



not for profit | services for sports governing bodies

the team



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dedicated specialists

At haysmacintyre, we have dedicated specialists looking after our NGB and related sports organisations. We act for over 20 National Governing Bodies (NGB) in the UK as well as many sports related companies and charities. We also act for a number of sports personalities and professionals in horse racing, athletics, football and rugby.

As one of the leading advisers to the NGB sector we have an in-depth understanding of the way NGB and sports related organisations work. Our services are all carried out by specialists and include services such as audit, accounting, corporate and personal taxation, financial planning and corporate finance.

Services specifically relevant to NGBs include:

audit and assurance

Our audit and assurance services are tailored to suit your needs. Our experience and our desire to be a leading adviser in the NGB sector, ensure that we fully understand the environment in which you operate and the issues you face. We ensure our work is effective and efficient by focusing on key issues well ahead of the year-end; this enables us to meet timetables with ease and ensures our work is directed to the key areas. We understand that continuity of personnel is very important, and ensure that you are dealing with people who know you and understand your business. Our role as your auditors provides us with a unique opportunity to spend time with you and in return we will add value to your organisation.

tax

HMRC are starting to take more interest in the taxation affairs of NGBs and we would recommend that a high level review is carried out to ensure you are complying with legislation, but also to seek any opportunities to structure your affairs more efficiently from a tax point of view.

There are no special rules that apply to NGBs with regard to corporation tax. As NGBs become more commercial and attract greater sponsorship income, the greater the requirement to consider the corporation tax implications.

VAT

Our VAT team have particular experience in regard to NGBs and VAT, and this is an area where different NGBs are often treated differently by HMRC for little apparent reason. We have been successful on behalf of NGBs in reclaiming all or a large proportion, of VAT incurred on costs relating to elite funding.

We have frequently provided VAT advice concerning staging of international competitions both in the UK and abroad, and on the opportunity to reclaim foreign VAT incurred in training sessions and on overseas competitions.

There are various other aspects that should undergo periodic review, such as treatment of subscriptions and whether part of the subscriptions should be exempt from VAT, relating to supplies of sporting facilities.

employment tax

Employment tax is becoming an increasing issue for NGBs as they get challenged by HMRC. We have advised many of our NGB clients particularly on the following:

Salary costs – most NGBs salary costs represent 25% of the organisation's total costs. We carry out specific testing on payroll records and also analytical review testing to gain comfort against the average number of employees, general pay increases and the disclosure of such items in the accounts of NGBs.

Employment status - it is important to correctly determine the employment status of coaches, physiotherapists and sometimes even athletes, as this can affect the charge to tax.

Place of employment – HMRC have been challenging the claiming of travel expenses (and occasionally accommodation expenses) to/from head office, where employers and employees have “chosen” that the main place of employment is an employee's home. Such arrangements have become quite common with NGBs, and the tax considerations have often been over looked when finalising employment contracts.

Overseas individuals - NGBs often employ specialist coaches from overseas which can have a number of PAYE or NIC implications for both the organisation and the individual. We have been very successful in addressing this complex situation for a number of our clients and have successfully managed to reduce the rate of income tax originally charged.

Non staff items - NGBs are often required to pass on, for example, items of clothing to staff or non staff members, or make payment to volunteers or office holders. The issue is whether there is any exposure to PAYE/NIC. Our review can identify any areas of concern or provide comfort that no liabilities arise.

strategic consultancy

Advice we have previously given to NGBs in this area includes:

- corporate governance
 - board recruitment and training
 - role of treasurer and finance committees
 - board responsibilities
- internal audit
- feasibility studies
 - commercial ventures
 - property moves
 - major events

benchmarking

We provide regular annual haysmacintyre NGB benchmarking reports. This enables our clients to compare themselves against similar NGBs in both financial and non-financial information. The information, whilst remaining confidential, goes beyond information that is available in the public domain.

about the haysmacintyre sports team

Our sports team are enthusiastic sports people and build strong, friendly working relationships with their clients.

Jeremy Beard heads up the Sports Unit at haysmacintyre and advises a number of commercial organisations and individuals in the sports sector. This includes sports sponsorship companies, fitness industry specialists and individual athletes, as well as charities. He acts for a number of membership organisations, including many of our NGB clients. He also lectures at various sports seminars, and over the years has been involved in working parties with Sports Councils. Jeremy has regular dialogue with SRA, and has attended the last 12 CCPR Annual Conferences. Jeremy is non-executive Chairman of Sport Taekwondo UK, and is a trustee of Wycombe Royal Grammar School Foundation.

Graham Elliott is our award-winning VAT partner and will provide any VAT advice needed in connection with our audit, and any specialist advice should this be required. Graham works extensively with NFP organisations. He is experienced in negotiating with HMRC to produce the best possible outcome for clients. In particular, Graham has some 12 years experience advising NGBs, and has assisted NGBs in securing a measure of VAT recovery on costs relating to elite funding.

Sport and Recreation Alliance (SRA)

We have been an SRA (formerly CCPR) Business Partner for over ten years. This demonstrates our commitment to the sports sector, and has enabled us to develop our knowledge by attending and speaking at Annual Conferences and CEO Conventions. We believe an all-round knowledge of the sector is vital if we are to provide the expert tax and accounting knowledge we pride ourselves on.

We issue “briefings” from time to time on key topical issues affecting NGBs, such as:

- not for profit budget summary
- sporting supplies VAT exemption
- board structures for NGB's

haysmacintyre NGB clients include:

- Amateur Swimming Association
- British Canoe Union
- British Cycling Federation
- Badminton England
- British Greyhound Racing Fund
- British Gymnastics
- British Judo Association
- British Rowing
- British Swimming
- British Triathlon
- England Netball Association
- Motor Sports Association
- Pentathlon GB
- Royal Yachting Association
- UK Athletics

about haysmacintyre

haysmacintyre, Chartered Accountants and business advisers, works with over 550 charities and not for profit organisations in the UK and overseas. Our services include the full range of audit, tax, VAT and comprehensive advisory services. Our multi-disciplinary specialist team has extensive sector experience working for a diverse range of charities. We are based in one location which ensures an integrated and comprehensive approach to our clients' requirements.

haysmacintyre is a founding member of MSI Global Alliance (MSI), an international alliance of independent legal and accounting firms, with 250 members in 100 countries.



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