

**Profit and Loss (Unaudited)**  
Professional Speaking Association  
For the year ended 30 June 2024

Account	2024
<b>Turnover</b>	
Conference Spring 24 - Impact (London April 24)	18,280.69
Fellows Forum	3,496.22
Fellows Winter	1,770.01
Meeting Income - Birmingham formerly Midlands	4,478.75
Meeting income - East Midlands	8,051.15
Meeting Income - Ireland	6,756.71
Meeting Income - London	15,378.25
Meeting Income - North East	2,690.07
Meeting Income - North West	6,068.93
Meeting Income - Scotland	3,190.22
Meeting Income - South East Region	4,508.11
Meeting Income - South West	2,976.98
Meeting Income - Staffordshire	3,401.30
Meeting Income - Thames Valley	6,797.53
Meeting Income - Virtual Region events	4,823.59
Meeting Income - Yorkshire	3,837.05
Membership Fees - Associates	49,725.20
Membership Fees - Fellows	21,527.66
Membership Fees - Members	24,826.83
New member income	556.20
Speaking Business Summit 2023 income conference (Aut	65,765.97
<b>Total Turnover</b>	<b>258,907.42</b>

**Cost of Sales**

BOB Consulting Costs	8,075.00
Conference & Regional meeting support from Centre	38,640.00
Costs 2023 Conference Spring - Impact	500.00
Costs 2023 Speaking Business Summit	70,362.71
Costs Conference Autumn 2024 - SBS	211.42
Costs Conference Spring 2024 - Impact	14,978.58
Digital Levelling Up Costs	3,161.36
Eventbrite Fees	43.18
Fellows Forum Expenses	4,724.06
Global Speakers Summit expenses	214.96
Go Cardless expense	23.48
Meeting Expense - South East Region	4,777.37
Meeting expenses - East Midlands	4,957.39
Meeting Expenses - Ireland	5,028.63
Meeting Expenses - London	17,114.43
Meeting Expenses - North East	1,963.31
Meeting Expenses - North West	6,408.46
Meeting Expenses - Scotland	3,460.83
Meeting Expenses - South West	2,002.55
Meeting Expenses - Staffordshire	3,520.93
Meeting Expenses - Thames Valley	4,398.37
Meeting Expenses - Yorkshire	5,585.30
Meeting Expenses Birmingham formerly Midlands	3,460.66
Masterclass Expenses	33.85
Meeting Costs - Virtual Region	354.79
Eventbrite service and processing fees - Birmingham form	247.17
Eventbrite service and processing fees - East Midlands	382.50
Eventbrite service and processing fees - Fellows Forum	250.96
Eventbrite service and processing fees - Fellows winter	141.93
Eventbrite service and processing fees - Impact 2024	1,276.30
Eventbrite service and processing fees - Ireland	440.50
Eventbrite service and processing fees - London	497.18
Eventbrite service and processing fees - New client	51.72
Eventbrite service and processing fees - North East	186.96
Eventbrite service and processing fees - North West	319.42
Eventbrite service and processing fees - SBS	105.82
Eventbrite service and processing fees - Scotland	128.23
Eventbrite service and processing fees - South East	152.28
Eventbrite service and processing fees - South West	180.39
Eventbrite service and processing fees - Staffordshire	148.53
Eventbrite service and processing fees - Thames Valley	268.53
Eventbrite service and processing fees - Virtual	138.51
Eventbrite service and processing fees - Yorkshire	203.05
New member meetings	610.96
PayPal Fees	480.13
Regional Event Marketing Support eg vouchers	755.00
Regional President Expenses	2,210.26
Stripe Fees	4,732.00
Subscriptions payable to GSF/NSA	5,348.97
<b>Total Cost of Sales</b>	<b>223,258.92</b>

**Gross Profit** **35,648.50**

**Administrative Costs**

Annual Accounts preparation and review service	1,500.00
Bank Fees - Barclays	63.86
Bank Fees - Metro Bank	613.60
Bank Revaluations	145.30
Board Meeting Costs	16,952.05
Board VA support	4,140.00
Bookkeeping and management accounts	6,814.25
Central Membership Support and Administration	13,200.00
Central Secretariat	2,250.00
Chairman's Allowance	13,350.00
Copywriting services	7,255.00
De Minimus VAT Disallowed	(3,196.96)

**Profit and Loss (Unaudited)**  
Professional Speaking Association  
For the year ended 30 June 2023

Account	2023
<b>Turnover</b>	
Conference Spring 23 - Impact (Manchest	8,607.00
Fellows Forum	21,694.73
Global Speaking Summit Income October 2	104,597.14
Meeting Income - Birmingham formerly Mic	1,269.50
Meeting income - East Midlands	4,863.83
Meeting Income - Ireland	5,580.66
Meeting Income - London	20,798.33
Meeting Income - North East	1,037.00
Meeting Income - North West	4,725.00
Meeting Income - Scotland	2,333.34
Meeting Income - South East Region	5,375.00
Meeting Income - South West	1,705.00
Meeting Income - Staffordshire	2,375.00
Meeting Income - Thames Valley	5,065.00
Meeting Income - Yorkshire	2,479.50
Membership Fees - Associates	38,401.32
Membership Fees - Fellows	15,208.24
Membership Fees - Members	35,550.06
<b>Total Turnover</b>	<b>281,665.65</b>

**Cost of Sales**

Conference & Regional meeting support fr	33,900.00
Convention Costs - OCT 2021 - Speaking I	(386.74)
Costs 2023 Conference Spring - Impact	13,181.13
Eventbrite service and processing fees - N	172.42
Fellows Forum Expenses	4,585.00
Global Speakers Summit expenses	107,726.29
Go Cardless expense	115.07
Meeting Expense - South East Region	4,587.92
Meeting expenses - East Midlands	5,746.09
Meeting Expenses - Ireland	3,864.55
Meeting Expenses - London	14,913.59
Meeting Expenses - North East	1,699.32
Meeting Expenses - North West	2,327.65
Meeting Expenses - Scotland	2,714.58
Meeting Expenses - South West	1,500.14
Meeting Expenses - Staffordshire	2,268.25
Meeting Expenses - Thames Valley	5,567.75
Meeting Expenses - Yorkshire	2,689.04
Meeting Expenses Birmingham formerly Mi	2,116.42
PayPal Fees	199.89
Regional Event Marketing Support eg vouc	317.00
Regional President Expenses	400.22
Spring Conference 2022 costs	69.30
Stripe Fees	4,839.79
Subscriptions payable to GSF/NSA	7,476.96
<b>Total Cost of Sales</b>	<b>222,591.63</b>

**Gross Profit** **59,074.02**

**Administrative Costs**

Advertising & Marketing	503.99
Annual Accounts preparation and review se	1,450.00
Bank Fees - Barclays	235.75
Bank Revaluations	(2,251.78)
Board Meeting Costs	5,305.99
Bookkeeping and management accounts	9,201.27
Central Membership Support and Administ	16,020.00
Chairman's Allowance	14,500.00
Copywriting services	7,255.00
De Minimus VAT Disallowed	8,602.69

Depreciation Expense	632.19
Finance Director	6,300.00
General Expenses	814.50
Insurance	918.47
IT Software and Consumables	17,572.99
IT Support	18,250.90
Membership Survey	4,649.74
Postage, Freight & Courier	78.62
Presidents Expenses - inc. International Travel	5,275.64
Realised Currency Gains	506.71
Social Media Services	5,841.67
Subscription	92.64
Telephone & Internet	1,594.88
Unrealised Currency Gains	64.06
Website IT Fees	119.92
Provision for Unpaid Debtors	8,701.43
<b>Total Administrative Costs</b>	<b>134,501.46</b>

**Operating Profit** (98,852.96)

**Other Income**

Interest Income	3,271.75
<b>Total Other Income</b>	<b>3,271.75</b>

**Profit on Ordinary Activities Before Taxation** (95,581.21)

**Profit after Taxation** (95,581.21)

Finance Director	3,000.00
General Expenses	730.49
Insurance	990.06
IT Software and Consumables	8,905.82
IT Support	17,010.00
Membership Survey	6,998.26

Presidents Expenses - inc. International Tr.	315.92
Realised Currency Gains	757.77
Social Media Services	1,600.00
Subscription	29.17
Telephone & Internet	376.64
Unrealised Currency Gains	6.29
Website IT Fees	7,614.93

**Total Administrative Costs** 109,158.26

**Operating Profit** (50,084.24)

**Other Income**

Interest Income	1,924.94
<b>Total Other Income</b>	<b>1,924.94</b>

**Profit on Ordinary Activities Before Tax:** (48,159.30)

**Profit after Taxation** (48,159.30)

**Balance Sheet**  
Professional Speaking Association  
As at 30 June 2024

As of June 30,

Account	30-Jun-24	Account	Jun 30, 2023
<b>Fixed Assets</b>		<b>Fixed Assets</b>	
<b>Tangible Assets</b>		<b>Tangible Assets</b>	
Computer Equipment	859.82	Computer Equipment	336.62
Less Accumulated	-968.81	Less Accumulated Depreciation on	-336.62
Office Equipment	108.99		
<b>Total Tangible Assets</b>	<b>0</b>	<b>Total Tangible Assets</b>	<b>0</b>
<b>Total Fixed Assets</b>	<b>0</b>	<b>Total Fixed Assets</b>	<b>0</b>
<b>Current Assets</b>		<b>Current Assets</b>	
<b>Cash at bank and in hand</b>		<b>Cash at bank and in hand</b>	
Nationwide Fixed Rate Bond	75,255.73	Barclays Business Euro	27,754.69 [FX]
PayPal	3,515.56	Barclays Current - 00187	5,000.00
Professional Speaking	30,134.87	Barclays Deposit - 20185	51,876.92
Professional Speaking	566.69	Barclays Deposit - 40187	188.61
PSA Foundation (Metro Bank)	42,399.31	Nationwide Fixed Rate Bond	83,796.45
		PayPal	490.54
		PSA Foundation Fund	31,187.96
<b>Total Cash at bank and in hand</b>	<b>151,872.16</b>	<b>Total Cash at bank and in hand</b>	<b>200,295.17</b>
Accounts Receivable	7,781.48 [FX]	Accounts Receivable	4,028.56 [FX]
Other Debtor	229.14	Prepayments	599.98
Prepayments	883.31		
<b>Total Current Assets</b>	<b>160,766.09</b>	<b>Total Current Assets</b>	<b>204,923.71</b>
<b>Creditors: amounts falling due within one year</b>		<b>Creditors: amounts falling due within one year</b>	
Accounts Payable	9,424.73 [FX]	Accounts Payable	5,578.34 [FX]
Accruals	2,050.00	Accruals	1,610.97
Autumn Convention Income	10,543.47	Autumn Convention Income in	32,311.00
Bad Debt Provision	9,701.43	Bad Debt Provision	1,000.00
Capital on Tap Account	1,600.88		
Meeting Income in advance	517.9		
SBS 2024 Autumn	44,540.34		
Subscription Income in	44,586.46	Subscription Income in Advance	37,021.88
VAT	-7,584.72	VAT	-2,733.07
<b>Total Creditors: amounts falling due within one year</b>	<b>115,380.49</b>	<b>Total Creditors: amounts falling due within one year</b>	<b>74,789.12</b>
<b>Net Current Assets</b>	<b>45,385.60</b>	<b>Net Current Assets (Liabilities)</b>	<b>130,134.59</b>
<b>Total Assets less Current</b>	<b>45,385.60</b>	<b>Total Assets less Current</b>	<b>130,134.59</b>

