

# Eastern Landlords Association

## Detailed income statement

Year ended 31 December 2020

	2020 £	2019 £
<b>Turnover</b>		
Members annual subscriptions	95,428	92,043
Sale of tenancy agreements, printing & stationery	2,081	2,278
Insurance and Mortgage Commission	48,826	47,174
Advertising and sponsorship	5,835	7,550
Property advertising and credit/ref check income	6,434	11,608
Conference	–	1,420
	<u>158,604</u>	<u>162,073</u>
<b>Cost of sales</b>		
Property advertising and credit/ref check fees	6,273	9,040
Membership introductions	–	2,438
	<u>6,273</u>	<u>11,478</u>
<b>Gross profit</b>	<u>152,331</u>	<u>150,595</u>
<b>Overheads</b>		
Administrative expenses	(125,900)	(96,768)
<b>Other operating income</b>	25,086	14,745
<b>Operating profit</b>	<u>51,517</u>	<u>68,572</u>
Interest payable and similar expenses	146	(660)
<b>Profit before taxation</b>	<u><u>51,663</u></u>	<u><u>67,912</u></u>

# Eastern Landlords Association

## Notes to the detailed income statement

Year ended 31 December 2020

	2020 £	2019 £
<b>Administrative expenses</b>		
Wages and salaries	74,904	77,384
Staff pension contributions	2,176	2,165
Rent, rates, and premises costs	848	1,453
Insurance	1,472	1,443
Office cleaning	582	1,309
Property repairs	10,798	972
Property management fees and other rental expenses	758	1,164
Travel and subsistence	1,057	2,063
Conference expenses	1,338	6,620
Office expenses	3,325	3,285
Website costs	4,717	5,063
Printing, stationery, postage and telephone	8,192	8,711
Sundry expenses	541	907
Advertising	1,931	1,891
Legal and professional fees	8,126	8,677
Accountancy fees	2,579	2,186
Depreciation of tangible assets	1,661	618
Investment property fair value adjustment	–	(30,000)
(Gain)/loss on disposal of tangible assets	–	(76)
Bank charges	895	933
	<u>125,900</u>	<u>96,768</u>
<b>Other operating income</b>		
Operating lease rental income	14,758	14,690
Government grant income	10,000	–
Government grants released to profit or loss	328	55
	<u>25,086</u>	<u>14,745</u>
<b>Interest payable and similar expenses</b>		
Interest on banks loans and overdrafts	<u>(146)</u>	<u>660</u>