

MELGES 24

INTERNATIONAL MELGES 24 CLASS ASSOCIATION

International Melges 24 Class Association (IM24CA)

**Financials
2022 Final
2023 Estimate
2024 Budget
Nov. 11, 2023**



IM24CA

FINANCIAL SUMMARY

FINANCIAL SUMMARY: 2023 and 2024 projected

2023 SUMMARY

- Income has reduced by 15,954 Euro from 2022
 - Class affiliations fees up by 15% driven by 9% increase in M+AMs, Members 5.5%, of which 6.7% NA, 4.2% Europe and membership fee
 - Sail Label royalties reduced by 35% on 2022, North -46.3%, Quantum -27.3%
 - 4 new boats were built generating approximately 1,000 Euro
- Projected Expenses are 11,773 Euro below 2023 budget due to less money spent on photographs and travel
- As a result, Net Earnings were 9,395 Euro, 320 Euro better than budget

2024 OUTLOOK

- Income expected to increase on a YtY basis
 - Class affiliations projected to flat but there may be room for growth with new NCAs
 - Sail Label royalties projected to increase above 2023 but not to 2022 levels
 - Anticipate revenue from at least 2 new boats
- Expenses projected to be 1791 Euro lower than 2023 including
 - Anticipated expenses for Class Manager and Championship Coordinator for 2024 Worlds in SF
 - Anticipated increased spend on photos and videos
 - Anticipated expense for providing staff clothing
- This should create Net Earnings of 4045 Euro
- Recommend this conservative 2023 budget to offset any unforeseen expenses

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MEMBERS BY COUNTRY

Country	2018	2019	2020	2021	2022	2023	Assoc
Australia	13	10	10	5	7	7	1
Austria	5	6	8	7	8	10	1
Canada	23	12	12	14	11	14	3
Chile	0	0	0	0	0	0	0
Czech Republic	1	0	0	0	0	2	1
Croatia				14	22	22	18
Denmark	14	15	14	13	14	14	1
Estonia (includes 1 Lithuania)	4	4	1	1	0	1	0
Finland	1	0	0	0	0	0	0
France	1	2	0	2	2	0	0
Germany	19	17	18	17	14	11	3
Hungary	11	12	7	2	7	8	0
Italy (includes 1 Russia)	21	28	21	23	23	26	7
Netherlands	0	0	0	0	0	0	0
Norway	33	25	13	15	12	15	29
Slovenia (includes 1 Croatia)	3	3	2	1	3	1	0
Spain	0	0	0	0	0	0	0
Sweden	5	7	0	6	3	3	0
Switzerland	4	4	2	2	4	3	0
UK (incl 1 Reg and 1 Ass NED)	11	11	5	4	3	3	1
Ukraine	1	1	0	2	0	1	0
USA	68	96	66	75	73	76	9
Total Full Members	238	253	179	203	206	217	74
Associate Members	142	136	39	46	61	74	

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MEMBERS BY REGION

IM24CA - Members by Region	2016	2017	2018	2019	2020	2021	2022	2023	Change
Americas	107	75	91	108	78	89	84	90	6.7%
Europe	158	147	134	135	91	109	115	120	4.2%
Pacific/Asia	14	2	13	10	10	5	7	7	0.0%
Total	279	224	238	253	179	203	206	217	5.1%
Rate of Change	#REF!	-20%	6%	6%	-29%	13%	1.5%	5.3%	72.3%
IM24CA - Members as a % of the Total									
Americas	38%	33%	38%	43%	44%	44%	41%	41%	1.7%
Europe	57%	66%	56%	53%	51%	54%	56%	55%	-1.0%
Pacific/Asia	5%	1%	5%	4%	6%	2%	3%	3%	-5.3%

IM24CA SAIL LABELS

Sail Maker	2019	%	2020	%	2021	%	2022	%	2023	%
North Manufacturing	352	67.4%	61	37.4%	254	63.0%	280	70.7%	150	-46.4%
Quantum/Durtek	158	30.3%	90	55.2%	131	32.5%	110	27.8%	80	-27.3%
All Others	12	6.2%	12	7.4%	18	4.5%	6	1.5%	30	400.0%
Grand Total	522		163		403		396		260	-34.3%
Year to Year Change	44.2%		-68.8%		147.0%		-1.7%		-34.3%	

Others: Dustom D.O.O., Olisails
and Ullman

IM24CA BALANCE SHEET

	10/26/2023	12/31/2022	12/31/2021
Assets			
Current Assets			
Accounts receivable			
1500 Accounts Receivable (A/R)	€ 25,657.51	€ 1,300.00	€ 705.00
Reserve for Bad Debt	€ -	€ -	€ -
Total Accounts receivable	€ 25,657.51	€ 1,300.00	€ 705.00
1710 Cash and cash equivalents	€ 39,873.68	€ 53,604.55	€ 37,594.12
Total Current Assets	€ 65,531.19	€ 54,904.55	€ 38,299.12
Total Assets	€ 65,531.19	€ 54,904.55	€ 38,299.12
Liabilities and shareholder's equity			
Current liabilities:			
2490 Accrued liabilities	€ 9,721.02	€ 5,490.00	€ 2,600.00
Total current liabilities	€ 9,721.02	€ 5,490.00	€ 2,600.00
Shareholders' equity:			
Net Income	€ 6,395.62	€ 10,528.88	€ 20,239.16
2020 Retained Earnings	€ 49,414.55	€ 38,885.67	€ 15,459.96
Total shareholders' equity	€ 55,810.17	€ 49,414.55	€ 35,699.12
Total liabilities and equity	€ 65,531.19	€ 54,904.55	€ 38,299.12

COMMENTS:

- **Accrued liability is remainder of Piret fee and expenses paid by Piret to be paid by year end**
- **A/R is presumed collectible and is mostly class affiliations uncollected as of 10/26/2023**

2023 Estimated Results

	Budget/Actual	Proj. 2023	Budget 2023	2022	2021
Income					
ISAF Royalties	787.65	1,012.65	225.00	221.00	234.28
Class Affiliations	2,760.00	23,760.00	21,000.00	20,600.00	20,200.00
Sails Royalties	(13,000.00)	26,000.00	39,000.00	39,700.00	40,300.00
Bow Stickers	-	-	-	-	-
Ad Revenue (shipping in 2020)	(2,000.00)	-	2,000.00	4,975.12	105.00
Currency exchange gain/loss	-	-	-	1,230.80	-
Total Income	€ (11,452.35)	€ 50,772.65	€ 62,225.00	€ 66,726.92	€ 60,839.28
	-	-	-	-	-
Professional Fees - Measurer/Technical Advisor	-	-	-	-	-
Professional Fees - Championship Coordinator	(1,000.00)	-	1,000.00	1,000.00	-
Professional Fees - Class Management	-	30,000.00	30,000.00	30,000.00	30,000.00
Professional Fees - Expenses	(3,500.00)	-	3,500.00	4,572.20	1,029.00
Total Consultant/Personnel Costs	(4,500.00)	30,000.00	34,500.00	35,572.20	31,029.00
	-	-	-	-	-
Bow Stickers and Sail Label Costs	12.00	12.00	-	-	820.00
ISAF Dues	220.50	220.50	-	-	234.22
Marketing and IT expenses	(17.63)	1,482.37	1,500.00	1,300.60	1,405.00
Office and administrative expenses	117.65	117.65	-	-	-
Website upgrade	1,000.00	1,000.00	-	-	-
Cost of Annual Meeting	-	-	-	-	-
Bank and Accounting Fees	1,325.11	1,475.11	150.00	84.20	999.32
Bad Debt Expense	-	-	-	-	135.00
Miscellaneous expenses	(1,000.00)	-	1,000.00	(108.59)	-
Total Expenses	1,657.63	4,307.63	2,650.00	1,276.21	3,593.54
	-	-	-	-	-
Worlds Expense	(768.50)	2,231.50	3,000.00	7,621.77	-
Photos and Videos	(7,526.00)	4,474.00	12,000.00	8,541.31	5,056.02
Competition expenses	(636.10)	363.90	1,000.00	-	921.56
Total Competition expenses	(8,930.60)	7,069.40	16,000.00	16,163.08	5,977.58
	-	-	-	-	-
Total Expenses	€ (11,772.97)	€ 41,377.03	€ 53,150.00	€ 53,011.49	€ 40,600.12
	-	-	-	-	-
Net Earnings	€ 320.62	€ 9,395.62	€ 9,075.00	€ 13,715.43	€ 20,239.16

- Sales of sail labels was off and caused overall revenue to be off significantly
- 4 new boats were built generating approximately 1,000 euro
- Another order for sail labels could be received before year end and boost revenue; but majority, if not all expenses, are accounted for in this projection
- Operational costs were low due to less money spent on photographs and travel; this is unlikely to continue in 2024

2024 Budget

	Budget 2024	Proj. 2023	2022	2021
Income				
ISAF Royalties	506.33	1,012.65	221.00	234.28
Class Affiliations	23,760.00	23,760.00	20,600.00	20,200.00
Sails Royalties	30,000.00	26,000.00	39,700.00	40,300.00
Bow Stickers	-	-	-	-
Ad Revenue (shipping in 2020)	1,000.00	-	4,975.12	105.00
Currency exchange gain/loss	-	-	1,230.80	
Total Income	€ 55,266.33	€ 50,772.65	€ 66,726.92	€ 60,839.28
Professional Fees - Measurer/Technical Advisor	-	-	-	-
Professional Fees - Championship Coordinator	1,500.00	-	1,000.00	-
Professional Fees - Class Management	30,000.00	30,000.00	30,000.00	30,000.00
Professional Fees - Expenses	3,500.00	-	4,572.20	1,029.00
Total Consultant/Personnel Costs	35,000.00	30,000.00	35,572.20	31,029.00
Bow Stickers and Sail Label Costs	-	12.00	-	820.00
ISAF Dues	220.50	220.50	-	234.22
Marketing and IT expenses	1,500.00	1,482.37	1,300.60	1,405.00
Office and administrative expenses	200.00	117.65	-	-
Website upgrade	-	1,000.00	-	-
Cost of Annual Meeting	1,500.00	-	-	-
Bank and Accounting Fees	1,300.00	1,475.11	84.20	999.32
Bad Debt Expense	-	-	-	135.00
Miscellaneous expenses	500.00	-	(108.59)	-
Total Expenses	5,220.50	4,307.63	1,276.21	3,593.54
Worlds Expense	3,000.00	2,231.50	7,621.77	
Photos and Videos	7,500.00	4,474.00	8,541.31	5,056.02
Competition expenses	500.00	363.90	-	921.56
Total Competition expenses	11,000.00	7,069.40	16,163.08	5,977.58
Total Expenses	€ 51,220.50	€ 41,377.03	€ 53,011.49	€ 40,600.12
Net Earnings	€ 4,045.83	€ 9,395.62	€ 13,715.43	€ 20,239.16

- Budget shows flat memberships and increased sales of sale labels
- Anticipate revenue from at least 2 new boats
- Anticipate expenses for Class Manager and Championship Coordinator for 2024 Worlds in SF
- Anticipate increased spend on photos and videos
- Anticipate expense for providing staff clothing