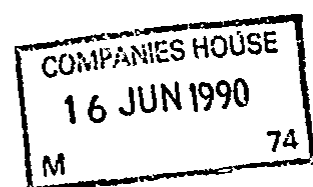


89-7054

MACINTYRE  
ACCOUNTS FOR THE YEAR ENDED  
31ST DECEMBER 1989



# MACINTYRE

A company limited by guarantee registered in England No. 894054, registered charity No. 250840.

## REPORT OF THE GOVERNORS

Year ended 31st December 1989

## MEMBERS OF THE BOARD

The following were governors of the company during the year:

Sir David Berriman	Chairman
Theo Crosby Esq	Vice-Chairman
Mrs. Beverley Carpenter JP	
Richard Cox-Johnson Esq	(Resigned 21st September 1989)
Mrs. Nikki Shale	(Formerly Countess N. Mapelli-Mozzi)
Mrs. Margaret Smith	
Michael Tidball Esq	
Prof. Anthony Clare	(Appointed 25th September 1989)
Cllr. Gillian Rose	(Appointed 7th December 1989)

The governors are members of the company under paragraph 6 of the Memorandum of Association dated 15th December 1966. All members are liable to contribute up to £5 each towards the debts of the company in the event of its being wound up.

The governors retire by rotation at the Annual General Meeting in accordance with paragraphs 37 and 38 of the Articles of Association. At the Annual General Meeting held in April 1989, Sir David Berriman, Mrs. Margaret Smith and Mr. Michael Tidball retired by rotation and were re-elected.

In 1990 Mrs. Nikki Shale and Mr. Theo Crosby retire by rotation and being eligible offer themselves for re-election.

Prof. Anthony Clare and Cllr. Gillian Rose being eligible offer themselves for election following their appointment during 1989.

Since the balance sheet date Melissa Knatchbull has been appointed a governor.

The Board of Governors is pleased to record the honour given to the chairman who was invested as a Knight Bachelor in the 1990 New Years Honours List.

## ACTIVITIES

The main activity of the company continues to be the establishment of residential and day care services for children and adults who have a mental disability, the formation and running of schools, training and workplaces, group homes and houses, and the collection of funds for this purpose. For the furtherance of its objectives the company seeks to work with The MacIntyre Housing Association, MacIntyre Marketing Limited and MacIntyre Publishing Limited.

## AFFILIATIONS

The company is a founder member of the Association of Residential Communities and is a member of the International League of Societies for Mental Handicap, The Industrial Society, The Tax Reform Group, The Voluntary Movement Group and The National Council for Voluntary Organisations.

## MACINTYRE

A company limited by guarantee.

## PROJECTS AND DEVELOPMENTS

During 1989 MacIntyre established 2 further operational centres, at Maldon in Essex and Warrington in Cheshire. This brought the total number of operational centres to 10. These centres provide a range of resources sufficiently varied and specific to help over 200 people with mental disabilities.

MacIntyre Westoning, Bedfordshire, accommodates 75 adult residents aged 18-68 years who have moderate to severe learning difficulties. It has a community campus of eight houses and two other houses in Westoning Village. The Company plans to increase the therapy, social and special needs facilities on site and to occupy further houses in the neighbourhood.

MacIntyre Wingrave, Buckinghamshire, is an independent special school approved by the Secretary of State for Education for 43 children aged 5-19 years who have moderate to severe learning difficulties. Those over 16 years share a 4 bed flat or 5 bed house. The company plans to provide domestic scale houses for the younger children and to increase the therapy and integrated leisure facilities on site at a cost in excess of £1 million.

MacIntyre Womaston, Powys, is a residential education and child development unit for 18 young people aged 10-19 years who have very severe learning difficulties combined with complex social and emotional problems. The company plans to re-accommodate the children in small houses on and off-site, and to build a specialised behavioural unit for four additional children currently isolated in hospitals, and to provide increased leisure facilities for integrational activities at an estimated cost of £650,000.

MacIntyre Shipton, Oxfordshire, is a therapeutic staffed group home for 9 adults aged 20-39 years who have severe learning difficulties, some severe physical handicaps, and some behavioural problems. The company plans to provide a satellite house for occupation by three residents at an estimated cost of £210,000. In 1989 the company will receive the last three year grant from the Department of Social Security which has enabled MacIntyre to develop a project self-monitoring scheme.

MacIntyre Flackwell Heath, Buckinghamshire, is a therapeutic staffed group home for 7 adults who have moved from longstay hospital back to their originating locality around High Wycombe. This project has been developed in partnership with Buckinghamshire Social Services and Aylesbury Vale Health Authority.

MacIntyre Mottingham, South East London, is a five acre garden centre and natural ecology area which provides horticultural therapy, training and productive occupation for 12 adults who have moderate learning difficulties, physical disabilities and emotional problems. A lease on the Crown land is being arranged. During the past 4 years of development the labour has been largely funded through the Manpower Services Commission and Department of Social Security, and currently MacIntyre is managing an Employment Training Scheme for local handicapped people. The project commenced marketing activities in May 1988 and has since had two successful years. The development has expanded as was expected during 1989 and will take on the management responsibility for the horticultural aspects of a planned project in Maidstone during 1990. MacIntyre wishes to acknowledge Carnegie UK Trust's contribution of a grant of £6,000 in 1986 to provide equipment towards the voluntary labour costs associated with our Mottingham project.

## MACINTYRE

A company limited by guarantee.

## PROJECTS AND DEVELOPMENTS (CONTINUED)

MacIntyre Milton Keynes, Buckinghamshire, achieved full occupancy during 1989 of the MacIntyre managed Housing Association flats. The total number of residents living on site has therefore risen from 14 in 1988 to 36 in 1989. The bakery, shop cafe, garden centre and weavery have all had their first successful year. The company expended £48,554 during 1989 to complete phases 1 and 2 of the development.

During 1989 the company opened its first project in north west England. In March and April, 15 people with moderate disabilities moved out of longstay hospital into 2 houses in Warrington as part of the "Care in the Community" programme. A further 5 people will move during 1990 into a third house as part of this project. Appropriate daytime facilities are being provided at one of the establishments. MacIntyre Warrington is being developed in partnership with Warrington Health Authority at a capital cost of £350,000 largely financed by a Section 64 grant.

MacIntyre Maldon started at the end of 1989 an innovative employment training initiative for local people with learning difficulties, in co-operation with Maldon District Council. The scheme is to reclaim an area of wasteland and plant it with 10,000 trees in celebration of The Maldon Millennium, thereby providing valuable training opportunities for local people with learning difficulties who will work alongside local volunteers. The Carnegie UK Trust made a total commitment of £10,000 towards the Voluntary aspects of the scheme. The first instalment of £5,000 enabled MacIntyre to employ a horticultural supervisor from the autumn of 1989.

MacIntyre Leighton Buzzard, Bedfordshire, is the administrative base and central management office for the company and its associated organisations. The company is endeavouring to move the office to more appropriate and convenient premises in the near future.

During 1989 The MacIntyre Housing Association was founded with a £20,000 interest free loan from MacIntyre to help meet its start-up costs.

MacIntyre is in the later stages of planning projects which will become operational in early 1990 at Chester and Maidstone, with further projects planned to commence in 1990 in Essex, Crewe and Merseyside, all in association with the respective Social Services or Health Authorities. The development and start up costs of these new joint projects are partially met from the company's charitable funds.

The Board of Governors is appreciative of the work carried out by MacIntyre's professional and multi-disciplinary staff, who are called upon to give support, advice and counsel to many families, to statutory bodies, and to other agencies whose concern is people with disabilities.

## STATE OF AFFAIRS

The financial results for the year are set out in the accounts which follow. These show a satisfactory financial position. By far the greatest part of the board fee income is from local authority, education or social services departments, or Department of Social Security payments in support of residents. At the year end there was a Revenue surplus of £8,056 before taking into account donation income.

MACINTYRE

A company limited by guarantee.

## STATE OF AFFAIRS (CONTINUED)

During the year charitable money received amounted to £685,036 and the company expended £540,576 in respect of fixed assets, start-up costs, fund-raising and publicity. We are greatly indebted to the many people and charitable trusts who support our work by donations, grants, gifts-in-kind or voluntary help. The company is also grateful for the support given from time to time to selected residents by The MacIntyre Foundation, a charity which uses the income from the funds it is given or lent to assist individual handicapped people in need including those in our care.

We are fortunate to have the support of our Vice-Presidents, Voluntary Advisors and the Members of our Development Council who are people of influence and who promote and assist MacIntyre in many ways. We have always appreciated the ongoing interest of the Royal Family in our affairs. During 1989 we were honoured by visits to six MacIntyre projects of Her Royal Highness The Duchess of York. Her Royal Highness endeared herself greatly to all our residents and staff and we were delighted when the Duchess graciously agreed to become MacIntyre's Royal Patron from January 1990. This is a very significant moment in the life of the charity, and we look forward to playing an influential role in the provision of first rate services to many people who have a mental disability.

By Order of the Board



J.V. Thorne  
Secretary

2 Ridgeway Court  
Grovebury Road  
Leighton Buzzard  
Bedfordshire  
LU7 8SW

8th March 1990

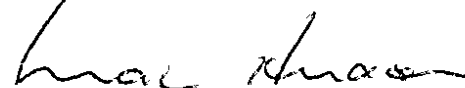
AUDITORS' REPORT TO THE MEMBERS OF MACINTYRE  
A company limited by guarantee.

We have audited the financial statements on pages 6 to 13 in accordance with Auditing Standards.

In our opinion the financial statements give a true and fair view of the state of affairs of the company at 31st December 1989 and of the results and source and application of liquid funds for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

Equipoise House  
Grove Place  
Beford

8th March 1990



MacIntyre Hudson

Chartered Accountants

## MACINTYRE

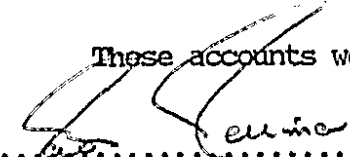
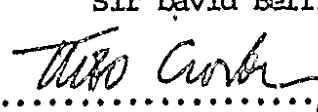
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## BALANCE SHEET

31st December 1989

	NOTES	£	1989 £	1988 £
FIXED ASSETS				
TANGIBLE ASSETS	1			
Freehold property			2,144,296	2,028,981
Leasehold property			256,491	233,022
Equipment			81,081	25,663
Furniture and furnishings			571,879	473,949
			<u>3,053,747</u>	<u>2,761,615</u>
INVESTMENT IN SUBSIDIARIES	2		1	1
			<u>3,053,748</u>	<u>2,761,616</u>
CURRENT ASSETS				
Debtors		266,194		276,730
Prepayments		137,700		84,641
Cash in hand		4,158		2,050
Cash at bank		69,602		39,107
		<u>477,654</u>		<u>402,528</u>
CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR				
Bank loans and overdrafts	3	364,426		590,062
Creditors		133,041		165,212
Taxation and social security		80,034		60,739
Fees received in advance		289,956		106,351
Accrued expenses		14,985		24,716
		<u>882,442</u>		<u>947,080</u>
Net current liabilities			(404,788)	(544,552)
TOTAL ASSETS LESS CURRENT LIABILITIES			2,648,960	2,217,064
CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR	5			
Secured advances		300,500		105,500
Less: Premium on policy		24,597		21,845
		<u>275,903</u>		<u>83,655</u>
Loan		10,000		20,000
			<u>285,903</u>	<u>103,655</u>
			<u>£2,363,057</u>	<u>£2,113,409</u>
RESERVES				
Restricted funds	10		1,256,693	953,879
General reserve	10		1,106,364	1,159,530
			<u>£2,363,057</u>	<u>£2,113,409</u>

These accounts were approved by the Board on 8th March 1990.

  
 ..... )  
 Sir David Berriman )  
  
 ..... )  
 Theo Crosby )

Governors

## MACINTYRE

A company limited by guarantee.

## REVENUE ACCOUNT

Year ended 31st December 1989

		1989	1988
	NOTES	£	£
BOARD FEE INCOME	6	3,805,240	2,817,911
DOMESTIC AND ADMINISTRATION EXPENSES		<u>3,722,673</u>	<u>2,733,005</u>
		82,567	84,906
INTEREST RECEIVABLE		9,249	2,283
INTEREST PAYABLE		<u>83,760</u>	<u>79,451</u>
		74,511	77,168
		<u>8,056</u>	<u>7,738</u>
OTHER INCOME			
Donations and grants	6	<u>685,036</u>	<u>701,043</u>
Related expenses:			
Direct event expenses		22,770	18,352
Information, research and advice		94,938	75,120
Other fund raising costs		<u>63,292</u>	<u>50,079</u>
		181,000	143,551
		<u>504,036</u>	<u>557,492</u>
Less: Donations to operating expenses		<u>87,352</u>	<u>53,154</u>
		416,684	504,338
Less: New project start up costs		<u>85,168</u>	<u>149,439</u>
		331,516	354,899
	7	<u>339,572</u>	<u>362,637</u>
DEPRECIATION		89,924	61,570
SURPLUS FOR THE YEAR		<u>£249,648</u>	<u>£301,067</u>
TRANSFER TO RESTRICTED FUNDS	10	302,814	402,410
TRANSFER FROM GENERAL FUND	10	<u>(53,166)</u>	<u>(101,343)</u>
		<u>£249,648</u>	<u>£301,067</u>

A company limited by guarantee.

Year ended 31st December 1989

#### ACCOUNTING POLICIES

a) ACCOUNTING CONVENTION

The accounts are prepared under the historical cost convention.

b) RESERVES AND FUNDS

All donations and grants which are received subject to specific conditions imposed by the donor are transferred to Restricted Funds and shown as such on the Balance Sheet. Such donations which are unsolicited are allocated in their entirety to the appropriate specific project, but other such donations and grants are transferred to Restricted Funds after deducting an estimate of related fundraising costs.

Many donations and grants are received as a contribution to specific capital expenditure. On completion of the project for which such a donation or grant is received the amount of that donation or grant is transferred from Restricted Funds to General Reserve. The great majority of other donations and grants are also used for capital projects and are included directly in General Reserve.

The majority of the accumulated General Reserve, therefore, consists of donations and grants received in earlier years and spent on capital projects. It is not, therefore, available for unrestricted use.

c) CAPITAL EXPENDITURE

Freehold and leasehold properties are principally residential. The original costs and major improvements are capitalised.

Furniture and soft furnishings with an expected life of less than four years initially acquired in each establishment are capitalised and retained in the balance sheet at original cost.

Renewals and replacements of such furniture and soft furnishings are written off to revenue in the year in which such expenditure is incurred. This departure from SSAP12 has been made on the grounds that compliance with the standard would be inappropriate in this case.

d) DEPRECIATION

Depreciation is provided on all freehold buildings, leasehold buildings and items of equipment with an expected life in excess of three years. This depreciation is provided at rates calculated to write off each asset evenly over its expected useful life as follows:-

Freehold buildings	15-50 yrs
Leasehold buildings	15-50 yrs
Equipment	10 yrs

This accounting policy has been applied for the first time in the 1989 accounts.

e) NEW PROJECT START-UP COSTS

These costs, other than those directly related to property development and improvement, are written off to revenue in the year in which the expenditure is incurred. Those costs directly related to property development and improvement are added to the cost of properties.

## MACINTYRE

A company limited by guarantee.

## ACCOUNTING POLICIES (CONTINUED)

Year ended 31st December 1989

## f) DONATIONS

Donations and grants are credited to revenue when they are received.

Items of furniture, equipment and motor vehicles donated to the company are valued by the governors at estimated market value and included in the Revenue Account as donations received. This value is either capitalised or written off in accordance with the accounting policies set out above.

## NOTES TO THE ACCOUNTS

## 1. TANGIBLE ASSETS

	Freehold Property £	Leasehold Property £	Equipment £	Furniture and Furnishings £	Total £
Cost					
At 1st January 1989	2,500,752	247,439	46,528	473,949	3,268,668
Additions	185,288	34,253	64,585	97,930	382,056
At 31st December 1989	<u>2,686,040</u>	<u>281,692</u>	<u>111,113</u>	<u>571,879</u>	<u>3,650,724</u>
Depreciation					
At 1st January 1989					
(restated - note 10)	471,771	14,417	20,865	-	507,053
Charge for year	69,973	10,784	9,167	-	89,924
	<u>£ 541,744</u>	<u>£ 25,201</u>	<u>£ 30,032</u>	<u>£ -</u>	<u>£ 596,977</u>
Net book value					
At 31st December 1989	<u>£2,144,296</u>	<u>£256,491</u>	<u>£ 81,081</u>	<u>£571,879</u>	<u>£3,053,747</u>
At 31st December 1988	<u>£2,028,981</u>	<u>£233,022</u>	<u>£ 25,663</u>	<u>£473,949</u>	<u>£2,761,615</u>

Included in freehold property is £797,348 relating to a new project at Milton Keynes. The company will not get full title to the land until the development is complete.

## 2. INVESTMENT IN SUBSIDIARIES

The company is the beneficial owner of 100% of the issued ordinary share capital of MacIntyre Marketing Limited, a company incorporated in England. The cost of these shares at their par value was £100.

The objects of the company were to sell items purchased, and those produced by residents and to donate the profit to MacIntyre. The company has remained dormant for 1989.

During 1989, the company acquired the whole share capital of MacIntyre Publishing Limited which has not yet traded.

## MACINTYRE

A company limited by guarantee.

## NOTES TO THE ACCOUNTS (CONTINUED)

Year ended 31st December 1989

## 3. BANK LOANS AND OVERDRAFTS

Included in bank overdrafts is £178,780 (1988 £376,478) secured on one of the company's freehold properties.

## 4. TAXATION

The company is registered as a charity and is therefore not liable to Corporation Tax or Income Tax.

## 5. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

## Secured advances

£30,000 is repayable in 1996 by a life assurance policy which matures on 9th September 1996. Interest is payable at 10% per annum.

£21,500 is repayable in 2007 by a life assurance policy which matures on 5th July 2007. Interest is payable at 12.5% per annum.

£54,000 is repayable in 2011 by a life assurance policy which matures on 23rd December 2011. Interest is payable at 10.25% per annum.

A loan of £195,000 is only repayable if the property on which it is secured is sold.

The advances are secured on the company's properties.

## Loans

The interest-free loan of £20,000, (1987 £30,000) is repayable in annual instalments of £10,000. The fourth instalment is due in December 1990.

£10,000 is included in creditors due within one year.

## 6. INCOME

Income for the year represents fees for residential care invoiced to local authorities within the United Kingdom and to the Department of Social Security.

Donations received are shown separately.

An analysis of income by type is given below:

	1989 £	1988 £
Sponsors	3,717,888	2,764,757
Donations contributed to expenses	87,352	53,154
	<hr/>	<hr/>
Board fee income	£3,805,240	£2,817,911
	<hr/>	<hr/>
Donations and grants	£ 685,036	£ 701,043
	<hr/>	<hr/>

MACINTYRE

A company limited by guarantee.

NOTES TO THE ACCOUNTS (CONTINUED)  
Year ended 31st December 1989

7. SURPLUS FOR THE YEAR	1989 £	1988 £
Surplus for the year is stated after charging:		
Domestic and administration expenses:		
Auditors' remuneration	6,000	5,500
Leasing of equipment and vehicles	133,183	111,130
Other expenses	3,583,490	2,616,375
	<u>£3,722,673</u>	<u>£2,733,005</u>
Interest payable:		
Bank overdraft and loans	76,673	69,277
Loans repayable after five years	11,087	10,174
	<u>£83,760</u>	<u>£79,451</u>
8. EMPLOYEES	1989 No.	1988 No.
The average weekly number of employees during the year was made up as follows:		
Office and management	42	37
Teaching, care and maintenance	288	211
	<u>330</u>	<u>248</u>
	1989 £	1988 £
Staff costs during the year amounted to:		
Wages and salaries	2,568,132	1,915,500
Social security costs	256,787	158,421
Other pension costs	31,090	15,681
	<u>£2,856,009</u>	<u>£2,089,602</u>
9. CAPITAL COMMITMENTS	1989 £	1988 £
Authorised and contracted	<u>£220,000</u>	<u>£ 82,865</u>
Authorised subject to availability of funds but not contracted	<u>£953,000</u>	<u>£706,000</u>

No provision has been made in the financial statements for capital commitments.

## MACINTYRE

company limited by guarantee.

## NOTES TO THE ACCOUNTS (CONTINUED)

Year ended 31st December 1989

10. a) RESTRICTED FUNDS	£	£
Balance as previously stated 31st December 1988		971,839
Prior year adjustment		(17,960)
Balance restated at 1st January 1989		<u>953,879</u>
Movement in year:-		
Donations and grants received	378,575	
Related expenses 10%	(37,857)	
Depreciation charge for year	<u>(37,904)</u>	
		<u>302,814</u>
Balance at 31st December 1989		<u><u>£1,256,693</u></u>

The accounting treatment of restricted funds is explained above in Accounting Policies.

## b) GENERAL FUNDS

Balance as previously stated 31st December 1988		1,648,623
Prior year adjustment		(489,093)
Balance restated at 1st January 1989		<u>1,159,530</u>
Deficit for year	(1,146)	
Depreciation charge for the year	<u>(52,020)</u>	
		<u>(53,166)</u>
Balance at 31st December 1989		<u><u>£1,106,364</u></u>

The prior year adjustment relates to a change in Accounting Policy of depreciation which has not previously been accounted for. The revised treatment is explained above in Accounting Policies. The net book value of tangible assets at 1st January 1989 has been restated accordingly.

## 11. OPERATING LEASE COMMITMENTS

At 31st December 1989 the company had the following annual commitments under non-cancellable operating leases.

	1989 £	1988 £
Operating leases which expire:		
Within one year	61,834	31,195
Within two to five years	<u>102,334</u>	<u>96,721</u>
	<u><u>£164,168</u></u>	<u><u>£127,416</u></u>

None of the operating leases relate to the hire of land and buildings.

## MACINTYRE

A company limited by guarantee.

STATEMENT OF SOURCE AND APPLICATION OF LIQUID FUNDS  
Year ended 31st December 1989

	1989	1988
£	£	£
SOURCE		
TOTAL GENERATED FROM OPERATIONS	249,648	301,067
Adjustment for items not involving movement of funds		
Depreciation	89,924	61,570
FUNDS FROM OTHER SOURCES	339,572	362,637
Loan	195,000	-
	534,572	362,637
APPLICATION OF FUNDS		
Expenditure on fixed assets	382,056	611,213
Premiums paid on endowment policy	2,752	3,041
Loan repaid	10,000	10,000
	394,808	624,254
	£139,764	£(261,617)
REPRESENTED BY THE FOLLOWING INCREASES/ (DECREASES) IN WORKING CAPITAL		
Debtors and prepaid expenses	42,523	(41,860)
Fees received in advance	(183,605)	(106,351)
Creditors and accrued charges	22,607	(50,278)
	(118,475)	(198,489)
Movement of net liquid funds:		
Bank and cash balances	258,239	(63,128)
	£139,764	£(261,617)

## REVENUE ACCOUNT

Year ended 31st December 1989

	1989	1988
	£	£
BOARD FEE INCOME		
Sponsors	3,717,888	2,764,757
Consumables and operating expenses specifically donated	87,352	53,154
	<u>3,805,240</u>	<u>2,817,911</u>
OPERATING EXPENSES		
Salaries	2,863,509	2,047,404
Catering	176,106	125,493
Rates	27,988	22,880
Heat and light	98,886	82,354
Leasing	174,772	152,719
Transport and travel	73,663	52,225
Telephone, postage and stationery	68,411	44,657
Insurance	43,278	30,662
Replacement of consumables	38,151	29,647
Repairs and renewals	99,762	81,734
Farm and garden	152,791	34,409
Recreation	22,257	15,187
Education and training	23,336	20,882
Staff training	47,444	22,165
Specialist fees	45,235	36,924
Bank interest on operating accounts	32,374	35,300
	<u>3,987,963</u>	<u>2,834,642</u>
Less Revenue received		
Staff charges	43,859	40,960
Farm sales	164,467	23,117
Craft and catering sales	24,590	2,260
	<u>232,916</u>	<u>66,337</u>
	<u>3,755,047</u>	<u>2,768,305</u>
OPERATING SURPLUS FOR THE YEAR BEFORE THE FOLLOWING EXPENSES	50,193	49,606
Mortgage interest	11,087	10,174
Bank interest on capital accounts	31,050	31,694
	<u>42,137</u>	<u>41,868</u>
OPERATING SURPLUS FOR THE YEAR	8,056	7,738
FUND RAISING AND PUBLICITY DEPARTMENT		
Donations and grants	685,036	701,043
Expenses		
Direct event expenses	22,770	18,352
Information, research and advice	94,938	75,120
Other fund raising costs	63,292	50,079
	<u>181,000</u>	<u>143,551</u>
	504,036	557,492
Donations to operating expenses	(87,352)	(53,154)
New project start up costs	(85,168)	(149,439)
	<u>331,516</u>	<u>354,899</u>
	339,572	362,637
DEPRECIATION	89,924	61,570
SURPLUS FOR THE YEAR	<u>£249,648</u>	<u>£301,067</u>

MACINTYRE

A company limited by guarantee.

FUND RAISING AND PUBLICITY DEPARTMENT EXPENDITURE  
Year ended 31st December 1989

	1989 £	1988 £
Salaries	61,582	42,198
Rates	1,186	1,003
Heat and light	518	413
Transport and travel	9,316	8,310
Telephone, postage and stationery	19,238	9,082
Insurance	2,130	1,776
Repairs and renewals	1,759	1,074
Staff training	292	2,494
Specialist fees	1,622	1,229
Rentals and leasing	19,382	23,536
Information literature	39,126	32,345
Subsistence	2,079	1,739
	<u>£158,230</u>	<u>£125,199</u>
Information, research and advice	94,938	75,120
Other fund raising costs	63,292	50,079
	<u>£158,230</u>	<u>£125,199</u>