

P&L Budget

Professional Speaking Association
For the year ended 30 June 2027

Account	2026 Actual
Turnover	
2026 - Impact Income	13,203.22
Meeting Income - Birmingham formerly Midlands	2,879.49
Meeting income - East Midlands	5,419.88
Meeting Income - Edinburgh Scotland East	945.80
Meeting Income - Fellows Forum	788.32
Meeting Income - Glasgow Scotland West	1,186.87
Meeting Income - Go2pro	2,347.23
Meeting Income - Ireland	10,109.07
Meeting Income - Kickstart - Spring	475.00
Meeting Income - London	7,646.50
Meeting Income - Masterclass	752.50
Meeting income - ND Community	551.31
Meeting Income - North East	1,169.41
Meeting Income - North West	5,657.38
Meeting Income - Professional Members	184.99
Meeting Income - Scotland	767.94
Meeting Income - South East Region	2,560.80
Meeting Income - South West	1,465.44
Meeting Income - Staffordshire	3,115.15
Meeting Income - Thames Valley	3,315.64
Meeting Income - Virtual Region events	4,065.78
Meeting Income - Yorkshire	4,371.02
Membership Fees - Associates	44,518.09
Membership Fees - Fellows	27,121.35
Membership Fees - Members	29,543.97
Membership Fees - Retired Member fee	625.00
Protection Fee	54.76
Speaking Business Summit conference (Autumn conference 20	78,076.26
Total Turnover	252,918.17
Cost of Sales	
2026 - Impact Expenses	12,471.84
2026 - Summit Eventbrite Processing Fees	21.88
2026 - Summit Stripe Fees	152.93
Birmingham - Eventbrite service and processing fees - formerly	217.73
Costs Conference Autumn 2024 - SBS	(2,712.50)
Costs Conference Autumn 2025 - SBS	55,258.00
East Midlands - Eventbrite service and processing fees	207.95
Edinburgh - Eventbrite service and processing fees	531.99
Eventbrite service and processing fees	134.49
Fellow Forum - Eventbrite service and processing fees	51.41

27 Budget	
Turnover	
Impact 27	13000
Meeting Income - Birmingham	3000
Meeting income - East Midlands	5800
	0
Fellow Autumn Forum	750
	0
	2000
Meeting Income - Ireland	11000
Meeting Income - London	7500
	250
Meeting Income - North East	1500
Meeting Income - North West	6000
	250
Meeting Income - Scotland	2500
Meeting Income - South East Regi	2800
Meeting Income - South West	2000
Meeting Income - Staffordshire	3500
Meeting Income - Thames Valley	3250
Meeting Income - Virtual Region e	4200
Meeting Income - Yorkshire	4400
Membership Fees - Associates	45000
Membership Fees - Fellows	27500
Membership Fees - Members	30000
Membership Fees - Retired Memb	500
	75
Speaking Business Summit 2024/!	75000
Total Turnover	251,775.00
Cost of Sales	
Impact27	11,000.00
	2100
	200
SBS26	55,000.00
	200.00
	500.00
	135.00
	50.00

Budget Summary	
Turnover	
Impact	13000
Regional Income	60700
Membership Fees	103075
SBS26	75000
Budget Income	251775

Cost of Sales	
Impact	11000
Region cost including Eventbrite	47,975.00
SBS	57,100.00
Budget Cost of Sales	116075
Budget Gross Profit	135700

Glasgow - Eventbrite service and expense fees	70.20
Global Speakers Summit expenses	178.82
Go Pro - Eventbrite Fees	45.54
Ireland - Eventbrite service and processing fees	436.11
London - Eventbrite service and processing fees	458.60
Meeting Expenses - Birmingham formerly Midlands	3,103.06
Meeting Expenses - East Midlands	4,273.92
Meeting Expenses - Edinburgh	1,749.18
Meeting Expenses - Glasgow	544.00
Meeting Expenses - Ireland	5,316.34
Meeting Expenses - London	6,849.58
Meeting Expenses - North East	1,603.36
Meeting Expenses - North West	2,529.77
Meeting Expenses - Scotland	489.09
Meeting Expenses - South East Region	4,281.97
Meeting Expenses - South West	1,851.88
Meeting Expenses - Staffordshire	2,564.07
Meeting Expenses - Thames Valley	4,862.69
Meeting Expenses - Yorkshire	2,319.05
ND - Eventbrite Fees	58.23
North East - Eventbrite service and processing fees	61.31
North West - Eventbrite service and processing fees	311.45
PayPal Fees	3.58
Professional - Eventbrite Fees	11.12
SBS 2025 - Eventbrite service and processing fees	713.17
Scotland - Eventbrite service and processing fees	59.64
South East - Eventbrite service and processing fees	152.66
South West - Eventbrite service and processing fees	94.12
Staffordshire - Eventbrite service and processing fees	166.41
Thames Valley - Eventbrite service and processing fees	209.47
Virtual - Eventbrite service and processing fees - Virtual	263.36
Yorkshire - Eventbrite service and processing fees	266.49
Total Cost of Sales	112,233.96
Gross Profit	140,684.21

	70.00
	50.00
	450.00
	450.00
Meeting Expenses Birmingham	3,500.00
Meeting expenses - East Midlands	4,500.00
	1,750.00
	500.00
Meeting Expenses - Ireland	5,500.00
Meeting Expenses - London	7,000.00
Meeting Expenses - North East	2,000.00
Meeting Expenses - North West	2,500.00
Meeting Expenses - Scotland	500.00
Meeting Expense - South East Region	4,500.00
Meeting Expenses - South West	2,500.00
Meeting Expenses - Staffordshire	3,000.00
Meeting Expenses - Thames Valley	4,000.00
Meeting Expenses - Yorkshire	2,500.00
	50.00
	50.00
	300.00
PayPal Fees	0.00
	0.00
	0.00
	60.00
	150.00
	100.00
	175.00
	200.00
	260.00
	275.00
Total Cost of Sales	116,075.00
Gross Profit	135,700.00

46,328.64

Administrative Costs	
Advertising & Marketing	306.09
Annual Accounts preparation and review service	1,400.00
Bank Fee - Wise	19.42
Bank Fees - Metro Bank	582.10
Bank Revaluations	11.25
Board Costs	2,728.52
Bookkeeping and Management Accounts	10,460.00
Central Membership Support and Administration	820.64
Chairman's Allowance	10,000.00
Conference & Regional meeting support from Centre	37,500.00
Insurance	947.66
IT - Sports 80	20,000.04
IT Software and Consumables	11,095.37
IT Support	16,184.00
Legal Expenses	1,250.00
National President Expenses	2,708.03
Realised Currency Gains	45.78
Stripe Fees	4,477.83
Subscription	42.67
Subscriptions payable to GSF/NSA	5,823.31
Support costs incurred by PSA re Foundation	1,994.41
Telephone & Internet	3,212.42
Unrealised Currency Gains	(18.36)
Total Administrative Costs	131,591.18

Operating Profit	9,093.03
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Other Income

Interest Income	731.76
Total Other Income	731.76

Profit on Ordinary Activities Before Taxation	9,824.79
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Profit after Taxation	9,824.79
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Administrative Costs 26-27 Overheads

	350
	1400
Bank Fees - Metro Bank	750
Board Expenses	2750
Bookkeeping and management ac	10500
Central Membership Support and /	38500
Chair's Allowance	12000
Insurance	1000
IT Sport80	20000
IT Software and Consumables inc	8500
IT Support	16500
Legal Fees	
	5000
Realised Currency Gains	150
Stripe Fees	4,500.00
Subscription	150
Subscriptions payable to GSF/NS/	4,600.00
	2520
Telephone & Internet	3000
Unrealised Currency Gains	100
Total Administrative Costs	132,270.00

Operating Profit	3,430.00
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Other Income

Interest Income	650.00
Total Other Income	650.00

Profit on Ordinary Activities Bef	4,080.00
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Profit after Taxation	4,080.00
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Administrative Costs / Overheads

Advertising	350
Accounting Bookkeeping	11900
Bank Fees	5,250.00
Board Costs	2750
Central Management	38500
Chair	12000
Foundation Support	2520
Insurance	1000
S80	20000
Software	8500
IT Support	16500
Nat President	5000
GSF Suibscriptions	4,600.00
Telephone	3000
Other	400

Total Admin Costs	132270
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Budget Operating Profit	3430
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Other Income	650
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Budget Profit after Taxation	4080
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