

Programme Notes v Cheltenham Town

Good evening and welcome to this evening's re-arranged match against Cheltenham Town and particularly to the supporters who have made the 350 mile round trip from Gloucestershire many of whom will have made some or all of the journey for the original fixture on 26th October before it was postponed at 11.30pm. Having had the same happen to us at Plymouth it is certainly very frustrating for supporters when this sort of thing happens.

It has certainly been an eventful couple of weeks at the club with the departure of Michael Jolley after the revelation of his outburst at the press conference following the home defeat to Leyton Orient. There are no winners from this very unfortunate episode and having started the season relatively well it is now vital that we get things back on track as soon as possible. We wish Anthony Limbrick every success as he tries to do just that, and it is great to see Ben Davies back working with the first team having agreed to help out. Good Luck guys.

One of the hot topics raised during Michael's departure has been the playing budget and where we sit in the pecking order of League 2 clubs. Towards the end of every season the EFL issue a benchmark list (without naming the other clubs) and last season we now know that we sat within the bottom quartile which was a bit of a surprise to everyone. For this season the budget was reviewed and based on last years numbers the club have tried to ensure it is more competitive and at least in the top half of spend but this will not be known for sure until the EFL publish this seasons table later in the season. When setting the budget, it is not simply a question of just increasing it as we like, there are strict rules in place from the EFL which from this season dictate that only 50% (down from 55%) of eligible income can be spent on players wages. In terms of what qualifies here the rules:

Turnover definition

Under the SCMP rules, the definition of 'Turnover' is particularly important as Turnover is used to determine the maximum wage-spend. Within a traditional accounting perspective, there are usually only three elements of turnover:

- Match-day Income
- Commercial Income (such as sponsorship)
- TV revenue (and any 'merit payments' based on league position)

However, the Football League use a is broader definition of Turnover. Crucially, the turnover figure includes donations from the owners to the club and injections of equity. Loans from club owners are understandably not included in the Turnover figure as these would result in growing club debts.

Profit on player sales

Any profit made on player sales is included within Turnover on a cash basis when the instalments are received. Very often transfers are paid for over a period time and so the income can only be included as part of the salary cap management formula when the cash is received and not when the deal is done.

When things are not going as well as we would all like we often see calls for the club to go out and spend more money to resolve the situation but as you can see it is not as simple as that and even if it wanted to it would not be possible under the rules of salary cap management.

Although a big playing budget will undoubtedly give a club a big advantage and make success more possible it is by no means guaranteed and history shows many examples of clubs that have outperformed their budget. Indeed, tonight's visitors are having a great season so far and although we don't know their numbers, we would suspect they will be well below their current league position in terms of budget.

There is no doubt that tonight will be another tough match and more than ever the players need our full support to help them get that much needed win.

Finally a reminder that if you have any questions or comments at all about matters at club please do not hesitate to contact us at enquiries@marinerstrust.co.uk or if you see any of us around the ground just stop and have a chat. We will always do our best to answer.

Keep the faith.

UTM

Mariners Trust Board