

## Profit and Loss

Professional Speaking Association  
For the year ended 30 June 2026

| Account                                       | 2026      |            |
|-----------------------------------------------|-----------|------------|
| <b>Turnover</b>                               |           |            |
| 2026 - Impact Income                          | 13,203.22 |            |
| Global Speaking Summit Income October 2022    | 165.81    | 13,369.03  |
| Meeting Income - Birmingham formerly Midlands | 2,879.49  |            |
| Meeting income - East Midlands                | 5,419.88  |            |
| Meeting Income - Edinburgh Scotland East }    | 945.80    |            |
| Meeting Income - Glasgow Scotland West }      | 1,186.87  |            |
| Meeting Income - Scotland }                   | 767.94    |            |
| Meeting Income - Ireland                      | 10,109.07 |            |
| Meeting Income - London                       | 7,646.50  |            |
| Meeting Income - North East                   | 1,169.41  |            |
| Meeting Income - North West                   | 5,657.38  |            |
| 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  | 54,676.17  |
| Meeting Income - Professional Members         | 184.99    |            |
| Meeting Income - Fellows Forum                | 788.32    |            |
| Meeting Income - Go2pro                       | 2,347.23  |            |
| Meeting Income - Kickstart - Spring           | 475.00    |            |
| Meeting Income - Masterclass                  | 752.50    |            |
| Meeting income - ND Community                 | 551.31    | 5,099.35   |
| Membership Fees - Associates                  | 45,769.95 |            |
| Membership Fees - Fellows                     | 27,183.85 |            |
| Membership Fees - Members                     | 30,331.47 |            |
| Membership Fees - Retired Member fee          | 625.00    | 103,910.27 |

## Profit and Loss

Professional Speaking Association  
For the year ended 30 June 2025

| Account                                     | 2025      |           |            |
|---------------------------------------------|-----------|-----------|------------|
| <b>Turnover</b>                             |           |           |            |
| Conference Spring 25 - Impact ( April 25)   | 10,968.10 | 2,235.12  |            |
| Historical SBS24 missed payments            | 76.97     | 165.81    |            |
| Meeting Income - Birmingham formerly Midlan | 4,285.37  | -76.97    |            |
| Meeting income - East Midlands              | 8,336.02  | -1,405.88 |            |
| Meeting Income - Scotland                   | 2,822.95  | -2,916.14 |            |
| Meeting Income - Ireland                    | 11,016.15 | 77.66     |            |
| Meeting Income - London                     | 9,317.78  | -907.08   |            |
| Meeting Income - North East                 | 3,026.45  | -1,671.28 |            |
| Meeting Income - North West                 | 6,682.78  | -1,857.04 |            |
| Meeting Income - South East Region          | 3,983.97  | -1,025.40 |            |
| Meeting Income - South West                 | 2,438.59  | -1,423.17 |            |
| Meeting Income - Staffordshire              | 3,862.24  | -973.15   |            |
| Meeting Income - Thames Valley              | 5,682.23  | -747.09   |            |
| Meeting Income - Virtual Region events      | 4,755.81  | -2,366.59 |            |
| Meeting Income - Yorkshire                  | 4,056.74  | -690.03   |            |
| Meeting Income - Fellow Autumn Forum        | 3,107.87  | 314.28    | -15,590.91 |
| Meeting Income - Go2pro                     | 1,207.48  | 184.99    |            |
| Meeting Income - Masterclass                | 1,118.90  | -2,319.55 |            |
| Members fees - Bad Debt Written Off/Recover | (418.87)  | 1,139.75  |            |
| Membership Fees - Associates                | 54,631.65 | 475.00    |            |
| Membership Fees - Fellows                   | 13,471.71 | -366.40   |            |
| Membership Fees - Members                   | 39,480.13 | 551.31    |            |
| Membership Fees - Retired Member fee        | 50.00     | 418.87    |            |
| Missed 22/23/24 - Fellow Membership Payme   | 1,917.29  | -8,861.70 |            |
| New Member Income                           | 234.11    | 13,712.14 |            |
| Other Revenue                               | 1,367.76  | -9,148.66 |            |

Variances

|                                                         |                   |                   |                                                 |                   |                  |                   |            |
|---------------------------------------------------------|-------------------|-------------------|-------------------------------------------------|-------------------|------------------|-------------------|------------|
|                                                         |                   |                   | Showreel Session                                | 512.35            |                  | -512.35           |            |
| Protection Fee                                          | 54.76             | 54.76             |                                                 |                   | 4,031.51         | 54.76             |            |
| Speaking Business Summit conference (Autumn confer      | 78,076.26         | 78,076.26         | Speaking Business Summit 2024                   | 114,281.27        | 114,281.27       | -36,205.01        |            |
|                                                         |                   |                   |                                                 |                   |                  | VAR               | -57,087.96 |
| <b>Total Turnover</b>                                   | <b>255,185.84</b> | <b>255,185.84</b> | <b>Total Turnover</b>                           | <b>312,273.80</b> | <b>312,273.8</b> | <b>-57,087.96</b> |            |
| <b>Cost of Sales</b>                                    |                   |                   |                                                 |                   |                  |                   |            |
| 2026 - Impact Expenses                                  | 12,471.84         | 12,471.84         | Costs Impact Spring Conference 2025 (Birmin     | 8,511.05          |                  | 3,960.79          |            |
|                                                         |                   |                   | Impact 2025 Eventbrite service and processir    | 661.56            | 9,172.61         |                   |            |
| 2026 - Summit Eventbrite Processing Fees                | 21.88             |                   | Eventbrite service and processing fees - SBS    | 1,299.95          |                  |                   |            |
| 2026 - Summit Stripe Fees                               | 152.93            |                   |                                                 |                   |                  |                   |            |
| Costs Conference Autumn 2024 - SBS                      | (2,712.50)        |                   | Costs Conference Autumn 2024 - SBS              | 96,060.89         |                  |                   |            |
| Costs Conference Autumn 2025 - SBS                      | 55,258.00         |                   | Costs Conference Autumn 2025 - SBS              | 9,687.50          |                  |                   |            |
| Global Speakers Summit expenses                         | 178.82            |                   |                                                 |                   |                  |                   |            |
| SBS 2025 - Eventbrite service and processing fees       | 713.17            | 53,612.30         | SBS 2025 - Eventbrite service and processing    | 2,879.68          | 109,928.02       | -56,315.72        |            |
| Meeting Expenses - Edinburgh }                          | 1,749.18          |                   |                                                 |                   |                  |                   |            |
| Meeting Expenses - Glasgow }                            | 544.00            |                   |                                                 |                   |                  |                   |            |
| Meeting Expenses - Scotland }                           | 489.09            | 2,782.27          | Meeting Expenses - Scotland                     | 2,567.18          | 2,567.18         | 215.09            |            |
| Meeting Expenses - Birmingham formerly Midlands         | 3,103.06          |                   | Meeting Expenses - Birmingham formerly Midl     | 4,136.91          |                  | -1,033.85         |            |
| Meeting Expenses - East Midlands                        | 4,273.92          |                   | Meeting Expenses - East Midlands                | 6,723.64          |                  | -2,449.72         |            |
| Meeting Expenses - Ireland                              | 5,316.34          |                   | Meeting Expenses - Ireland                      | 5,348.84          |                  | -32.50            |            |
| Meeting Expenses - London                               | 6,849.58          |                   | Meeting Expenses - London                       | 10,334.97         |                  | -3,485.39         |            |
| Meeting Expenses - North East                           | 1,603.36          |                   | Meeting Expenses - North East                   | 1,755.42          |                  | -152.06           |            |
| Meeting Expenses - North West                           | 2,529.77          |                   | Meeting Expenses - North West                   | 4,679.79          |                  | -2,150.02         |            |
| Meeting Expenses - South East Region                    | 4,281.97          |                   | Meeting Expenses - South East Region            | 4,241.04          |                  | 40.93             |            |
| Meeting Expenses - South West                           | 1,851.88          |                   | Meeting Expenses - South West                   | 2,137.12          |                  | -285.24           |            |
| Meeting Expenses - Staffordshire                        | 2,564.07          |                   | Meeting Expenses - Staffordshire                | 3,223.64          |                  | -659.57           |            |
| Meeting Expenses - Thames Valley                        | 4,862.69          |                   | Meeting Expenses - Thames Valley                | 6,719.63          |                  | -1,856.94         |            |
| Meeting Expenses - Yorkshire                            | 2,319.05          |                   | Meeting Expenses - Yorkshire                    | 1,029.34          |                  | 1,289.71          |            |
| Meeting Expenses - Virtual                              | 0.00              | 39,555.69         | Meeting Expenses - Virtual                      | 584.70            | 50,915.04        | -584.70           | -11,359.35 |
| Edinburgh - Eventbrite service and processing fees }    | 531.99            |                   |                                                 |                   |                  |                   |            |
| Glasgow - Eventbrite service and expense fees }         | 70.20             |                   |                                                 |                   |                  |                   |            |
| Scotland - Eventbrite service and processing fees }     | 59.64             | 661.83            | Scotland - Eventbrite service and processing f  | 217.70            | 217.70           | 444.13            |            |
| East Midlands - Eventbrite service and processing fees  | 207.95            |                   | East Midlands - Eventbrite service and proces   | 675.51            |                  | -467.56           |            |
| Birmingham - Eventbrite service and processing fees - f | 217.73            |                   | Birmingham - Eventbrite service and processir   | 332.06            |                  | -114.33           |            |
| Ireland - Eventbrite service and processing fees        | 436.11            |                   | Ireland - Eventbrite service and processing fee | 484.45            |                  | -48.34            |            |
| London - Eventbrite service and processing fees         | 458.60            |                   | London - Eventbrite service and processing fe   | 665.07            |                  | -206.47           |            |
| North East - Eventbrite service and processing fees     | 61.31             |                   | North East - Eventbrite service and processin   | 228.82            |                  | -167.51           |            |
| North West - Eventbrite service and processing fees     | 311.45            |                   | North West - Eventbrite service and processin   | 521.19            |                  | -209.74           |            |
| South East - Eventbrite service and processing fees     | 152.66            |                   | South East - Eventbrite service and processin   | 302.07            |                  | -149.41           |            |

|                                                            |            |            |                                                  |            |            |                |
|------------------------------------------------------------|------------|------------|--------------------------------------------------|------------|------------|----------------|
| South West - Eventbrite service and processing fees        | 94.12      |            | South West - Eventbrite service and processing   | 207.46     | -113.34    |                |
| Staffordshire - Eventbrite service and processing fees     | 166.41     |            | Staffordshire - Eventbrite service and process   | 329.57     | -163.16    |                |
| Thames Valley - Eventbrite service and processing fees     | 209.47     |            | Thames Valley - Eventbrite service and proce     | 406.29     | -196.82    |                |
| Virtual - Eventbrite service and processing fees - Virtual | 263.36     |            | Virtual - Eventbrite service and processing fee  | 419.28     | -155.92    |                |
| Yorkshire - Eventbrite service and processing fees         | 266.49     | 2,845.66   | Yorkshire - Eventbrite service and processing    | 312.38     | 4,884.15   | -45.89         |
|                                                            |            |            |                                                  |            |            | -1,594.36      |
| Eventbrite service and processing fees                     | 134.49     |            | Eventbrite service and processing fees           | 159.77     | -25.28     |                |
| Professional - Eventbrite Fees                             | 11.12      |            |                                                  |            | 11.12      |                |
| ND - Eventbrite Fees                                       | 58.23      |            | New Client - Eventbrite service and processing   | 27.12      | 31.11      |                |
| Fellow Forum - Eventbrite service and processing fees      | 51.41      |            | Fellow Forum Autumn - Eventbrite service and     | 248.22     | -196.81    |                |
|                                                            |            |            | Meeting Expenses - Fellows Forum                 | 874.08     | -874.08    |                |
|                                                            |            |            | Fellow Winter - Eventrbrite service and proces   | 6.60       | -6.60      |                |
| Go Pro - Eventbrite Fees                                   | 45.54      |            |                                                  |            | 45.54      |                |
|                                                            |            | 300.79     | Masterclass - Eventbrite services and process    | 70.76      | 1,386.55   | -70.76         |
| PayPal Fees                                                | 3.58       | 3.58       | PayPal Fees                                      | 322.03     | 322.03     | -318.45        |
|                                                            |            |            | Regional Event Marketing Support e.g. vouch      | 297.90     | 297.90     | -297.90        |
|                                                            |            |            |                                                  |            |            |                |
|                                                            |            |            |                                                  |            |            |                |
| Total Cost of Sales                                        | 112,233.96 | 112,233.96 | Total Cost of Sales                              | 179,691.18 | 179,691.18 | VAR -66,795.66 |
|                                                            |            |            |                                                  |            |            | -66,795.66     |
| Gross Profit                                               | 142,951.88 |            | Gross Profit                                     | 132,582.62 |            | 10,369.26      |
| Administrative Costs                                       |            |            | Administrative Costs                             |            |            |                |
| Advertising & Marketing                                    | 306.09     |            | Advertising & Marketing                          | 50.00      |            | 256.09         |
| Annual Accounts preparation and review service             | 1,400.00   |            | Annual Accounts preparation and review servi     | 3,125.00   |            | -1,725.00      |
|                                                            |            |            |                                                  |            |            |                |
| Bank Fee - Wise                                            | 19.42      |            |                                                  |            |            | 19.42          |
| Bank Fees - Metro Bank                                     | 582.10     |            | Bank Fees - Metro Bank                           | 600.40     |            | -18.30         |
| Bank Revaluations                                          | 11.25      |            |                                                  |            |            | 11.25          |
|                                                            |            |            |                                                  |            |            |                |
| Board Costs                                                | 2,728.52   |            | Board Costs                                      | 8,705.14   |            |                |
| President Expenses                                         | 2,708.03   | 5,436.55   | President Expenses 24/25 included in Board costs |            | 8,705.14   | -3,268.59      |
|                                                            |            |            | Board VA support                                 | 495.00     |            | -495.00        |
|                                                            |            |            | BOB Consulting Costs                             | 5,965.00   |            | -5,965.00      |
|                                                            |            |            |                                                  |            |            |                |
| Bookkeeping and Management Accounts                        | 10,460.00  |            | Bookkeeping and Management Accounts              | 6,700.00   |            | 3,760.00       |
| Central Membership Support and Administration              | 37,500.00  |            | Central Membership Support and Administrati      | 36,130.00  |            | 1,370.00       |
| Central Membership Support and Administration              | 820.64     |            | Central Membership Support and Administrati      | 8,945.00   |            | -8,124.36      |



