

Eastern Landlords Association

Detailed income statement

Year ended 31 December 2022

	2022	2021
	£	£
Turnover		
Members annual subscriptions	95,916	95,228
Sale of tenancy agreements, printing & stationery	1,570	1,976
Insurance and Mortgage Commission	54,186	46,216
Advertising and sponsorship	4,290	2,560
Property advertising and credit/ref check income	5,328	6,040
	<u>161,290</u>	<u>152,020</u>
Cost of sales		
Property advertising and credit/ref check fees	7,868	7,958
Membership introductions	–	2,438
	<u>7,868</u>	<u>10,396</u>
Gross profit	<u>153,422</u>	<u>141,624</u>
Overheads		
Administrative expenses	(150,631)	(34,709)
Other operating income	15,678	15,328
Operating profit	<u>18,469</u>	<u>122,243</u>
Other interest receivable and similar income	121	–
Profit before taxation	<u><u>18,590</u></u>	<u><u>122,243</u></u>

Eastern Landlords Association

Notes to the detailed income statement

Year ended 31 December 2022

	2022	2021
	£	£
Administrative expenses		
Wages and salaries	62,174	70,038
Staff pension contributions	1,557	1,984
Rent, rates, and premises costs	913	528
Insurance	2,389	2,196
Office cleaning	902	601
Property repairs	415	2,664
Travel and subsistence	2,167	832
Conference expenses	5,345	2,456
Office expenses	2,383	2,240
Website costs	1,038	759
Printing, stationery, postage and telephone	7,380	6,958
Sundry expenses	307	268
Advertising	4,281	4,176
Legal and professional fees	8,752	8,058
Accountancy fees	2,885	2,730
Depreciation of tangible assets	1,860	2,047
Investment property fair value adjustment	45,000	(75,000)
Bank charges	883	1,174
	<u>150,631</u>	<u>34,709</u>
Other operating income		
Operating lease rental income	15,350	15,000
Government grants released to profit or loss	328	328
	<u>15,678</u>	<u>15,328</u>
Other interest receivable and similar income		
Interest on cash and cash equivalents	<u>121</u>	<u>-</u>