

# Cashflow in a Crisis

**Tim White**  
**OMG Consulting**



Presentation made possible by the City of Onkaparinga

Tim White – OMG Consulting

1

**No legal or financial  
advice, just information!**

Tim White – OMG Consulting

2

## Overview

1. Covid-19 implications
2. Financial implications
3. Financial Model
4. Concessions/Support
5. Assistance
6. Where to from here

Preparation Planning  
 Phase 1 – Shutting down  
 Phase 2 – Planning & Connecting  
**Phase 3 – Re-opening**

Tim White – OMG Consulting

3

## COVID-19 Phase 1 & 2 Implications

- ▶ Loss of connection with your members
- ▶ Loss of membership. Will they return?
- ▶ No clubrooms – No bar/meal revenue
- ▶ Potential decrease in donations/sponsorships
- ▶ Your fixed costs may remain
- ▶ Stock on hand
- ▶ Loss of direction by committee then members
- ▶ Review risks
- ▶ Lot of information to digest
- ▶ Communication key – Leadership





Tim White – OMG Consulting

4

## Financial Implications

- ▶ Need to understand the shut-down impact
- ▶ What is the bottom line this financial year
- ▶ Budget vs last year figures
- ▶ Financial Spreadsheet explanation
  - ▶ Revenue and Expenditure
  - ▶ Cash flow for next 12 months

Tim White – OMG Consulting

5

	Remaining Revenue/Exp (%)	Pre-COVID-19 Budget 2020	Post-COVID-19 Budget 2020	Impact \$
<b>Revenue Item</b>				
Bar (Nett)	30%	\$60,000	\$18,000	
Competitions or Gate Takings	0%	\$2,400	\$0	
Donations	10%	\$10,000	\$1,000	
Food/Kitchen/BBQ (Nett)	40%	\$15,000	\$6,000	
Fundraising (Nett)	10%	\$3,000	\$300	
Fundraising (Nett)	0%	\$0	\$0	
Fundraising (Nett)	0%	\$0	\$0	
Fundraising (Nett)	0%	\$0	\$0	
Grants	100%	\$5,000	\$5,000	
Interest	100%	\$100	\$100	
Membership	80%	\$16,500	\$13,200	
Merchandise Sales	60%	\$3,000	\$1,800	
Rentals/Courses etc	0%	\$7,000	\$0	
Sundry Revenue	10%	\$2,000	\$200	
Trust or other distributions	0%	\$0	\$0	
Venue Hire &/or Rent	0%	\$15,000	\$0	
<b>Total Revenue</b>		<b>\$139,000</b>	<b>\$45,600</b>	<b>(\$93,400)</b>

6

Expense Item				
Advertising	100%	\$1,000	\$1,000	
Affiliation / Umpires	20%	\$1,000	\$200	
Bank Fees	60%	\$2,000	\$1,200	
Committee Expenses	80%	\$3,000	\$2,400	
Competition Costs	0%	\$0	\$0	
Government - Liquor Licensing, Food & Health, etc	100%	\$2,500	\$2,500	
Insurance	100%	\$15,000	\$15,000	
Match Fees	0%	\$4,041	\$0	
Patrol Costs (SLSC)	0%	\$0	\$0	
Merchandising Costs	0%	\$0	\$0	
Motor Vehicle Costs	25%	\$100	\$25	
Premises - Cleaning	50%	\$5,000	\$2,500	
Premises - Elec & Gas	50%	\$25,000	\$12,500	
Premises - Lease	70%	\$6,000	\$4,200	
Premises - Office Costs (stationery, Printing etc)	50%	\$1,000	\$500	
Premises - Phone/Internet	50%	\$2,000	\$1,000	
Premises - Repairs & Maint	25%	\$1,200	\$300	
Premises - Security	100%	\$1,000	\$1,000	
Premises - Water	50%	\$10,000	\$5,000	
Sundry	20%	\$4,000	\$800	
Training Costs	50%	\$3,000	\$1,500	
Trophies/Prizes etc	0%	\$2,500	\$0	
Volunteer Costs	40%	\$500	\$200	
xx	0%	\$0	\$0	
yy	0%	\$0	\$0	
<b>Total: Operating Expenditure</b>		<b>\$89,841</b>	<b>\$51,825</b>	<b>(\$38,016.00)</b>

7

Total Revenue	-67%	\$139,000	\$45,600	
Total Operating Expenditure	-42%	\$89,841	\$51,825	
<b>Operating Profit / (Loss)</b>	<b>-112.66%</b>	<b>\$49,159</b>	<b>(\$6,225)</b>	<b>(\$55,384.00)</b>
Capital Expenditure	20%	\$4,000	\$800	
<b>Club Cash Flow Impact for this Financial Year</b>	<b>-115.56%</b>	<b>\$45,159</b>	<b>(\$7,025)</b>	<b>(\$52,184.00)</b>
<b>Options to meet shortfall</b>				
Drawings from Operating Bank Account			\$3,500.00	
Reduction in Term Deposit			\$0.00	
Sale of Stock			\$2,000.00	
Sale of Merchandise			\$500.00	
<b>Sub Total</b>				<b>\$6,000.00</b>
Contribution from SSO			\$1,000.00	
Contribution from RSO			\$0.00	
Government Assistance			\$0.00	
Donation from Charity			\$0.00	
xx			\$0.00	
xx			\$0.00	
<b>Sub Total</b>				<b>\$0.00</b>
<b>TOTAL</b>				<b>\$6,000.00</b>
<b>Difference between Impact and Capacity</b>				<b>(\$1,025)</b>

8

## Concessions/Support

- ▶ CBS have allowed AGM deferral
- ▶ Use of electronic meetings – Board/ Committee, Circulatory motions
- ▶ Existing/New grants/funding
- ▶ Sports Vouchers
- ▶ Employees – JobKeeper Package
- ▶ SA Small business grants - \$10,000
- ▶ Liquor Licencing Fees waived 2020-2021
- ▶ Various Council's COVID-19 Packages



Tim White – OMG Consulting

9

## Assistance

1. Peak Body
2. SA Government - Community Job Support Package
3. **SA.gov.au to provide One Source of Information**
4. ORSR website Home page: <https://www.orsr.sa.gov.au/>
  - ▶ Latest News: [https://www.orsr.sa.gov.au/events\\_courses?a=28302](https://www.orsr.sa.gov.au/events_courses?a=28302)
  - ▶ Frequently Asked Questions: <https://www.orsr.sa.gov.au/COVID19FAQS/ nocache>
  - ▶ COVID-19 Support Team Email: [ORSR.COVID19Support@sa.gov.au](mailto:ORSR.COVID19Support@sa.gov.au)
  - ▶ Onkaparinga Clubs can access the presentation video on the OACNET website

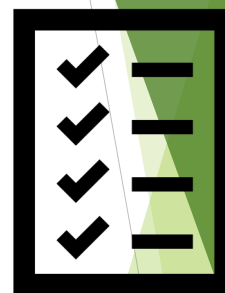


Tim White – OMG Consulting

10

## Where to from here?

- Talk to your RSO or SSO or Peak Body
- Complete the financial model
- Financial modelling discussed with committee/board
- Review recommendations to cover impact
- Create plan to implement recommendations
- Communicate with members - constantly
- Contact the COVID-19 Support Team



Tim White – OMG Consulting

11

- ▶ Thank you for your time this evening
  - ▶ Please let us know what more information you may need,
- AND**
- ▶ how you found this webinar as this allow us to improve delivery and offer additional and directed support to you



Tim White – OMG Consulting

12