(a company limited by guarantee)

report and accounts 30 june 2003



20/01/04

(a company limited by guarantee)

#### President:

HRH The Prince of Wales KG KT PC GCB

#### Vice-Presidents:

Lord Laing of Dunphail

Lord Sheppard of Didgemere KCVO

Hon Sir David Sieff

Sir Mark Weinberg

The directors of the company, who served from 1 July 2002 until the date of this report, unless otherwise stated, are as follows:

#### Chairman

Mr David Varney

mmO<sub>2</sub> Plc

#### Vice-Chairman

Mr Stephen O'Brien CBE

London First

#### **Deputy Chairmen**

Mr Charles Allen

Granada Media Plc

Sir Peter Davis

J Sainsbury Plc

Mrs Clara Freeman OBE

Mr Richard Handover

WH Smith Group Plc

Mr Derek Higgs

**UBS** Investment Bank

Mr Nicholas Hood CBE \*

@ Bristol

Mr Allan Leighton

Royal Mail Group Plc

Mr Sandy Leitch

Zurich Financial Services (UKISA) Ltd

Mr Tim Mason

Tesco Plc

Mr Eric Nicoli

EMI Group Plc (retired 24 September 2003)

Mr Mike Rake

KPMG LLP

Mr John Spence

Lloyds TSB Group Plc

#### Chairman of the Finance and Audit Committee

Mr Derek Wanless \*

Northern Rock Plc

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**Other Directors** 

Sir Michael Bichard KCB

The London Institute (retired 4 November 2002)

Mr Alun Bowen

KPMG LLP Wales

Mr Geoffrey Bush

Diageo Plc (retired 9 July 2002)

Mr Bill Cockburn CBE TD

Parity Plc (retired 16 October 2003)

Mr Alastair Eperon

Mr Stuart Etherington

National Council for Voluntary Organisations

Mr Richard Gregory

Mr Phil Hodkinson

HBOS Plc (appointed 16 October 2003)

Mr David Jackson

BP Plc (appointed 16 October 2003)

Mr Christopher Jonas CBE

Mr Alan Jones OBE

TNT Post Group NV (retired 7 October 2002)

Mr Digby Jones

Confederation of British Industry

Mr Dennis Licence

First Trust Bank (appointed 4 July 2002)

Mr Jerry Marston

Whitbread Group Plc (appointed 18 March 2003)

Mr John Neill CBE

Unipart Group of Companies Ltd

Mr Mervyn Pedelty

Co-operative Bank Plc (appointed 15 October 2002)

Mr Angus Porter

Abbey National Plc (appointed 15 October 2002)

Mr David Robinson OBE

Community Links

Mr Ian Smith

Oracle Corporation UK Ltd (appointed 16 October 2003)

Councillor David Sparks

Local Government Association

Mr John Steele

British Telecommunications Plc (retired 10 July 2002)

Mr Martin Trees

Reality Group (retired 31 July 2003)

Mr Francesco Vanni d'Archirafi

Citibank International Plc (appointed 15 October 2002)

Mr John Williams

John Williams Associates

#### Members of the Finance and Audit Committee

Mr Derek Wanless \*

Northern Rock Plc

Mr Nicholas Hood CBE \*

@ Bristol

Mr Antony Barnes FCA

(retired 4 February 2003)

Mr Terry Jones

Centre for Effective Dispute Resolution

Mr John Kent

Vodafone Limited

Mr Ian Peters

Goldfish Bank Limited (appointed 7 October 2003)

\* signifies director and member of the finance and audit committee

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The Senior Staff and Advisers are as follows:

#### **Chief Executive**

Ms Julia Cleverdon CVO CBE

#### **Deputy Chief Executive**

Mr Peter Davies OBE

#### **Company Secretary**

Mrs Lesley Wolfenden

#### **Finance Director**

Ms Alison Grieve

#### **Field Director**

Mr Paul Rowson

#### **Human Resources Director**

Ms Anne Watts CBE

Bankers: Barclays Bank PLC

54 Lombard Street London EC3P 3AH

**Solicitors:** Bates Wells & Braithwaite

Cheapside House 138 Cheapside London EC2V 6BB

**Honorary**Auditors:
Horwath Clark Whitehill
25 New Street Square

London EC4A 3LN

**Registration Details:** 

**Register of Charities** - Registration Number 297716

Register of Companies - Registration Number 1619253

**Registered Office** - 137 Shepherdess Walk

London N1 7RQ

**Telephone** - 0870 600 2482

**Facsimile** - 020 7253 1877

Website - http://www.bitc.org.uk

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### Report of the Directors

30 June 2003

The directors present their report and the audited financial statements for the year ended 30 June 2003.

#### Results

The financial statements for the year have been prepared in accordance with the Statement of Recommended Practice "Accounting and Reporting by Charities" (October 2000).

The surplus for the year, representing the net increase in unrestricted funds per the Statement of Financial Activities, as set out on **page 11**, amounted to £196,446 (2002 - £137,983). This increases the total of the unrestricted funds from £1,063,784 at 1 July 2002 to £1,260,230 at 30 June 2003.

The net movement in the unspent restricted funds from year to year arises from the differences in timing between the recognition of the income and the incurring of the related expenditure. This year the restricted funds of £2,177,855 at 1 July 2002 increased by £203,487 (2002 increase - £678,332) to £2,381,342 at 30 June 2003, including the company's share of the net assets of its joint ventures (note 7(a)) which amounted to £96,162 (2002 - £33,431). The net movement in total funds was an increase of £399,933 (2002 increase - £816,315).

For internal management purposes the company prepares Management Accounts on an Income and Expenditure basis, matching income with related expenditure. This is therefore a different basis from that required for the statutory accounts. A Summary of these Accounts is shown in full on **Appendix 1**, an extract of which is set out below. Income shows an increase of 31%. This increase comes predominantly from public sector grants, especially in Yorkshire, with the Regional Development Agency (Yorkshire Forward) funding business engagement in areas of regeneration.

	30 June 2003	30 June 2002
	£	£
Income		
Members' contributions	3,153,282	3,040,216
Sponsorship income	3,430,691	3,463,231
Fees, publications and sundry income	2,900,055	2,278,346
Public sector grants	8,535,804	4,995,701
Bank deposit interest receivable	62,413	54,666
Income applied to general activities	18,082,245	13,832,160
Expenditure on general activities	(17,885,799)	(13,694,177)
Net incoming resources in respect of unrestricted funds	£196,446	£137,983
	A 10 10 10 10 10 10 10 10 10 10 10 10 10	

The notes on Appendix 2 reconcile elements of the income per the Management Accounts with those shown in the Statement of Financial Activities on page 11.

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### Report of the Directors (continued)

30 June 2003

### Principal activity

Business in the Community is a unique movement of companies committed to continually improving their positive impact on society.

Following the strategic review undertaken during the 20<sup>th</sup> anniversary year, the mission of the company has been redefined as 'to inspire, challenge, engage and support business in continually improving its positive impact on society'. This mission is being delivered through working with our member companies and by applying the principles of integrity, inspiration, innovation, integration and impact to everything we do.

At the heart of all our work is the membership commitment to action that asks our members:

- To continually improve the way in which the business manages, integrates, measures and communicates its impact on society in the workplace, the environment, the marketplace and the community.
- To work collaboratively to tackle disadvantage, maximising impact through partnerships focused on the most disadvantaged communities.
- To inspire, lead and innovate by sharing learning and experience in order to increase the positive impact of business on society.

The company is organised around central teams that develop its national campaigns and regional teams that deliver its work. Members' contributions are used solely to finance expenses incurred in connection with the above mission.

#### Review of activities

A full review of the company's activities will be given in the Impact Review of the Year, available on 4 December 2003, the day of the Annual General Meeting. Highlights of a year of considerable growth in activity are summarised below. Our achievements reflect the extent to which we are successful in engaging our members in action to improve and support the communities in which they operate.

- 94 new companies have made a commitment to continually improve their impact on society through their membership of Business in the Community and gives a total membership of 712 members.
- 823 companies have participated in benchmarking services covering impact in the environment, community and workplace, of which 122 companies participated in the first Corporate Responsibility index.
- The specialist diversity campaigns, Opportunity Now and Race for Opportunity, now provide services to 352 and 189 employers respectively.
- 958 business managers have been engaged as Partners in Leadership working with headteachers and community leaders, bringing the total since January 1999 to 5,448.
- Business Action On Homelessness provided 303 work placements for people who had been homeless and 74 of these have entered into permanent employment.
- The number of companies participating in volunteering has increased to 928 in 23 Cares Partnerships. 16,000 employees volunteered through these partnerships, a reduction on the previous year's figures caused in part by a number of companies choosing to run their programmes independently.
- Over 250 professional firms have been involved in 417 projects providing almost £1.3m worth of pro bono advice.
- 953 business leaders have been involved in 77 Seeing is Believing visits across the country
- In July 2003, 880 delegates attended the Gala Dinner for the Awards for Excellence event in London and a further 1,500 attended regional awards events.
- Widely regarded as the benchmark that endorses responsible business practice, 81 Big Ticks were awarded to companies achieving this rigorously assessed standard of performance and impact.

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### Report of the Directors (continued)

30 June 2003

#### **Future developments**

Our main aim is to focus our members' engagement within the 88 most deprived urban communities, prioritising 30 areas within the core cities in 2003/04 and focusing in 10 priority rural areas. In order to extend the reach of our work with all businesses we are piloting models of partnerships for local business community initiatives. Partnership development is a core element of the strategy for the next three years.

### Organisation

The company is limited by guarantee, is a registered charity and is governed by its memorandum and articles of association. Its principal objects are to promote the practical interest and involvement of companies and other organisations in advancing industry by creating or assisting in the creation of opportunities for employment in disadvantaged areas; to advance research relating to the corporate social responsibility and community involvement policies and practices of industry and commerce, and otherwise to advance education, protect and preserve the environment and further other charitable purposes which are beneficial to the public.

#### **Directors**

The directors, who are the trustees, are elected by the members at the Annual General Meeting. Additional directors may be co-opted by the Board during the year. A list of present directors and those who served during the year, is set out on **pages 1 and 2.** 

#### Governance

The full Board meets three times each year to determine the strategic direction and objectives of the company and to review its impact. The Chairman convenes a meeting of the Deputy Chairmen and the Chairman of the Finance and Audit Committee, known as the Chairman's Committee, five times a year to examine the progress of the company in achieving these objectives and to consider proposals for new initiatives for presentation to the Board. When necessary the Chairman's Committee acts as the Remuneration Committee.

The Finance and Audit Committee is a sub-committee of the Board and two members of it are Board members. It meets at least four times a year and is responsible for supervising the financial affairs of the company in relation to the plans the Board has approved and for reporting to the Board any significant variances against these plans.

The Board is responsible for the management of the risks faced by the company. Following discussions with the Finance and Audit Committee and the Chairman's Committee, a risk management process for the company continues to be developed and refined. The key risks facing the company have been reviewed, both in relation to the opportunities and the risks arising from the structure of the company and its culture, and highlighting in particular its entrepreneurial and campaigning nature and the strong emphasis on staff involvement.

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### Report of the Directors (continued)

30 June 2003

### Governance (continued)

Through the risk management process that has been established, the directors have identified the key risks to which the company is exposed. These have been reviewed and systems are in place to both monitor and to mitigate the effects of such risks. It is recognised that systems can only provide reasonable and not absolute assurance that key risks have been adequately identified and managed.

The internal control procedures operated by the company are designed, inter alia, to highlight the progress being made towards achieving the company's mission, to maintain expenditure within the limits of available income and to safeguard the company's assets. The annual business plan forms the foundation of the year's activities, from which the annual financial budget is evolved. Performance against this budget is reviewed monthly by the senior staff team and at the meetings of the Finance and Audit Committee, the Deputy Chairmen and the Board.

Financial controls include the regular process of up-dating the forecast of the results for the year, expenditure authorisation procedures, an invoicing procedure for the recording of income due and the active management of outstanding debts.

The design of the systems and controls, which are operating as intended, is considered to be appropriate for the size and complexity of the company's activities. These procedures are regularly reviewed and amendments introduced to meet the changing needs of the organisation.

#### Statement of Directors' Responsibilities

The purpose of this statement is to distinguish the directors' responsibilities for the financial statements from those of the auditors, as stated in their report.

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the company's state of affairs at the end of the year and of its surplus or deficit for that period.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 1985. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud or other irregularities.

In preparing the financial statements for the year ended 30th June 2003 the directors confirm that, year on year:

- suitable accounting policies have been selected and applied consistently;
- reasonable and prudent judgements and estimates have been made;
- applicable accounting standards have been followed;
- the financial statements have been prepared on the going concern basis.

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### Report of the Directors (continued)

30 June 2003

### Reserves policy

The company regards its free reserves as being represented by the net current assets of its unrestricted funds. The company holds these funds to provide working capital to finance its day to day operations and to provide a safeguard against a downturn in support or activity that could lead to expenditure exceeding income. Allowing for the increase in the costs of unrestricted activities, at 30 June 2003 these reserves represented 2.24 months (2002 – 1.96 months) of unrestricted expenditure. The company aims to increase these reserves over time to 3 months of unrestricted expenditure by retaining a proportion of its unrestricted income each year. This policy is monitored and reviewed annually by the directors. The company also holds unexpended balances of restricted funds that are fully committed to be spent after the balance sheet date and hence do not constitute free reserves.

#### Availability of funds

In the opinion of the directors, the company has sufficient assets to meet its obligations on the unrestricted and restricted funds, as set out in **note 12**.

#### Guarantors

The liability of each of the guarantors in the event of a winding up is limited either to £5 or to a voluntary but binding sum of £1,000. At 30 June 2003 there were 323 guarantors in the register of members of whom 291 guaranteed £5 and 32 guaranteed £1,000, producing a total level of guarantees of £33,455 at 30 June 2003.

In addition, 87 members have provided guarantees to Barclays Bank PLC amounting to £301,000 at 30 June 2003, in order to secure the company's overdraft facility. There was no overdraft at 30 June 2003.

#### **Employment**

Business in the Community wholeheartedly supports the principle of equal opportunities in employment and service delivery. It is committed to recruiting and maintaining a workforce and community involvement which broadly reflect the demographics of the United Kingdom. It gives full and fair consideration to applications from disabled people and makes every effort to continue the employment of those who become disabled during their employment. Access to training and career development opportunities are made available to all staff, based on their individual needs and job requirements, skills and abilities. Job opportunities are open to all staff and promotion is based solely on merit.

Business in the Community has been re-accredited as an Investor in People with effect from 1 October 2003. This gives external recognition to the importance it places on staff involvement, training and development. Monthly team briefings run throughout the organisation. Staff are consulted about matters which affect them through regular meetings with their line managers and informal meetings with the Chief Executive, Deputy Chief Executive, Field Director and Human Resources Director as appropriate. Consultation documents are issued to all staff for any major reorganisation to gather views and suggestions on the proposals.

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### Report of the Directors (continued)

30 June 2003

### Related party transactions

Transactions between the company and related parties, together with their relationships with the company, are set out in **note 17**. All such transactions have been carried out in the normal course of the company's activities.

#### Fixed assets

Movements in fixed assets during the year are set out in **note 6** to the financial statements.

#### **Auditors**

It will be proposed at the Annual General Meeting that Horwath Clark Whitehill be re-appointed as auditors to the company.

Approved by the Board of Directors and signed on its behalf

el War Co

Derek Wanless, Director

16 October 2003

## **Independent Auditors' Report to the members of Business in the Community**

(a company limited by guarantee)

We have audited the financial statements of Business in the Community for the year ended 30 June 2003 which comprise the Statement of Financial Activities, the Balance Sheet, the Cashflow Statement and the related notes. These financial statements have been prepared under the historical cost convention and the accounting policies set out therein.

This report is made solely to the company's members, as a body, in accordance with Section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinion we have formed.

### Respective responsibilities of directors and auditors

The responsibilities of the directors, who are also the charity trustees for the purposes of charity law, for preparing the Directors' Annual Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards are set out in the Statement of Directors' Responsibilities.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and United Kingdom Auditing Standards.

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you if, in our opinion, the Directors' Annual Report is not consistent with the financial statements, if the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and transactions with the charitable company is not disclosed.

We read other information contained in the Directors' Annual Report and consider whether it is consistent with the audited financial statements. We consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements. Our responsibilities do not extend to any other information.

#### Basis of opinion

We conducted our audit in accordance with United Kingdom Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the charitable company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance as to whether the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

#### **Unqualified Opinion**

In our opinion the financial statements give a true and fair view of the state of affairs of the charitable company as at 30 June 2003 and of its incoming resources and application of resources, including its income and expenditure, for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

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Horwath Clark Whitehill

Chartered Accountants and Registered Auditors

16 October 2003

25 New Street Square London EC4A 3LN

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### **Statement of Financial Activities**

for the year ended 30 June 2003

Incoming resources		Notes	Unrestricted funds £	Restricted funds £	Total 30 June 03 £	Total 30 June 02 £
Members' contributions   3,153,282   - 3,153,282   3,040	Incoming resources		_	-	-	
Sponsorship income   - 3,469,069   3,469,069   3,689   Fees, publication sales and sundry income   2,900,055   - 2,900,055   2,278   Public sector grants   - 8,747,432   8,747,432   5,511   Bank deposit interest receivable   50,859   11,554   62,413   54   54   54   54   54   54   54   5	From operational activities:	ŕ				
Fees, publication sales and sundry income 2,900,055	Members' contributions		3,153,282	-	3,153,282	3,040,216
Public sector grants Bank deposit interest receivable Bank deposit interest receivable Joint ventures' income 7a)  - 93,133 693,133 200 6,104,196 12,921,188 19,025,384 14,774 765, 943 765,943 973 Intangible income 3b)  13,000 1,840,000 1,853,000 1,864 13,000 2,605,943 2,618,943 2,837  Deduct: Joint ventures' income Total incoming resources 6,117,196 14,833,998 20,951,194 17,411  Resources expended 1c) Costs of generating funds Charitable expenditure 4 Infurtherance of the objects: Delivering campaigns and supporting regional activity Support services 565,200 1,145,955 1,711,155 1,556 Specific projects 1- 875,193 875,193 1,051 Intangible expenditure 3b) 13,000 1,840,000 1,853,000 1,864 Total charitable expenditure 5,521,443 13,883,646 19,405,089 15,730  Total resources expended 5,920,750 14,693,242 20,613,992 16,610  Net incoming resources 7a) 196,446 140,756 337,202 801  Net incoming resources 196,446 203,487 399,933 816  Balances brought forward 1 July 2002 1,063,784 2,177,855 3,241,639 2,425  Balances carried forward			-	3,469,069	3,469,069	3,689,162
Bank deposit interest receivable   50,859   11,554   62,413   54   20   20   6,104,196   12,921,188   19,025,384   14,774	sundry income		2,900,055	-	2,900,055	2,278,346
Donation   Total resources   Total resources   Total resources   Total charitable expenditure   Total resources   Total charitable expenditure   Total ch	Public sector grants		-	8,747,432	8,747,432	5,511,825
Donations   For specific projects   - 765,943   765,943   973   13,000   1,840,000   1,853,000   1,864   1,200   1,200,1145   1,200,1	Bank deposit interest receivable		50,859	11,554	62,413	54,666
Donations :   For specific projects	Joint ventures' income	7a)	_	693,133	693,133	200,721
Total incoming regional activity   Apoperation   Apopera			<u>6,104,196</u>	<u>12,921,188</u>	<u>19,025,384</u>	<u>14,774,936</u>
Intangible income   3b   13,000						
13,000   2,605,943   2,618,943   2,837			-	,	•	973,475
Deduct : Joint ventures' income	Intangible income	3b)				<u>1,864,000</u>
Total incoming resources			<u>13,000</u>	<u>2,605,943</u>	<u>2,618,943</u>	<u>2,837,475</u>
Total incoming resources	Daduat : Joint vanturas' income		_	(602 122)	(602 122)	_(200,721
Resources expended   1c   Costs of generating funds   399,307   809,596   1,208,903   879			6 117 106			
Costs of generating funds   399,307   809,596   1,208,903   879	Total Incoming resources		0,117,190	14,033,330	20,931,194	17,411,070
Support services   Support ser	Resources expended	1c)	······································			
Charitable expenditure       4         In furtherance of the objects:       Delivering campaigns and supporting regional activity       4,909,821       9,954,734       14,864,555       11,164         Support services       565,200       1,145,955       1,711,155       1,556         Management and administration       33,422       67,764       101,186       92         Specific projects       -       875,193       875,193       1,051         Intangible expenditure       3b)       13,000       1,840,000       1,853,000       1,864         Total charitable expenditure       5,521,443       13,883,646       19,405,089       15,730         Total resources expended       5,920,750       14,693,242       20,613,992       16,610         Net incoming resources       196,446       140,756       337,202       801         Net interest in the results of joint ventures       7a)       -       62,731       62,731       14         Net movements in funds       196,446       203,487       399,933       816         Balances brought forward       1,063,784       2,177,855       3,241,639       2,425         Balances carried forward       1,063,784       2,177,855       3,241,639       2,425	•	/	399.307	809,596	1.208.903	879,994
Support services   565,200   1,145,955   1,711,155   1,556	Charitable expenditure In furtherance of the objects: Delivering campaigns and	4				
Specific projects   - 875,193   875,193   1,051			•			11,164,956 1,556,958
Intangible expenditure   3b   13,000   1,840,000   1,853,000   1,864     Total charitable expenditure   5,521,443   13,883,646   19,405,089   15,730     Total resources expended   5,920,750   14,693,242   20,613,992   16,610     Net incoming resources   196,446   140,756   337,202   801     Net interest in the results of joint ventures   7a   - 62,731   62,731   14     Net movements in funds   196,446   203,487   399,933   816     Balances brought forward   1,063,784   2,177,855   3,241,639   2,425     Balances carried forward   1,063,784   2,177,855   3,241,639   2,425   4,425   4,425   4,425   4,425   4,425   4,425   4,425   4,425   4,425   4,425   4,425   4,425   4,425   4,425   4,425   4,425   4,425   4,425   4,425	Management and administration		33,422	67,764	101,186	92,269
Total charitable expenditure         5,521,443         13,883,646         19,405,089         15,730           Total resources expended         5,920,750         14,693,242         20,613,992         16,610           Net incoming resources         196,446         140,756         337,202         801           Net interest in the results of joint ventures         7a)         -         62,731         62,731         14           Net movements in funds         196,446         203,487         399,933         816           Balances brought forward         1,063,784         2,177,855         3,241,639         2,425           Balances carried forward         1,063,784         2,177,855         3,241,639         2,425	Specific projects		-	875,193	875,193	1,051,861
Total resources expended 5,920,750 14,693,242 20,613,992 16,610  Net incoming resources 196,446 140,756 337,202 801  Net interest in the results of joint ventures 7a) 62,731 62,731 14  Net movements in funds 196,446 203,487 399,933 816  Balances brought forward 1 July 2002 1,063,784 2,177,855 3,241,639 2,425	Intangible expenditure	3b)	13,000	1,840,000	<u>1,853,000</u>	_1,864,000
Net incoming         resources       196,446       140,756       337,202       801         Net interest in the results of joint ventures       7a)	Total charitable expenditure		<u>5,521,443</u>	13,883,646	19,405,089	15,730,044
resources       196,446       140,756       337,202       801         Net interest in the results of joint ventures       7a)       -       62,731       62,731       14         Net movements in funds       196,446       203,487       399,933       816         Balances brought forward       1,063,784       2,177,855       3,241,639       2,425         Balances carried forward	Total resources expended		5,920,750	14,693,242	20,613,992	16,610,038
Net interest in the results of joint ventures 7a) 62,731 62,731 14  Net movements in funds 196,446 203,487 399,933 816  Balances brought forward 1,063,784 2,177,855 3,241,639 2,425  Balances carried forward	Net incoming		<del></del>	<del></del>		
ventures 7a) — 62,731 62,731 14  Net movements in funds Balances brought forward 1 July 2002 1,063,784 2,177,855 3,241,639 2,425  Balances carried forward	resources		196,446	140,756	337,202	801,652
Net movements in funds         196,446         203,487         399,933         816           Balances brought forward         1,063,784         2,177,855         3,241,639         2,425           Balances carried forward         2,177,855         3,241,639         2,425	Net interest in the results of joint					
Balances brought forward 1 July 2002 1,063,784 2,177,855 3,241,639 2,425  Balances carried forward		7a)				14,663
1 July 2002 1,063,784 2,177,855 3,241,639 2,425  Balances carried forward			196,446	203,487	399,933	816,315
	•		1,063,784	2,177,855	3,241,639	2,425,324
30 June 2003 £1.260.230 £2.381.342 £3.641.572 £3.241	Balances carried forward					
TO THE STATE OF TH	30 June 2003		£1,260,230	£2,381,342	£3,641,572	£3,241,639

The notes on pages 15 to 27 form an integral part of these financial statements.

(a company limited by guarantee)

### **Balance Sheet**

as at 30 June 2003

			e 2003		ne 2002
Fixed assets	Notes	£	£	£	£
Tangible assets	6		159,890		226,862
Investments	7a)		96,162		220,862 _33,43]
mvesunems	ra)		256,052		260,293
Current assets					
Debtors and prepayments	7b), 8	3,650,159		3,237,892	
Cash at bank and in hand	9	1,856,719		1,744,711	
		5,506,878		4,982,603	
Current liabilities					
Creditors -					
amounts falling due within one year	10	2,119,999		1,986,054	
Net current assets			3,386,879		2,996,549
Total assets less current liabilities			3,642,931		3,256,842
Creditors – amounts falling due after one year	11		1,359		15,203
amounts family due after one year	11		1,559		19,200
Net assets			£3,641,572		£3,241,639
Represented by :					
Unrestricted income funds			1,260,230		1,063,784
Restricted income funds			2,381,342		2,177,855
Accumulated funds	12		£3,641,572		£3,241,639

Approved by the Board of Directors on 16 October 2003 and signed on its behalf

**David Varney** 

Directors

**Derek Wanless** 

The notes on pages 15 to 27 form an integral part of these financial statements.

## Business in the Community (a company limited by guarantee)

### **Cashflow Statement**

for the year ended 30 June 2003

	Year ended 30 June 2003		Year ended 30 June 2002	
	£	£	£	£
Net cash inflow from operating activities		66,271		734,525
Returns on investments and servicing of finance				
Interest received	62,413		54,666	
Interest element of finance lease rental payments	(1,521)	60,892	(2,162)	52,504
Net cash inflow / (outflow) from				
capital expenditure Payments to acquire tangible fixed assets	-		(95,549)	
Proceeds of the sale of fixed assets		-	28,030	(67,519)
Net cash inflow / (outflow) before financing activities		127,163		719,510
Financing activities Capital element of hire purchase contracts		(15,155)		(34,232)
Increase in cash and cash equivalents		£112,008		£685,278

### Analysis of cash less finance lease liabilities

	At 1 July 2002	Cash flows	Non-cash changes	At 30 June 2003
	£	£	£	£
Cash at bank and in hand	1,744,711	112,008	-	1,856,719
Finance leases	(30,358)	15,155	-	(15,203)
	£1,714,353	£127,163	-	£1,841,516

# Business in the Community (a company limited by guarantee)

### **Cashflow Statement (continued)**

for the year ended 30 June 2003

### Reconciliation of Net movement in funds to Net cash inflow from operating activities

	Year ended 30 June 2003 £	Year ended 30 June 2002 £
Net incoming resources :		
- Unrestricted funds	196,446	137,983
- Restricted funds	203,487	678,332
Net movement in funds	399,933	816,315
Less: interest received	(62,413)	(54,666)
Add: finance interest paid	1,521	2,162
Non cash share of net resources expended of Joint Ventures	(62,731)	(14,663)
Depreciation charges	66,972	85,268
Increase in debtors	(412,267)	(124,448)
Increase in creditors, (excluding obligations under hire purchase contracts)	135,256	24,557
Net cash inflow from operating activities	£66,271	£734,525

(a company limited by guarantee)

#### **Notes to the Financial Statements**

for the year ended 30 June 2003

### 1. Principal Accounting Policies

A summary of the more important accounting policies of the company is set out below.

#### a) Basis of preparation

The financial statements have been prepared under the historical cost convention in accordance with current statutory requirements (Charities Act 1993 and Companies Act 1985), the requirements of the company's Memorandum and Articles of Association, the requirements of Statement of Recommended Practice "Accounting and Reporting by Charities" (October 2000) and comply with all applicable accounting standards.

#### b) Income

Existing members' ordinary contributions are recognised in full on the date on which they fall due. Ordinary contributions from members who have joined in the year are recognised when there is adequate certainty of receipt.

Sponsorship income, fees, public sector grants, sundry income and bank deposit interest are recognised on a receivable basis. To the extent that such monies represent restricted funds that have not been spent at the balance sheet date, they are included as balances carried forward.

Unrestricted funds received in advance are carried forward as deferred income on the balance sheet (note 10).

Intangible income represents the company's estimate of the cost to donors of donated services and facilities and the cost of seconded staff.

### c) Expenditure

All expenditure is accounted for on an accruals basis.

Charitable expenditure is incurred in connection with the specific objects of the company and includes as support services the costs incurred in supporting those activities. Management and administration represents the costs of corporate management.

The costs of generating funds are incurred on promoting the company's mission and raising funds to support the company's activities.

The apportionment between charitable expenditure, including support services, management and administration and specific projects, and costs of generating funds, has been calculated by analysing staff time and by allocating all other costs by activity.

Input VAT is allocated to the costs on which it is incurred and recoveries of directly attributable tax credited against them. Residual input tax recovered is credited to support services in the Statement of Financial Activities and apportioned over expenditure in proportion to the underlying input tax incurred.

(a company limited by guarantee)

### Notes to the Financial Statements (continued)

for the year ended 30 June 2003

### Note 1 c) Expenditure (continued)

Expenditure includes, as intangible expenditure, the estimated cost of donated services and facilities and the cost of seconded staff.

### d) Tangible fixed assets

Tangible fixed assets are stated at their purchase price, together with any incidental costs of acquisition. Individual assets are capitalised only when their cost of acquisition amounts to £12,000 or more. Costs of moving the main London base to Shepherdess Walk, London have been capitalised as leasehold improvements or equipment, fixtures and fittings as appropriate.

Where fixed assets have been donated, they have been included in the financial statements at their replacement cost at the date of donation.

Provision for depreciation is made so as to write off the cost of tangible fixed assets on a straight line basis over the expected useful economic life of the assets concerned. The annual rates used for this purpose are:

Leasehold improvements

- over the remainder of the initial term of the lease

Equipment, fixtures and fittings

- 20% per annum.

Motor cars

- 25% per annum.

### e) Investment in associate companies

The company consolidates its 50% share of the net incoming resources and net assets of The London Accord, The London Alliance and Teach First, as set out in **note 7(a)**.

#### f) Leases

Payments under operating leases are charged to the Statement of Financial Activities as incurred.

Fixed assets leased under hire purchase contracts are capitalised and depreciated as in **note 1(d).** The finance charges are allocated over the primary period of the lease in proportion to the capital outstanding.

### g) Pension Contributions

The company contributes to private pension policies for employees and the pension cost charge that is shown in **note 5(b)** represents the contributions payable to these policies.

(a company limited by guarantee)

### Notes to the Financial Statements (continued)

for the year ended 30 June 2003

#### 2. Business Names

The names used by Business in the Community for its principal initiatives are:

#### Name

Opportunity Now Race for Opportunity	To promote and develop excellence through diversity
Cause Related Marketing	To promote partnerships between businesses and charities or causes for mutual benefit
Business in the Environment	To inspire companies towards environmentally sustainable development
Cares	}
comm. unity	}
CommunityMark	}
Business Action on Homelessness	To engage business actively in building
ProHelp	sustainable and inclusive communities
Rural Action	}
Seeing is Believing	}
The London Accord	}
The Per Cent Club	}

#### 3. Income and Expenditure

- a) The directors and auditors have agreed to provide their services on an honorary basis. Accordingly, no directors' emoluments, reimbursement of expenses or auditors' remuneration for audit services have been charged in these financial statements.
- b) The Statement of Financial Activities includes the cost of donated services and facilities amounting to £978,000 (2002 £919,000) and the cost of staff seconded from member companies and organisations, details of which are given in **note 5(a)**.
- c) The results are stated after charging -

u u	Year ended 30 June 2003 £	Year ended 30 June 2002 £
Operating lease rentals:		
Land and buildings	423,541	382,894
Hire of plant and machinery, including cars	92,459	77,535
Directors' indemnity insurance premiums	9,975	9,398
Auditors' remuneration - audit	-	-
- other services	6,069	25,727
Incidental costs in relation to the London office		
move	-	10,098

(a company limited by guarantee)

### Notes to the Financial Statements (continued)

for the year ended 30 June 2003

### 4. Analysis of Statement of Financial Activities

### a) Movement in deferred income on fees, publications and sundry income

	Year ended 30 June 2003 £	Year ended 30 June 2002 £
Deferred income at 1 July 2002	(338,885)	(190,791)
Deferred income at 30 June 2003	266,793	338,885
Net increase(decrease) in deferred income during the year	£(72,092)	£ <u>148,094</u>

### b) Analysis of total resources expended (per page 11)

	Staff Costs £	Other Costs £	Total Year ended 30 June 2003 £	Total Year ended 30 June 2002 £
Costs of generating funds	<u>677,329</u>	<u>531,574</u>	<u>1,208,903</u>	<u>879,994</u>
Charitable expenditure:				
Delivering campaigns and				
supporting regional activity	8,461,940	6,402,615	14,864,555	11,164,956
Support services	694,792	1,016,363	1,711,155	1,556,958
Management and administration	79,415	21,771	101,186	92,269
Specific projects	-	875,193	875,193	1,051,861
Intangible expenditure	<u>875,000</u>	978,000	<u>1,853,000</u>	<u>1,864,000</u>
Total charitable expenditure	10,111,147	<u>9,293,942</u>	<u>19,405,089</u>	<u>15,730,044</u>
	E <u>10,788,476</u>	£ <u>9,825,516</u>	£ <u>20,613,992</u>	£ <u>16,610,038</u>

The 'other costs' of generating funds and support services comprise:

Generating funds:

The cost of corporate publications and all website expenditure

Support services: London based central costs covering hardware and software

maintenance and replacement, training costs, rent and office costs

### c) Analysis of resources expended - by activities :

	Year ended 30 June 2003	Year ended 30 June 2002
	£	£
National campaign operations	4,720,115	3,862,127
Regional operations	10,446,870	7,758,140
Promoting corporate social responsibility	2,718,814	2,073,910
Total expenditure on general activities	17,885,799	13,694,177
Expenditure for specific projects on behalf of donors	875,193	1,051,861
Intangible expenditure	_1,853,000	1,864,000
	£ <u>20,613,992</u>	£ <u>16,610,038</u>

### d) Accounting for separate funds

All funds are accounted for separately within the company's management accounts, none of which is sufficiently material to require separate disclosure.

(a company limited by guarantee)

### Notes to the Financial Statements (continued)

for the year ended 30 June 2003

### **5. Employee Information**, excluding joint ventures (note 7a)

### a) Staff numbers

At 30 June 2003, the company employed (excluding Directors) 382 salaried persons (2002 - 300). These staff were employed in the following activities:

	30 June 2003	30 June 2002
National campaigns	71	54
Regional operations	260	204
Central support services	23	21
Corporate communications, strategy and management	<u>28</u>	<u>21</u>
	<u>382</u>	<u>300</u>

Since a number of the company's employees worked part-time, the company had, on average throughout the year, the equivalent of 346 full time salaried staff (2002 - 272). In addition, the company enjoyed, on average throughout the year, the services of the equivalent of 23 full-time executives seconded by member companies, public sector and other organisations (2002 - 25). The cost of these secondees is included in the financial statements as if they had been employed directly by the company at an additional annual cost of approximately £875,000 (2002 - £945,000).

b)	Analysis of cost of salaries	Year ended 30 June 2003	Year ended 30 June 2002
		£	£
	Total gross wages and salaries	8,786,704	6,627,228
	Employer's national insurance contributions	862,710	623,300
	Pension contributions	<u>264,062</u>	<u>221,182</u>
		£9,913,476	£7,471,710

In addition to the contributions to pension schemes, the company also provides life cover for employees of four times annual salary, at a cost of £30,520 (2002 - £31,390).

### c) Number of employees who earned £50,000 or more

in income bands (including benefits – with the exception of employer's pension contributions)

	Year ended 30 June 2003	Year ended 30 June 2002
£100,000 - £109,999	1	1
£90,000 - £99,999	-	-
£80,000 - £89,999	1	-
£70,000 - £79,999	4	2
£60,000 - £69,999	2	3
£50,000 - £59,999	15	13

(a company limited by guarantee)

### Notes to the Financial Statements (continued)

for the year ended 30 June 2003

### 6. Tangible Assets

	Leasehold Improvements	Equipment, Fixtures and Fittings	Motor Cars	Total
	£	£	£	£
Cost				
At 1 July 2002	128,595	531,402	71,790	731,787
Additions	••	-	-	-
Disposals	-	-	-	-
At 30 June 2003	128,595	531,402	71,790	731,787
		<u></u>		
Depreciation				
At 1 July 2002	30,043	450,063	24,819	504,925
Charge for the year	28,158	25,483	13,331	66,972
Disposals	-	-	-	_
At 30 June 2003	58,201	475,546	38,150	571,897
			<del></del>	<del></del>
Net book values				
At 30 June 2003	£ <u>70,394</u>	£ <u>55,856</u>	£ <u>33,640</u>	£ <u>159,890</u>
At 30 June 2002	£ <u>98,552</u>	£ <u>81,339</u>	£ <u>46,971</u>	£ <u>226,862</u>

Included in the above total are assets held under hire purchase contracts with a net book value of £33,640 (2002 - £46,971). Depreciation charged on these assets in the year amounted to £13,331 (2002 - £15,167).

(a company limited by guarantee)

### Notes to the Financial Statements (continued)

for the year ended 30 June 2003

#### 7. Investments

### a) Associate companies

The company has a 50% interest in three joint ventures with London First, all of which are companies limited by guarantee. These are The London Accord, which is a registered charity, The London Alliance and Teach First, a charity incorporated on 5 July 2002. The objects of these companies are to advance education and the education of those in greatest educational need, to relieve poverty, to further other charitable purposes and to promote the practical interest and involvement of organisations in the creation of opportunities for employment in areas of Greater London and its associated employment catchment areas.

All three companies have determined 31 March as being their year-end dates. Business in the Community has undertaken to contribute £1 to the assets of each company if they should be wound-up. The London Alliance was due no income, nor had it incurred any expenditure, on its own account by 30 June 2003.

#### The London Accord:

Business in the Community's 50% share of the incoming resources and resources expended of The London Accord for the year ended 30 June 2003, and the net assets at that date, based on the audited accounts for the year ended 31 March 2003 and the unaudited accounts for the period 1 April 2003 to 30 June 2003, are set out below.

	Total	Total
	Restricted Funds	Restricted Funds
	Year ended	Year ended
In a surface was a sure as	30 June 03	30 June 02
Incoming resources	£	£
From operational activities:		20.100
Sponsorship income	-	20,100
Public sector grants	74,933	161,871
Advisory income	2,471	1,250
Bank interest received	104	
	<u>77,508</u>	183,221
Donations:		
Intangible income	<u>17,500</u>	<u>17,500</u>
Total incoming resources	95,008	200,721
Resources expended	····	
Charitable expenditure		
In furtherance of the objects:		
Delivering regional activity	86,497	164,121
Management and administration	4,552	4,437
Intangible expenditure	17,500	17,500
Total resources expended	108,549	186,058
Net (outgoing) incoming resources	$(\overline{13,541})$	<del>14,663</del>
Balances brought forward 1 July 2002	33,431	18,768
Balances carried forward 30 June 2003	£19,890	£33,431

(a company limited by guarantee)

### Notes to the Financial Statements (continued)

for the year ended 30 June 2003

### Note 7 a) The London Accord (continued)

### **Balance Sheet**

as at 30 June 2003

	30 June 2003	30 June 2002
	££	£
Current assets Debtors and prepayments Cash at bank and in hand	2,925 58,986	26,969 29,648
	61,911	56,617
Current liabilities Creditors -		
amounts falling due within one year	42,021	23,186
Net current assets	19,890	33,431
Net assets	£19,890	£33,431
	<del> </del>	=
Represented by :		
Restricted income funds	19,890	33,431
Accumulated funds	£19,890	£33,431
	<del></del>	-

(a company limited by guarantee)

### Notes to the Financial Statements (continued)

for the year ended 30 June 2003

### Note 7 a) Associate companies (continued)

#### Teach First:

Business in the Community's 50% share of the incoming resources and resources expended of Teach First for the period ended 30 June 2003, and the net assets at that date, based on the audited accounts for the period ended 31 March 2003 and the unaudited accounts for the period 1 April 2003 to 30 June 2003, are set out below.

	Total Restricted Funds Period ended 30 June 03
Incoming resources	£
From operational activities:	
Government grants	306,148
Corporate contributions, other grants and	
donations	266,702
Recruitment fees	25,275
	598,125
Donations:	
Intangible income	-
Total incoming resources	598,125
Resources expended	<del></del>
Charitable expenditure	
In furtherance of the objects:	
Delivering regional activity	495,761
Management and administration	26,092
Intangible expenditure	-
Total resources expended	521,853
Net incoming resources	76,272
Balances brought forward	-
Balances carried forward 30 June 2003	£76,272

(a company limited by guarantee)

### Notes to the Financial Statements (continued)

for the year ended 30 June 2003

### Note 7 a) Teach First (continued)

#### **Balance Sheet**

as at 30 June 2003

	30 June 2003	
Fixed assets	£	£
Tangible assets		23,415
Current assets		
Debtors and prepayments	58,225	
Cash at bank and in hand	<u>48,923</u>	
	<u>107,148</u>	
Current liabilities		
Creditors -		
amounts falling due within one year	<u>54,291</u>	
Net current assets		52,857
Net assets		£76,272
Represented by: Restricted income funds		76,272
Accumulated funds		£76,272

Note 7a) Totals for joint ventures:		30 June 2003 ₤	30 June 2002 £
Income	<ul> <li>The London Accord Teach First</li> </ul>	95,008 598,125	200,721
		693,133	200,721
Results	- The London Accord	(13,541)	14,663
	Teach First	76,272 62,731	14,663
Net investn	nent - The London Accord	19,890	33,431
	Teach First	<u>76,272</u>	
		<u>96,162</u>	<u>33,431</u>

### b) Subsidiary company - Action Resource Centre Limited

The company has a wholly-owned subsidiary, Action Resource Centre Limited, a company incorporated in England and Wales, which did not trade during the year and is insignificant to the company's position at 30 June 2003. Its cost to the company of £3 (2002 - £3) is included in debtors.

(a company limited by guarantee)

### Notes to the Financial Statements (continued)

for the year ended 30 June 2003

Joseph Line Fragantine	30 June 2003 £	30 June 2002 £
Trade debtors	2,600,977	2,590,103
Other debtors	94,005	67,159
Accrued income	731,735	362,804
Prepayments	223,442	217,826
	£3,650,159	£3,237,892

### 9. Cash at Bank and in Hand

	30 June 2003	30 June 2002
	£	£
Current accounts	17,186	41,642
Interest-bearing accounts	1,839,533	1,703,069
	£1,856,719	£1,744,711

### 10. Creditors: Amounts Falling Due Within One Year

	30 June 2003 £	30 June 2002 £
Trade creditors	171,141	337,675
Other creditors	324,054	253,306
Obligations under hire purchase contracts	13,844	15,155
Taxation and social security costs	447,170	429,960
Membership contributions in advance	147,250	22,380
Deferred income	266,793	338,885
Accrued expenditure	749,747	588,693
	£2,119,999	£1,986,054

### 11. Creditors: Amounts Falling Due After More Than One Year

	30 June 2003 £	30 June 2002 £
Obligations under hire purchase contracts:		
Year ending 30 June 2005	1,496	15,230
Year ending 30 June 2006		<u>1,496</u>
	1,496	16,726
Interest included in above	(137)	(1,523)
	£1,359	£15,203
		<u></u>

(a company limited by guarantee)

### Notes to the Financial Statements (continued)

for the year ended 30 June 2003

### 12. Analysis of Net Assets between Funds

	Unrestricted funds	Restricted funds	Total funds 30 June 2003
	£	£	£
Tangible fixed assets	159,890	-	159,890
Investment	-	96,162	96,162
Creditors – amounts falling due after one year	(1,359)	-	(1,359)
	158,531	96,162	254,693
Net current assets	1,101,699	2,285,180	3,386,879
Total net assets	£1,260,230	£2,381,342	£3,641,572
		=	

Unrestricted funds comprise income funds that represent the company's reserves and the fixed assets acquired with such funds.

Restricted funds comprise income funds obtained to undertake the company's activities, where such funds have been given for specific purposes. The balances carried forward at the end of the year represent the net assets of the company's share in its joint ventures and the net current assets that comprise the individual balances of the funds received for specific purposes in advance of the related expenditure being incurred.

Transfers between the funds occur through the allocation of corporate support costs to activities financed by restricted funds.

#### 13. Lease Commitments

The company has financial commitments in respect of operating leases for land and buildings which may terminate after five years from the Balance Sheet date, and for plant and machinery which will terminate between two and five years from the Balance Sheet date.

The total amount payable under these leases in the year ending 30 June 2004 for land and buildings is £455,151 (2003 - £412,674) and for plant and machinery is £84,921 (2003 - £77,715).

### 14. Capital Commitments

No material capital commitments were contracted for at 30 June 2003 (2002 - £nil).

#### 15. Taxation

The company is a registered charity under the Charities Act 1993 and as such is exempt from direct tax on its income and gains to the extent that such income and gains are applied for charitable purposes.

(a company limited by guarantee)

### Notes to the Financial Statements (continued)

for the year ended 30 June 2003

### 16. Acknowledgements

The Incoming Resources of the Restricted Funds shown in the Statement of Financial Activities on **page 11** include the following for the period 1 July 2002 to 30 June 2003:

Provider	Project	Amount £
Birmingham City Council - Housing	Ready for Work co-ordinator – outcome : 25 people	
Department	onto Ready for Work placements	15,000
Bridge House Estates Trust Fund	Community Partnership	20,000
Community Fund	Liverpool Cares	51,631
Community Fund	North West ProHelp	47,514
Department for Employment & Skills	Education campaign	75,250
Department of Trade & Industry	Business Brokers programme	180,177
Department of Trade & Industry	CommunityMark	91,500
Department of Trade & Industry	Partners in Leadership with Community Enterprises	88,750
European Regional Development Fund	Preston Business & Community Partnership	55,314
European Social Fund	Education, training and employment	80,151
European Social Fund	Merseyside ProHelp	10,500
Home Office (ACU)	National Cares website development	253,000
Home Office (ACU)	Brighton 'Get Active' project	155,250
Home Office (ACU)	ProHelp	51,603
Home Office (ACU)	Corporate Community Investment	45,000
Home Office (ACU)	National Cares	45,000
Landfill Tax Credit Scheme	Environmental management and education	361,035
Leeds City Council	Leeds Cares	29,280
Lloyds TSB Foundation	Support for ProHelp in Cumbria and Bristol	14,000
New Opportunities Fund	Transforming waste programme in Northern Ireland	26,934
New Opportunities Fund	Learning Link programme in Wales	13,888
Welsh Assembly Government	Active Communities Fund	137,500
Welsh Assembly Government	Communities First project	117,325
Welsh Assembly Government	Voluntary Intermediate Services	37,543
Welsh Assembly Government	Community regeneration conference	11,000
Welsh Development Agency (through		
Welsh Assembly Government)	Rural recovery programme	13,183
Yorkshire Forward	Regional regeneration	2,465,000
Yorkshire Forward	Professional skills in market towns	49,627

#### 17. Related Party Transactions

Transactions between the company and related parties, together with their relationships with the company, are set out below. The transactions with companies whose directors are Board members fall outside the disclosure requirements as they do not comprise related party transactions within the definition of the charities SORP. All such transactions have been carried out in the normal course of the company's activities.

Organisation		Related Party	Relationship		Description	30 June 2003 £	30 June 2002 £
	)	Mr Alun		)	Advisory		
KPMG LLP	)	Bowen Mr Mike	Director	)	fees paid to		
	)	Rake	Director	)	KPMG LLP	23,666	12,068

# Business in the Community (a company limited by guarantee)

## **Summary of Management Accounts** for the year ended 30 June 2003

	Year ended	Year ended
	30 June 2003	30 June 2002
Income Notes	£	£
Members' contributions	3,153,282	3,040,216
Sponsorship income	3,430,691	3,463,231
Fees, publications and sundry income	2,900,055	2,278,346
Public sector grants	8,535,804	4,995,701
Bank deposit interest receivable	62,413	54,666
Income applied to general activities	18,082,245	13,832,160
Additional incoming resources in SoFA, per	, , -	, - ,
Appendix 2	2,868,949	3,579,530
Total incoming resources per SoFA	20,951,194	17,411,690
•	<del></del>	<del></del>
Expenditure		
Salaries 5	9,913,476	7,471,710
Fees	1,996,460	1,404,404
Temporary staff, recruitment and staff training	727,381	685,129
Travelling, subsistence and entertaining	831,920	659,181
Seminars and conferences	1,011,429	782,926
Publications, promotion and website development	1,107,406	776,212
Printing, postage and stationery	366,476	361,387
Depreciation 6	66,972	85,268
Rent and rates	464,204	423,531
Telephone	263,563	265,237
Other premises costs	169,611	135,355
Other administrative expenses	905,232	591,642
Costs incurred in relation to London office move	-	10,098
Sundry expenses	<u>61,669</u>	<u>42,097</u>
Expenditure on general activities	17,885,799	13,694,177
Additional resources expended in SoFA, per		
Appendix 2	2,728,193	<u>2,915,861</u>
Total resources expended	20,613,992	16,610,038
Surplus for the year on general activities, being the net increase in unrestricted funds	196,446	137,983
Net incoming resources on restricted funds  Net interest in the results for the year of joint	140,756	663,669
ventures 7a)	62,731	14,663
Net increase in total funds	£399,933	£816,315
+ I WY STATE WINDS AND A WARRIED	·- <u></u>	<u> </u>

## Business in the Community (a company limited by guarantee)

## Reconciliation of Management Accounts (Appendix 1) with incoming resources per Statement of Financial Activities (page 11) for the year ended 30 June 2003

	<del></del>	<del></del>
	Year ended 30 June 2003 £	Year ended 30 June 2002 £
Income applied to general activities per management		
accounts	18,082,245	13,832,160
Income received for specific projects on behalf of donees	765,943	973,475
Intangible income 3b)	1,853,000	1,864,000
Net increase(decrease) in unspent income Sponsorship income	38,378	225,931
Public sector grants	211,628	516,124
Additional income included in SoFA	2,868,949	3,579,530
Total incoming resources per SoFA	20,951,194	<u>17,411,690</u>
Expenditure on general activities per management		
accounts	17,885,799	13,694,177
Expenditure for specific projects on behalf of donors	875,193	1,051,861
Intangible expenditure 3b)	<u> 1,853,000</u>	<u>1,864,000</u>
Additional expenditure included in SoFA	2,728,193	_2,915,861
Total resources expended per SoFA	20,613,992	16,610,038
Surplus for the year on general activities, being the net increase in unrestricted funds	196,446	137,983
Net incoming resources on restricted funds	140,756	663,669
Net interest in the results of joint ventures 7a)	62,731	<u> 14,663</u>
Net increase in total funds	£ <u>399,933</u>	£ <u>816,315</u>
Sponsorship income	Year ended 30 June 2003 £	Year ended 30 June 2002 £
Sponsorship income per management accounts	3,430,691	3,463,231
Deduct : unspent income at 1 July 2002	(952,953)	(727,022)
Add: unspent income at 30 June 2003	991,331	952,953
Net increase in unspent income during the year	38,378	225,931
Sponsorship income per SoFA	£3,469,069	£3,689,162
Public Sector grants		
Public Sector grants per management accounts	8,535,804	4,995,701
Deduct: unspent income at 1 July 2002	(1,046,024)	(529,900)
Add: unspent income at 30 June 2003	<u>1,257,652</u>	1,046,024
Net increase in unspent income during the year	211,628 fr 747,422	516,124 £5 511 925
Public Sector grants per SoFA	£ <u>8,747,432</u>	£ <u>5,511,825</u>