

Hartlepool United Football Club

FY23

May

Summary - Management Accounts by division



ACTUALS

FORECAST

	August	September	October	November	December	January	February	March	April	May	June	July	FY23 TOTAL
Away EFL Matchdays	3	3	2	2	2	2	3	2	3	1	0	0	23
Home EFL Matchdays	3	2	4	0	2	3	3	2	4	0	0	0	23
Cup Games and Friendlies	2	1	1	3	0	1	0	0	0	0	0	0	8
Matchday													
Ticketing Income	150,015	68,450	172,187	54,174	94,176	163,198	114,449	91,260	200,707	(22,522)	-	-	1,086,096
Match Ops & Marketing Expenses	(38,510)	(23,444)	(41,680)	(24,295)	(45,526)	(49,639)	(32,772)	(10,836)	(53,496)	(10,902)	(2,301)	(2,801)	(336,202)
Ticket Profit/(Loss)	111,505	45,007	130,507	29,879	48,651	113,559	81,677	80,424	147,211	(33,424)	(2,301)	(2,801)	749,894
Bar & Kiosk Income	29,424	13,654	38,121	11,043	17,948	35,324	23,628	22,584	51,928	5,831	-	-	249,486
Bar & Kiosk Expenses	(25,173)	(21,528)	(21,667)	(9,441)	(18,067)	(28,313)	(22,137)	(12,411)	(32,364)	(14,278)	-	-	(205,380)
Bar & Kiosk Profit/(Loss)	4,251	(7,874)	16,454	1,602	(119)	7,010	1,490	10,174	19,564	(8,447)	-	-	44,106
Hospitality Income	6,905	3,528	13,411	9,710	10,366	22,958	11,113	10,032	24,050	2,032	-	-	114,102
Hospitality Expenses	(4,033)	(2,750)	(5,985)	(1,449)	(6,006)	(12,332)	(7,101)	(5,379)	(14,844)	(248)	-	-	(60,128)
Hospitality Profit/(Loss)	2,872	778	7,426	8,261	4,359	10,626	4,011	4,653	9,205	1,784	-	-	53,975
Other Matchday Income	2,598	244	4,341	14,439	1,089	17,065	3,083	1,796	15,409	8,377	700	700	69,840
Other Matchday Expenses	(5,205)	(1,281)	(3,730)	(5,490)	(1,642)	(2,045)	(7,317)	(6,473)	(5,799)	(2,413)	-	-	(41,397)
Other Matchday Profit/(Loss)	(2,607)	(1,038)	611	8,949	(553)	15,020	(4,235)	(4,677)	9,610	5,964	700	700	28,443
Matchday Profit/(Loss)	116,020	36,873	154,997	48,692	52,338	146,216	82,944	90,573	185,591	(34,124)	(1,601)	(2,101)	876,418
Sponsorship & Advertising													
Total Income	18,762	22,096	15,429	27,262	22,262	31,103	26,221	31,496	28,609	31,646	25,246	25,246	305,381
Total Expense	(4,270)	(4,787)	(396)	-	(400)	-	-	-	-	-	(2,891)	(2,891)	(15,636)
Sponsorship & Advertising Profit/(Loss)	14,492	17,309	15,033	27,262	21,862	31,103	26,221	31,496	28,609	31,646	22,355	22,355	289,745
Retail													
Total Income	60,870	23,611	17,385	27,272	36,433	13,003	12,220	18,806	20,608	9,141	7,569	60,000	306,918
Total Expense	(47,530)	(19,081)	(14,426)	(21,098)	(28,509)	(11,471)	(10,942)	(16,133)	(16,749)	(8,377)	(6,597)	(64,911)	(265,825)
Retail Profit/(Loss)	13,340	4,530	2,959	6,174	7,924	1,532	1,278	2,673	3,859	764	972	(4,911)	41,094
Stadium Conferencing, Functions & Sublets													
Total Income	555	2,297	1,405	871	1,546	6,606	1,852	2,754	2,300	1,253	6,456	1,283	29,180
Total Expense	-	-	-	-	-	-	-	-	(490)	-	(481)	-	(971)
Stadium Conferencing, Functions & Sublets Profit/(Loss)	555	2,297	1,405	871	1,546	6,606	1,852	2,754	1,810	1,253	5,975	1,283	28,209
Academy													
Total Income	15,740	15,277	16,860	15,324	15,605	15,409	15,712	16,723	20,132	18,232	18,232	18,232	201,477
Total Expense	(15,035)	(12,435)	(14,270)	(13,363)	(13,047)	(12,565)	(13,436)	(17,305)	(12,781)	(14,026)	(16,161)	(16,161)	(170,586)
Academy Profit/(Loss)	705	2,842	2,590	1,961	2,558	2,845	2,276	(583)	7,351	4,206	2,070	2,070	30,892
Distributions and Funding													
Total Income	92,500	90,000	92,500	92,500	250,500	92,500	237,750	91,500	92,510	92,500	93,715	93,715	1,412,191
Total Expense	-	-	-	-	-	-	-	-	-	-	(34)	(34)	(68)
Distributions and Funding Profit/(Loss)	92,500	90,000	92,500	92,500	250,500	92,500	237,750	91,500	92,510	92,500	93,681	93,681	1,412,122
Overhead - 1st Team Football													
1st Team Player Salary Packages	(123,248)	(127,090)	(124,240)	(125,220)	(129,602)	(133,785)	(141,752)	(143,099)	(134,911)	(132,515)	(135,694)	(135,694)	(1,586,850)
1st Team Staff Salary Packages	(32,443)	(39,101)	(47,774)	(39,548)	(57,256)	(39,218)	(57,768)	(65,441)	(47,334)	(52,391)	(35,241)	(33,487)	(547,002)
1st Team Other Costs	(27,872)	(32,892)	(25,614)	(18,869)	(18,593)	(22,786)	(11,743)	(11,101)	(16,433)	(13,630)	(9,199)	(11,399)	(220,131)
Total Overhead - 1st Team Football	(183,563)	(199,082)	(197,629)	(183,638)	(205,452)	(195,788)	(211,264)	(219,642)	(198,678)	(198,535)	(180,134)	(180,579)	(2,353,983)
Overhead - Club													
Administration Staff Salary Packages	(26,384)	(31,460)	(35,823)	(33,743)	(31,627)	(28,648)	(27,733)	(37,137)	(31,038)	(31,006)	(33,454)	(33,454)	(381,508)
Administration & Stadium Costs	(37,737)	(23,393)	(33,764)	(26,060)	(25,950)	(28,807)	(27,648)	(23,263)	(29,205)	(10,811)	(28,048)	(52,503)	(347,189)
Bank & Finance Costs	(3,469)	(4,754)	(3,200)	(2,549)	(4,628)	(3,434)	(4,114)	(3,965)	(4,498)	(3,416)	(3,811)	(3,803)	(45,642)
Total Overhead - Club	(67,591)	(59,607)	(72,786)	(62,352)	(62,205)	(60,890)	(59,496)	(64,366)	(64,740)	(45,233)	(65,313)	(89,760)	(774,339)
Total Profit/(Loss)	(13,540)	(104,838)	(929)	(68,530)	69,072	24,124	81,561	(65,594)	56,311	(147,522)	(121,994)	(157,962)	(449,842)