

# Eastern Landlords Association

## Detailed income statement

Year ended 31 December 2021

	2021 £	2020 £
<b>Turnover</b>		
Members annual subscriptions	95,228	95,428
Sale of tenancy agreements, printing & stationery	1,976	2,081
Insurance and Mortgage Commission	46,216	48,826
Advertising and sponsorship	2,560	5,835
Property advertising and credit/ref check income	6,040	6,434
	<u>152,020</u>	<u>158,604</u>
<b>Cost of sales</b>		
Property advertising and credit/ref check fees	7,958	6,273
Membership introductions	2,438	–
	<u>10,396</u>	<u>6,273</u>
<b>Gross profit</b>	<u>141,624</u>	<u>152,331</u>
<b>Overheads</b>		
Administrative expenses	(34,709)	(125,900)
<b>Other operating income</b>	15,328	25,086
<b>Operating profit</b>	<u>122,243</u>	<u>51,517</u>
Interest payable and similar expenses	–	146
<b>Profit before taxation</b>	<u><u>122,243</u></u>	<u><u>51,663</u></u>

# Eastern Landlords Association

## Notes to the detailed income statement

Year ended 31 December 2021

	2021	2020
	£	£
<b>Administrative expenses</b>		
Wages and salaries	70,038	74,904
Staff pension contributions	1,984	2,176
Rent, rates, and premises costs	528	848
Insurance	2,196	1,472
Office cleaning	601	582
Property repairs	2,664	10,798
Property management fees and other rental expenses	–	758
Travel and subsistence	832	1,057
Conference expenses	2,456	1,338
Office expenses	2,240	3,325
Website costs	759	4,717
Printing, stationery, postage and telephone	6,958	8,192
Sundry expenses	268	541
Advertising	4,176	1,931
Legal and professional fees	8,058	8,126
Accountancy fees	2,730	2,579
Depreciation of tangible assets	2,047	1,661
Investment property fair value adjustment	(75,000)	–
Bank charges	1,174	895
	<u>34,709</u>	<u>125,900</u>
<b>Other operating income</b>		
Operating lease rental income	15,000	14,758
Government grant income	–	10,000
Government grants released to profit or loss	328	328
	<u>15,328</u>	<u>25,086</u>
<b>Interest payable and similar expenses</b>		
Interest on banks loans and overdrafts	–	(146)