

The Educational Recording Agency Limited
Detailed Profit and Loss Account

	2017		2016	
	£	£	£	£
TURNOVER		810,867		773,335
<u>COST OF SALES</u>				
Licence aggregation costs	47,532		30,000	
Commission	74,393		91,757	
Exhibitions and consultants	21,813		16,832	
		143,738		138,589
GROSS PROFIT		667,129		634,746
<u>ADMINISTRATIVE EXPENSES</u>				
Personnel costs	454,847		422,591	
Survey/Field liaison	6,198		6,993	
Printing: Newsletter, booklets and posters	2,913		3,133	
Promotion, exhibition and seminars	1,760		17,011	
Office accommodation costs	63,012		62,561	
Office stationery and printing costs	10,099		8,880	
Membership fees	12,085		15,016	
Postage and carriage	2,918		6,681	
Telephone, IT and copier costs	17,198		17,555	
Entertainment, travel and subsistence	7,713		9,053	
Storage, security and shredding	3,623		3,104	
Website and ADSL	5,825		9,660	
Depreciation and loss on disposal	31,479		19,483	
Accountancy fees	27,920		28,050	
Auditors' remuneration and tax filing	12,149		10,328	
Legal and professional	5,908		6,190	
Insurance: Directors and commercial	5,656		5,714	
Bank charges and interest	920		1,604	
Copyright outreach and support	5,784		9,545	
Strategic planning	-		18,356	
Office Move	41,281		-	
		719,288		681,508
OPERATING LOSS		- 52,159		- 46,762