

Treasurer's Report

At last year's AGM we decided to take steps to diversify our operational revenue stream by reducing regular membership from \$50 to \$30 retaining the same discounts (see [member benefits and fees](#)), aiming to make up the difference by charging a \$10 non-member fee for entries into tournaments for players who were not members of a PSA and charging an accreditation fee for tournaments and leagues. Despite not having as many people renew their memberships in 2021-22 (due to covid extensions and reduced competitive play) we almost completely made up for the loss in membership revenue from the other revenue streams. 2019-20 Membership revenue was \$6,953.12 which was replaced in 2021-22 by \$6,562.89 in combined revenue from membership (3476.03), accreditation fees (\$2,736.86) and non-member fees (\$350). With those results, the Board recommends to the membership to retain this fee structure for the 2022-23 season.

The 2021-22 Budget projected a small deficit of around 2250\$. We achieved a surplus of \$7,894.47. This is largely due to a significant drop in operating expenses, specifically in athlete support to attend national and international events (-\$5000) and the expenses for events that did not run. This was due to the cancellation of the Nationals in 2021 and the postponement/cancellation of the National team events in 2022.

The linked file provides the [Budget vs Actual Income and Expenses](#) for the last three Fiscal years and the budget for 2022-23. Next year's budget includes provisions to fund the startup of the Atlantic Squash Academy with the three other Atlantic provinces, and purchase a normal allotment of balls for the competitive season. It is also proposed to seek funding to support additional coach development.

Our [Balance sheet](#) remains stable our cash on hand went up by 9,500\$ and our Members Equity went up by \$7,895.

Membership continues to rise as more clubs bring their membership onto the Club Locker platform through club programs, leagues, boxes and ladders. Although many members are Associate (non-paying and voting members), they are increasingly participating in competitive events and are more likely to become competitive members in the future.

We also celebrated a milestone this year. Kings County Squash Club was the first club to adopt Club Locker as its club management software, managing all aspects of the club membership, court booking, and organized play!

All in all, the Association is doing very well.

Phil