

# Profit and Loss

Stage Management Association

For the year ended 31 December 2020

<b>Account</b>	<b>2020</b>	<b>2019</b>
<b>Turnover</b>		
Extraordinary Income	10,200.00	153.50
Interest Received	12.26	14.63
Turnover Standard Price Supplement	0.00	55.00
Turnover-CD sales	30.00	0.00
Turnover-development	0.00	1,050.00
Turnover-donations	129.24	93.80
Turnover-membership	47,052.62	56,100.37
Turnover-sales and advertising	50.00	400.00
Turnover-sponsorship	0.00	1,610.00
Turnover-training program income	2,094.00	3,644.50
<b>Total Turnover</b>	<b>59,568.12</b>	<b>63,121.80</b>
<b>Cost of Sales</b>		
PDQ charges	631.63	451.90
<b>Total Cost of Sales</b>	<b>631.63</b>	<b>451.90</b>
<b>Gross Profit</b>	<b>58,936.49</b>	<b>62,669.90</b>
<b>Administrative Costs</b>		
ABBT & Other trade shows	0.00	1,288.58
Accountancy and Bookkeeping fees	2,174.50	1,470.00
Admin Travel	94.76	535.59
Bank Charges	112.30	110.15
Board expenses	0.00	72.65
Contracted Staff	22,665.87	24,266.09
Cue-line expenses	602.40	984.00
Depreciation Expense	274.19	365.59
Development Marketing and Publicity	614.00	2,334.15
Event, Visits and Training expenses	605.52	791.46
Insurance	285.12	295.12
IT Services	3,794.76	3,057.50
Miscellaneous	278.80	87.70
Office Rent	7,100.00	8,100.00
Pensions Costs	357.05	0.00
Permanent Staff Wages	13,779.54	15,417.36
Postage	(3.50)	9.95
Printing & Stationery	99.91	569.19
SMA awards	0.00	604.55
Software	804.12	692.30
Staff Training & Development	0.00	110.00
Subscriptions, Membership and other fees	107.00	107.00
Telephone & Internet	341.17	832.69
Training Program other expenses	0.00	517.06
Training Programme Fees	0.00	920.00
<b>Total Administrative Costs</b>	<b>54,087.51</b>	<b>63,538.68</b>
<b>Operating Profit</b>	<b>4,848.98</b>	<b>(868.78)</b>
<b>Profit on Ordinary Activities Before Taxation</b>	<b>4,848.98</b>	<b>(868.78)</b>
<b>Profit after Taxation</b>	<b>4,848.98</b>	<b>(868.78)</b>