**Treasurer Report**

Good evening. Sorry that I am unable to be at the AGM tonight but I have a business commitment in India this week.

Just to recap what I have said in previous years, the Treasurer has three main responsibilities:

1. To maintain the accounts of the CTSA to accepted standards, remembering we are a limited company regulated by the Financial Conduct Authority.
2. To make sure there is a full audit trail and receipts for any payments made with members’ money.
3. To ensure that, as far as possible, we stick to our goal of operating at around break-even level, not making a profit but also living within our means and only spending money we earn.

The year to June 2016 was not an easy one. The fortunes of the CTSA largely mirrored those of the football club. The club’s return to League 2 and the mediocre level of entertainment on offer meant fewer members travelling to away games, and in addition we were forced to discontinue the 50/50 match-day draw due to a lack of volunteers willing to sell tickets.

It is probably fair to say that relations with the club hit an all-time low, and for that reason we welcome the purchase of the club by Ziya Eren and his team who have already shown a keenness to work with us.

**Financial Results for the Year**

The draft accounts for the year are available tonight, and also published on our new website for members to look at.

During the year the CTSA made a profit of £198 on turnover of £11,380.

The primary source of income continued to be travel, accounting for over 75% of our income. This generated a small surplus of £247 once costs were accounted for. Once again we adopted a policy of only running transport to away games where we were able to do so in a cost effective way, sometimes involving a minibus.

The other main source of income was fund raising, which generated £1,950 of income. After costs we were able to generate £1,700 to various beneficiaries including the club’s own Foundation. During the year we also paid the club a final instalment of £990 from the previous year’s 50/50 draw, although this was provided for in last year’s accounts.

At the end of the year the CTSA had reserves of £29,000, a figure that has remained consistent since the CTSA was formed through a merger of the old Supporters Club and Devils Trust.

**Outlook for Next Year**

We expect to continue our policy of operating at a break even level. However as part of this we continue to look for ways of saving money. For example following a tender the travel team has found an alternative supplier that can offer us costs 25% lower than we were able to get last season. This in turn means we will be able to offer lower fares to travellers whilst ensuring we use suppliers who are fully insured and operating in a lawful way.

**The Reserves of CTSA**

Finally I would like to reiterate something which I mentioned last year.

The CTSA has reserves of almost £29,000, and we get asked on a regular basis why this money isn’t used to subsidise cheaper fares for travellers. There are three reasons for this.

1. It has always been the case that the CTSA has operated on a break even basis. This is simply a matter of good business practice.
2. One of our aims as a company is to encourage the football club to operate with financial responsibility, and it would be hypocritical were we not to do the same. The last 5 years at Crawley Town have shown that throwing lots of money around and incurring big losses does not deliver lasting results in any business environment.
3. The CTSA has always had a goal of having a say in the running of the club, either through a supporter observer on the board or a shareholding in the club. Our Chair and Vice Chair are continuing discussions with the new owners and this money has always been held in case that opportunity arises.

As always it is your right as members to inspect the records of the CTSA at any time. Please feel free to contact me at games or via email if you have any questions.

Simon Smith