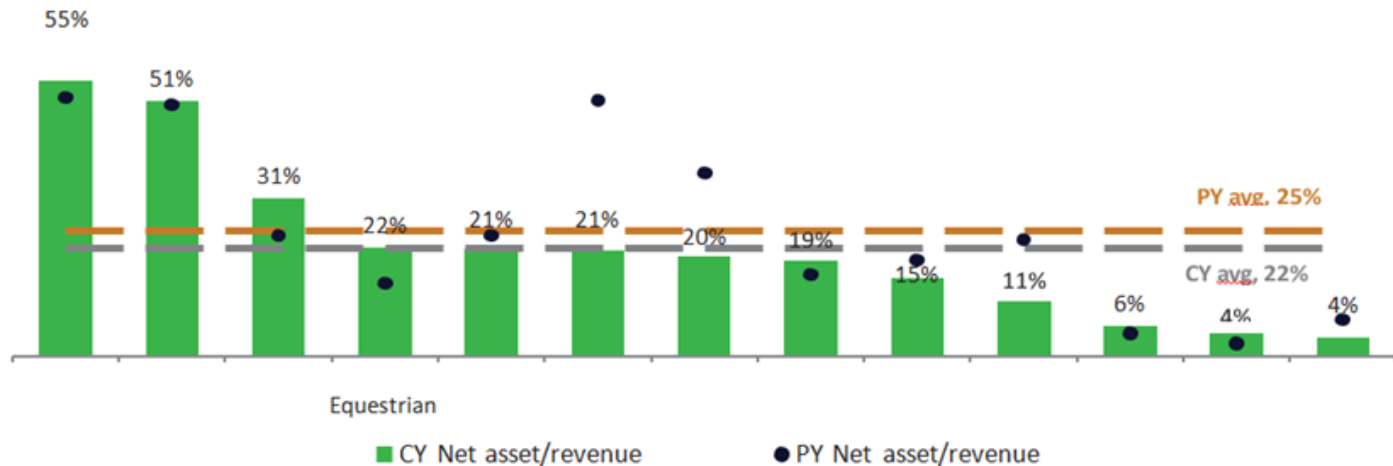
NSO Financial Benchmarking Report 2013-2014

- The following information is provided by the ASC and provides a useful comparison with other NSO's
- The data submitted by the NSO's via the financial templates has not been independently audited by the ASC. But is based on audited figures by the individual NSO's
- EA is bracketed in the \$6-10 million NSO range and is deemed a medium sized NSO.
- EA is compared with the following sports;

FINANCIAL POSITION AND PERFORMANCE:

Net assets to total revenue ratio

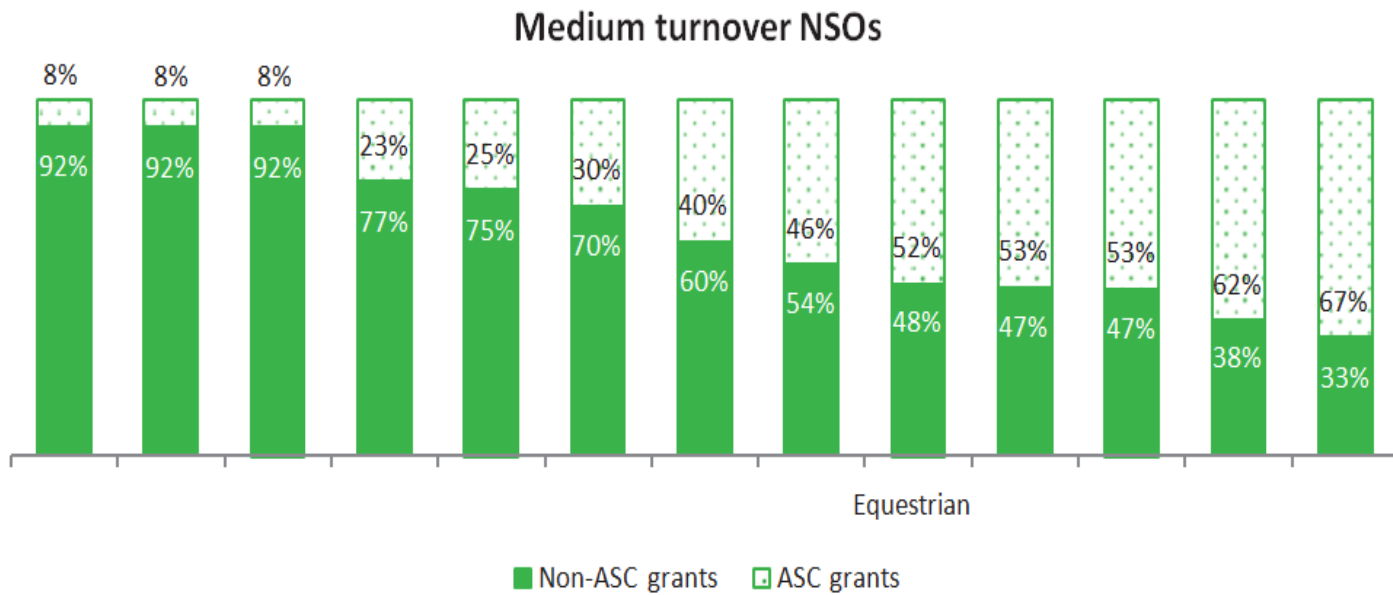
Net assets/total revenue. NSOs with relatively low net assets may be more susceptible to a financial shock.



Equestrian Australia is reasonable positioned as a result of owning the building. This also takes into account the write-off of the ICT asset.

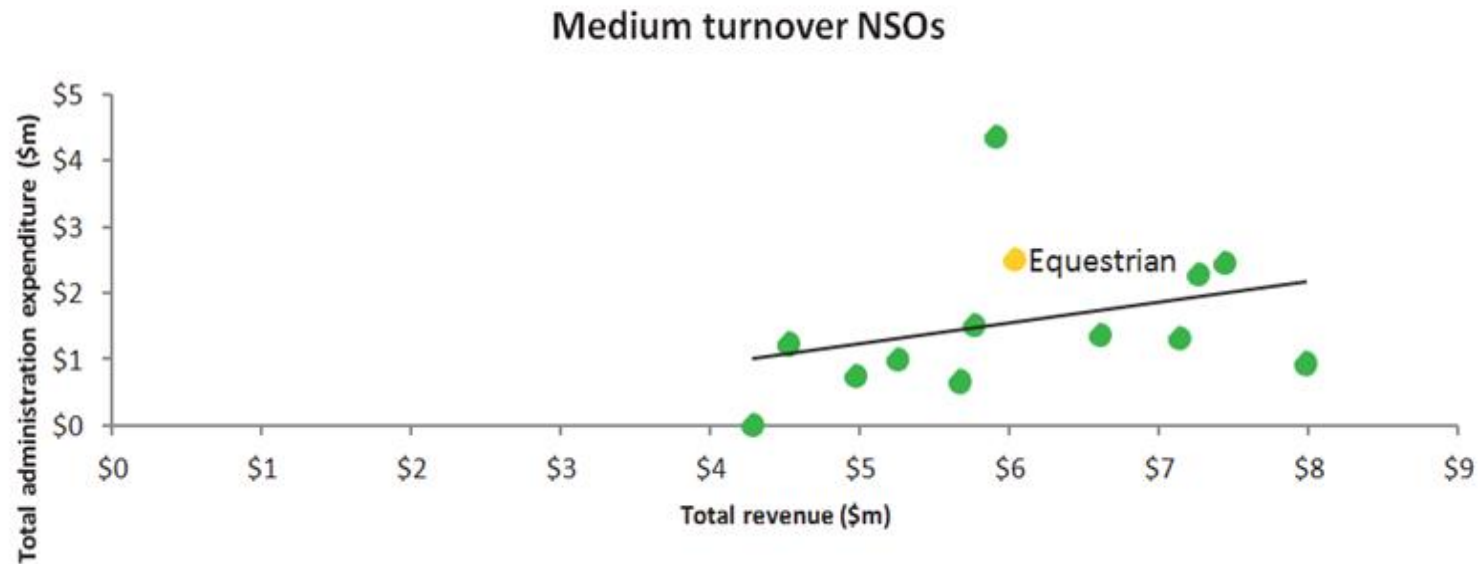
Ability to source non-ASC revenue

Non-ASC grants / Total revenue. Indicates the percentage of an NSO's total revenue that is not provided by the ASC, including ASC funding that is provided via the Australian Paralympic Committee.



Administration expenditure versus total revenue

Shows the relationship between administration expenditure and total revenue. An NSO above the trend line has relatively high administration expenditure given its total revenue.

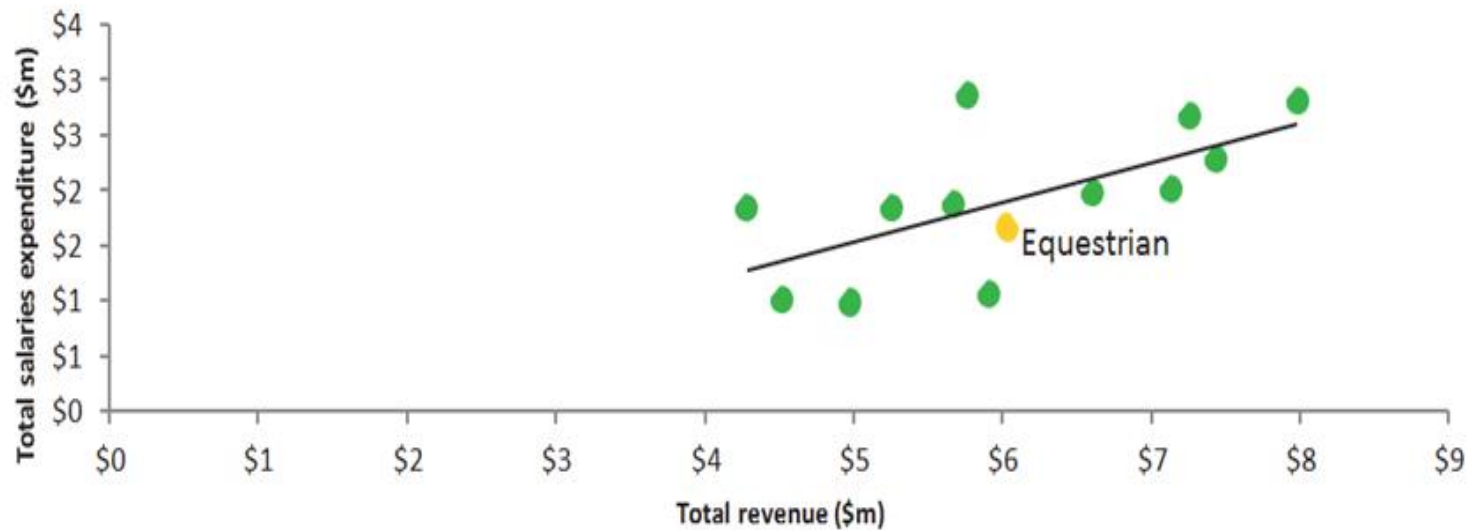


The higher than average ratio can be explained by the write-off of the ICT asset in FY14.

Staff and salaries expenditure versus total revenue

Shows the relationship between staff and salaries expenditure and total revenue. An NSO above the trend line has relatively high staff and salaries expenditure given its total revenue.

Medium turnover NSOs



REVENUE AND EXPENDITURE (HIGH PERFORMANCE):

Utilisation of high performance revenue

A comparison of the NSO's total high performance revenue and total high performance expenditure. If revenue is greater than expenditure, the NSO is allocating part of its high performance revenue to other business units.

