

Cumann Luthchleas Gael Financial Results 2020





- **Group Revenues – 2020**
- CLG Consolidated Revenues were **€50m**
- Decrease of **€68m** / 58% on 2019 (€118m)

- **Deficit - 2020**
- CLG Consolidated deficit at year end **€27m**
- Decrease of **€30m** on the 2019 surplus of €3m

- Consolidation Includes: Cumann Lúthchleas Gael, Croke Park Stadium, Insurance Fund, Injury Fund, Museum, GAA Handball, GAA GO and other smaller affiliates.



■ Breakdown of the 2020 Revenues

■ By Entity:	2020	2019	Var
■ Central Council -	€31.4m	€73.9m	€42.5m
■ Pairc an Chrocaigh -	€ 7.4m	€47.6m	€40.2m
■ Insurance Fund -	€ 6.1m	€ 6.4m	€ 0.3m
■ Injury Fund -	€ 5.4m	€ 8.8m	€ 3.4m



■ Breakdown of the 2020 Deficits

■ By Entity:	2020	2019	Var
■ Central Council -	€15.6m	€ 0.1m	€15.7m
■ Pairc an Chrocaigh -	€10.2m	€ 2.5m	€12.7m
■ Injury Fund -	€ 0.9m	€ 0.3m	€ 1.2m
■ Other -	<u>€ 0.4m</u>	<u>€ 0.1m</u>	<u>€ 0.5m</u>
■ Total	<u>€27.1m</u>	<u>€ 3.0m</u>	<u>€30.1m</u>



■ 2020 Deficits – At National Level

	2020
■ Central Council & Croke Park	€ 27.1 m
■ Provincial Councils	€ 4.0 m
■ County Level	<u>€ 3.0 m</u>
■ Total Combined Deficit	<u>€ 34.1m</u>

Central Council Financial Results 2020

Páirc an Chrócaigh CTR Financial Results 2020



Central Council Financial Results

Year Ended 31 October 2020



Financial Results 2020

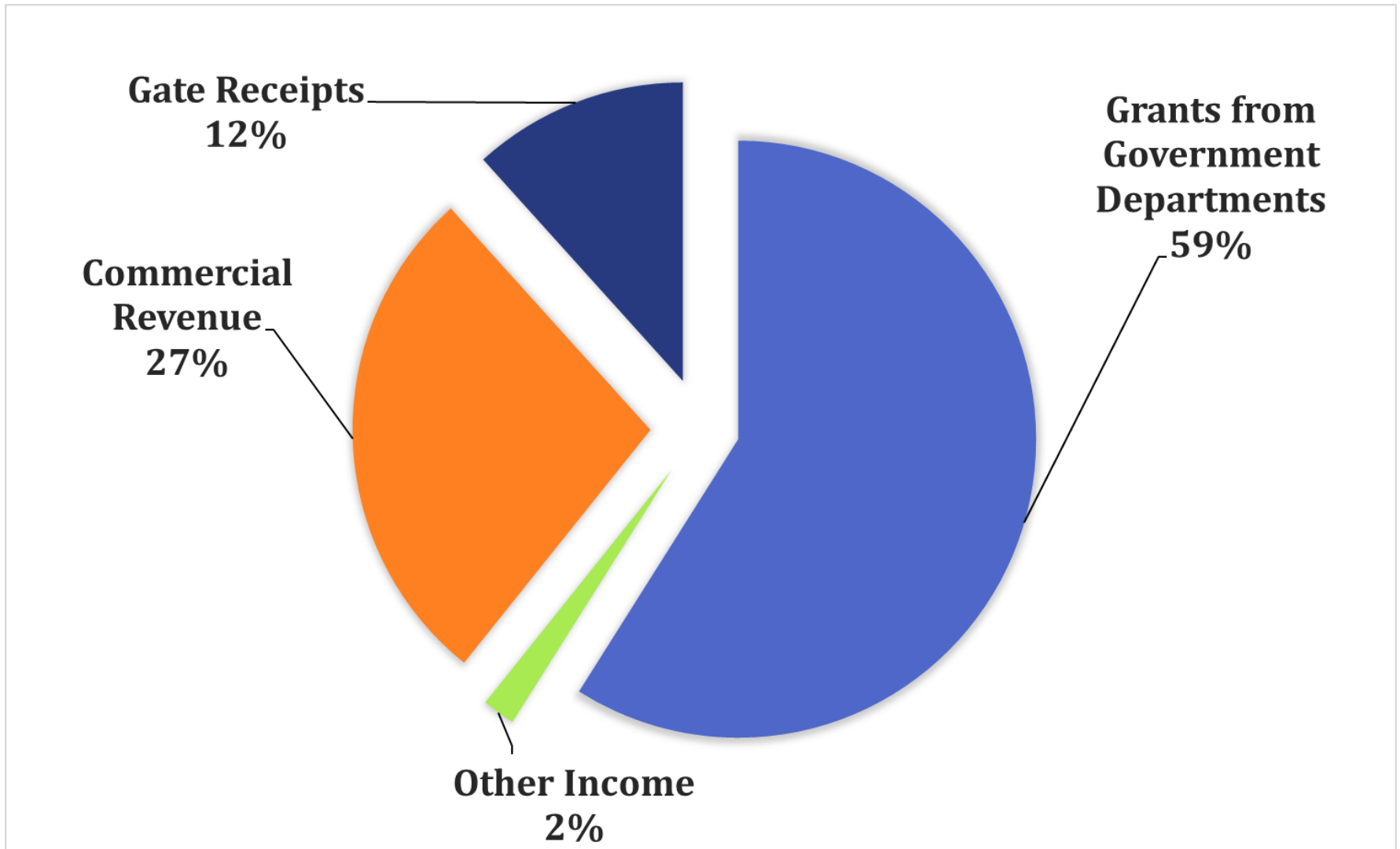
Income Statement



euro m	ACTUAL 2020	ACTUAL 2019	+ / -
REVENUE	31.4	73.9	-57%
DIRECT COSTS	5.4	12.8	-58%
Gross Surplus	26.1	61.1	-57%
Teams & Counties	15.2	14.5	5%
Development & Welfare	11.8	23.1	-49%
Operating Costs	9.4	11.3	-17%
INDIRECT COSTS	36.4	49.0	-26%
OPERATING (DEFICIT) / SURPLUS	-10.4	12.1	-186%
FUNDING ACTIVITIES	5.3	12.0	-56%
(DEFICIT) / SURPLUS FOR YEAR	-15.6	0.1	

Financial Results 2020

Income Analysis



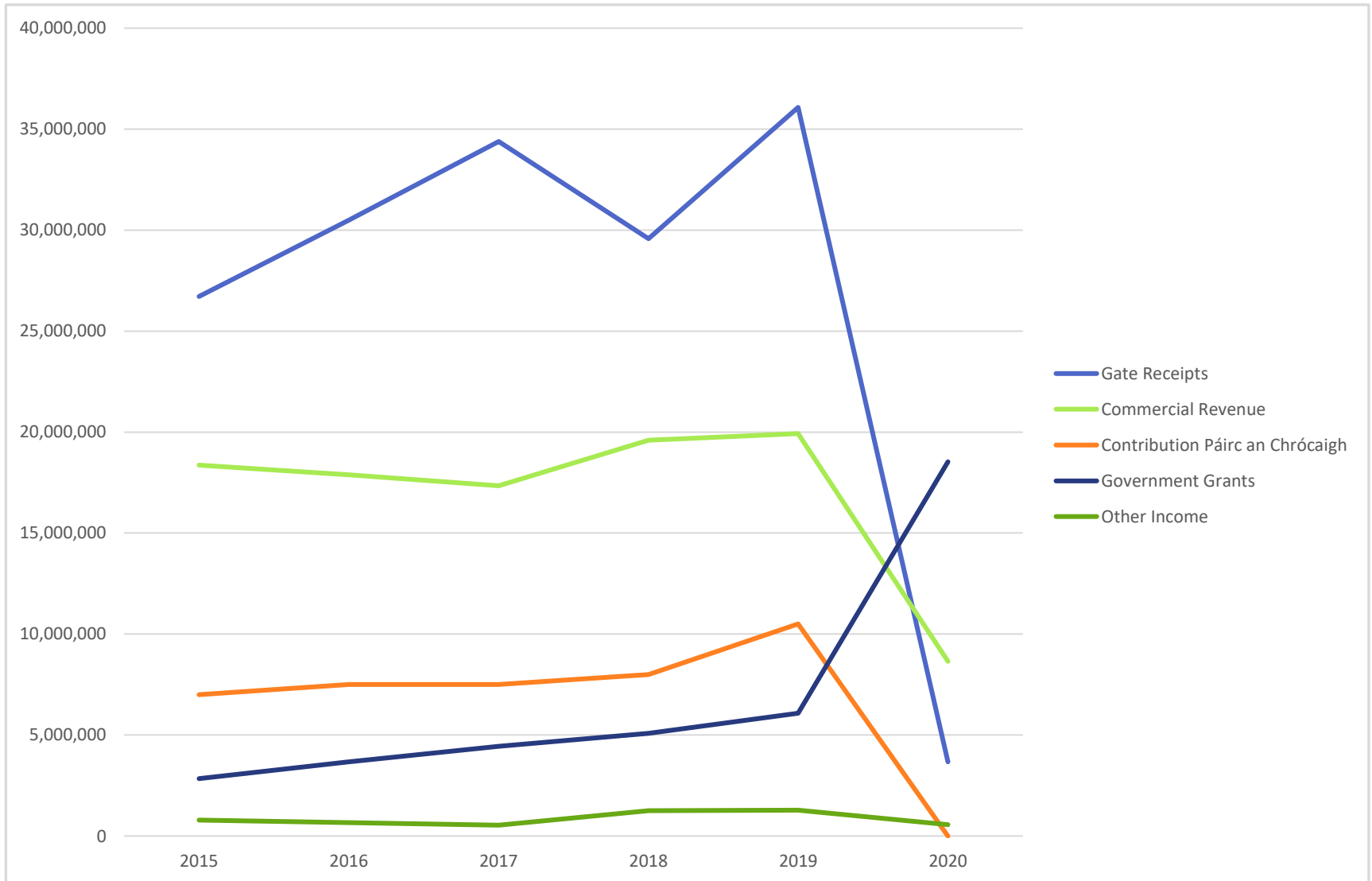
Financial Overview – Central Council



- **2020 Revenue - €31.4 down 57% / €42.5m on last year**
 - Gates have decreased by **€32.4m** to **€3.6m**
 - Commercial Income is down **€11.3m** to **€8.7m**
 - State Funding is up **+€12.4m** to **€18.5m**
 - No distribution from Croke Park Stadium a drop of **€10.5m**

- **Direct cost of matches has decreased by €7.4m to €5.4m**
 - Majority of AI Championship took place in Nov / Dec
 - Match day venue rental model recast
 - Fixed Ticketing Costs

Sources of Revenue 2015 -2020





- **Team & County distributions was €15.2m up +€0.7m on 2019**
 - Reduced League Pool distribution
 - Reduced County Operating grants
 - New training supports
 - Player mileage expenses underwritten centrally for championships
- **Investment in Games Development shrank to €6.4m from €13.5m**
 - All 365 coaching personnel retained
 - Central grant funding currently reduced to 65%
 - Cul Camps saw +70k children attend
 - All other projects and initiatives post April 2020 put on hold
- **Player Welfare funding decreased by €4.2m to €4.5m**
 - €2.8m flow trough of player Government grants
 - Minimal transfer to injury fund
 - Reduced GPA distributions of €1.3m

Financial Overview – Central Council



- **Administration Costs €9.4m down from €11.3m**
 - Staff salary deferrals implemented in April of 30%
 - Saving of €1m when combined with Wage subsidy scheme
 - Additional savings in Marketing, Meetings and Travel

- **€5.3m distributed via grant funding**
 - **€1.3m** Capital Projects supported in Antrim, Fermanagh & Longford & Connacht centre of excellence
 - **€1.3m** grant write down re PUC
 - **€1m** County administrator grants retained
 - **€2m** Balance are supports for Provincial, Related bodies and Clubs

- **Net Deficit at year end of €15.6m**

Operational Overview



- **Government Support Funding secured**
 - €14m for AI Championships
 - €9m from Rescue fund for Sport
 - €5.2m from Club Resilience Support Fund

- **GAA Support Package put in place**
 - Clubs & Overseas Units - €9.5m
 - 2020 Championship cost base underwritten for counties

- **Potential New Roadmap to control Team Costs**
 - Limit on Panel size to 32
 - Limit on training / match days to 3 per week

- **270 Games scheduled under auspicious of Central Council**
 - Ordinarily closer to 360+
 - 6 games remain to be played at minor and U20 level

Financial Tables - Recap



Financial Results 2020

Income Breakdown



euro m	ACTUAL 2020	ACTUAL 2019	+ / -
GATE RECEIPTS	3.7	36.1	-90%
COMMERCIAL INCOME	8.7	19.9	-57%
STATE FUNDING	18.5	6.1	204%
OTHER INCOME	0.6	11.8	-95%
	31.4	73.9	-57%

Games Development Costs



euro m	ACTUAL 2020	ACTUAL 2019	+ / -
Personnel	3.9	6.8	-42%
Projects	1.1	4.0	-72%
Equipment	0.0	0.4	-100%
Referees Development	0.1	0.2	-40%
Overseas	1.2	2.2	-43%
	6.4	13.5	-53%



Organisational Development Costs

euro m	ACTUAL 2020	ACTUAL 2019	+ / -
Direct GPA Funding	1.4	3.8	-64%
Sports Ireland Player Welfare	2.8	3.0	-5%
Player Injury Scheme	0.2	1.8	-92%
	4.5	8.7	-48%

Financial Results 2020

Operating Costs



euro m	ACTUAL 2020	ACTUAL 2019	+ / -
STAFF	4.3	5.3	-19%
ESTABLISHMENT	1.2	0.9	30%
IT	1.1	1.0	12%
MARKETING	0.7	1.8	-63%
COMMUNICATIONS	0.7	0.8	-15%
PROF FEES	0.7	0.5	48%
TRAVEL & CONF	0.5	0.9	-46%
OFFICE ADMIN	0.3	0.1	108%
	9.4	11.3	-17%

Financial Results 2020

Funding & Grants



euro m	ACTUAL 2020	ACTUAL 2019	+ / -
OPERATING GRANTS	2.5	4.1	-38%
CO GROUNDS	2.5	4.5	-45%
CLUB DEVELOPMENT	0.2	3.0	-92%
INTERNATIONAL	0.1	0.4	-86%
	5.3	12.0	-56%

Insurance & Injury Funds

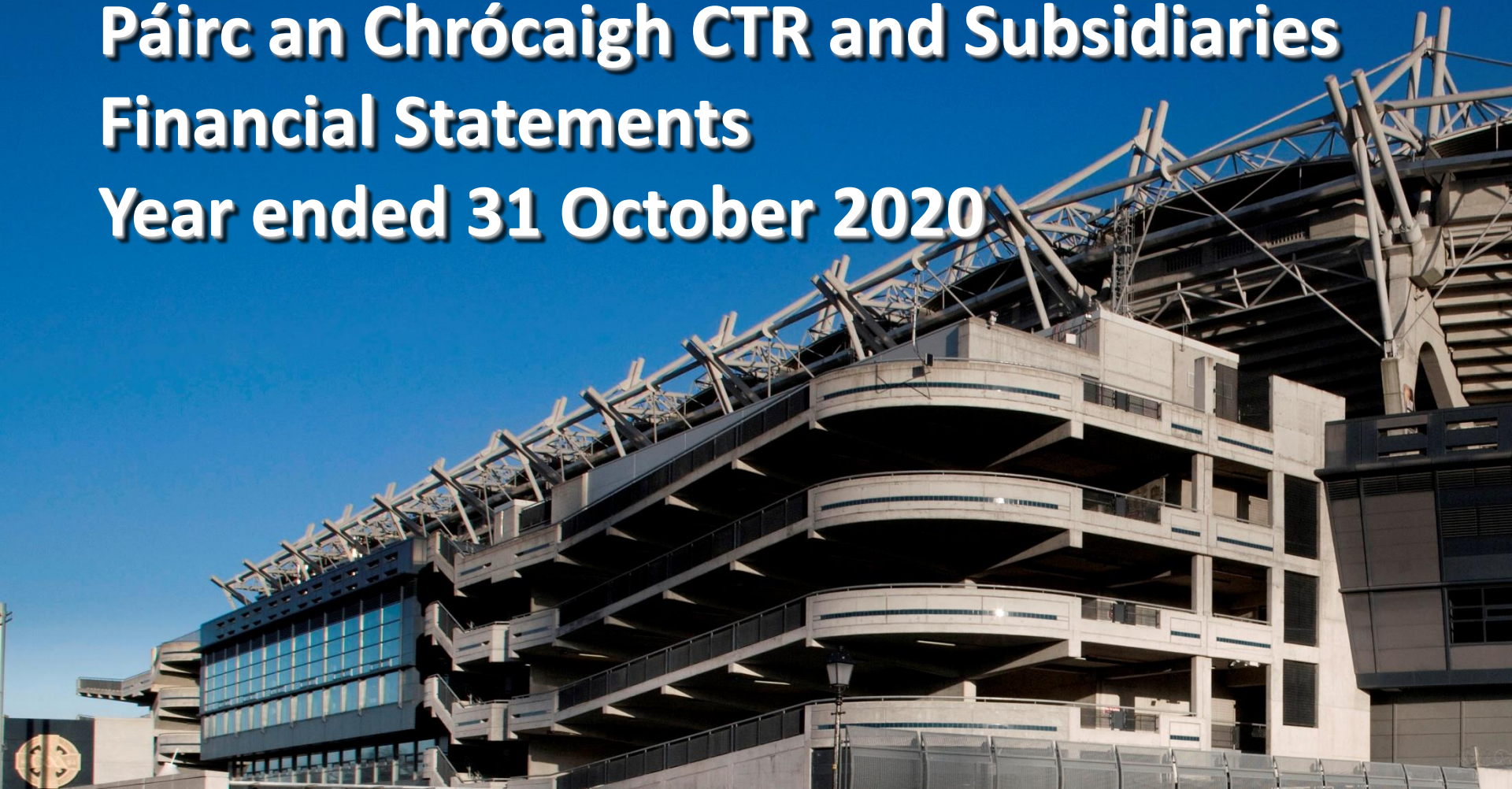
2020 Insurance Fund Surplus of €47k

- Annual Insurance Premium **€5.9m** pa
- Rebilled across all our Units
- Covid Club grant to be allocated against 2021 charge

2020 Injury Fund Deficit of **€934k**

- 2020 Injury Fund member claims **€7.8m**
- Fund's 2020 cover period currently extended to March 2021
- Self Funded by €6m from Club contributions

Páirc an Chrócaigh CTR and Subsidiaries Financial Statements Year ended 31 October 2020





Conclusions & 2021



Conclusions and Looking Forward

- **2020 Consolidated Losses of €27.1m**
- **All centrally funded staff, coaching & county personnel retained**
- **Club, County and Provincial financial supports funded by Government and CLG**
- **Intercounty Player expense costs centralised for championships**
- **New Championship financial support model**
 - 32 Player Panels
 - Cap of 3 training / match day sessions per week
 - A defined return to play date and season end date
 - This will deliver significant cost control in future years
- **A support line of credit put in place to secure all development fund deposits**

Conclusions and Looking Forward

- 2021 will be as financially challenged as 2020 was...
- Ambition remains to deliver all GAA competitions
- Further Government Support will be needed to support the staging of our National competitions
- Currently no attendances or ticket sales forecast
- Commercial Contracts will require further renegotiation
- Administration Cost base will be further reduced
- 2021 will see continued but reduced support for:
 - Coaching and Games personnel
 - Player Injury Fund
- Direct Infrastructure support will not be available
- Solid Balance Sheet allows some scope for a positive outlook

CEISTEANNA?



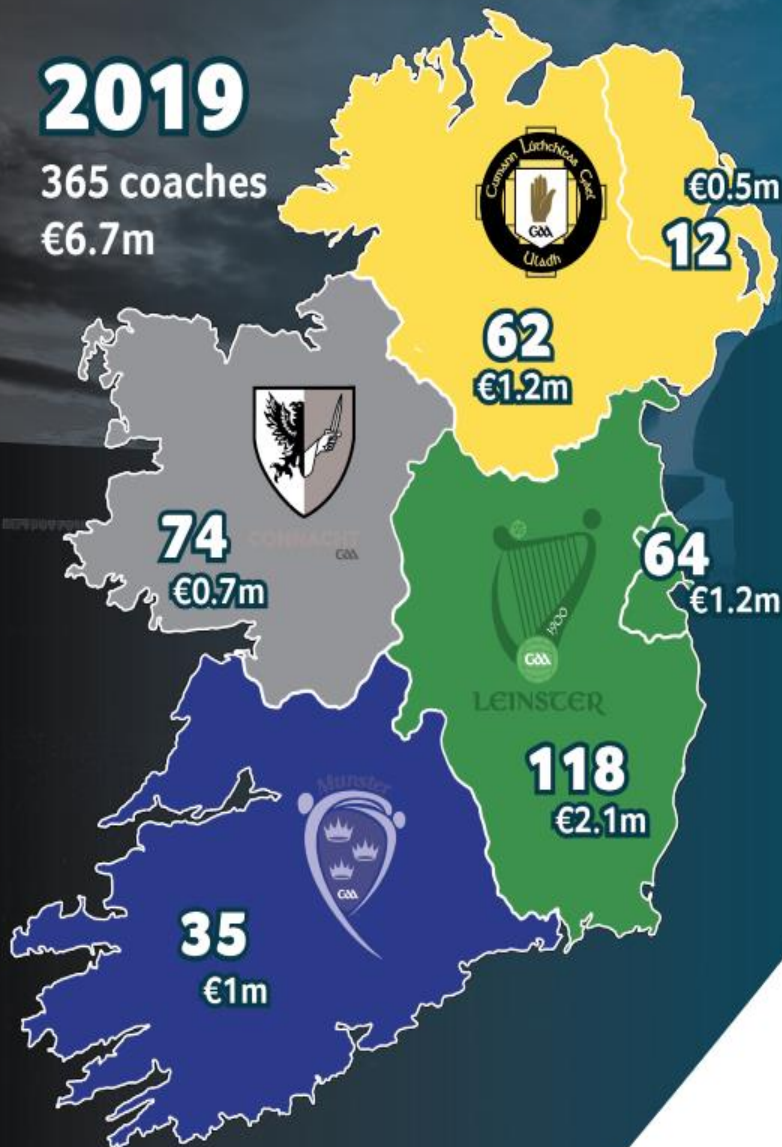
e:ports@ie 19 December 2020, Dublin captain Stephen Cluxton lifts the Sam Maguire Cup following the GAA Football All-Ireland Senior Championship Final match between Dublin and Mayo at Croke Park in Dublin. Photo by Ray McManus/Sportsfile

GAA's Coaching Network & Investment



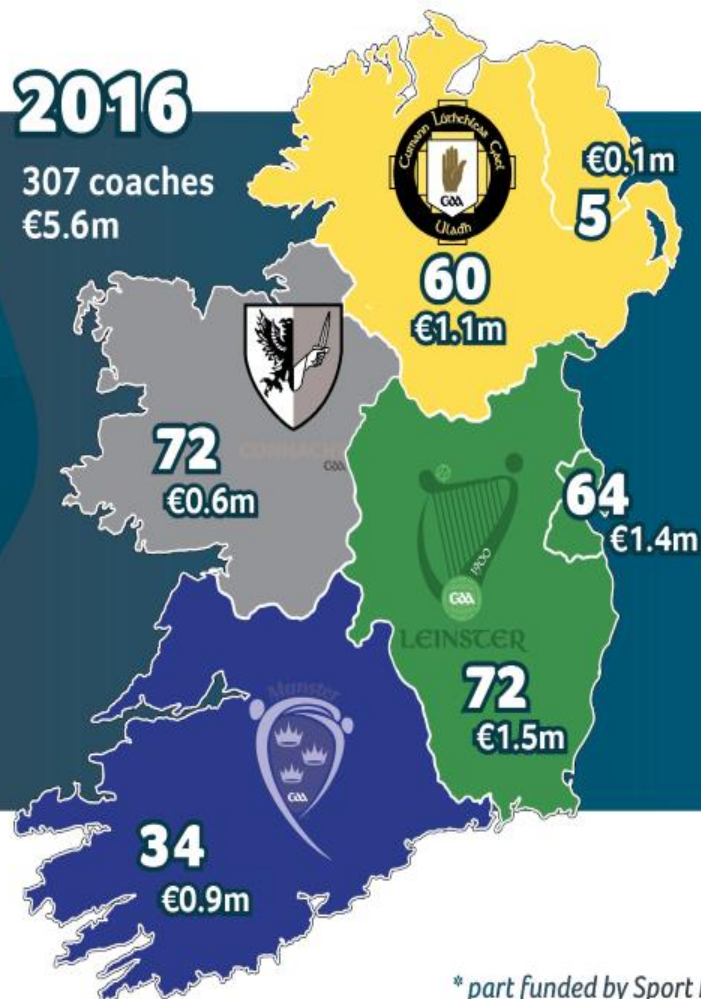
2019

365 coaches
€6.7m



2016

307 coaches
€5.6m



* part funded by Sport Ireland