# **Financial Statements**

31st March 2012

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Charity Number 1097252

### Financial Statements

### Year Ended 31st March 2012

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Trustees Annual Report (continued)

#### Year Ended 31st March 2012

The Trustees, who are also directors for the purposes of company law, present their report and the unaudited financial statements of the charity for the year ended 31st March 2012

### Reference and Administrative Details

Registered Charity Name

Colchester Citizens Advice Bureau

Charity Registration Number

1097252

**Company Registration Number** 

4431673

**Principal Office** 

Blackburn House 32 Crouch St Colchester Essex CO3 3HH

#### The Trustees

The trustees who served the company during the period were as follows

Trustee	Role	Date elected/re-elected	
Philomena Drake	Chair & Governance	Elected	01 09 10
Bill Hayton	PR & Media	Elected	01 09 10
Michael Poole	Vice Chair & Premises	Re-elected	01 09 10
Judith Robertson	Management Information	Elected	10 09 09
Maureen Rogers	Volunteer & Staff Liaison	Elected	10 09 09
Lynne Kelliher	Social Policy & Equalities	Re-elected	10 09 09
Don Ward	Honorary Treasurer	Re-elected	10 09 09
Beryl Read FCCA, FCIS	Company Secretary & Finance	Re-elected	17 10 11
June Warburton	Quality Assurance	Re-elected	17 10 11
Chief Executive	Richard Aldridge PhD, LLB, BSc	e, CEng, MIET	
Honorary President	Westley Sandford		
Accountants	Peyton Tyler Mears Chartered Accountants Middleborough House 16 Middleborough Colchester Essex COI IQT		

Trustees Annual Report (continued)

Year Ended 31st March 2012

#### 1. Structure, Governance and Management

#### **Objectives**

The charity's objectives are to promote any charitable purpose for the benefit of the community in the Borough of Colchester, by the advancement of education, the protection and preservation of health and the relief of poverty, sickness and distress

The Bureau provides free, confidential, impartial and independent advice and information for the benefit of the local community. It aims to exercise an influence on the development of social policies and services, and to ensure that individuals do not suffer through a lack of knowledge or an inability to express their needs effectively

#### **Governing Document**

Colchester Citizens Advice Bureau is a registered charity and a company limited by guarantee The maximum liability of each member is limited to one pound. At 31st March 2012 the company had 37 members (31st March 2011, 35 members). Colchester Citizens Advice Bureau is governed by its Memorandum and Articles of Association as adopted on 1st April 2004.

Colchester Citizens Advice Bureau was incorporated as a company limited by guarantee on 3rd May 2002. The company commenced operations on 1st April 2004, at which date the assets and liabilities of the Colchester Citizens Advice Bureau (unincorporated association) were acquired.

### Recruitment, Appointment of Trustees

Trustees, who are also Directors of the Company, are required to either live or work within 30 miles of the town centre bureau in Colchester. Trustees are recruited for vacancies on the basis of the necessary skills to complement the existing lead roles within the Board. Vacancies are advertised via the Colchester CVS together with a role description. Potential candidates are interviewed and attend a board meeting prior to being invited to join. The Trustee Board oversees the election process for Board appointments and at the first meeting after the Annual General Meeting the Board elects the Chairman, Vice Chairman and Honorary Treasurer. The Board coopts one observer, who is nominated by Colchester Borough Council, from amongst their elected Councillors.

### Induction of Trustees

Newly appointed Trustees are provided with a comprehensive induction to Colchester Citizens Advice Bureau through the provision of Citizens Advice information packs, training courses and mentoring by established trustees

#### Organisational Structure

Colchester Citizens Advice Bureau is governed by its Trustee Board which is responsible for setting the strategic direction of the organisation and the policy of the charity. The Trustees carry the ultimate responsibility for the conduct of Colchester Citizens Advice Bureau and for ensuring that the charity satisfies its legal and contractual obligations. Trustees meet as a minimum bi-monthly and delegate the day-to-day operation of the organisation to senior management. The Trustee Board is independent from management. A register of members' interests is maintained at the registered office, and is available to the public.

Trustees Annual Report (continued)

#### Year Ended 31st March 2012

#### Related Parties

Colchester Citizens Advice Bureau is a member of Citizens Advice, the operating name of the National Association of Citizens Advice Bureaux, which provides a framework for standards and casework management as well as monitoring progress against these standards. Operating policies are independently determined by the Trustee Board of the Colchester Citizens Advice Bureau in order to fulfil its charitable objects and comply with national membership requirements.

The Charity also co-operates and liaises with a number of other advisory services, local charities and public service departments on behalf of clients. Where one of the trustees holds the position of trustee/director of another charity they may be involved in discussions regarding that other charity but not in the ultimate decision-making process.

#### Major Risks

The Board of Trustees of Colchester Citizens Advice Bureau has worked on a Corporate Risk Management exercise. A risk management strategy and risk register are in place. The Trustees recognise that any major risks to which the charity is exposed need to be reviewed and systems put in place to mitigate those risks. To that end the Trustee Board is continually monitoring and managing its risk, reviewing the corporate risk register and ensuring action plans are in place to mitigate its key risks.

Included in external risks is that of the loss of funding. The effects of this have been minimised by the procedures in place, which have resulted in funding being secured from a variety of sources. The charity continues to seek to diversify its funding sources. Internal risks are minimised by the implementation of procedures for authorisation of all transactions and projects and to ensure consistent quality of delivery for all operational aspects of the charitable company. These procedures are periodically reviewed to ensure that they still meet the needs of the charity.

### Reserves Policy

Colchester Citizens Advice Bureau is required to ensure that resources are available in each financial year to meet any reasonable foreseeable contingency. The Bureau maintains a projection of income for at least 3 years ahead and will ensure that this continues to be derived from as wide a variety of sources as possible

In reviewing the potential costs that could arise should a significant reduction in income be incurred, the Trustees aim for reserves of at least 6 months normal operating expenditure

#### **Investment Policy**

As required in its Memorandum paragraph 4.15 in furtherance of its objects, and for no other purposes, the Company has the power to invest or deposit funds in any lawful manner whilst having regard to the suitability of investments and the need for diversification

#### Trustees Annual Report (continued)

#### Year Ended 31st March 2012

#### 2. Achievements for the Year 2011/12

The success of our core services continues to be underpinned by the financial support of Colchester Borough Council and Essex County Council This has enabled the Bureau to work in partnership during the year with the following organisations

- Legal Services Commission
- Colchester Borough Homes
- Citizens Advice
- Military Corrective Training Centre (MCTC)
- Essex County Council Adult Social Care
- The Royal British Legion & RAF Benevolent Fund
- Essex CAB Partnership

In addition, the Bureau received a generous donation from Mr J Tinson, a Colchester resident and supporter of local charities, which has been designated to help clients with welfare benefits issues. We are extremely grateful for his support and generosity

#### Legal Services Commission

Under the new contract Colchester CAB works in partnership with CAB Tendring, Shelter and Fisher Jones Greenwood in providing specialist help to clients eligible for legal aid. Since 2010 this contract has allowed us to help over 450 clients with complex debt & welfare benefits issues.

#### Colchester Borough Homes

We are grateful to CBH for their funding and continuing commitment which has allowed us to continue a muchneeded money advice service dedicated to CB Homes' tenants

#### **MCTC**

This outreach runs once per month at the MCTC, and provides general advice to detainees from the armed services

#### Essex County Council - Adult Social Care

The Bureau has been funded through the year to provide a disability rights service, which helps eligible clients to make claims for disability living allowance and attendance allowance

#### The Royal British Legion & the RAF Benevolent Fund

This project has continued to help serving and veteran personnel, their families and dependants with money and welfare benefits advice. In the twelve months to the end of March 2012, over £650,000 of debt was written off, nearly £85,000 of benefits have been successfully claimed, and over £72,000 of other grants and awards have been obtained for 117 clients. The value for money on this project is clear and the benefit to clients is invaluable

#### Essex CAB Partnership Project

In conjunction with 8 other bureaux in Essex, Colchester CAB has been working to enhance access to telephone advice for clients, as part of a wider initiative in Citizens Advice to move towards a single telephone number for the service nationally. These participating bureaux currently share one telephone number for public access, provided by means of virtual call centre technology. As such, it means that clients in all districts benefit from enhanced times of opening.

The eventual aim is that all 14 Essex bureaux will operate this service and hence provide a seamless service to clients across the county. Strategically the Trustees believe that such partnership working demonstrates the commitment to provide a joined-up service, so that all clients may potentially be able to access specialist services provided by any bureau in the network.

Trustees Annual Report (continued)

#### Year Ended 31st March 2012

#### 3. Performance

Demand for the service has continued Contacts with or on behalf of clients at Colchester CAB stood at over 22,000 for 2011/12, with over 14,000 enquiries from over 9,000 clients (more than half of these being new clients) This was slightly reduced from the previous year because funding restrictions reduced the number of days opened for about 6 months. Debt and benefits enquires proved to be the highest proportion, representing over two-thirds of all enquiries into the bureau

#### Access to services

The Bureau has changed the format of the service during the last year in response to client surveys. All clients who approach our drop-in service by whichever method are given a short assessment to understand the next best steps. Subsequent appointments for general advice are then booked with clients where necessary. This has improved throughout generally and allows clients to drop in or phone the bureau throughout the working day.

#### People with disabilities

Over 21% of clients who commented on their capability/health considered themselves to be disabled or to have long term health problems

### Ethnicity of our clients

81% of bureau clients during the year classified themselves as white British, compared to the borough average of 93 1%, which demonstrates that the service is highly accessible to all groups in the community

#### Contribution of Volunteers

The Bureau's clients benefit from the valuable contribution of volunteers who advise clients, assist with administration and with the direction of the Bureau Just over 60 volunteers contributed about 19,000 hours during 2011/12. We estimate the value of this help at about £300,000. The Trustees, who are themselves volunteers, would like to take the opportunity to pay tribute to the significance of the contribution which our volunteers make to the service. They are the public face of our service to which they bring a wide variety of skills and experience, and the ability to deal with complex problems in a confidential, compassionate and tactful way. We are deeply grateful

### Financial Position

Incoming resources in the year were £370,729 (2010/11 £313,538) Of this, £302,167 related to restricted project activities (2010/11 £245,167)

A surplus of £102,105 was the outcome in the year (2010/11 deficit £9,501) At 31<sup>st</sup> March 2012 total reserves were £226,083 of which £95,873 represented unrestricted funds (2010/11 £87,781)

#### **Principal Funding Sources**

The charity did not have any borrowings from either providers of funding or other sources at the balance sheet date

#### Funds in Deficit

No funds were in deficit at the balance sheet date

Trustees Annual Report (continued)

#### Year Ended 31st March 2012

#### 4. The Year Ahead

Due to the worldwide financial crisis, it is widely known that the public sector is making huge cuts to budgets and services across the country. It is inevitable that the Citizens Advice service is affected as a knock-on result of gaining much of its funding from public sector organisations. This raises many challenges given the service is in even higher demand from the public as a result of these difficult economic times.

The proposed changes to legal aid next year will undoubtedly affect our ability to provide a comprehensive service to clients, not just in numbers but in terms of the ability to deal with complex cases that this funding currently allows. Welfare reform looks set to exacerbate this, with some of the most vulnerable in the community likely to suffer as a result. The Trustee Board is currently determining what the shape of the service should be next year and whether there are any external ways to generate income to help alleviate the effect that the cut to legal aid will have

On the positive side, the Citizens Advice service has been given the opportunity to become an even stronger public voice for consumers. In April 2012 the Consumer Direct service was transferred from the Office of Fair Trading to Citizens Advice. Eventually the government proposes that much of the advocacy and education currently done by Consumer Focus and the Office of Fair Trading is also undertaken by Citizens Advice. Whilst this has heightened the profile of the service generally, its impact on local bureaux is currently minimal, as these services are managed by the central organisation.

All in all, the year ahead looks daunting due to the changes that will take place. Colchester CAB is working with its neighbouring bureaux and local stakeholders to ensure that changes will impact clients as little as possible, given the restricted budgets and higher demand that are anticipated in the future.

Trustees Annual Report (continued)

#### Year Ended 31st March 2012

### 5. Responsibilities of the Trustees

The trustees (who are also the directors of Colchester Citizens Advice Bureau Limited for the purposes of company law) are responsible for preparing the Trustees Annual Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

Company law requires the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period In preparing these financial statements, the trustees are required to:

select suitable accounting policies and then apply them consistently,

observe the methods and principles in the Charities SORP,

make judgements and estimates that are reasonable and prudent;

state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements,

prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in operation

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that the financial statements comply with the Companies Act 2006. The trustees are also responsible for safeguarding the assets of the charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

### Independent Examiner

Mr M E Mears FCA has been re-appointed as independent examiner for the ensuing year.

Signed by order of the trustees

seph lead

Beryl Read FCCA, FCIS Company Secretary

Independent Examiner's Report to the Members of Colchester Citizens Advice Bureau Limited (continued)

#### Year Ended 31st March 2012

I report on the accounts of the charity for the year ended 31st March 2012 set out on pages 11 to 18

#### Respective Responsibilities of Trustees and Independent Examiner

The charity's trustees (who are also the directors of Colchester Citizens Advice Bureau Limited for the purposes of company law) are responsible for the preparation of the accounts. The charity's trustees consider that an audit is not required for this year (under section 43(2) of the Charities Act 1993 (the 1993 Act), as amended by section 28 of the Charities Act 2006) and that an independent examination is needed

Having satisfied myself that the charity is not subject to audit under company law and is eligible for independent examination, it is my responsibility to

- examine the accounts (under section 43(3)(a) of the 1993 Act, as amended),
- to follow the procedures laid down in the General Directions given by the Charity Commission (under section 43(7)(b) of the 1993 Act, as amended), and
- · to state whether particular matters have come to my attention

#### Basis of Independent Examiner's Statement

My examination was carried out in accordance with the General Directions given by the Charity Commission An examination includes a review of the accounting records kept by the charity and a comparison of the accounts presented with those records. It also includes consideration of any unusual items or disclosures in the accounts, and seeking explanations from you as trustees concerning any such matters. The procedures undertaken do not provide all the evidence that would be required in an audit, and consequently I do not express an audit opinion on whether the accounts present a 'true and fair view'

#### Independent Examiner's Statement

In connection with my examination, no matter has come to my attention

- (1) which gives me reasonable cause to believe that in any material respect the trustees have not met the requirements to ensure that
  - proper accounting records are kept (in accordance with section 386 of the Companies Act 2006), and
  - accounts are prepared which agree with the accounting records, comply with the accounting requirements
    of section 396 of the Companies Act 2006 and with the methods and principles of the Statement of
    Recommended Practice Accounting and Reporting by Charities, or
- (2) to which, in my opinion, attention should be drawn in order to enable a proper understanding of the accounts to be reached

Mr M E Mears FCA Independent examiner

Middleborough House 16 Middleborough Colchester Essex COI 1QT

### **Statement of Financial Activities**

#### Year Ended 31st March 2012

	Note	Unrestricted Funds £	Restricted Funds £	Total Funds 2012 £	Total Funds 2011 £
Incoming Resources					
Incoming resources from ge	nerating				
funds					
Voluntary income	2	61,779	302,167	363,946	313,282
Investment income	3	6,783	_	6,783	256
Total Incoming Resources		68,562	302,167	370,729	313,538
Resources Expended					
Charitable activities	4/5	(57,692)	(208,154)	(265,846)	(320,822)
Governance costs	6	(2,778)	_	(2,778)	(2,217)
Total Resources Expended	1	(60,470)	(208,154)	(268,624)	(323,039)
Net Incoming/(Outgoing)					
Resources for the Year		8,092	94,013	102,105	(9,501)
Reconciliation of Funds		•	•	·	, , ,
Total funds brought forward	l	87,781	36,197	123,978	133,479
Total Funds Carried Forw	ard	95,873	130,210	226,083	123,978

The Statement of Financial Activities includes all gains and losses in the year and therefore a statement of total recognised gains and losses has not been prepared

All of the above amounts relate to continuing activities

The notes on pages 14 to 18 form part of these financial statements.

### Income and Expenditure Account

#### Year Ended 31st March 2012

Income Total Expenditure	Note	2012 £ 363,946 (268,624)	2011 £ 313,282 (323,039)
Operating Surplus/(Deficiency)		95,322	(9,757)
Other Income			
Investment property income	3	6,500	_
Interest receivable and similar income	3	283	256
		6,783	256
Retained Surplus/(Deficit) for the Financial Year		102,105	(9,501)
retained but plus (beliefly for the l'indicial Teal		102,103	(2,301)

The Income and Expenditure Account includes all gains and losses in the year and therefore a statement of total recognised gains and losses has not been prepared

All of the above amounts relate to continuing activities

The notes on pages 14 to 18 form part of these financial statements.

#### **Balance Sheet**

#### 31st March 2012

	Note	2012 £	2011 £
Fixed Assets Tangible assets	9	-	860
Current Assets Debtors Cash at bank	10	11,300 254,972	11,300 136,188
Creditors Amounts Falling due Within One Year	11	266,272 (40,189)	147,488 (24,370)
Net Current Assets		226,083	123,118
Total Assets Less Current Liabilities		226,083	123,978
Net Assets		226,083	123,978
Funds			
Restricted income funds Unrestricted income funds	13 14	130,210 95,873	36,197 87,781
Total Funds		226,083	123,978

The trustees are satisfied that the company is entitled to exemption from the provisions of the Companies Act 2006 (the Act) relating to the audit of the financial statements for the year by virtue of section 477(2), and that no member or members have requested an audit pursuant to section 476(1) of the Act

The trustees acknowledge their responsibilities for

- (i) ensuring that the company keeps adequate accounting records which comply with section 386 of the Act, and
- (11) preparing financial statements which give a true and fair view of the state of affairs of the company as at the end of the financial year and of its surplus or deficit for the financial year in accordance with the requirements of section 393, and which otherwise comply with the requirements of the Act relating to financial statements, so far as applicable to the company

These financial statements were approved by the members of the committee on the 30/8/12 and are signed on their behalf by

Philomena Drake

Chair of Trustees & Director

Donald Ward

Honorary Treasurer & Director

Company Registration Number 4431673

#### Notes to the Financial Statements

#### Year Ended 31st March 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, the Statement of Recommended Practice "Accounting and Reporting by Charities" issued in March 2005 (SORP 2005) and the Companies Act 2006

#### **Cash Flow Statement**

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

#### **Fixed Assets**

All fixed assets are initially recorded at cost

### 2. Voluntary Income

	Unrestricted	Restricted	Total Funds	Total Funds
	Funds	Funds	2012	2011
	£	£	£	£
Donations				
Donations	3,535	87,500	91,035	1,582
Grants receivable				
Legal Services Commission	-	92,018	92,018	121,271
Government and public authority services	57,194	65,373	122,567	107,264
Other paid advisory services	1,050	57,276	58,326	83,165
	61,779	302,167	363,946	313,282

### 3. Investment Income

	Unrestricted	Total Funds	Total Funds
	Funds	2012	2011
	£	£	£
Rent Received	6,500	6,500	_
Bank interest receivable	283	283	256
	6,783	6,783	256

### 4. Costs of Charitable Activities by Fund Type

Unrestricted	Restricted	<b>Total Funds</b>	Total Funds
Funds	Funds	2012	2011
£	£	£	£
57,692	208,154	265,846	320,822
	Funds £	Funds Funds £	Funds Funds 2012 £ £ £

### Notes to the Financial Statements

### Year Ended 31st March 2012

5.	Costs of Charitable Activities by Activity Type			
		Direct charitable activities £	Total Funds 2012 £	Total Funds 2011 £
	General Advisory Services	265,846	265,846	320,822
6.	Governance Costs			
	Covernance costs	Unrestricted Funds £	Total Funds 2012 £	Total Funds 2011 £
	Governance costs	2,778	2,778	2,217
7.	Analysis of Support Costs			
	Ch. CC Ch. da		Total 2012 £	Total 2011 £
	Staff Costs Premises		190,729 38,779	239,508 34,486
	Administration		10,248	10,156
	Stationery, printing and postage		11,816	16,628
	Travel		8,832 475	10,722
	Recruitment and Training Professional Fees		2,778	1,946 2,21 <b>7</b>
	Depreciation		860	3,257
	Sundry		4,107	4,119
			268,624	323,039
8.	Staff Costs and Emoluments			
	Total staff costs were as follows			
			2012	2011
	Wages and salaries		£	£
	Social security costs		173,950 11,272	216,160 14,298
	Pension costs		5,507	9,050
			190,729	239,508
	Particulars of employees: The average number of employees during the year, calc follows	ulated on the basis	of full-time equ	valents, was as
			2012	2011
			No	No
	Charitable purposes		8	8
	Management and administration of charity		1	1
			9	9
			-	<del></del>

No employee received remuneration of more than £60,000 during the year (2011 - Nil)

### Notes to the Financial Statements

#### Year Ended 31st March 2012

9	Tangible Fixed Assets			
		Equipment £	Fixtures & Fittings £	Total £
	Cost At 1st April 2011 and 31st March 2012	36,169	2,860	39,029
	Depreciation At 1st April 2011 Charge for the year At 31st March 2012	35,309 860 36,169	2,860 - 2,860	38,169 860 39,029
	Net Book Value At 31st March 2012	_		_
	At 31st March 2011	860	-	860
10	Debtors			
	Prepayments		2012 £ 11,300	2011 £ 11,300
11.	Creditors: Amounts falling due within one year			
	Taxation and social security Accruals		2012 £ 1,809 38,380 40,189	2011 £ 1,770 22,600 24,370

#### 12. Pensions

A pension scheme for employees is operated on a defined contributions basis. The scheme is open to all employees at any time. The company contributes 3% of pensionable earnings and the employees have the option to make their own contributions. The assets of the scheme are held by Standard Life and managed by them. The pension cost shown for the year represents contributions payable by the company and amounted to £5,507 (2010 £9,050). There were no contributions payable or outstanding at the year end

#### Notes to the Financial Statements

#### Year Ended 31st March 2012

#### 13. Restricted Income Funds

	Balance at 1 Apr 2011	Incoming resources	Outgoing resources	Balance at 31 Mar 2012
	£	£	£	£
Money Advice	19,251	20,246	(17,859)	21,638
LSC Contracts	_	92,570	(92,570)	· <del>-</del>
CB Homes Fund	1,652	18,200	(15,115)	4,737
DWP Fund	<del>-</del>	87,500		87,500
NACAB Essex Tfg Fund	1,214	_	(1,214)	-
B Legion Fund	14,080	56,724	(54,469)	16,335
DRS Fund	_	26,927	(26,927)	-
	36,197	302,167	(208,154)	130,210

### Purposes of restricted funds

Money Advice Service	-	Restricted funds provided by Essex
		County Council and Colchester Borough
		Council to help to support the bureau in
		its money advice work

Legal Services Commission

- A restricted fund to provide legal aid to people in the areas of welfare benefits and debt

CB Homes - A restricted fund to provide money advice to residents at Greenstead

NACAB Essex Training - A restricted fund held on behalf of all Essex CABx

Royal British Legion & - A restricted fund to assist serving and veteran personnel from the armed services with money and benefits advice

Disability Rights Service - Funds provided by Colchester Borough Council and Essex County Council Adult Social Care to provide a peripatetic advice service to disabled clients

#### 14. Unrestricted Income Funds

	Balance at	Incoming	Outgoing	Balance at
	1 Apr 2011	resources	resources	31 Mar 2012
	£	£	£	£
General Funds	87,781	68,562	(60,470)	95,873
				7

There are currently no designated funds However, the Trustees aim to maintain sufficient balances carried forward each year to cover 6 months of expenditure. This is to allow an orderly cessation of services if funding for these services is discontinued.

### Notes to the Financial Statements

### Year Ended 31st March 2012

### 15. Analysis of Net Assets Between Funds

	Net current assets £	Total £
Restricted Income Funds	93,341	93,341
Unrestricted Income Funds	132,742	132,742
Total Funds	226,083	226,083