

### (Attachment 3)

## DRAFT 2019 – 2021 WANL CLUB INCOME AND EXPENDITURE LINE ITEMS

In developing a budget, Clubs should consider the following income and expense line items:

<b>Income</b>
<ul style="list-style-type: none"> <li>• Corporate hospitality sales;</li> <li>• Donations;</li> <li>• Events and functions;</li> <li>• Fundraising;</li> <li>• Grants (refer to Forecast Club Grants and Participation Fees for NWA grants);</li> <li>• Match ticketing (Home game);</li> <li>• Merchandise and stock sales;</li> <li>• Player registration and membership fees;</li> <li>• Sponsorship – cash;</li> <li>• Sponsorship – contra;</li> <li>• Uniform;</li> <li>• Underpinning program participation fees;</li> <li>• Other income.</li> </ul>
<b>Expenses</b>
<ul style="list-style-type: none"> <li>• Accommodation and travel;</li> <li>• Administration and management expenses;</li> <li>• Club awards and recognition;</li> <li>• Honorariums;</li> <li>• Contract/consultancy fees;</li> <li>• Catering and nutrition;</li> <li>• Computer expenses;</li> <li>• Events and functions;</li> <li>• Facilities and storage;</li> <li>• Fundraising;</li> <li>• First Aid;</li> <li>• Merchandise and stock sales expenses;</li> <li>• NWA member affiliation;</li> <li>• Meeting expenses;</li> <li>• WANL participation fee (refer to Forecast Club Grants and Participation Fees);</li> <li>• Professional development;</li> <li>• Signage;</li> <li>• Sponsor servicing and hospitality costs;</li> <li>• Uniforms;</li> <li>• Underpinning program expenses:</li> <li>• Venue hire (training and home games);</li> <li>• Other club/team costs.</li> </ul>

NWA will be responsible for the following costs:

- WANL administration and management;
- WANL awards and recognition;
- WANL bench official's allocations and payments;
- WANL communications and media;
- NWA competition equipment and maintenance;
- NWA competition workforce;
- WANL marketing and promotion including competition and NWA sponsor signage;
- WANL sponsor servicing and hospitality costs;
- WANL umpire allocations and payments;
- WANL venue hire and pre-season round robin;
- NWA workforce accommodation and travel;
- NWA workforce professional development;
- NWA workforce uniforms.

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