Company Registration Number 02388396

The Construction Industry Council

Company limited by guarantee

Annual report

31 December 2012





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## **Annual report**

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### **Company information**

The board of directors

P Everall CBE

Dr G Masterton OBE

J Pringle

The Rt Hon N Raynsford MP A Skippers

G C Watts OBE S Hornagold

**Company secretary** 

G C Watts OBE

Registered office

26 Store Street London WC1E 7BT

**Auditor** 

Chantrey Vellacott DFK LLP Chartered Accountants and Statutory Auditor Russell Square House

10 - 12 Russell Square

London WC1B 5LF

#### **Directors' report**

#### Year ended 31 December 2012

The directors have pleasure in presenting their report and the audited financial statements of the company for the year ended 31 December 2012

The Construction Industry Council (CIC) is governed by a Council which meets three times per year. The Executive Board, which includes the company directors, reports directly to the Council.

The Council is chaired by CIC's Chairman and comprises Representatives from each of the Council's full members. These include the Chairman, Deputy Chairman and Treasurer. In addition the Council may co-opt up to five Representatives who may attend Council meetings but have no voting rights.

The following are members of the Council

Association for Project Management
Association for Project Safety
Association of Building Engineers
Association of Consultancy and Engineering
Association of Consultant Architects
Association of Consultant Approved Inspectors
British Institute of Facilities Management

British Institute of Interior Design Building Research Establishment

Building Services Research and Information Association

Chartered Institute of Architectural Technologists

Chartered Institute of Building

Chartered Institute of Plumbing and Heating Engineering

Chartered Institution of Building Services Engineers

Chartered Institution of Civil Engineering Surveyors

Chartered Institution of Highways and Transportation

Construction Industry Research and Information Association

Consultant Quantity Surveyors Association

Ground Forum

The Higher Education Academy STEM (Built Environment)

Institute of Clerks of Works and Construction Inspectorate

Institute of Highway Engineers

Institute of Specialist Surveyors and Engineers

Institution of Civil Engineers

Institution of Structural Engineers

Landscape Institute

Local Authority Building Control

National House-Building Council

Royal Institute of British Architects

Royal Institution of Chartered Surveyors

Royal Town Planning Institute

Directors' report (continued)

#### Year ended 31 December 2012

#### Principal activities and business review

The principal activity of the company is to co-ordinate and promote joint action on areas of common interest among organisations with in the construction industry. A summary of the results of the period's trading is given on page 6 of the financial statements.

#### Going Concern

The financial statements have been prepared on a going concern basis as directors' forecasts indicate that the company will have sufficient resources to continue to trade for the foreseeable future

#### Directors

The directors who served the company during the year were as follows

P Everall CBE
A Heywood
Dr G Masterton OBE
J Pringle
The Rt Hon N Raynsford MP
A Skippers
G C Watts OBE
S Hornagold

S Homagold was appointed as a director on 12 June 2012

A Heywood resigned as a director on 6 December 2012

The liability of each member in respect of the undertaking to contribute to the assets of the company is limited to an amount not exceeding £1

#### Directors' responsibilities

The directors are responsible for preparing the directors' report and the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that year.

In preparing those financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgements and accounting estimates that are reasonable and prudent,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### **Directors' report** (continued)

#### Year ended 31 December 2012

#### Insofar as the directors are aware

- there is no relevant audit information of which the company's auditor is unaware, and
- the directors have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information

#### Auditor

Chantrey Vellacott DFK LLP are deemed to be re-appointed under section 487(2) of the Companies Act 2006

#### Small company provisions

This report has been prepared in accordance with the special provisions for small companies under Part 15 of the Companies Act 2006

Signed by order of the directors

G C Watts OBE Company Secretary

Approved by the directors on

21 May 2013

#### Independent auditor's report to the members of The Construction Industry Council

#### Year ended 31 December 2012

We have audited the financial statements of The Construction Industry Council for the year ended 31 December 2012 which comprise the profit and loss account, balance sheet and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed

#### Respective responsibilities of directors and auditor

As explained more fully in the directors' responsibilities statement set out on pages 3 to 4, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

#### Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the directors, and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the annual report to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Independent auditor's report to the members of The Construction Industry Council (continued)

Year ended 31 December 2012

#### Opinion on financial statements

In our opinion the financial statements

- give a true and fair view of the state of the company's affairs as at 31 December 2012 and of its profit for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice,
   and
- have been prepared in accordance with the requirements of the Companies Act 2006

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us, or
- the financial statements are not in agreement with the accounting records and returns, or
- certain disclosures of directors' remuneration specified by law are not made, or
- we have not received all the information and explanations we require for our audit, or
- the directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemption in preparing the directors' report

Charley Vellacot DHL CLI HELENA WILKINSON (Senior Statutory Auditor)

May 2013

for and on behalf of CHANTREY VELLACOTT DFK LLP Chartered Accountants and Statutory Auditor

London

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#### Profit and loss account

#### Year ended 31 December 2012

	Note	2012 £	2011 £
Turnover		2,847,946	1,286,000
Cost of sales		1,810,806	410,473
Gross profit		1,037,140	875,527
Administrative expenses Other operating income	2	1,265,270 (253,125)	817,008 -
Operating profit	3	24,995	58,519
Interest receivable		3,308	-
Profit on ordinary activities before taxation		28,303	58,519
Tax on profit on ordinary activities	4	4,235	13,179
Profit for the financial year		24,068	45,340

All of the activities of the company are classed as continuing

The company has no recognised gains or losses other than the results for the year as set out above

There is no difference between the results shown above and their historical cost equivalents

The notes on pages 9 to 12 form part of these financial statements

#### **Balance sheet**

#### As at 31 December 2012

Note	2012 £	2011 £
10.0	-	_
Fixed assets Tangible assets 5	6,186	9,524
Current assets		
Stocks	9,472	8,498
Debtors 6	833,619	139,173
Cash at bank and in hand	1,317,045	1,264,806
	2,160,136	1,412,477
Creditors amounts falling due within one year 7	2,148,641	1,429,452
Net current assets/(liabilities)	11,495	(16,975)
Total assets less current liabilities	17,681	(7,451)
Reserves 9		
Profit and loss account 10	17,681	(7,451)
Members' funds/(deficit)	17,681	(7,451)

These financial statements have been prepared in accordance with the special provisions for small companies under Part 15 of the Companies Act 2006

These financial statements were approved by the directors and authorised for issue on 21/05/2015 and are signed on their behalf by

G C Watts OBE

Company Registration Number 02388396

The notes on pages 9 to 12 form part of these financial statements.

#### Notes to the financial statements

#### Year ended 31 December 2012

#### 1 Accounting policies

Basis of accounting

The financial statements have been prepared under the historical cost convention, and in accordance with applicable United Kingdom accounting standards

**Going Concern** 

The financial statements have been prepared on a going concern basis as directors' forecasts indicate that the company will have sufficient resources to continue to trade for the foreseeable future

Cash flow statement

The directors have taken advantage of the exemption in Financial Reporting Standard No 1 (Revised 1996) from including a cash flow statement in the financial statements on the grounds that the company is small

Turnover

Turmover represents income generated by the company from membership fees receivable, sales of electronic media and publications, the provision of information services and through projects and conferences

All income is derived from the United Kingdom

Other income

All other income is credited to the profit and loss account on a receivable basis

Tangible fixed assets

All assets costing more than £500 and with an expected useful life exceeding one year are capitalised

Depreciation

Depreciation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows

Fixtures & Fittings

15% straight line per annum

Equipment

- 33 3% straight line per annum

Stocks

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items

Operating lease agreements

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged against profits on a straight line basis over the period of the lease

#### 2 Other operating income

2012 2011 £ £

Management charges receivable

253,125

## Notes to the financial statements

3	Operating profit		
	Operating profit is stated after charging		
		2012 £	2011 £
	Directors' remuneration Depreciation of owned fixed assets Auditor's remuneration	178,521 4,003 7,950	153,754 1,371 12,000
	Operating lease costs - Other	95,987	95,987
4	Taxation on ordinary activities		
	(a) Analysis of charge in the year		
		2012 £	2011 £
	Current tax		
	UK Corporation tax based on the results for the year	4,235	13,179
	Total current tax	4,235	13,179
	(b) Factors affecting current tax charge		
	The tax assessed on the profit on ordinary activities for the year is at a lower r corporation tax in the UK of 20% (2011 - 20%)	ate than the star	ndard rate of
		2012 £	2011 £
	Profit on ordinary activities before taxation	28,303	58,519
	Profit on ordinary activities multiplied by rate of tax Expenses not deductible for tax purposes Capital allowances for period in excess of depreciation Adjustments to tax charge in respect of previous periods	5,661 269 615 (2,310)	11,190 1,631 358
	Total current tax (note 4(a))	4,235	13,179

### Notes to the financial statements

5	Tangible fixed assets			
		Fixtures & Fittings £	Equipment £	Total £
	Cost At 1 January 2012 Additions	14,761 	78,028 665	92,789 665
	At 31 December 2012	14,761	78,693	93,454
	Depreciation At 1 January 2012 Charge for the year	14,427 334	68,838 3,669	83,265 4,003
	At 31 December 2012	14,761	72,507	87,268
	Net book value At 31 December 2012 At 31 December 2011	334	<b>6,186</b> 9,190	<b>6,186</b> 9,524
6	Debtors			
			2012 £	2011 £
	Trade debtors Other debtors		813,116 20,503	120,822 18,351
			833,619	139,173
7	Creditors amounts falling due within one year			
			2012 £	2011 £
	Trade creditors Corporation tax		440,510 4,235	18,819
	Taxation and social security Accruals and deferred income		47,600 1,660,531	118,911 1,291,722
			2,152,876	1,429,452

#### Notes to the financial statements

#### Year ended 31 December 2012

#### 8 Commitments under operating leases

At 31 December 2012 the company had annual commitments under non-cancellable operating leases as set out below

	201 Land and	2	201 Land and	1
	buildings £	Other items £	buildings £	Other items
Operating leases which expire				
Within one year	•	8,375	-	-
Within two to five years	87,612		87,612	8,375
	87,612	8,375	87,612	8,375

#### 9 Company limited by guarantee

The liability of each member in respect of the undertaking is to contribute to the assets of the company is limited to an amount not exceeding £1

#### 10 Profit and loss account

	2012 £	2011 £
Balance brought forward Profit for the financial year	(7,451) 24,068	(52,791) 45,340
Balance carried forward	16,617	(7,451)

#### 11 Related Parties

The Construction Industry Council received £358,015 (2011 £344,393) in annual subscription fees from the Council Members listed on page 1 to the accounts. These transactions were conducted on an arms length basis and any amounts outstanding at the year end are cleared in the normal course of business.

The Construction Industry Council received £25,000 in fee payments (2011 £25,000) from the Consideration Contractor Scheme Limited (CCS Ltd), via its parent company, Construction Umbrella Bodies (Holdings) Ltd, which is partly owned by the Construction Industry Council, for services rendered by Construction Industry Council staff in 2012 to assist the governance and strategic development of the CCS Ltd in the year At year end £300 (2011 £nil) was due to The Construction Industry Council by CCS Ltd

## Detailed profit and loss account

Turnover			
Turnover   Project income   2,253,064   772,626   Rembership subscription   362,666   351,757   Sale of publications   13,390   13,236   Registration income and recharges   2,3450   8,407   Registration income   216,476   139,972   2,847,946   1,286,000   Registration income   2,847,946   1,286,000   Registration income   3,498   9,471   Registration income   3,498   9,471   Registration income   3,498   9,471   Registration income   418,20278   418,579   418		2012	
Project income         2,253,064         772,6268           Sale of publications         13,390         13,236           Miscellaneous income and recharges         2,350         8,407           Registration income         216,476         139,972           Cost of sales         216,476         139,972           Opening stock         8,498         9,471           Cost of publications         61,229         148,539           Project expenses         1,750,551         260,961           Closing stock         (9,472)         (8,498)           Closing stock         (9,472)         (8,498)           Closing stock         (9,472)         (8,498)           Toyer face         1,810,806         410,473           Gross profit         1,337,140         875,527           Overheads         1         178,521         153,754           Wages and salaries         178,521         153,754           Wages and salaries         674,104         373,397           Rent, rates, and hire of equipment insurance         95,987         95,987           Insurance         9,607         7,717           Travel and subsistence         9,007         7,711           Travel and subsistence		£	£
Project income         2,253,064         772,6268           Sale of publications         13,390         13,236           Miscellaneous income and recharges         2,350         8,407           Registration income         216,476         139,972           Cost of sales         216,476         139,972           Opening stock         8,498         9,471           Cost of publications         61,229         148,539           Project expenses         1,750,551         260,961           Closing stock         (9,472)         (8,498)           Closing stock         (9,472)         (8,498)           Closing stock         (9,472)         (8,498)           Toyer face         1,810,806         410,473           Gross profit         1,337,140         875,527           Overheads         1         178,521         153,754           Wages and salaries         178,521         153,754           Wages and salaries         674,104         373,397           Rent, rates, and hire of equipment insurance         95,987         95,987           Insurance         9,607         7,717           Travel and subsistence         9,007         7,711           Travel and subsistence	Turnavar		
Membership subscription         \$362,666         \$31,1757         \$32,366         \$31,330         \$13,236         \$13,236         \$13,236         \$13,236         \$13,236         \$13,236         \$13,236         \$13,236         \$13,236         \$13,236         \$13,236         \$13,236         \$13,236         \$1,286,000         \$16,000         \$12,286,000         \$12,286,000         \$12,286,000         \$12,286,000         \$12,286,000         \$14,286,000         \$14,286,000         \$14,283,339         \$14,533         \$14,533         \$14,533         \$14,533         \$14,533         \$14,533         \$14,533         \$14,833         \$14,833         \$14,833         \$14,833         \$14,837		2 253 064	772 628
Sale of publications         13,390         13,236           Miscellaneous income and recharges         2,550         8,407           Registration income         216,476         139,972           Cost of sales         2,847,946         1,286,000           Opening stock         8,498         9,471           Cost of publications         61,229         148,539           Project expenses         1,750,551         260,961           Closing stock         (9,472)         (8,498)           Closing stock         (9,472)         (8,498)      <			•
Miscellianeous income         2,350         8,407           Registration income         216,476         1,286,000           Cost of sales	· · · · · · · · · · · · · · · · · · ·	,	
Cost of sales         Opening stock         8,498         9,471           Cost of publications         61,229         148,539           Project expenses         1,750,551         260,961           1,820,278         418,971           Closing stock         (9,472)         (8,498)           Directors salaries         17,521         13,752           Vages and salaries         674,104         373,397           Rentil training stock         9,648         6,629           Cl			
Cost of sales         8,498         9,471           Cost of publications         61,229         148,539           Project expenses         1,750,551         260,961           1,820,278         418,971           Closing stock         (9,472)         (8,498)           1,810,806         410,473           Gross profit         1,037,140         875,527           Overheads           Directors salaries         178,521         153,754           Wages and salanes         674,104         373,397           Rent, rates, and hire of equipment insurance         5,997         4,869           Insurance         9,648         6,629           Repairs and maintenance         9,648         6,629           Travel and subsistence         9,007         7,171           Titelphone and fax         60,525         41,337           Printing, stationery and postage         18,945         11,988           Office equipment         4,058         566           Room hire and marketing costs         2,599         2,741           Staff benefits and training         12,599         8,239           Recruitment expenses         268         8,100           General expenses         1	Registration income	216,476	139,972
Cost of sales         8,498         9,471           Cost of publications         61,229         148,539           Project expenses         1,750,551         260,961           1,820,278         418,971           Closing stock         (9,472)         (8,498)           1,810,806         410,473           Gross profit         1,037,140         875,527           Overheads           Directors salaries         178,521         153,754           Wages and salanes         674,104         373,397           Rent, rates, and hire of equipment insurance         5,997         4,869           Insurance         9,648         6,629           Repairs and maintenance         9,648         6,629           Travel and subsistence         9,007         7,171           Titelphone and fax         60,525         41,337           Printing, stationery and postage         18,945         11,988           Office equipment         4,058         566           Room hire and marketing costs         2,599         2,741           Staff benefits and training         12,599         8,239           Recruitment expenses         268         8,100           General expenses         1		2 847 946	1 286 000
Opening stock Cost of publications         8,488 61,229 17,50,551 200,961         9,471 200,961           Project expenses         1,500,551 1,820,278         418,539 418,971           Closing stock         (9,472) (8,498)         (8,498) 410,473           Cross profit         1,037,140         875,527           Overheads         178,521         153,754           Directors salaries         178,521         153,754           Wages and salaries         674,104         373,397           Rent, rates, and hire of equipment         95,987         95,987           Insurance         9,648         6,629           Travel and subsistence         9,007         7,171           Try telephone and fax         60,525         41,337           Printing, stationery and postage         18,945         11,988           Office equipment         4,055         566           Room hire and marketing costs         2,599         2,741           Staff benefits and training         12,599         8,239           General expenses         268         8,100           General expenses         17,521         12,355           Marketing and advertising         5,394         4,003           Irrecoverable VAT         3,300,303		2,047,540	1,200,000
Cost of publications         61,229         148,539         260,961         260,961         1,750,555         260,961         1,820,278         418,971         418,971         Closing stock         (9,472)         (8,498)         418,971         Closing stock         (9,472)         (8,498)         410,473         375         Coverheads         1,810,806         410,473         375         Coverheads         775         Coverheads         178,521         153,754         475         477	Cost of sales		
Project expenses         1,750,551         260,961           Liszo,278         418,971           Closing stock         (9,472)         (8,498)           Is 10,806         410,473           Gross profit         1,037,140         875,527           Overheads         178,521         153,754           Wages and salaries         674,104         373,397           Rent, rates, and hire of equipment insurance         95,987         95,987           Insurance         5,590         4,869           Repairs and maintenance         9,648         6,629           Travel and subsistence         19,007         7,171           Try, telephone and fax         60,525         41,337           Printing, stationery and postage         18,945         11,988           Office equipment         4,058         566           Room hire and marketing costs         2,599         2,741           Staff benefits and training         12,599         8,239           Recruitment expenses         28         8,100           General expenses         17,521         12,355           Marketing and advertising         5,394         4,003           Inrecoverable VAT         (31,373)         (33,081)	Opening stock	8,498	9,471
Closing stock         (9,472)         (8,498)           Cross profit         1,810,806         410,473           Gross profit         1,037,140         875,527           Overheads           Directors salaries         178,521         153,754           Wages and salaries         674,104         373,397           Rent, rates, and hire of equipment         95,987         95,987           Insurance         5,590         4,869           Repairs and maintenance         9,007         7,171           IT, telephone and fax         60,525         41,337           Printing, stationery and postage         18,454         11,988           Office equipment         4,058         566           Room hire and marketing costs         2,599         2,741           Staff benefits and training         12,599         8,239           Recruitment expenses         268         8,100           General expenses         17,521         12,355           Marketing and advertising         5,590         4,003           Inrecoverable VAT         (31,733)         (33,081)           Legal and professional fees         95,300         49,831           Consultancy fees         95,300         49,831<			
Closing stock         (9,472)         (8,498)           Gross profit         1,810,806         410,473           Gross profit         1,037,140         875,527           Overheads         178,521         153,754           Wages and salanes         674,104         373,397           Kent, rates, and hire of equipment         95,987         95,987           Insurance         5,590         4,869           Repairs and maintenance         9,007         7,171           IT, telephone and fax         60,525         41,337           Printing, stationery and postage         98,484         6,629           Office equipment         4,058         566           Room hire and marketing costs         2,599         2,741           Staff benefits and training         12,599         8,239           Recruitment expenses         268         8,100           General expenses         17,521         12,599           Marketing and advertising         5,590         4,003           Entertaining         5,905         31,429           Inrecoverable VAT         (31,733)         (33,081)           Legal and professional fees         5,805         31,429           Consultancy fees         95,30	Project expenses	1,750,551	260,961
Closing stock         (9,472)         (8,498)           Gross profit         1,810,806         410,473           Gross profit         1,037,140         875,527           Overheads         178,521         153,754           Wages and salanes         674,104         373,397           Kent, rates, and hire of equipment         95,987         95,987           Insurance         5,590         4,869           Repairs and maintenance         9,007         7,171           IT, telephone and fax         60,525         41,337           Printing, stationery and postage         98,484         6,629           Office equipment         4,058         566           Room hire and marketing costs         2,599         2,741           Staff benefits and training         12,599         8,239           Recruitment expenses         268         8,100           General expenses         17,521         12,599           Marketing and advertising         5,590         4,003           Entertaining         5,905         31,429           Inrecoverable VAT         (31,733)         (33,081)           Legal and professional fees         5,805         31,429           Consultancy fees         95,30		1,820,278	418,971
Cross profit         1,810,806         410,473           Coverheads         Urrectors salaries         178,521         153,754           Wages and salanes         674,104         373,397           Rent, rates, and hire of equipment         95,987         95,987           Insurance         9,648         6,629           Repairs and maintenance         9,648         6,629           Repairs and maintenance         9,648         6,629           Travel and subsistence         9,007         7,171           17, telephone and fax         60,525         41,337           Printing, stationerry and postage         18,945         11,988           Office equipment         4,058         566           Room hire and marketing costs         2,599         2,741           Staff benefits and training         12,599         8,239           Recruitment expenses         268         8,100           General expenses         17,521         12,355           Marketing and advertising         5,394         4,003           Irrecturent expenses         13,373         33,081)           Ceneral expenses         17,521         12,355           Marketing and advertising         5,305         31,429 </td <td></td> <td>.,,</td> <td>,</td>		.,,	,
Cross profit         1,037,140         875,527           Overheads         Directors salaries         178,521         153,754           Wages and salaries         674,104         373,397         95,987           Rent, rates, and hire of equipment         95,987         95,987         95,987           Insurance         9,648         6,629         1,291         1,721         17,11	Closing stock	(9,472)	(8,498)
Cross profit         1,037,140         875,527           Overheads         Directors salaries         178,521         153,754           Wages and salaries         674,104         373,397         95,987           Rent, rates, and hire of equipment         95,987         95,987         95,987           Insurance         9,648         6,629         1,291         1,721         17,11		1 810 806	410 473
Overheads         IT8,521         153,754           Wages and salaries         674,104         373,397           Rent, rates, and hire of equipment Insurance         95,987         95,987           Insurance         5,590         4,869           Repairs and maintenance         9,648         6,629           Travel and subsistence         9,007         7,171           IT, telephone and fax         60,525         41,337           Printing, stationery and postage         18,945         11,988           Office equipment         4,058         566           Room hire and marketing costs         2,599         2,741           Staff benefits and training         12,599         8,239           Recruitment expenses         268         8,100           General expenses         268         8,100           General expenses         17,521         12,355           Marketing and advertising         5,394         4,003           Irrecoverable VAT         (31,733)         (33,081)           Legal and professional fees         5,805         31,429           Consultancy fees         95,300         49,831           Subscriptions and publications         13,988         6,36           Audit and			-
Directors salaries	Gross profit	1,037,140	875,527
Directors salaries	Overhande		
Wages and salaries         674,104         373,397           Rent, rates, and hire of equipment Insurance         5,590         4,869           Repairs and maintenance         9,648         6,629           Travel and subsistence         9,007         7,171           IT, telephone and fax         60,525         41,337           Printing, stationery and postage         18,945         11,988           Office equipment         4,058         566           Room hire and marketing costs         2,599         2,741           Staff benefits and training         12,599         8,239           Recruitment expenses         268         8,100           General expenses         17,521         12,355           Marketing and advertising         575         1,106           Entertaining         5,394         4,003           Irrecoverable VAT         (31,733)         (33,081)           Legal and professional fees         5,805         31,429           Consultancy fees         95,300         49,831           Subscriptions and publications         13,988         8,636           Audit and accountancy         21,700         21,700           Depreciation         4,003         1,371           P		178 521	153 754
Rent, rates, and hire of equipment Insurance         95,987         95,987         195,987         195,987         195,987         Insurance         5,590         4,869         4,869         Repairs and maintenance         9,648         6,629         17,771         17,171         117, telephone and fax         60,525         41,337         17,711         11, telephone and fax         60,525         41,337         19,987         27,433         566         60,525         41,337         11,988         566         60,525         41,337         11,988         566         60,525         41,337         11,988         566         60,525         41,337         11,988         566         60,525         41,337         566         60,022         42,741         52,599         2,741         52,599         2,741         52,599         2,741         52,599         2,741         52,599         2,741         52,599         2,741         52,599         2,741         52,599         2,741         52,599         2,741         52,599         2,741         52,599         2,741         52,599         2,741         52,599         2,741         52,599         2,741         52,599         2,741         52,599         2,741         52,599         2,741         52,599         2,741         52,5			
Insurance         5,590         4,869           Repairs and maintenance         9,648         6,629           Travel and subsistence         9,007         7,171           IT, telephone and fax         60,525         41,337           Printing, stationery and postage         18,945         11,988           Office equipment         4,058         566           Room hire and marketing costs         2,599         2,741           Staff benefits and training         12,599         8,239           Recruitment expenses         268         8,100           General expenses         17,521         12,355           Marketing and advertising         575         1,106           Entertaining         5,394         4,003           Irrecoverable VAT         (31,733)         (33,081)           Legal and professional fees         5,805         31,429           Consultancy fees         95,300         49,831           Subscriptions and publications         13,988         8,636           Audit and accountancy         21,005         21,075           Depreciation         4,003         1,371           Provision for doubtful debts         36,003         -           Bank charges         24,	•	,	
Travel and subsistence         9,007         7,171           IT, telephone and fax         60,525         41,337           Printing, stationery and postage         18,945         11,988           Office equipment         4,058         566           Room hire and marketing costs         2,599         2,741           Staff benefits and training         12,599         8,239           Recruitment expenses         268         8,100           General expenses         17,521         12,355           Marketing and advertising         575         1,106           Entertaining         5,394         4,003           Irrecoverable VAT         (31,733)         (33,081)           Legal and professional fees         5,805         31,429           Consultancy fees         95,300         49,831           Subscriptions and publications         13,988         8,636           Audit and accountancy         21,700         21,075           Depreciation         4,003         -           Provision for doubtful debts         36,003         -           Bank charges         24,863         5,505           1,265,270         817,008           (228,130)         58,519 <t< td=""><td></td><td>•</td><td></td></t<>		•	
IT, telephone and fax       60,525       41,337         Printing, stationery and postage       18,945       11,988         Office equipment       4,058       566         Room hire and marketing costs       2,599       2,741         Staff benefits and training       12,599       8,239         Recruitment expenses       268       8,100         General expenses       17,521       12,355         Marketing and advertising       575       1,106         Entertaining       5,394       4,003         Irrecoverable VAT       (31,733)       (33,081)         Legal and professional fees       5,805       31,429         Consultancy fees       95,300       49,831         Subscriptions and publications       13,988       8,636         Audit and accountancy       21,700       21,075         Depreciation       4,003       1,371         Provision for doubtful debts       36,003       -         Bank charges       24,863       5,505         Other operating income       1,265,270       817,008         Management charges receivable       253,125       -         Operating profit       24,995       58,519	Repairs and maintenance	9,648	
Printing, stationery and postage         18,945         11,988           Office equipment         4,058         566           Room hire and marketing costs         2,599         2,741           Staff benefits and training         12,599         8,239           Recruitment expenses         268         8,100           General expenses         17,521         12,355           Marketing and advertising         575         1,106           Entertaining         5,394         4,003           Irrecoverable VAT         (31,733)         (33,081)           Legal and professional fees         5,805         31,429           Consultancy fees         95,300         49,831           Subscriptions and publications         13,988         8,636           Audit and accountancy         21,075         21,075           Depreciation         4,003         1,371           Provision for doubtful debts         36,003         -           Bank charges         24,863         5,505           Other operating income         (228,130)         58,519           Other operating profit         24,995         58,519			7,171
Office equipment         4,058         566           Room hire and marketing costs         2,599         2,741           Staff benefits and training         12,599         8,239           Recruitment expenses         268         8,100           General expenses         17,521         12,355           Marketing and advertising         575         1,106           Entertaining         5,394         4,003           Irrecoverable VAT         (31,733)         (33,081)           Legal and professional fees         5,805         31,429           Consultancy fees         95,300         49,831           Subscriptions and publications         13,988         8,636           Audit and accountancy         21,700         21,075           Depreciation         4,003         1,371           Provision for doubtful debts         36,003         -           Bank charges         24,863         5,505           Consultancy         21,070         21,070           Room to determine the provision for doubtful debts         36,003         -           Bank charges         24,863         5,505           Consultancy         22,8130         58,519           Other operating income         24,9		•	
Room hire and marketing costs         2,599         2,741           Staff benefits and training         12,599         8,239           Recruitment expenses         268         8,100           General expenses         17,521         12,355           Marketing and advertising         575         1,106           Entertaining         5,394         4,003           Irrecoverable VAT         (31,733)         (33,081)           Legal and professional fees         5,805         31,429           Consultancy fees         95,300         49,831           Subscriptions and publications         13,988         8,636           Audit and accountancy         21,700         21,075           Depreciation         4,003         1,371           Provision for doubtful debts         36,003         -           Bank charges         24,863         5,505           1,265,270         817,008           (228,130)         58,519           Other operating income         253,125         -           Management charges receivable         24,995         58,519			
Staff benefits and training       12,599       8,239         Recruitment expenses       268       8,100         General expenses       17,521       12,355         Marketing and advertising       575       1,106         Entertaining       5,394       4,003         Irrecoverable VAT       (31,733)       (33,081)         Legal and professional fees       5,805       31,429         Consultancy fees       95,300       49,831         Subscriptions and publications       13,988       8,636         Audit and accountancy       21,700       21,075         Depreciation       4,003       1,371         Provision for doubtful debts       36,003       -         Bank charges       24,863       5,505         1,265,270       817,008         (228,130)       58,519         Other operating income         Management charges receivable       253,125       -         Operating profit       24,995       58,519		•	
Recruitment expenses         268         8,100           General expenses         17,521         12,355           Marketing and advertising         575         1,106           Entertaining         5,394         4,003           Irrecoverable VAT         (31,733)         (33,081)           Legal and professional fees         5,805         31,429           Consultancy fees         95,300         49,831           Subscriptions and publications         13,988         8,636           Audit and accountancy         21,700         21,075           Depreciation         4,003         1,371           Provision for doubiful debts         36,003         -           Bank charges         24,863         5,505           1,265,270         817,008           (228,130)         58,519           Other operating income         253,125         -           Management charges receivable         24,995         58,519		•	
General expenses         17,521         12,355           Marketing and advertising         575         1,106           Entertaining         5,394         4,003           Irrecoverable VAT         (31,733)         (33,081)           Legal and professional fees         5,805         31,429           Consultancy fees         95,300         49,831           Subscriptions and publications         13,988         8,636           Audit and accountancy         21,700         21,075           Depreciation         4,003         1,371           Provision for doubtful debts         36,003         -           Bank charges         24,863         5,505           1,265,270         817,008           (228,130)         58,519           Other operating income         253,125         -           Management charges receivable         24,995         58,519           Operating profit         24,995         58,519		•	
Marketing and advertising         575         1,106           Entertaining         5,394         4,003           Irrecoverable VAT         (31,733)         (33,081)           Legal and professional fees         5,805         31,429           Consultancy fees         95,300         49,831           Subscriptions and publications         13,988         8,636           Audit and accountancy         21,700         21,075           Depreciation         4,003         1,371           Provision for doubtful debts         36,003         -           Bank charges         24,863         5,505           1,265,270         817,008           (228,130)         58,519           Other operating income         253,125         -           Management charges receivable         24,995         58,519			
Irrecoverable VAT		575	1,106
Legal and professional fees       5,805       31,429         Consultancy fees       95,300       49,831         Subscriptions and publications       13,988       8,636         Audit and accountancy       21,700       21,075         Depreciation       4,003       1,371         Provision for doubtful debts       36,003       -         Bank charges       24,863       5,505         1,265,270       817,008         (228,130)       58,519         Other operating income       253,125       -         Management charges receivable       253,125       -         Operating profit       24,995       58,519	<u> </u>		
Consultancy fees       95,300       49,831         Subscriptions and publications       13,988       8,636         Audit and accountancy       21,700       21,075         Depreciation       4,003       1,371         Provision for doubtful debts       36,003       -         Bank charges       24,863       5,505         1,265,270       817,008         Cother operating income       (228,130)       58,519         Operating profit       24,995       58,519			
Subscriptions and publications       13,988       8,636         Audit and accountancy       21,700       21,075         Depreciation       4,003       1,371         Provision for doubtful debts       36,003       -         Bank charges       24,863       5,505         1,265,270       817,008         (228,130)       58,519         Other operating income Management charges receivable       253,125       -         Operating profit       24,995       58,519		•	
Audit and accountancy       21,700       21,075         Depreciation       4,003       1,371         Provision for doubtful debts       36,003       -         Bank charges       24,863       5,505         1,265,270       817,008         Cother operating income       (228,130)       58,519         Operating profit       253,125       -         Operating profit       24,995       58,519			
Depreciation         4,003         1,371           Provision for doubtful debts         36,003         —           Bank charges         24,863         5,505           1,265,270         817,008           (228,130)         58,519           Other operating income Management charges receivable         253,125         —           Operating profit         24,995         58,519	Audit and accountancy		
Provision for doubtful debts         36,003			
Bank charges         24,863         5,505           1,265,270         817,008           (228,130)         58,519           Other operating income Management charges receivable         253,125         -           Operating profit         24,995         58,519			_
Other operating income Management charges receivable  Operating profit  (228,130) 58,519  253,125 —  24,995 58,519			5,505
Other operating income Management charges receivable  Operating profit  (228,130) 58,519  253,125 —  24,995 58,519		1 265 270	817 008
Other operating income Management charges receivable  Operating profit  253,125  24,995  58,519		1,203,270	
Management charges receivable 253,125 — Operating profit 24,995 58,519		(228,130)	58,519
Management charges receivable 253,125 — Operating profit 24,995 58,519	Other operating income		
Operating profit 24,995 58,519		253,125	_
Carned forward 24,995 58,519	Operating profit	24,995	58,519
Carned forward <b>24,995</b> 58,519			
Carned forward 24,995 58,519			
	Carned forward	24.995	58.519
		,	_,

## Detailed profit and loss account

2012 £	2
Brought forward 24,995	58,519
Bank interest receivable 3,308	-
Profit on ordinary activities 28,303	58,519