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FORM AR27

Trade Union and Labour Relations (Consolidation) Act 1992

ANNUAL RETURN FOR AN EMPLOYERS' ASSOCIATION

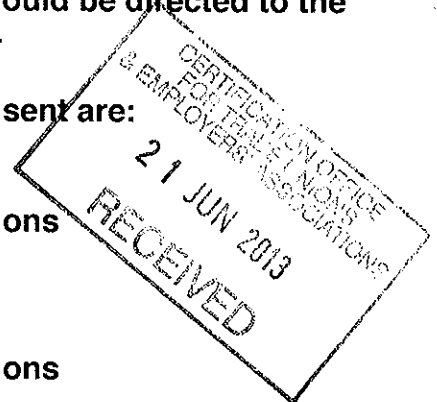
Name of Employers' Association:	Advertising Producers Association
Year ended:	31 December 2012
List No:	26
Head or Main Office:	47 Beak Street London W1F 9SE
Website address (if available)	
Has the address changed during the year to which the return relates?	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> (Tick as appropriate)
General Secretary:	STEPHEN DAVIES
Contact name for queries regarding the completion of this return:	Stephen Davies
Telephone Number:	020 7434 3651
e-mail:	

PLEASE FOLLOW THE GUIDANCE NOTES IN THE COMPLETION OF THIS RETURN.
Any difficulties or problems in the completion of this return should be directed to the Certification Office as below or by telephone to: 020 7210 3734

The address to which returns and other documents should be sent are:

For Employers' Associations based in England and Wales:
Certification Office for Trade Unions and Employers' Associations
22nd Floor, Euston Tower, 286 Euston Road, London NW1 3JJ

For Employers' Associations based in Scotland:
Certification Office for Trade Unions and Employers' Associations
Melrose House, 69a George Street, Edinburgh EH2 2JG



RETURN OF MEMBERS

(see note 9)

NUMBER OF MEMBERS AT THE END OF THE YEAR				
Great Britain	Northern Ireland	Irish Republic	Elsewhere Abroad (including Channel Islands)	TOTALS
22				22

OFFICERS IN POST

(see note 10)

Please attach as an annexe to this form a complete list of all officers in post at the end of the year to which this form relates, with the title of each persons office.

CHANGE OF OFFICERS

Please complete the following to record any changes of officers during the twelve months covered by this return.

Title of Office	Name of Officer ceasing to hold office	Name of Officer Appointed	Date of Change
Council member	C Bavasso	N Jordan	01/10/2012
Council member	D Fleet	R Smythe	01/10/2012
Council member	P Rothwell	J Frankel	01/10/2012
Council member			
Council member			
Council member			
Council member			
Council member			

REVENUE ACCOUNT/GENERAL FUND

(see notes 11 to 16)

Previous Year			£	£
	INCOME			
469,000	From Members	Subscriptions, levies, etc		475,516
550	Investment income	Interest and dividends (gross) Bank interest (gross) Other (specify)		671
(26,238)	Other income	Rents received Insurance commission Consultancy fees Publications/Seminars Miscellaneous receipts (specify) APA shows and Other shows loss		14,484
443,312	TOTAL INCOME			490,671
	EXPENDITURE			
	Administrative expenses			
255,931		Remuneration and expenses of staff	263,308	
54,948		Occupancy costs	58,772	
9,682		Printing, Stationery, Post	7,871	
2,577		Telephones	2,796	
34,109		Legal and Professional fees	22,507	
10,909		Computer Expenses	16,671	
5,448		Sundry Expenses	101	
13,159		Travel and hotel expenses	15,905	
10,364		Entertaining	4,537	
56		Research and development	197	
309		Advertising	29,136	
7,092		Bad debt	2,040	
1,214		Depreciation	907	
1,812	Other charges	Bank charges Depreciation Affiliation fees	1,283	
2,891		Subscriptions and Donations	849	
494	Taxation		541	
(410,995)	TOTAL EXPENDITURE			(427,421)
32,317	Surplus/Deficit for year			63,250
405,953	Amount of fund at beginning of year			438,270
438,270	Amount of fund at end of year			501,520

ACCOUNTS OTHER THAN THE REVENUE ACCOUNT/GENERAL FUND

(see notes 17 to 18)

ACCOUNT 2		Fund Account	
Name of account:		£	£
Income	From members Investment income Other income (specify)		
	Total Income		
Expenditure	Administrative expenses Other expenditure (specify)		
	Total Expenditure		
	Surplus (Deficit) for the year		
	Amount of fund at beginning of year		
	Amount of fund at the end of year (as Balance Sheet)		

ACCOUNT 3		Fund Account	
Name of account:		£	£
Income	From members Investment income Other income (specify)		
	Total Income		
Expenditure	Administrative expenses Other expenditure (specify)		
	Total Expenditure		
	Surplus (Deficit) for the year		
	Amount of fund at beginning of year		
	Amount of fund at the end of year (as Balance Sheet)		

ACCOUNTS OTHER THAN THE REVENUE ACCOUNT/GENERAL FUND

(see notes 17 to 18)

ACCOUNT 4		Fund Account	
Name of account:		£	£
Income	From members		
	Investment income		
	Other income (specify)		
		Total Income	
Expenditure	Administrative expenses		
	Other expenditure (specify)		
			Total Expenditure
		Surplus (Deficit) for the year	
		Amount of fund at beginning of year	
		Amount of fund at the end of year (as Balance Sheet)	

ACCOUNT 5		Fund Account	
Name of account:		£	£
Income	From members		
	Investment income		
	Other income (specify)		
		Total Income	
Expenditure	Administrative expenses		
	Other expenditure (specify)		
			Total Expenditure
		Surplus (Deficit) for the year	
		Amount of fund at beginning of year	
		Amount of fund at the end of year (as Balance Sheet)	

ACCOUNTS OTHER THAN THE REVENUE ACCOUNT/GENERAL FUND

(see notes 17 to 18)

ACCOUNT 6		Fund Account	
Name of account:		£	£
Income	From members Investment income Other income (specify)		
	Total Income		
Expenditure	Administrative expenses Other expenditure (specify)		
	Total Expenditure		
	Surplus (Deficit) for the year		
	Amount of fund at beginning of year		
	Amount of fund at the end of year (as Balance Sheet)		

ACCOUNT 7		Fund Account	
Name of account:		£	£
Income	From members Investment income Other income (specify)		
	Total Income		
Expenditure	Administrative expenses Other expenditure (specify)		
	Total Expenditure		
	Surplus (Deficit) for the year		
	Amount of fund at beginning of year		
	Amount of fund at the end of year (as Balance Sheet)		

BALANCE SHEET AS AT 31 DECEMBER 2012

(see notes 19 and 20)

Previous Year		£	£
2,683	Fixed Assets (as at page 11)	1,928	
	Investments (as per analysis on page 13)		
	Quoted (Market value £)		
	Unquoted		
	Total Investments		
	Other Assets		
150,558	Trade debtors	116,139	
44,755	Sundry debtors	53,362	
319,735	Cash at bank and in hand	414,334	
	Others (specify)		
515,048	Total of other	583,835	
	assets		
517,731		TOTAL ASSETS	585,763
	Fund (Account)		
	Fund (Account)		
	Fund (Account)		
	Revaluation Reserve		
	Liabilities		
	Loans		
	Bank overdraft		
12,695	Tax payable	641	
28,858	Sundry creditors	28,858	
37,908	Accrued expenses	54,744	
	Provisions		
	Other liabilities		
79,461		TOTAL LIABILITIES	84,243
438,270		TOTAL ASSETS	501,520

FIXED ASSETS ACCOUNT

(see note 21)

	Land & Buildings	Fixtures & Fittings	Motor Vehicles & Equipment	Total
	£	£	£	£
COST OR VALUATION				
At start of period		75,784		75,784
Additions during period		152		152
Less: Disposals during period				
Less: DEPRECIATION:		74,008		74,008
Total to end of period				
BOOK AMOUNT at end of period		1,928		1,928
Freehold				
Leasehold (50 or more years unexpired)				
Leasehold (less than 50 years unexpired)				
AS BALANCE SHEET		1,928		1,928

ANALYSIS OF INVESTMENTS

(see note 22)

		Other Funds £
QUOTED	British Government & British Government Guaranteed Securities	
	British Municipal and County Securities	
	Other quoted securities (to be specified)	
	TOTAL QUOTED (as Balance Sheet)	
	*Market Value of Quoted Investments	
UNQUOTED	British Government Securities	
	British Municipal and County Securities	
	Mortgages	
	Other unquoted securities (to be specified)	
	TOTAL QUOTED (as Balance Sheet)	
	*Market Value of Unquoted Investments	

* Market value of investments to be stated where these are different from the figures quoted in the balance sheet

ANALYSIS OF INVESTMENT INCOME (CONTROLLING INTERESTS)

(see notes 23 to 25)

Does the association, or any constituent part of the association, have a controlling interest in any limited company?		YES	NO
If YES name the relevant companies:			
COMPANY NAME	COMPANY REGISTRATION NUMBER (if not registered in England & Wales, state where registered)		
INCORPORATED EMPLOYERS' ASSOCIATIONS			
Are the shares which are controlled by the association registered in the association's name		YES	NO
If NO, please state the names of the persons in whom the shares controlled by the association are registered.			
COMPANY NAME	NAMES OF SHAREHOLDERS		
UNINCORPORATED EMPLOYERS ASSOCIATIONS			
Are the shares which are controlled by the association registered in the names of the association's trustees?		YES	NO
If NO, state the names of the persons in whom the shares controlled by the association are registered.			
COMPANY NAME	NAMES OF SHAREHOLDERS		

SUMMARY SHEET

(see notes 26 to 35)

	All funds except Political Funds £	Political Funds £	Total Funds £
INCOME			
From Members	475,516		475,516
From Investments	671		671
Other Income (including increases by revaluation of assets)	14,484		14,484
Total Income	490,671		490,671
EXPENDITURE (including decreases by revaluation of assets)			
Total Expenditure	427,421		427,421
Funds at beginning of year (including reserves)	438,270		438,270
Funds at end of year (including reserves)	501,520		501,520
ASSETS			
Fixed Assets			1,928
Investment Assets			
Other Assets			583,835
		Total Assets	585,763
LIABILITIES			
		Total Liabilities	84,243
NET ASSETS (Total Assets less Total Liabilities)			501,520

NOTES TO THE ACCOUNTS

(see note 36)

All notes to the accounts must be entered on or attached to this part of the return.

1. Accounting policies

These financial statements have been prepared in accordance with United Kingdom Accounting Standards under the historical cost convention adopting the following significant accounting policies:

a) Members subscriptions

Included in members subscriptions are all amounts received and receivable from members in respect of subscription notices issued.

b) Depreciation

Tangible fixed assets are stated at cost less accumulated depreciation. Depreciation has been provided by the straight line method at rates designed to write off the historical costs of each asset over its estimated useful life. The rates are as follows:

Furniture and equipment	25% on cost
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c) Turnover

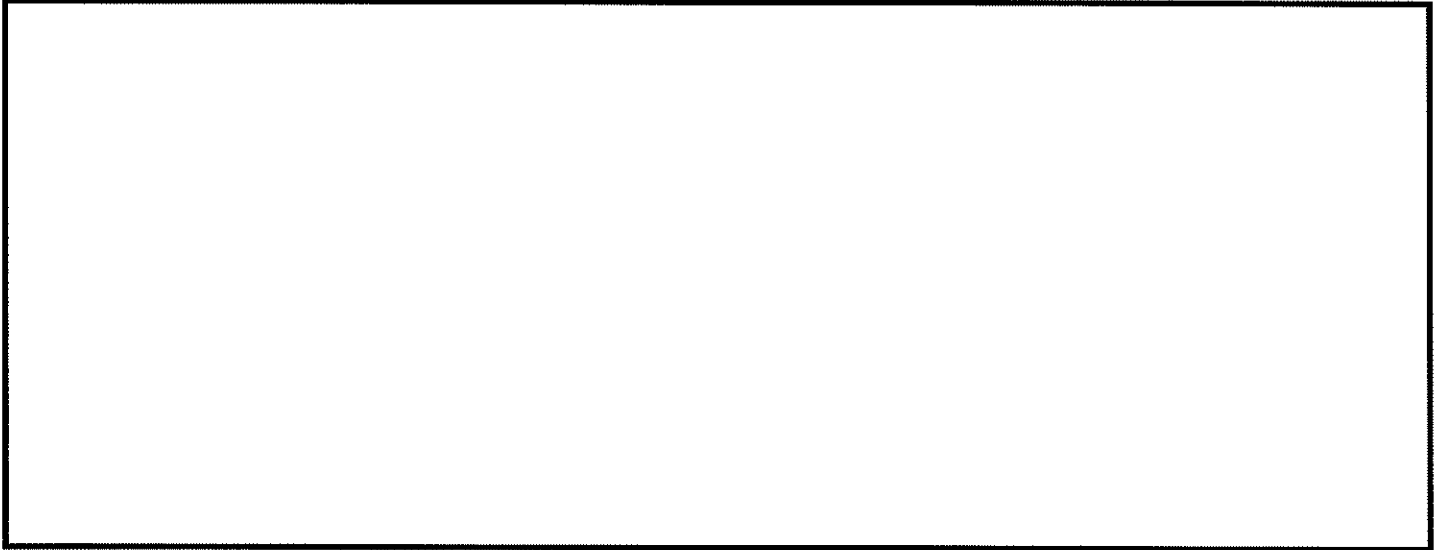
The total turnover of the company for the year has been derived from its principal activity wholly undertaken in the United Kingdom.

d) Leasing

Rentals payable under operating leases are charged against income on a straight line basis over the lease term.

ACCOUNTING POLICIES


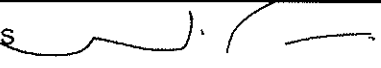
(see notes 37 and 38)



SIGNATURES TO THE ANNUAL RETURN

(see notes 39 and 40)

including the accounts and balance sheet contained in the return.

Secretary's Signature:  Name: <u>STEPHEN DAVIS</u> Date: <u>13.6.2013</u>	Chairman's Signature:  (or other official whose position should be stated) Name: <u>L. MORE O'FERRALL</u> Date: <u>14.6.13.</u>
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CHECK LIST

(see note 41)

(please tick as appropriate)

IS THE RETURN OF OFFICERS ATTACHED? (see Page 3)	YES		NO	
HAS THE RETURN OF CHANGE OF OFFICERS BEEN COMPLETED? (see Page 3)	YES		NO	
HAS THE RETURN BEEN SIGNED? (see Note 38)	YES		NO	
HAS THE AUDITOR'S REPORT BEEN COMPLETED (see Note 39)	YES		NO	
IS A RULE BOOK ENCLOSED? (see Note 40)	YES		NO	
HAS THE SUMMARY SHEET BEEN COMPLETED (see Notes 6 and 25 to 34)	YES		NO	

AUDITOR'S REPORT

(see notes 81 to 86)

made in accordance with section 36 of the Trade Union and Labour Relations (Consolidation) Act 1992.

1. In the opinion of the auditors or auditor do the accounts they have audited and which are contained in this return give a true and fair view of the matters to which they relate?
(See section 36(1) and (2) of the 1992 Act and notes 83 and 84)

YES/NO

If "No" please explain below.

2. Have the auditors or auditor carried out such investigations in the preparation of their audit report as will enable them to form an opinion as to:
- (a) whether the trade union has kept proper accounting records in accordance with section 28 of the 1992 Act;
 - (b) whether it has maintained a satisfactory system of control over its transactions in accordance with the requirements of that section; and
 - (c) whether the accounts to which the report relates agree with the accounting records?
- (See section 36(3) of the 1992 Act, set out in note 83)

YES/NO

If "No" please explain below.

3. Are the auditors or auditor of the opinion that the union has complied with section 28 of the 1992 Act and has:
- (a) kept proper accounting records with respect to its transactions and its assets and liabilities; and
 - (b) established and maintained a satisfactory system of control of its accounting records, its cash holding and all its receipts and remittances.
- (See section 36(4) of the 1992 Act set out in rule 83)

YES/NO

If "No" please explain below.

4. Please set out a copy of the report made by the auditors or auditor to the union on the accounts to which this AR21 relates. The report is to set out the basis upon which the audit has been conducted and/or such other statement as the auditor considers appropriate. Such a statement may be provided as a separate document.
(See note 85)

AUDITOR'S REPORT

(see notes 42 to 47)

made in accordance with section 36 of the Trade Union and Labour Relations (Consolidation) Act 1992.

We have audited the financial statements of the Advertising Producers Association for the year ended 31 December 2012 comprising the income and expenditure account, balance sheet and related notes, in accordance with International Standards on Auditing (UK and Ireland).

This report is made solely to the Association Members, as a body, in accordance with with the Trade Union and Labour Relations (Consolidation) Act 1992. Our audit work has been undertaken for no purpose other than to draw to the attention of the Association Members those matters which we are required to include in an auditors' report addressed to them. To the fullest extent permitted by law, we do not accept or assume responsibility to any party other than the Association's and the Association Members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditors

The Council Members 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 Association's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the members; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Council Members' 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.

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the Association's affairs as at 31 December 2012 and of its surplus for the year then ended; and
- have been prepared in accordance with the requirements of the Trade Union and Labour Relations (Consolidation) Act 1992.

**ADVERTISING PRODUCERS ASSOCIATION
FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2012**



**KINGSTON SMITH LLP
141 Wardour Street, London W1F 0UT**

ADVERTISING PRODUCERS ASSOCIATION

OFFICERS AND ADVISERS

Chief Executive:

S. Davies

Chairmen:

L. More O'Ferrall

J. Hackney

Council Of Members:

S. Davies

J. Hackney

L. More O'Ferrall

N. Jordan

M. Benson

J. Bland

C. Crompton

C. Delaney

J. Doris

R. Smythe

L. Gower

H. Hadfield

P. Joseph

T. Katz

H. Kenny

R. Packer

B. Robertson

J. Frankel

M. Sanderson

H. Stanley

J. Tomkinson

D. Turner

Bankers:

Coutts & Co

440 Strand

London

WC2R 0QS

Auditors:

Kingston Smith LLP

Registered Auditors

141 Wardour Street

London

W1F 0UT

ADVERTISING PRODUCERS ASSOCIATION

COUNCIL MEMBERS REPORT

FOR THE YEAR ENDED 31 DECEMBER 2012

The Council Members present their report and financial statements for the year ended 31 December 2012.

Principal activities and review of the business

The principal activity of the Association is to provide a framework within which members can manage their key business relationships.

Chief Executive:

S Davies is the Chief Executive and has held office since 1 January 2012:

Statement of Council Members responsibilities

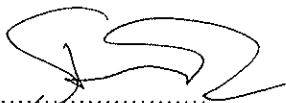
The Council Members are responsible for preparing the members' Report and the financial statements in accordance with applicable law and regulations.

The Council Members are responsible for keeping adequate accounting records that are sufficient to show and explain the Associations transactions and disclose with reasonable accuracy at any time the financial position of the Association and enable them to ensure that the financial statements comply with the Trade Union and Labour Relations (Consolidation) Act 1992. They are also responsible for safeguarding the assets of the Association and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Statement of disclosure to auditors

So far as the Council Members are aware, there is no relevant audit information of which the Associations auditors are unaware. Additionally, the members have taken all the necessary steps that they ought to have taken as members in order to make themselves aware of all relevant audit information and to establish that the Associations auditors are aware of that information.

On behalf of the board



S. Davies

Chief Executive

Dated: 13.6.2013

ADVERTISING PRODUCERS ASSOCIATION

CHIEF EXECUTIVE'S STATEMENT

FOR THE YEAR ENDED 31 DECEMBER 2012

Chief Executive's Statement 2012

The economic and market conditions continued as per 2011, with a weak economy and competition driving down budgets.

The APA continues to grow and new companies get started, most focusing on work for the internet, other screens and direct work for advertisers, rather than compete for the best scripts in TV advertising.

The APA expanded its remit with the formation of the APAi- The Interactive Production Group- to provide services to production companies whose focus is on projects that involve moving image but have a large software element.

Our objective with them is to assist them in establishing principles of contracting, so that they have a structure for production, with various key issues being dealt with in the same way on each production, to enjoy similar benefits as commercials production companies do with the standard contract- and the benefits to all involved by the parties being able to focus on the work and making that as good as possible, rather than the structure and contract.

The APA Masterclass, APA Show and The Future of Advertising...In One Afternoon continued to go from strength to strength, with the APA Show attracting a record audience of 900 to the Natural History Museum.

The APA continued to provide events for its members in Cannes. Two of these are through the CFPE, which the APA organises and administers, the World Producers Summit and the Young Directors Award.

The APA continued to deal with challenging issues on behalf of its members, including procurement issues from clients such as Kellogg's and O2 and other challenges, including addressing client insurance wrap policies.

Challenges included a reawakening of crew issues, particularly in respect of electricians, which the APA was able to resolve satisfactorily.

It was another solid year financially for the APA, which is steadily adding to its reserves every year, to ensure it is in the best shape to meet such challenges to its members as lie ahead.

The APA is planning new events for 2013, including taking a delegation of APA members to Silicon Valley to learn about the opportunities new technology provides, which they can utilise to the benefit of the agencies and clients they work with.



.....
Stephen Davies
Chief Executive

Dated:.....
13.6.2013

**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF
ADVERTISING PRODUCERS ASSOCIATION**

We have audited the financial statements of the Advertising Producers Association for the year ended 31 December 2012 comprising the income and expenditure account, balance sheet and related notes, in accordance with International Standards on Auditing (UK and Ireland).

This report is made solely to the Association Members, as a body, in accordance with with the Trade Union and Labour Relations (Consolidation) Act 1992. Our audit work has been undertaken for no purpose other than to draw to the attention of the Association Members those matters which we are required to include in an auditors' report addressed to them. To the fullest extent permitted by law, we do not accept or assume responsibility to any party other than the Association's and the Association Members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditors

The Council Members 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 Association's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the members; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Council Members' 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.

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the Association's affairs as at 31 December 2012 and of its surplus for the year then ended; and
- have been prepared in accordance with the requirements of the Trade Union and Labour Relations (Consolidation) Act 1992.



Kingston Smith LLP

Registered Auditor
141 Wardour Street
London W1F 0UT

Dated: 19 June 2013

ADVERTISING PRODUCERS ASSOCIATION
INCOME AND EXPENDITURE ACCOUNT
FOR THE YEAR ENDED 31 DECEMBER 2012

	Notes	2012 £	2011 £
Income			
Members subscriptions		475,516	469,000
Other income		253,796	258,947
		<u>729,312</u>	<u>727,947</u>
Other Direct Costs		<u>(239,312)</u>	<u>(285,185)</u>
		490,000	442,762
Expenditure			
Administrative expenses		(426,880)	(410,501)
Operating surplus			
		63,120	32,261
Other income			
Bank deposit interest		671	550
Other income		-	-
Surplus for the year before taxation			
		<u>63,791</u>	<u>32,811</u>
Taxation	2	(541)	(494)
Surplus for the year after taxation			
		<u><u>63,250</u></u>	<u><u>32,317</u></u>

ADVERTISING PRODUCERS ASSOCIATION
BALANCE SHEET
FOR THE YEAR ENDED 31 DECEMBER 2012

	Notes	2012		2011	
		£	£	£	£
Fixed assets	3		1,928		2,683
Current assets					
Debtors and prepayments	4	169,501		195,313	
Cash at bank and in hand		414,334		319,735	
		<u>583,835</u>		<u>515,048</u>	
Current liabilities					
Due within one year	5	84,243		79,461	
		<u>84,243</u>		<u>79,461</u>	
Net current assets			499,592		435,587
Net assets			<u>501,520</u>		<u>438,270</u>
Financed by					
Accumulated reserves brought forward			438,270		405,953
Surplus for the year			63,250		32,317
Accumulated reserves carried forward			<u>501,520</u>		<u>438,270</u>

Approved on: 14 June 2013.



.....
L. More O'Ferrall
Chairman



.....
S. Davies
Chief Executive

ADVERTISING PRODUCERS ASSOCIATION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2012

1. Accounting policies

These financial statements have been prepared in accordance with United Kingdom Accounting Standards under the historical cost convention adopting the following significant accounting policies:

a) Members subscriptions

Included in members subscriptions are all amounts received and receivable from members in respect of subscription notices issued.

b) Depreciation

Tangible fixed assets are stated at cost less accumulated depreciation. Depreciation has been provided by the straight line method at rates designed to write off the historical costs of each asset over its estimated useful life. The rates are as follows:

Furniture and equipment	25% on cost
-------------------------	-------------

c) Turnover

The total turnover of the association for the year has been derived from its principal activity wholly undertaken in the United Kingdom.

d) Leasing

Rentals payable under operating leases are charged against income on a straight line basis over the lease term.

2. Taxation

	2012	2011
	£	£
Corporation tax charge	641	494
Prior year adjustment	(100)	-
	541	494
	541	494

ADVERTISING PRODUCERS ASSOCIATION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2012

3. Fixed assets	Furniture & equipment	Total
	£	£
Cost		
At 1 January 2012	75,784	75,784
Additions	152	152
Disposals	-	-
	<hr/>	<hr/>
31 December 2012	75,936	75,936
	<hr/>	<hr/>
Depreciation		
At 1 January 2012	73,101	73,101
Provided	907	907
Disposals	-	-
	<hr/>	<hr/>
31 December 2012	74,008	74,008
	<hr/>	<hr/>
Net book value		
At 31 December 2012	1,928	1,928
	<hr/>	<hr/>
At 31 December 2011	2,683	2,683
	<hr/>	<hr/>
4. Debtors	2012	2011
	£	£
Trade debtors	116,139	150,558
Other debtors	33,806	33,806
Prepayments and accrued income	11,755	10,949
VAT	7,801	-
	<hr/>	<hr/>
	169,501	195,313
	<hr/>	<hr/>

ADVERTISING PRODUCERS ASSOCIATION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2012

5. Creditors	2012	2011
	£	£
Trade Creditors	5,876	-
VAT	-	3,592
PAYE	-	8,609
Corporation tax	641	494
Other Creditors	28,858	28,858
Accruals and deferred income	48,868	37,908
	<hr/>	<hr/>
	84,243	79,461
	<hr/> <hr/>	<hr/> <hr/>

6. Statement of movements on profit and loss account

	Profit and loss account
	£
Balance at 1 January 2012	438,270
Surplus for the year	63,250
	<hr/>
Balance at 31 December 2012	501,520
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7. Control

The ultimate controlling party of the Association is the Members.

ADVERTISING PRODUCERS ASSOCIATION
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2012

8. Related party relationships and transactions

During the year the Association made payments of £43,600 (2011: £45,404) to APA Holdings Limited for rent, rates and service charge.

The Association was due £33,806 (2011: £33,806) which is disclosed in note 4 of the financial statements in other debtors.

9. Funds held on behalf of other members

At the Balance Sheet date Advertising Producers Association held £29,831 (2011 - £15,538) in a separate designated bank account on behalf of CFP-E Europe. This balance is not disclosed within the balance sheet of Advertising Producers Association.

ADVERTISING PRODUCERS ASSOCIATION

Management Information

For the year ended 31 December 2012

ADVERTISING PRODUCERS ASSOCIATION
DETAILED INCOME AND EXPENDITURE ACCOUNT
FOR THE YEAR ENDED 31 DECEMBER 2012

	Notes	2012		2011	
		£	£	£	£
Income					
Members subscriptions			475,516		469,000
APA show Profit			208,685		186,173
Other shows			30,090		62,500
Other Income			15,021		10,274
			<u>729,312</u>		<u>727,947</u>
Other Direct Costs		<u>239,312</u>		<u>285,185</u>	
			490,000		442,762
Expenditure					
Salaries		225,073		216,749	
National insurance		26,235		25,682	
Pension Costs		12,000		13,500	
Telephone and fax		2,796		2,577	
Printing, postage and stationery		7,871		9,682	
Computer expenses		16,671		10,909	
Sundry expenses		6,611		5,448	
Subscriptions and donations		849		2,891	
Rent and rates		43,600		45,404	
Insurance		4,399		4,787	
Light and heat		1,310		2,130	
Cleaning		2,048		1,843	
Repairs and maintenance		905		784	
Travel and hotel expenses		15,905		13,159	
Entertaining		4,537		10,364	
Research & Development		197		56	
Advertising and publicity		29,136		309	
Legal and professional		2,257		14,109	
Bookkeeping		14,000		14,000	
Audit and accountancy		6,250		6,000	
Bank charges and interest		1,283		1,812	
Bad debt		2,040		7,092	
Depreciation of furniture and equipment		907		1,214	
			<u>426,880</u>		<u>410,501</u>
Operating surplus			63,120		32,261
Other income					
Bank deposit interest			671		550
			<u>63,791</u>		<u>32,811</u>
Surplus for the year before taxation			63,791		32,811
Taxation			(541)		(494)
			<u>63,250</u>		<u>32,317</u>
Surplus for the year after taxation			<u><u>63,250</u></u>		<u><u>32,317</u></u>

