

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

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

**2019, 2020 Financials  
And  
2021 Plan**



## **FINANCIAL SUMMARY**

- Class affiliations were down 29% of 74 members; the Americas were down 30 or 27.8% and Europe was down 44 or 32.6%; Australia's numbers stayed constant
- Sail Label sales were down 75% or 393 compared to 2019; however, we did see 150 sail labels sold in November and December of 2019 presumably in preparation for the early May 2020 Worlds
- Due to the large increase in sail label sales, 2019 ended with a large profit; this was fortunate after two years, 2017 and 2018 of losses, and gave us a cushion to begin 2020 and face the pandemic

Country	2016	2017	2018	2019	2020	Assoc
Australia	14	2	13	10	10	0
Austria	7	7	5	6	8	0
Canada	24	20	23	12	12	3
Chile	16	14	0	0	0	0
Czech Republic	3	1	1	0	0	0
Denmark	17	15	14	15	14	0
Estonia (includes 1 Lithuania)	4	2	4	4	1	0
Finland	7	9	1	0	0	0
France	4	0	1	2	0	0
Germany	36	30	19	17	18	5
Hungary	12	11	11	12	7	0
Italy (includes 1 Russia)	12	24	21	28	21	3
Netherlands	1	1	0	0	0	0
Norway	21	17	33	25	13	20
Slovenia (includes 1 Croatia)	4	5	3	3	2	1
Spain	14	0	0	0	0	0
Sweden	6	12	5	7	0	0
Switzerland	13	3	4	4	2	0
UK (incl 1 Reg and 1 Ass NED)	1	11	11	11	5	2
Ukraine	3	2	1	1	0	0
USA	83	55	68	96	66	5
Total Full Members	302	241	238	253	179	39
Associate Members		102	142	136	39	
Bow Stickers			187	22	0	

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

# IM24CA

## MEMBERS BY REGION

IM24CA - Members by Region	2014	2015	2016	2017	2018	2019	2020	Change
Americas	72	82	107	75	91	108	78	-27.8%
Europe	160	174	158	147	134	135	91	-32.6%
Pacific/Asia	19	16	14	2	13	10	10	0.0%
Total	251	272	279	224	238	253	179	-29.2%
Rate of Change		8%	3%	-20%	6%	6%	-29%	
IM24CA - Members as a % of the Total								
Americas	29%	30%	38%	33%	38%	43%	44%	
Europe	64%	64%	57%	66%	56%	53%	51%	
Pacific/Asia	8%	6%	5%	1%	5%	4%	6%	



## IM24CA SAIL LABELS

Sail Maker	2017	%	2018	%	2019	%	2020	%	Change
North Manufacturing	292	69.2%	290	80.1%	352	67.4%	21	16.3%	-94.0%
Quantum/Durtek	90	21.3%	60	16.6%	158	30.3%	90	69.8%	-43.0%
All Others	40	6.2%	12	6.2%	12	6.2%	18	6.2%	50.0%
Grand Total	422		362		522		129		
Year to Year Change	-15.8%		-14.2%		44.2%		-75.3%		

- **100 from North and 50 from Durtek in November/December 2019**

	12/31/2020	10/19/2020	12/31/2019	12/31/2018	
<b>Assets</b>	<b>PROJECTED</b>				
<b>Current Assets</b>					
<b>Accounts receivable</b>					
1500 Accounts Receivable (A/R)	€ -	€ 4,135.00	€ 1,843.44	€ 7,205.00	
Reserve for Bad Debt	€ -	€ -	€ -	€ (5,180.00)	
<b>Total Accounts receivable</b>	€ -	€ 4,135.00	€ 1,843.44	€ 2,025.00	
1710 Cash and cash equivalents	€ 20,956.38	€ 8,371.38	€ 20,966.00	€ 10,043.24	
<b>Total Current Assets</b>	€ 20,956.38	€ 12,506.38	€ 22,809.44	€ 12,068.24	
<b>Total Assets</b>	€ 20,956.38	€ 12,506.38	€ 22,809.44	€ 12,068.24	
<b>Liabilities and shareholder's equity</b>					
<b>Current liabilities:</b>					
2490 Accrued liabilities	€ 6,050.00	€ -	€ 2,500.00	€ 12,542.00	
<b>Total current liabilities</b>	€ 6,050.00	€ -	€ 2,500.00	€ 12,542.00	
<b>Shareholders' equity:</b>					
Net Income	€ (5,403.06)	€ (7,803.06)	€ 20,783.20	€ (12,068.52)	
2020 Retained Earnings	€ 20,309.44	€ 20,309.44	€ (473.76)	€ 11,594.76	
<b>Total shareholders' equity</b>	€ 14,906.38	€ 12,506.38	€ 20,309.44	€ (473.76)	
<b>Total liabilities and equity</b>	€ 20,956.38	€ 12,506.38	€ 22,809.44	€ 12,068.24	

### COMMENTS:

- Assumes that all outstanding receivables are received
- Class Manager fee is accrued at year end and paid in early 2021 per agreement with her
- If Worlds proceeds, expenses will be incurred early in 2021
- Anticipate a loss (see income statement) in 2020 and 2021 due to reduced revenue

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

	2019	2018	2017
<b>Income</b>			
ISAF Royalties	1,128.47	0.00	1,026.05
Class Affiliations	25,300.00	22,700.00	21,270.00
Sails Royalties	52,200.00	36,370.00	45,340.00
Bow Stickers	90	1,015.00	0.00
Ad Revenue			
Misc Income including donations			
<b>Total Income</b>	<b>€ 78,718.47</b>	<b>€ 60,085.00</b>	<b>€ 67,636.05</b>
Professional Fees - Measurer/Technical Advisor	1,000.00	2,300.00	3,025.22
Professional Fees - Championship Coordinator	1,000.00	3,000.00	2,000.00
Professional Fees - Class Management	30,000.00	30,000.00	30,000.00
Professional Fees - Expenses	1,893.00	4,952.70	11,851.03
<b>Total Consultant/Personnel Costs</b>	<b>33,893.00</b>	<b>40,252.70</b>	<b>46,876.25</b>
Bow Stickers and Sail Label Costs	737.00	550.00	-
ISAF Dues	225.89	229.52	240.44
Marketing and IT expenses	1,512.43	1,947.57	1,656.66
Office and administrative expenses	60.00	185.46	753.39
Website upgrade	842.40	13,632.00	-
Cost of Annual Meeting	1,138.96	892.00	1,688.76
Bank and Accounting Fees	1,364.93	302.58	703.37
Bad Debt Expense	820.00	-	4,450.00
Miscellaneous expenses	995.89	-	128.70
<b>Total Expenses</b>	<b>7,697.50</b>	<b>17,739.13</b>	<b>9,621.32</b>
Photos and Videos	12,774.03	13,805.06	17,654.57
Competition expenses	3,570.74	356.65	11,506.02
<b>Total Competition expenses</b>	<b>16,344.77</b>	<b>14,161.71</b>	<b>29,160.59</b>
<b>Total Expenses</b>	<b>€ 57,935.27</b>	<b>€ 72,153.54</b>	<b>€ 85,658.16</b>
<b>Net Earnings</b>	<b>€ 20,783.20</b>	<b>€ (12,068.54)</b>	<b>€ (18,022.11)</b>

## COMMENTS:

- 2019 was an excellent year primarily due to a significant increase in the number of sails sold/sail royalties paid presumably in preparation for the Worlds which would have been in early May 2020
- Expenses were kept at a reasonable level compared to the two prior years



# MELGES<sup>24</sup> 2021 IM24CA BUDGET

	Budget 2021	Projected 2020	Oct. 2020	2019
Income				
ISAF Royalties	-	20.58	20.58	1,128.47
Class Affiliations	20,000.00	17,900.00	8,400.00	25,300.00
Sails Royalties	10,000.00	14,900.00	8,900.00	52,200.00
Bow Stickers	-	10.00	10.00	90
Ad Revenue	1,000.00	-	-	-
<b>Total Income</b>	<b>€ 31,000.00</b>	<b>€ 32,830.58</b>	<b>€ 17,330.58</b>	<b>€ 78,718.47</b>
Professional Fees - Measurer/Technical Advisor	2,000.00	-	-	1,000.00
Professional Fees - Championship Coordinator	2,000.00	-	-	1,000.00
Professional Fees - Class Management	25,000.00	25,000.00	13,750.00	30,000.00
Professional Fees - Expenses	-	-	-	1,893.00
<b>Total Consultant/Personnel Costs</b>	<b>29,000.00</b>	<b>25,000.00</b>	<b>13,750.00</b>	<b>33,893.00</b>
Bow Stickers and Sail Label Costs	-	-	-	737.00
ISAF Dues	232.00	231.95	231.95	225.89
Marketing and IT expenses	1,200.00	1,092.29	1,092.29	1,512.43
Office and administrative expenses	250.00	(37.00)	(37.00)	60.00
Website upgrade	-	6,000.00	6,000.00	842.40
Cost of Annual Meeting	-	-	-	1,138.96
Bank and Accounting Fees	1,150.00	1,500.65	1,150.65	1,364.93
Bad Debt Expense	-	-	-	820.00
Miscellaneous expenses	500.00	500.00	-	995.89
<b>Total Expenses</b>	<b>3,332.00</b>	<b>9,287.89</b>	<b>8,437.89</b>	<b>7,697.50</b>
Photos and Videos	2,500.00	2,491.55	2,491.55	12,774.03
Competition expenses	4,000.00	454.20	454.20	3,570.74
<b>Total Competition expenses</b>	<b>6,500.00</b>	<b>2,945.75</b>	<b>2,945.75</b>	<b>16,344.77</b>
<b>Total Expenses</b>	<b>€ 38,832.00</b>	<b>€ 37,233.64</b>	<b>€ 25,133.64</b>	<b>€ 57,935.27</b>
<b>Net Earnings</b>	<b>€ (7,832.00)</b>	<b>€ (4,403.06)</b>	<b>€ (7,803.06)</b>	<b>€ 20,783.20</b>
<b>Start Cash</b>	<b>€ 15,906.38</b>	<b>€ 12,506.38</b>		
<b>End Cash</b>	<b>€ 8,074.38</b>	<b>€ 15,906.38</b>	<b>€ 12,506.38</b>	

## COMMENTS:

- 2021 Budget shows a modest increase in members from 179 to 200
- 2021 Budget shows a modest number of sail royalties to be sold; please note that 60 sail labels were sold post COVID (the other 89 were sold early in 2020)
- Plan being developed to solicit ads/sponsors for the website to boost revenue
- Anticipate full measurer and coordinator fees presuming championships can be held
- Hope to pay Class Manager at normal rate if revenue exceeds expectations
- Anticipate supporting European Championships and Worlds (budget includes 1,200 to repair Worlds trophy)
- Shows modest cash remaining at end of 2021