

Trading and Profit and Loss Account  
for the Year Ended 31 March 2019

	31.3.19		31.3.18	
	£	£	£	£
Turnover				
Membership application	50,269		42,338	
Third party revenue	17,550		15,043	
Disclosure and barring service income	4,388		6,310	
Conference sales	6,119		3,951	
RM Network	9,543		8,167	
Care award delegates	31,905		30,751	
		119,774		106,560
Cost of sales				
Third party expenses	12,382		13,791	
Disclosure and barring service expenses	4,361		6,542	
Conference expenses	7,755		7,502	
Care award expenses	30,035		28,428	
RM Network	7,180		5,293	
		61,713		61,556
GROSS PROFIT		58,061		45,004
Other income				
Commissions receivable		916		1,968
		58,977		46,972
Expenditure				
Rent	150		-	
Insurance	741		739	
Development consultant	32,515		23,646	
Post and stationery	329		-	
Advertising	3,421		2,703	
Staff training	100		150	
CSW admin	4,011		3,859	
IT and web expenses	2,795		2,573	
Sundry expenses	-		13	
Accountancy	1,303		1,098	
Subscriptions	1,700		1,700	
Consultancy fees	1,752		11,824	
Legal fees	1,000		-	
Entertainment	267		695	
Bad debts	3,424		-	
Meeting expenses	2,173		2,318	
		55,681		51,318
		3,296		(4,346)
Depreciation				
Plant and machinery		-		56
NET PROFIT/(LOSS)		3,296		(4,402)