

Trade Associations

Trade Associations face many challenges; including retaining membership numbers, raising funds, governance and management issues and minimising your membership services costs and tax burden. Getting the right advice when you need it from advisers who understand you and the issues you face can make the difference between success and failure.

How we add value

We have a multi-disciplinary, specialist Trade Associations team headed by four partners. With over 70 Trade Association clients we have in-depth experience of the issues Trade Associations face. This knowledge enables us to offer practical advice and share areas of best practice to help our Trade Association clients succeed in meeting their core objectives.

How we can help you

We offer a comprehensive range of highly specialised services tailored to your needs that deliver real value. These include:

- [Governance and strategic planning advice](#)
- [Tax planning advice](#)
- [Financial and accounting support](#)
- [Assurance services](#)
- [HR issues](#)
- [IT advisory services](#)
- [Professional management services](#)
- [Membership and IT outsourcing](#)
- [Income streams and marketing advice](#)

[Kingston Smith Association Management \(KSAM\)](#)

Our association management company - KSAM (which is the largest association management company in the UK) specialises in managing trade and professional associations, learned societies and other membership organisations. If you're involved in running such an organisation, we can support you in delivering the best possible service and value for money for your membership.

Some examples

[Help with Corporation Tax : Mutual trading](#)

[Help with governance](#)

[Help with income diversification](#)

What our clients say

"Kingston Smith provides us with a wide range of commercial advice – from tax and accounting to HR consultancy services. Over the years, they have advised on and solved a number of complex issues, including tax, for us. Their specialist trade association knowledge is valuable as they completely understand our organisational needs. We have a close relationship with two senior partners who are accessible and adopt a 'hands-on' approach, which means we are never more than a phone call away from clear, expert, practical advice."

Kevin Waterman
Finance Director - Retail Motor Industry Federation

"Kingston Smith looked at our tax affairs and, specifically, the extent of the association's activities that should be covered by the mutual trading exemption provisions. The team applied their specialist knowledge and their advice was proactive, practical and commercial. They were extremely thorough, engaging with HMRC on our behalf and providing them with detailed information and analysis as required. As a result, HMRC agreed that the association's trading should be covered by the exemption and we were able to claim a corporation tax refund of £100,000. An excellent outcome!"

John Lewis
Chief Executive - British Vehicle Rental and Leasing Association

Lead Partner

- [Nick Brooks](#)
- [Tel +44 \(0\)20 7566 4000](#)
- [Email Nick](#)

Key People

- [Sandra De Lord](#)
- [Gordon Follows](#)
- [Jane Hellings \(Fundraising\)](#)
- [Janice Riches](#)

Events

- ["Whats in it for me?" - How to deliver added value to increase membership](#)

Publications

- [Topical Tips - Tool Kit for Trade Association Boards](#)
- [Trade Association Newsletter - Winter 2011/12](#)
- [Kingston Smith Association Management](#)
- [Keeping your trade association legal](#)
- [Trade associations brochure](#)
- [Case study - On the road to a tax saving](#)
- [Charity Workshop Summer 2011](#)
- [Charity Workshop Spring 2011](#)
- [Charity Workshop Winter 2010](#)
- [Charity Workshop Spring 2010](#)
- [Kingston Smith at CHASE 2010](#)

White papers

- [Reviewing the effectiveness of your board - What is good practice?](#)
- [Advice for a new Chairman](#)
- [Setting up a trade association](#)
- [Responding to consultations](#)
- [Keeping your trade association legal](#)
- [Data protection issues for trade associations](#)
- [Using the Government' regulatory agenda](#)
- [Legal structures](#)
- [Selecting an association management company](#)

Case Studies

- [Having the right constitution can save you tax](#)
- [On the road to a tax saving](#)
- [Payment Card Industry Data Security Standard Does it affect you?](#)

© 2012 Kingston Smith LLP: Accountants in London (City and West End), Hayes, Redhill, Romford and St Albans

Follow us on:

