



The Financial Year 25/26

The organisation finished the year (on paper) with a net surplus of £14,719, however, this was due to being able to benefit from the Employers Allowance for small businesses £8,477 benefit and receiving a credit for prior years giving a further £11,631. In reality this means that we would have made a loss of c.£5,389. However this loss was expected due to an unusual one off cost of £10k for the development of the new website and training platform. So, without the one off cost for IT development we would have **improved on 24/25 with a net surplus of £4,668 compared to £3,608 last year.**

Income

Total income increased by **£26,926 (20%)** to **£159,028**. Key drivers were:

- **Subscriptions:** £114,216 (up from £98,772)
- **Training income:** £43,613 (up from £32,680)
 - Training classes rose by £5,000
 - CILCA mentoring had particularly good take up £5,550.
 - Introduction of the new Full Council training service £3352
- **Sponsorship income:** £1,200 (up from £650).
- Bank interest: £2,909 (up from £1,110)

Expenditure

Total expenditure increased by **£17,614 (14%)** to **£147,218**.

However, this included the cost for IT development and delivery of a new website, salary increases and investment in training where costs increased from £4,878 to £8,669, mainly due to higher trainer fees. The move to the new office in Benson has reduced Premises costs by over £1000 per annum.

Overall assessment

2025–26 was a **strong financial year:**

- Revenue growth (+20%) outpaced expenditure growth (+14%).
- Membership subscription income increased.
- Training activities generated higher income.
- Despite significant investment in IT development and higher training delivery costs, the organisation maintained cost control.

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- The year ended with a healthy surplus of £4.6k (when recalculating to take into account all HMRC credits received and one off costs that were expected to be taken from reserves)

The main story of the year is that higher subscription and training revenues managed to offset increased staffing, IT, and training costs.