

# **MELGES<sup>24</sup>**

## **International Melges 24 Class Association (IM24CA)**

## **2019 Financials And 2020 Plan**



### **FINANCIAL SUMMARY**

- Class affiliations were up 6% or 14 members overall: up 18.7% or 17 in North America (USA alone was up by 28 members); unchanged in Europe; and down 3 members in Australia
- Countries reporting no members in 2019, but members in 2018 and prior years: Czech Republic (1) and Finland (1)
- Sail Label sales were up a modest 2.8% but it is the first increase since 2016. Large shift in sales from North (-38) to Quantum (+48)
- 4 New Boats built through Q3 (#861-864)
- 2019 will be profitable and 2020 budget shows a modest profit as well WITHOUT an ad or sponsor revenue
- Banking/organization to be discussed

Country	2016	2017	2018	2019	Assoc	Bow#
Australia	14	2	13	10	0	2
Austria	7	7	5	6	1	0
Canada	24	20	23	12	8	0
Chile	16	14	0	0	0	0
Czech Republic	3	1	1	0	0	0
Denmark	17	15	14	14	0	1
Estonia (includes 1 Lithuania)	4	2	4	4	1	0
Finland	7	9	1	0	0	0
France	4	0	1	2	0	1
Germany	36	30	19	17	3	2
Hungary	12	11	11	12	0	2
Italy (includes 1 Russia)	12	24	21	28	15	5
Netherlands	1	1	0	0	0	0
Norway	21	17	33	25	85	6
Slovenia (includes 1 Croatia)	4	5	3	3	0	0
Spain	14	0	0	0	0	0
Sweden	6	12	5	7	1	1
Switzerland	13	3	4	4	0	0
UK (incl 1 Reg and 1 Ass NED)	1	11	11	11	4	1
Ukraine	3	2	1	1	0	0
USA	83	55	68	96	18	1
Total Full Members	302	241	238	252	136	22
Associate Members		102	142	136		
Bow Stickers			187	22		

- Countries without Members during this period: Belgium, Bulgaria, Japan and Turkey

# IM24CA MEMBERS BY REGION

IM24CA - Members by Region	2013	2014	2015	2016	2017	2018	2019	Change
Americas	84	72	82	107	75	91	108	18.7%
Europe	200	160	174	158	147	134	134	0.0%
Pacific/Asia	16	19	16	14	2	13	10	-23.1%
Total	300	251	272	279	224	238	252	5.9%
Rate of Change		-16%	8%	3%	-20%	6%	6%	
IM24CA - Members as a % of the Total								
Americas	28%	29%	30%	38%	33%	38%	43%	
Europe	67%	64%	64%	57%	66%	56%	53%	
Pacific/Asia	5%	8%	6%	5%	1%	5%	4%	

- North America had a jump in 2016 due to Worlds in Miami and again in 2018 and 2019
- European membership down 14 members in 2018 and down 6 in 2019



## IM24CA SAIL LABELS

Sail Maker	2016	%	2017	%	2018	%	2019	%
North Manufacturing	315	62.9%	292	69.2%	290	80.1%	252	-13.1%
Quantum/Durtek	130	25.9%	90	21.3%	60	16.6%	108	80.0%
Ullman Sails	25	5.0%	14	3.3%	0	0.0%	0	0.0%
One Sails - Italy	0	0.0%	15	3.6%	0	0.0%	0	0.0%
All Others	31	6.2%	11	2.6%	12	3.3%	12	0.0%
Total Sail Labels	501		422		362		372	
Year to Year Change	20.7%		-15.8%		-14.2%		+2.8%	

- **Often receive order for 50 sail labels in Q4 from North**



# IM24CA BALANCE SHEET

	10/30/2019	12/31/2018	12/31/2017	10/31/2017	12/31/2016			
<b>Assets</b>								
<b>Current Assets</b>								
<b>Accounts receivable</b>								
1500 Accounts Receivable (A/R)	€ 10,680.44	€ 7,205.00	€ 26,500.00	€ 29,845.00	€ 19,825.00	<b>Accrued Liabilities Detail:</b>		
Reserve for Bad Debt	€ -	€ (5,180.00)	€ (4,450.00)	€ -				
<b>Total Accounts receivable</b>	<b>€ 10,680.44</b>	<b>€ 2,025.00</b>	<b>€ 22,050.00</b>	<b>€ 29,845.00</b>	<b>€ 19,825.00</b>			
<b>Undeposited Funds</b>	€ 200.00							
1710 Cash and cash equivalents	€ 14,270.50	€ 10,043.24	€ 2,891.16	€ 3,823.88	€ 24,341.77			
<b>Total Current Assets</b>	<b>€ 25,150.94</b>	<b>€ 12,068.24</b>	<b>€ 24,941.16</b>	<b>€ 33,668.88</b>	<b>€ 44,166.77</b>			
<b>Total Assets</b>	<b>€ 25,150.94</b>	<b>€ 12,068.24</b>	<b>€ 24,941.16</b>	<b>€ 33,668.88</b>	<b>€ 44,166.77</b>			
<b>Liabilities and shareholder's equity</b>								
<b>Current liabilities:</b>								
2490 Accrued liabilities	€ 13,800.00	€ 12,542.00	€ 13,796.40	€ 18,500.00	€ 15,000.00			
<b>Total current liabilities</b>	<b>€ 13,800.00</b>	<b>€ 12,542.00</b>	€ 13,796.40	€ 18,500.00	€ 15,000.00			
<b>Shareholders' equity:</b>								
Net Income	€ 11,824.70	€ (12,068.52)	€ (18,002.01)	€ (13,997.89)	€ 7,243.99			
2020 Retained Earnings	€ (473.76)	€ 11,594.76	€ 29,166.77	€ 29,166.77	€ 21,922.78			
<b>Total shareholders' equity</b>	<b>€ 11,350.94</b>	<b>€ (473.76)</b>	<b>€ 11,164.76</b>	<b>€ 15,168.88</b>	<b>€ 29,166.77</b>			
<b>Total liabilities and equity</b>	<b>€ 25,150.94</b>	<b>€ 12,068.24</b>	<b>€ 24,961.16</b>	<b>€ 33,668.88</b>	<b>€ 44,166.77</b>			

**Balance sheet at year end 2019 will show positive cash and positive shareholders' equity**

# MELGES<sup>24</sup> 2019 IM24CA PROFIT (LOSS)

	Projected 2019	Jan to Oct. 2019	2018	2017	2016
<b>Income</b>					
ISAF Royalties	1,128.47	1,128.47	0.00	1,026.05	0.00
Class Affiliations	25,200.00	25,200.00	22,700.00	21,270.00	31,720.00
Sails Royalties	37,200.00	37,200.00	36,370.00	45,340.00	37,116.00
Bow Stickers	90.00	90	1,015.00	0.00	0.00
<b>Total Income</b>	<b>€ 63,618.47</b>	<b>€ 63,618.47</b>	<b>€ 60,085.00</b>	<b>€ 67,636.05</b>	<b>€ 68,836.00</b>
<b>Professional Fees - Measurer/Technical Advisor</b>	2,000.00	2,000.00	2,300.00	3,025.22	1,513.94
<b>Professional Fees - Championship Coordinator</b>	2,000.00	2,000.00	3,000.00	2,000.00	2,000.00
<b>Professional Fees - Class Management</b>	30,000.00	25,000.00	30,000.00	30,000.00	30,000.00
<b>Professional Fees - Expenses</b>	5,000.00	4,000.00	4,952.70	11,851.03	
<b>Total Consultant/Personnel Costs</b>	39,000.00	33,000.00	40,252.70	46,876.25	33,513.94
<b>Bow Sticker Development Cost</b>	-	-	550.00	-	0.00
<b>Sail Labels</b>	665.00	665.00			
<b>ISAF Dues</b>	225.89	225.89	229.52	240.44	483.68
<b>Bank charges</b>	650.00	312.92	302.56	179.47	160.51
<b>Marketing</b>	0.00	0.00	126.00	435.00	0.00
<b>IT Expenses</b>	450.00	316.79	1,821.57	1,221.66	3,077.04
<b>Office/administrative expenses</b>	0.00	0.00	56.10	753.39	1,220.46
<b>VAT Paid</b>	0.00	0.00	129.36	-	0.00
<b>Website Upgrade</b>	842.40	842.40	13,632.00	-	0.00
<b>Competition expenses</b>	3364.74	3364.74	356.65	11,506.02	1,268.59
<b>Cost of Annual Meeting</b>	1500.00	0.00	892.00	1,688.76	3,657.95
<b>Accounting Fees</b>	750.00	0.00		523.90	
<b>Bad Debt Expense</b>	820.00	820.00	0.00	4,450.00	
<b>Miscellaneous</b>	0.00	0.00	0.00	128.70	0.00
<b>Total Expenses</b>	9268.03	6547.74	18,095.76	21,127.34	9,868.23
<b>Total Photo and Video Expenses</b>	12,246.03	12,246.03	13,805.06	17,654.57	18,209.84
<b>Total Expenses</b>	<b>€ 60,514.06</b>	<b>€ 51,793.77</b>	<b>€ 72,153.52</b>	<b>€ 85,658.16</b>	<b>€ 61,592.01</b>
<b>Net Earnings</b>	<b>€ 3,104.41</b>	<b>€ 11,824.70</b>	<b>€ (12,068.52)</b>	<b>€ (18,022.11)</b>	<b>€ 7,243.99</b>



# MELGES<sup>24</sup> 2020 IM24CA BUDGET

	Budget 2020	Projected 2019	2019 Budget	2018
<b>Income</b>				
ISAF Royalties	380.00	1,128.47	0.00	0.00
Class Affiliations	24,500.00	25,200.00	23,500.00	22,700.00
Sails Royalties	37,000.00	37,200.00	35,000.00	36,370.00
Bow Stickers	50.00	90.00	50	1,015.00
<b>Total Income</b>	<b>€ 61,930.00</b>	<b>€ 63,618.47</b>	<b>€ 58,550.00</b>	<b>€ 60,085.00</b>
<b>Professional Fees - Measurer/Technical Advisor</b>	2,000.00	2,000.00	2,000.00	2,300.00
<b>Professional Fees - Championship Coordinator</b>	2,000.00	2,000.00	2,000.00	3,000.00
<b>Professional Fees - Class Management</b>	30,000.00	30,000.00	30,000.00	30,000.00
<b>Professional Fees - Expenses</b>	5,000.00	5,000.00	4,000.00	4,952.70
<b>Total Consultant/Personnel Costs</b>	39,000.00	39,000.00	38,000.00	40,252.70
<b>Bow Sticker Development Cost</b>	-	-	-	550.00
Sail Labels	0.00	665.00	0.00	
ISAF Dues	225.89	225.89	230.00	229.52
Bank charges	400.00	650.00	250.00	302.56
Marketing	1500.00	0.00	150.00	126.00
IT Expenses	450.00	450.00	1800.00	1,821.57
Office/administrative expenses	0.00	0.00	200.00	56.10
VAT Paid	0.00	0.00	0.00	129.36
Website Upgrade	0.00	842.40	0.00	13,632.00
Competition expenses	3500.00	3364.74	1000.00	356.65
Cost of Annual Meeting	1000.00	1500.00	1000.00	892.00
Accounting Fees	500.00	750.00	0.00	
Bad Debt Expense	0.00	820.00	2240.00	0.00
Miscellaneous	0.00	0.00	500.00	0.00
<b>Total Expenses</b>	7575.89	9268.03	7370.00	18,095.76
<b>Total Photo and Video Expenses</b>	12,000.00	12,246.03	12,000.00	13,805.06
<b>Total Expenses</b>	<b>€ 58,575.89</b>	<b>€ 60,514.06</b>	<b>€ 57,370.00</b>	<b>€ 72,153.52</b>
<b>Net Earnings</b>	<b>€ 3,354.11</b>	<b>€ 3,104.41</b>	<b>€ 1,180.00</b>	<b>€ (12,068.52)</b>

## 2020 Budget Notes:

Slightly conservative revenue compared to 2019

Expenses in line with 2019 with the following changes:

- €1500 for marketing
- No spend required for sail labels (2-3 year supply)