

Eastern Landlords Association

Detailed income statement

Year ended 31 December 2019

	2019 £	2018 £
Turnover		
Members annual subscriptions	92,043	94,464
Sale of tenancy agreements, printing & stationery	2,278	2,647
Insurance and Mortgage Commission	47,174	44,911
Miscellaneous Income	—	800
Advertising and sponsorship	7,550	5,765
Rented income	11,608	13,575
Conference	1,420	1,822
	<u>162,073</u>	<u>163,984</u>
Cost of sales		
Rightmove and rent check fees	9,040	10,864
Membership introductions	2,438	—
	<u>11,478</u>	<u>10,864</u>
Gross profit	<u>150,595</u>	<u>153,120</u>
Overheads		
Administrative expenses	(96,768)	(81,076)
Other operating income	14,745	14,330
Operating profit	<u>68,572</u>	<u>86,374</u>
Interest payable and similar expenses	(660)	(1,116)
Profit before taxation	<u>67,912</u>	<u>85,258</u>

Eastern Landlords Association

Notes to the detailed income statement

Year ended 31 December 2019

	2019 £	2018 £
Administrative expenses		
Wages and salaries	77,384	80,869
Staff pension contributions	2,165	2,336
Rent, rates, and premises costs	1,453	1,483
Insurance	1,443	1,437
Office cleaning	1,309	765
Property repairs	972	715
Property management fees and other rental expenses	1,164	1,274
Travel and subsistence	2,063	1,888
Conference expenses	6,620	6,772
Office expenses	3,285	2,542
Website costs	5,063	9,464
Cost of newsletter	–	1,777
Printing, stationery, postage and telephone	8,711	11,148
Sundry expenses	907	1,190
Recruitment	–	4,680
Advertising	1,891	1,811
Legal and professional fees	8,677	8,850
Accountancy fees	2,186	1,921
Depreciation of tangible assets	618	463
Investment property fair value adjustment	(30,000)	(60,614)
(Gain)/loss on disposal of tangible assets	(76)	–
Bank charges	933	305
	<u>96,768</u>	<u>81,076</u>
Other operating income		
Operating lease rental income	14,690	14,330
Government grants released to profit or loss	55	–
	<u>14,745</u>	<u>14,330</u>
Interest payable and similar expenses		
Interest on banks loans and overdrafts	<u>660</u>	<u>1,116</u>