

AGM 12 JUNE 2022
TREASURER'S REPORT

As is my usual practice I will take this report item by item through the Profit/Loss report.

TURNOVER

INTEREST INCOME

This is a sad reminder of how interest rates have crumbled. Last year our Money Manager Account at HSBC, containing some £90,659.00 earned £49.13, poor enough in itself, but this year including a further £85,000.00 in RBS (a total of £175,659.00) it came to a paltry £15.68.

OTHER REVENUE

The customer service I have received from both HSBC and RBS has been so poor that they have had to compensate NCMD a total of £725. It is ironic that poor service has resulted in payments to NCMD in the order of 46 times that of the interest we earned on £175,659.00.

SUBSCRIPTIONS INCOME

£167,838.94

In general, this is for the single year membership fee of £8. However, it also includes payments made by Clubs and Regions because thus far, Xero Tech Support and I have not come up with a way of breaking down those payments made by Clubs and Regions that allow 2- and 3-year deals. This is something I will be looking to resolve in this next year. It only represents the last 3 months of the NCMD year and so I didn't feel it too much of a concern right now. As it is there are very few Clubs that allow multi - year memberships.

SUBSCRIPTION INCOME 2 YEAR DEAL

£11,376.00 (INCOME FOR FIRST YEAR) exactly 1422 members bought this.

SUBSCRIPTION INCOME 3 YEAR DEAL

£27,560.00 (INCOME FOR FIRST YEAR) exactly 3445 members bought this.

GRAND TOTAL OF OPERATING INCOME/PROFIT IS £207,515.62

OTHER INCOME

DONATIONS RECEIVED

A total of £34 was received from generous members.

MEMBERSHIP TRANSFERRED FROM NCMDSR FOR INDIES

Scottish region paid £7,087.00 to NCMD for individual memberships

Scottish region paid £246.00 to NCMD on behalf of SARG(Scottish Artefact Recovery Group)

Scottish region paid £228.00 to NCMD on behalf of SDC (Scottish Detector Club)

Ordinarily, all payments made by Clubs or Regions simply become part of the Subscriptions income but because I also happen to be treasurer for the NCMD Scottish Region, I wanted transparency in those sums paid out to NCMD by NCMD Scottish Region and so dealt with those payments in a slightly different way, it can be clearly seen that we have paid all relevant sums over.

PAYPAL EXPENSES RETURNED

£1,536.44 This was a sum owed to us by PayPal and duly returned.

GRAND TOTAL OF OTHER INCOME IS £9,131.44

ADMINISTRATIVE COSTS

ADMIN SUPPORT

£125.53 This is for the one meeting recorded and its minutes, written up by Alison Jones. This cost will disappear altogether now that Sue Tamblyn has taken on the role at zero remuneration.

AMORTISATION CHARGE

£11,946.67 This is the expected depreciation of the Website costs (and that includes £14,000 for TM's salary – External Contractor). It is expected that it will depreciate by 1/3rd each year for 3 years.

(An easier to understand example – If a delivery truck is purchased by a company with a cost of £100,000 and the expected usage of the truck is 5 years, the business might depreciate the asset under depreciation expense or Amortisation as £20,000 every year for a period of 5 years.)

AUDIT AND ACCOUNTANCY FEES

Cost for this year was £3,288.00.

BANK FEES

£108.60 Since January 2022 HSBC have started to charge us for our Current Account. Previously it had been free, now it is £5 per month. On top of that, they now charge us 40p per cheque deposited. This represents just 3 months.

CONSULTING

£1,177.00 This is the costs from Winsby for the failed mediation, entirely underwritten by NCMD, and sundry costs associated with taking TM on board as External Project Manager for the Website build, supply of legal contract, recruitment costs, etc. Her actual salary is included in the cost of the Website construction.

ENTERTAINMENT 100%

£65.00 This was due to 2 bottles of fine whisky given as retirement gifts to Clive Coleman and Brian Pollard after many years' services to the NCMD.

GOOGLE COSTS

£684.93 This is for Google Workplace, used by the website.

INFORMATION COMMISSIONER'S OFFICE

£35.00 This is for the Data Protection Licence

INSURANCE

£12,136.19 Cost of members' insurance provided by Blue Fin for year 21-22.

IT SOFTWARE AND CONSUMABLES

£313.38 Zoom for David Millington, Alan Tamblyn and myself. The 2 that were for the Treasurer and for the Membership Secretary have both now been cancelled. Only the General secretary now has a contract with Zoom

MEETING ROOM HIRES

£115.00 This was for the meeting held on May 18th 2021 between Kevin Gorman, Catherine Lange and reps from 4 regions.

OFFICE SUPPLIES

£93.95 For the destruction of sensitive papers, as required by Data Protection, both the Membership Secretary and the Treasurer must be supplied with a class 3 shredder. I inherited one when John Rigby retired but one needed to be bought for the Membership Secretary. They are much more expensive than household versions.

PAYPAL EXPENSES NOT YET REPAID

£79.99 In vain we have tried to close the NCMD PayPal account. They will not allow us for all sorts of reasons but basically it comes down to the fact that it must be done by us providing certain documents to PayPal including a document to prove that NCMD is exempt from UK tax. There is no such document under UK law. Once all that is carried out, we would then be required to turn the Business account into a Personal account and only then can it be closed. At present we are taking advice from a lawyer specialising in PayPal issues.

PAYPAL FEES

£1310.84 This outlines the final membership funds paid to NCMD by PayPal when we stopped using it, and the £20 per month we must pay until or unless we can successfully close the account.

PAYPAL PURCHASE

(£130.02) Items bought via PayPal prior to no longer using it. The brackets mean that it is normally expected to be a debit figure but on this occasion the cost has been £130.02 credited rather than debited.

PLAQUES AND ENGRAVING

£130.00 This speaks for itself, the Hatt and Junior Finds Competitions required Trophies to be engraved and posted to and from the current and new Prize Winners.

POSTAGE FREIGHT AND COURIER

(£108.93) Actual costs came to £1,882.64 but a credit of £915.23 from the old franking machine, the stock of postage stamps held (and a £330 paid back by TM as a result of an overpayment by me) came to £1991.57 and so an expense literally became an income of £108.93

PRINTING AND STATIONERY

£34,327.84 Expenses of £35,529.68 were offset by a gain of £22.84 paid by NCMDScottish Region for some receipt pads that NCMD no longer needed, and an overcharged invoice of £1,179.00 by PCS, leaving an overall expense of £34,327.84

PROMOTIONS AND INFORMATION ACTIVITIES

£47,081.18 This figure is made up of the following;

£1925.60 for MailChimp, dispensed with and replaced by SendinBlue, at 1/3 approx. the cost £747.01 for Mentor, the original leaflets created by Catherine Lange

£33,453.88 for Greenlight Publishing in respect of 35,000 trifold leaflets and Digging Deep issue 30

£10,361.14 for letters to members in 4 regions and those without email addresses about the new website etc

£584.55 for various items to be used as freebies at rallies and events

£9 for a new trophy

This is the area where I believe we could make the greatest savings in the future. SendinBlue is much cheaper than MailChimp and opting for an email version of Digging Deep could bring about substantial cost reductions. At present we are asking members if they would prefer a paper copy of Digging Deep.

SALARIES

£20,891.13 This is made up of the following;

£2,990 paid to me for work performed by myself and my husband when John Rigby retired on 11 March 2021. It was for 20 days work, manually performed for 12 hours per day each, and works out at just £6.23 per hour each, far less than the minimum wage. It has been properly declared on our Self - Assessment Tax Returns for year ending 5 April 2022.

£7,999.98 paid to the General Secretary and he is responsible for informing HMRC via his Self - Assessment Tax Return.

£9,901.15 paid to the Membership Secretary and he is responsible for informing HMRC via his Self -Assessment Tax Return

Obviously, there will be no further funds paid out to me, and it is my hope that the salary paid to the Membership Secretary will vastly reduce now that the worst of the migration to the new website is over.

STRIPE FEES

£6,394.93 These speak for themselves.

At present an £8 membership costs 30p, PayPal had been 43p

A £15 membership costs 38p, PayPal would have been somewhere around 60p A

£22 membership costs 46p, PayPal would have been well over £1.

SUBSCRIPTION EXPENSES

£836.38 made up by

NFU at £49, paid early for year 2022-2023 so a further £49 was paid

SARA at £220 plus a further £75 to SARA for a training course in political lobbying

Subscriptions to both Searcher and Treasure Hunting for 1 year for Catherine Lange

Finally, the costs for Xero come in at £374.40

SUBSISTENCE

£79.65 This was made up of £41.70 for 6 meals provided by Kevin Gorman for the meeting at Holiday Inn Northampton on 18th May 2021

Lunch expenses for Catherine and TM when meeting to sign contract and outlining next steps

TELEPHONE AND INTERNET

£555.48 Expenses here are due to the Hoard excavation phone and all calls outside BT calls packages by Alastair Hackett and the Treasurer, and the 0800-service set up by Tracy to route members calls to Membership Secretary and General Secretary.

TRAVEL NATIONAL

£872.15 Made up as follows;

£348.60 to me for travel to and from the post office to bank cheques

£102.60 to Sydney Hallam for travel on 18th May 2021

£42.50 to John Wells for travel on 18th May 2021

£120.60 to Kevin Gorman for travel on 18th May 2021

£91.80 to David Rees for travel on 18th May 2021

£40.05 to Catherine Lange for travel on 18th May 2021

£46.80 to Catherine Lange for travel to meet with TM (external Contractor)

£79.20 to Alan Tamblyn for travel to and from tv recording and Dave Crisp's home to undertake NCMD work

WEBSITE MAINTAINANCE

£4,561.18 This includes IDDQD postcode lookup used by Weaver Creative at £540.00

Weaver creative monthly invoices came in at a total of £3,980.40

Registration of domain name and ongoing costs £40.78

XMAS PRIZE DRAW 2021

£10,000.00 40 prizes at £250 each

GRAND TOTAL OF EXPENDITURE IS £156,971.05

CAPITAL EXPENDITURE

The new website together with its associated costs, TM's salary (external Contractor), are regarded as Capital Expenditure rather than operating expenditure and is therefore an Intangible asset worth £35,840.00. TM's salary for the period came to £14,000 and therefore the Capital Expenditure was £21,840.00.

It is normal practice for a website to devalue at a rate of 1/3rd a year for 3 years, hence the Depreciation/Amortisation of £11,946.67

RINGFENCING

It was verbally decided at the 2021 AGM that £300,000.00 would be ringfenced and that future expenditure will be kept within each year's income. The ringfencing is due to the need for us to be able to finance a specialist barrister if Government try to limit the hobby.

Barristers can cost £2,000 a day

Due to the new 2 and 3 year deals a further £58,184.00 will also need to be ringfenced for second- and third-years expenditure.

Accruals of £3,374.40 (expected costs for Audit and Accountancy) will also need putting aside.

As a result, a grand total of £361,558.40 should be left untouched.

The cash assets as of 31st March 2021 are as follows;

£426,007.16

Ringfencing £361,558.40 leaves us with;

£64,448.74 available to us moving into 2022-2023 plus whatever we gain in subscriptions moving forward.