

PPMA INCOME & EXPENDITURE STATEMENT JUL 22 - JUN 23

| | BUDGET | | OUTTURN | | BUDGET | |
|---------------------------------------|---------|----------------|---------|----------------|---------|----------------|
| | 2022/23 | | 2022/23 | | 2023/24 | |
| | £ | £ | £ | £ | £ | £ |
| PPMA ACTIVITIES | | | | | | |
| <u>EXPENDITURE</u> | | | | | | |
| SPONSORSHIP & PROGRAMMES | | | | | | |
| FEEs | 24,000 | | 41,550 | | 40,000 | |
| TRAVEL EXPENSES | 1,000 | | 794 | | 1,000 | |
| SUBSISTENCE EXPENSES | 100 | | 0 | | 0 | |
| TELEPHONE | 0 | | 0 | | 0 | |
| OFFICE EXPENSES | 0 | 25,100 | 0 | 42,344 | 0 | 41,000 |
| MEMBERSHIP & ADMIN | | | | | | |
| SALARY | 34,290 | | 35,695 | | 37,480 | |
| NATIONAL INSURANCE | 300 | | 0 | | 0 | |
| AUTO ENROLLMENT | 1,370 | | 1,071 | | 1,120 | |
| TRAVEL EXPENSES | 200 | | 335 | | 200 | |
| MATERNITY COVER | 0 | | 0 | | 0 | |
| STORAGE | 0 | | 129 | | 680 | |
| TELEPHONE | 170 | | 92 | | 100 | |
| OFFICE EXPENSES | 2,300 | 38,630 | 1,608 | 38,930 | 2,300 | 41,880 |
| TREASURY & FINANCE | | | | | | |
| PROFESSIONAL FEES (INC CONF BOOKINGS) | 16,710 | | 17,469 | | 18,340 | |
| TRAVEL EXPENSES | 300 | | 322 | | 300 | |
| TELEPHONE | 0 | | 10 | | 0 | |
| OFFICE EXPENSES | 740 | 17,750 | 1,309 | 19,110 | 1,000 | 19,640 |
| OFFICERS & MEMBERS | | | | | | |
| TRAVEL EXPENSES | 0 | | 0 | | 0 | |
| SUBSISTENCE EXPENSES | 0 | | 610 | | 0 | |
| PAST PRESIDENTS RE-UNION | 0 | 0 | 0 | 610 | 0 | 0 |
| GENERAL EXPENSES | | | | | | |
| ADVERTISING | 0 | | 0 | | 0 | |
| PROFESSIONAL FEES (Audit & Legal) | 2,260 | | 2,555 | | 2,630 | |
| WEBSITE & DIGITAL MARKETING | 14,740 | | 15,600 | | 15,600 | |
| MEMBERSHIP ENGAGEMENT | 6,550 | | 8,350 | | 6,500 | |
| COMMS CONSULTANCY | 9,500 | | 22,800 | | 11,400 | |
| VIDEO PRODUCTION | 0 | | 1,239 | | 0 | |
| SPONSORSHIP (MJ & GJ Events etc) | 17,000 | | 16,900 | | 17,000 | |
| REGIONAL MEETINGS | 0 | | 0 | | 0 | |
| OTHER (TO BE AGREED BY TREASURER) | 0 | | 0 | | 0 | |
| EMP LIABILITY & PUBLIC IND INSURANCE | 600 | | 600 | | 600 | |
| CREDIT CARD CHARGES | 600 | | 638 | | 650 | |
| BANK CHARGES | 60 | | 120 | | 150 | |
| DEPRECIATION OF CAPITAL ASSETS | 5,900 | | 4,000 | | 5,900 | |
| BAD DEBT PROVISION | 0 | | 0 | | 0 | |
| CORPORATION TAX | 0 | 57,210 | 0 | 72,802 | 0 | 60,430 |
| TOTAL EXPENDITURE | | 138,690 | | 173,796 | | 162,950 |
| <u>INCOME</u> | | | | | | |
| SUBSCRIPTIONS | 50,000 | | 53,678 | | 50,000 | |
| COMMERCIAL CONTRACTS | 20,000 | | 25,937 | | 20,000 | |
| OTHER REGIONAL INCOME | 0 | | 0 | | 0 | |
| CLEARING OLD RECEIPTS | 0 | | 0 | | 0 | |
| INTEREST | 50 | 70,050 | 486 | 80,101 | 500 | 70,500 |
| TOTAL INCOME | | 70,050 | | 80,101 | | 70,500 |
| PPMA ACTIVITIES | | | | | | |
| | | -68,640 | | -93,695 | | -92,450 |

CONFERENCE

| | BUDGET | | OUTTURN | | BUDGET | |
|--|----------------------|---------|-----------------------|---------|----------------------|---------|
| | 2022/23 | | 2022/23 | | 2023/24 | |
| ANNUAL SEMINAR | | | | | | |
| EXPENDITURE | | | | | | |
| Hotel / Catering | 113,960 | | 124,175 | | 98,800 | |
| Speakers & Entertainment | 8,900 | | 1,643 | | 20,000 | |
| AV / Staging | 13,740 | | 26,675 | | 25,500 | |
| Brochure | 0 | | 0 | | 0 | |
| Printing (inc photographer) | 3,000 | | 4,115 | | 3,000 | |
| MJ Supplement | 0 | | 0 | | 0 | |
| Conference Organiser & Exps | 6,480 | | 1,883 | | 1,200 | |
| Mobile App | 3,000 | | 5,683 | | 3,000 | |
| Awards / Certificates / Prizes | 5,580 | | 4,381 | | 5,580 | |
| Video Production | 2,500 | | 3,450 | | 3,300 | |
| Promotional Items | 8,400 | | 8,604 | | 8,400 | |
| Raffle | 2,000 | | 2,395 | | 2,000 | |
| Website Updates | 0 | 167,560 | 0 | 183,004 | 0 | 170,780 |
| | <u>0</u> | | <u>0</u> | | <u>0</u> | |
| INCOME | | | | | | |
| Delegate Fees | 119,570 | | 175,339 | | 146,980 | |
| Premium / Prime Sponsorship | 88,650 | | 32,400 | | 32,400 | |
| Conference Sponsorship | | | 61,335 | | 61,300 | |
| Sponsor Event | 0 | | 5,000 | | 0 | |
| Recruitment Award Entries | 1,880 | | 2,590 | | 2,500 | |
| Exhibition / Pop Up Stands | 24,000 | | 17,950 | | 17,950 | |
| Admin Fee for Amendments | 100 | | 75 | | 100 | |
| Raffle | 2,000 | 236,200 | 2,395 | 297,084 | 2,000 | 263,230 |
| | <u>2,000</u> | | <u>2,395</u> | | <u>2,000</u> | |
| Net Profit / (Loss) Seminar | <u>68,640</u> | | <u>114,080</u> | | <u>92,450</u> | |
| NET PPMA ACTIVITIES PROFIT / (LOSS) | <u>0</u> | | <u>20,385</u> | | <u>0</u> | |