**DIRECTORS' REPORT AND FINANCIAL STATEMENTS** 

FOR THE YEAR ENDED 31 DECEMBER 2006

FRIDAY

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#### **COMPANY INFORMATION**

**Directors** 

Michael Burdett - Chairman

Owen Thomas - Chief Executive

Jennifer Bradley Philip Burkill

Christopher Graham

Simon Hearn Russell Lord Sian Roberts

Jonathan Wadsworth

Secretary

Jennifer Bradley

Company number

2263092

Registered office

The Election Centre

33 Clarendon Road

London N8 ONW

**Auditors** 

Citroen Wells

Devonshire House

1 Devonshire Street

London W1W 5DR

**Bankers** 

Coutts & Co

440 The Strand

London WC2R OQS

Bank of Scotland

1st Floor, West End Business Centre

St James Gate

14 - 16 Cockspur Street

London SW1Y 5BL

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#### DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2006

The directors present their report together with the financial statements of the company and the group for the year ended 31 December 2006

#### Principal activities and review of the business

The principal activities of the Company during the year were the provision of ballot, election administration and market research services. During the year the company formed a wholly owed subsidiary, Membership Engagement Services Limited, which provides consultancy services related to membership engagement.

The group has traded profitably during the year. The financial position of the company and the group at the year end were considered satisfactory by the directors who expect continued growth in the foreseeable future.

The group's key financial performance indicators were that of turnover, gross margin and retained profit, which communicate the financial performance of the group as a whole

The key financial performance indicators for the last three years are as follows:-

	2006* £	2005 £	2004 £
Turnover	14,171,577	16,296,006	14,814,237
Gross profit	7,554,693	7,514,411	7,100,134
Net profit after taxation	1,935,067	2,045,189	1,877,233

Turnover decreased by 13 04% over the year and overall profit decreased by 5 4%

#### Financial risk management

The company has always funded its operations from its own generated cash resources

Trade debtors are managed by credit and cash flow risk policies concerning the amount of credit offered to customers and the regular monitoring of amounts outstanding, both for time and credit limits

Trade creditors liquidity risk is managed by ensuring that sufficient funds are available to meet amounts due

#### Results and dividends

The group's results for the year are set out on page 6

A final dividend based on the results for the year ended 31 December 2005 was paid during the year amounting to £922,594. The directors recommend that the company pay a dividend of £833,034 based on the results for the year ended 31 December 2006 and, subject to this dividend being approved at the forthcoming Annual General Meeting, this will be included in next year's accounts

#### Market value of land and buildings

In the opinion of the directors the market value of land and buildings exceeds the current net book value

<sup>\*</sup>The figures for 2006 are consolidated amounts

### DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2006 – (CONTINUED)

#### **Directors**

The following directors have held office since 1 January 2006

Michael Burdett - Chairman

(Appointed 1 March 2006)

Owen Thomas - Chief Executive

(Resigned 30 June 2006)

David Martin-Jenkins

Jennifer Bradley Philip Burkill

Christopher Graham

Simon Hearn

Russell Lord

Sian Roberts

Michael Stone

(Resigned 15 September 2006)

Jonathan Wadsworth

#### **Directors' interests**

None of the directors had any interest in the shares of the company, or any other company in the group, during the year

Charitable donations	2006 £	2005 £
During the year the company made the following payments Charitable donations for educational research	269,000	200,000

#### **Auditors**

In accordance with section 385 of the Companies Act 1985, a resolution proposing that Citroen Wells be reappointed as auditors of the company will be put to the Annual General Meeting

#### Directors' responsibilities

The directors are responsible for preparing the financial statements in accordance with applicable law and regulations

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). The financial statements are required by law to give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing those financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgement and estimates that are reasonable and prudent,
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

The directors are responsible for keeping proper accounting records that 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 and other irregularities.

### DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2006 – (CONTINUED)

#### Statement of disclosure to auditors

- (a) so far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware, and
- (b) they have taken all the steps that they ought to have taken as directors in order to make themselves aware of any relevant audit information and to establish that the company's auditors are aware of that information

By order of the board

Jennifer Bradley

Secretary

4th April 200

### INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF ELECTORAL REFORM SERVICES LIMITED

We have audited the group and parent company financial statements of Electoral Reform Services Limited for the year ended 31 December 2006 set out on pages 6 to 21 These financial statements have been prepared under 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 auditors' 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, or for the opinions we have formed

#### Respective responsibilities of the directors and auditors

The directors' responsibilities for preparing the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) 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 International Standards on Auditing (UK and Ireland)

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 whether in our opinion the information given in the directors' report is consistent with the financial statements.

In addition we report to you if, in our opinion, 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 other transactions is not disclosed

We read the directors' report and consider the implications for our report if we become aware of any apparent misstatements within it

#### Basis of audit opinion

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) 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 company's circumstances, consistently applied and adequately disclosed

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that 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.

## INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF ELECTORAL REFORM SERVICES LIMITED - (CONTINUED)

### **Opinion**

In our opinion

the financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the group's and the company's affairs as at 31 December 2006 and the group's profit for the year then ended

the financial statements have been properly prepared in accordance with the Companies Act 1985, and

- the information given in the directors' report is consistent with the financial statements

Citroen Wells

Chartered Accountants Registered Auditor Devonshire House

Lett April 2007

1 Devonshire Street London W1W 5DR

## CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2006

		2006	2005 as restated
	Note	£	£
Turnover	2	14,171,577	16,296,006
Cost of sales		(6,616,884)	(8,781,595)
Gross profit		7,554,693	7,514,411
Administrative expenses Other operating income		(5,087,584) 11,807	(4,877,321) 48,565
Operating profit	3	2,478,916	2,685,655
Other interest receivable and similar income Interest payable and similar charges	4 5	274,018 (3,381)	237,608 (4,003)
Profit on ordinary activities before taxation		2,749,553	2,919,260
Tax on profit on ordinary activities	6	(814,486)	(874,071)
Profit for the year	15	1,935,067	2,045,189

The profit and loss account has been prepared on the basis that all operations are continuing operations

## CONSOLIDATED STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES FOR THE YEAR ENDED 31 DECEMBER 2006

	2006		2005 as restated
	Note	£	£
Profit for the financial year		1,935,067	2,045,189
Prior year adjustment – FRS 21 Proposed dividends	1	922,594	
Total gains and losses recognised since last financial year		2,857,661	2,045,189

## CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 2006

	Notes	200	06		005 estated
		£	£	£	£
Fixed assets Tangible assets	8		1,806,094		1,645,857
· ·					
Current assets					
Stock	10	27,093		30,313	
Debtors	11	2,257,771		2,400,830	
Cash at bank and in hand		6,363,211		5,986,410	
		8,648,075		8,417,553	
Creditors: amounts falling due					
within one year	12	(2,152,934)		(2,774,648)	
Net current assets			6,495,141		5,642,905
Total assets less current liabilities			8,301,235		7,288,762
Capital and reserves					
Called up share capital	14		9		9
Profit and loss account	15		8,301,226		7,288,753
Shareholders' funds – equity interests	16		8,301,235		7,288,762

The financial statements were approved by the Board on 4th April 2007

Michael Burdett

Director

Jennifer Bradley Director Owen Thomas Director

### **ELECTORAL REFORM SERVICES LIMITED**

### **BALANCE SHEET OF HOLDING COMPANY** AS AT 31 DECEMBER 2006

	Notes	;	2006		2005 estated
		£	£	£	£
Fixed assets Tangible assets	8		1,806,094		1,645,857
Investments	9		1,600,094		1,645,657
			1 906 102		4 CAE DC2
Current assets			1,806,102		1,645,863
Stock	10	27,093		30,313	
Debtors	11	2,266,901		2,400,830	
Cash at bank and in hand		6,363,211		5,986,410	
		8,657,205		8,417,553	
Creditors: amounts falling due within one year	12	(2,152,579)		(2,774,648)	
Net current assets			6,504,626		5,642,905
Total assets less current liabilities			8,310,728		7,288,768
Total assets loss carroix lashities					
Capital and reserves					
Called up share capital	14		9		9
Profit and loss account	15		8,310,719		7,288,759
Shareholders' funds – equity interests	16		8,310,728		7,288,768

The financial statements were approved by the Board on 4+1 April 2007

Michael Burdett
Director

Jennifer Bradley

Director

Owen Thomas Director

## CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2006

	Notes		006	as i	2005 restated
		£	£	£	£
Net cash inflow from operating activities	1		2,360,272		2,754,675
Returns on investments and servicing of finance		040.000		040.070	
Interest received Interest paid		218,868 (3,381)		218,970 (4,003)	
increst paid				(1,000)	
	_				
Net cash inflow for returns on investment and servicing of finance	5		215,487		214,967
Taxation			(934,071)		(727,720)
Capital expenditure Payments to acquire tangible assets Receipts from sales of tangible assets		(348,093) 5,800		(186,054) 22,500	
Net cash outflow for capital expenditure			(342,293)		(163,554)
Equity dividends paid			(922,594)		(846,116)
Net cash inflow before management of liq resources and financing	uid		376,801		1,232,252
Management of liquid resources Bank deposits	3		(702,694)		(1,513,000)
Decrease in cash in the year (excluding badeposits)	ank		(325,893)		(280,748)

## NOTES TO THE CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2006

1	Reconciliation of operating properating activities	fit to net cash inflov	v from	2006 £	2005 £
	Operating profit Depreciation of tangible assets (Profit)/loss on disposal of tangible Decrease/(increase) in stocks Decrease/(increase) in debtors (Decrease)/increase in creditors w			2,478,916 185,418 (3,362) 3,220 198,209 (502,129)	2,685,655 185,264 269 (16,820) (469,074) 369,381
	Net cash inflow from operating	activities		2,360,272	2,754,675
2.	Analysis of net assets	1 January 2006 £	Cash flow £	Other non- 3 cash changes	1December 2006 £
	Net cash Cash at bank and in hand	1,273,410	(325,893)	-	947,517
	Liquid resources Bank deposits	4,713,000	702,694	-	5,415,694
	Net funds	5,986,410	376,801		6,363,211
3.	Management of Liquid Resource		osit accounts	er denneit accounts	e regulina

Liquid Resources comprise either fixed term bank deposit accounts or deposit accounts requiring notice in order to withdraw funds.

4	Reconciliation of net cash flow to movement in net funds	2006 £	2005 £
	Decrease in cash in the year	(325,893)	(280,748)
	Cash outflow from increase in liquid resources	702,694	1,513,000
	Movement of net funds in the year	376,801	1,232,252
	Opening net funds	5,986,410	4,754,158
		<del></del>	
	Closing net funds	6,363,211	5,986,410

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2006

#### 1. Accounting policies

#### 1.1 Accounting convention

The financial statements are prepared under the historical cost convention

#### 1.2 Changes in accounting policies

The accounting policy for dividends has been changed following the introduction of Financial Reporting Standard 21 'Events After The Balance Sheet Date' This FRS provides that final dividends should only be recognised in the period in which they are approved at the Annual General Meeting Interim dividends continue to be recognised in the period in which they are paid

This change in accounting policy has led to a reduction in Creditors amounts falling due within one year and an increase in net assets of £922,594 as at 31 December 2005. The profit for the year ended 31 December 2005 has not been affected.

#### 13 Compliance with accounting standards

The financial statements are prepared in accordance with applicable United Kingdom Accounting Standards (United Kingdom General Accepted Accounting Practice), which have been applied consistently

#### 14 Turnover and revenue recognition

Turnover represents amounts due under contracts for goods and services and is recognised as earned when, and to the extent that, the company and the group obtain the right to consideration in exchange for their performance under these contracts. It is derived entirely from the company's and the group's principal activities and is stated exclusive of VAT.

Revenue is recognised as contract activity progresses so that for incomplete contracts it reflects the partial performance of the contractual obligations. For such contracts the amount of revenue reflects the accrual of the right to consideration by reference to the value of work performed. Turnover not billed to customers is included in debtors and amounts received on account in excess of the relevant amount of revenue are included in creditors.

#### 1.5 Tangible fixed assets and depreciation

Tangible fixed assets other than freehold land and buildings are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows -

10% on cost

Freehold property
Property improvements

Plant and equipment 10% to 33 33% on cost

Computer equipment 33 33% on cost Fixtures and fittings 10% on cost

No depreciation is provided on the company's freehold building. Given the length of life of the building and because it is maintained to a high standard, it is the opinion of the directors that the residual value would be sufficiently high to make any depreciation charge immaterial

#### 16 Leasing

Rentals payable under operating leases are charged against income on a straight line basis over the lease term

#### 17 Investments

Fixed asset investments are stated at cost less provision for diminution in value

#### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2006 – (CONTINUED)

#### 1. Accounting policies - (continued)

#### 18 Stock

Stock is valued at the lower of cost and net realisable value

#### 1.9 Pensions

The company operates a defined contributions scheme for the benefit of one employee Contributions payable are charged to the profit and loss account in the year they are payable

#### 1.10 Deferred taxation

Deferred tax is provided in full in respect of taxation deferred by timing differences between the treatment of certain items for taxation and accounting purposes. The deferred tax balance has not been discounted.

### 1.11 Group accounts

The consolidated profit and loss account and balance sheet include the financial statements of the company and its subsidiary undertakings made up to 31 December 2006. The results of subsidiaries sold or acquired are included in the profit and loss account up to, or from the date control passes. Intra-group sales and profits are eliminated fully on consolidation.

The company has taken advantage of section 230 of the Companies Act 1985 not to publish its own profit and loss account

#### 2. Turnover

	Geographical market	2006 £	2005 £
	United Kingdom	14,171,577	16,296,006
	Class of business		
	Electoral and research services  Membership engagement services	14,136,793 34,784	16,296,006
		14,171,577	16,396,006
3	Operating profit	2006 £	2005 £
	Operating profit is stated after charging - Depreciation of tangible assets Loss on disposal of tangible assets Operating lease rentals - Plant and machinery Auditors' remuneration	185,418 - 4,947 8,700	185,264 269 8,722 7,700
	and after crediting Profit on disposal of tangible assets	3,362	-

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2006 - (CONTINUED)

4.	Investment income	2006 £	2005 £
	Bank interest	274,018	237,608
5	Interest payable	2006 £	2005 £
	Other interest	3,381	4,003
6.	Taxation	2006 £	2005 £
	Domestic current year tax U K corporation tax	814,486	874,071
	Current tax charge	814,486	874,071
	Factors affecting the tax charge for the year Profit on ordinary activities before taxation	2,749,553	2,919,260
	Profit on ordinary activities before taxation multiplied by standard rate of UK corporation tax of 30 00% (2005 – 30 00%)	824,866	875,778
	Effect of Non tax deductible expenses Depreciation Capital allowances Chargeable disposals	1,357 55,625 (67,362)	2,433 55,579 (59,800) 81
		(10,380)	(1,707)
	Current tax charge	814,486	874,071

8.

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2006 – (CONTINUED)

7.	Dividends	2006 £	2005 £
	Final dividend paid on 'A' ordinary shares based on the results for the year ended 31 December 2005 (see note 1 2)	922,594	-

#### Tangible fixed assets **Group and Company** Freehold Property Plant and property improvements equipment Total £ £ £ £ Cost 2,164,770 At 1 January 2006 1,291,628 250,505 3,706,903 Additions 91,293 256,800 348,093 Disposals (231,126)(231,126)At 31 December 2006 1,382,921 250,505 2,190,444 3,823,870 Depreciation At 1 January 2006 228,230 1,832,816 2,061,046 Disposals (228,688)(228,688)185,418 Charge for the year 7,752 177,666 At 31 December 2006 235,982 1,781,794 2,017,776 Net book value At 31 December 2006 1,382,921 14,523 408,650 1,806,094 At 31 December 2005 1,291,628 22,275 331,954 1,645,857

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2006 – (CONTINUED)

9	Fixed asset investments	Company
		Shares in subsidiary undertakings £
	Cost	
	At 1 January 2006	6
	Additions	2
	At 31 December 2006	8
	Net book value	
	At 31 December 2006	8
	At 31 December 2005	6

### Holdings of more than 20%

The company holds more than 20% of the share capital of the following companies

Company	Country of registration of Incorporation	Class	Shares held %	
Subsidiary undertakings				
Electoral Services Limited	England	Ordinary	100	
Electoral Reform (Market Research) Limited	l England	Ordinary	100	
The Election Centre Limited	England	Ordinary	100	
Membership Engagement Services Limited	England	Ordinary	100	

The aggregate amount of capital and reserves and the results of these undertakings for the last relevant financial year were as follows -

		pital and Reserves 2006 £	Loss for the year 2006 £
Electoral Services Limited	Dormant	•	-
Electoral Reform (Market Research) Limited	Dormant	-	-
The Election Centre Limited	Dormant	-	-
Membership Engagement Services Limited	Membership engagemen	nt (9,485)	(9,487)
	consultancy services		

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2006 – (CONTINUED)

10.	Stock			Group and 2006 £	Company 2005 £
	Raw materials and consumables			27,093	30,313
11.	Debtors	2006	Group 2005	Con 2006	npany 2005
		£	£	£	£
	Trade debtors Amounts due under open contracts Amounts owed by subsidiary undertakings	1,647,791 490,004	1,675,626 669,566	1,647,791 490,004 11,530	1,675,626 669,566
	Other debtors Prepayments and accrued income	4,310 115,666	2,326 53,312 ———	4,310 113,266	2,326 53,312
		2,257,771	2,400,830	2,266,901	2,400,830
12	Creditors: amounts falling due		Group	Co	mpany
	within one year	2006 £	2005 £	2006 £	2005 £
	Prepayments received on account Trade creditors Corporation tax Other taxes and social security costs Accruals and deferred income	76,711 364,052 384,486 581,374 746,311	90,793 564,061 504,071 573,870 1,041,853	76,711 364,052 384,486 581,019 746,311	90,793 564,061 504,071 573,870 1,041,853
		2,152,934	2,774,648	2,152,579	2,774,648
13	Pension costs  Defined contribution			Group and 2006 £	l Company 2005 £
	Contributions payable for the year			2,034	1,990

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2006 – (CONTINUED)

14.	Share capital  Authorised	2006 £	2005 £
	5 'A' Ordinary shares of £1 each	5	5
	4 'B' Ordinary shares of £1 each	4	4
	91 Ordinary shares of £1 each	91	91
		100	100
		American Section 1	<del>*************************************</del>
	Allotted, issued and fully paid		
	5 'A' Ordinary shares of £1 each	5	5
	4 'B' Ordinary shares of £1 each	4	4
		9	9

The company's issued share capital is divided into 5 'A' Ordinary shares and 4 'B' Ordinary shares Only the 'A' Ordinary shares are entitled to dividends and to any proceeds on the winding up of the company. The shares have equal voting rights and rank pari passu in all other respects

### 15. Statement of movements on profit and loss account

	Group 2006 £	Company 2006 £
Balance at 1 January 2006 as previously reported	6,366,159	6,366,165
Prior year adjustment (see note 1 2)	922,594	922,594
Balance at 1 January 2006 as restated	7,288,753	7,288,759
Profit for the year	1,935,067	1,944,554
Dividends paid	(922,594)	(922,594)
Balance at 31 December 2006	8,301,226	8,310,719

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2006 – (CONTINUED)

16 Reconciliation of movements In shareholders' funds		•	Group	Co	mpany
	2006	2005 as restated	2006	2005 as restated	
		£	£	£	£
	Profit for the financial year Dividends	1,935,067 (922,594)	2,045,189 -	1,944,554 (922,594)	2,045,189 -
	Net addition to shareholders' funds	1,012,473	2,045,189	1,021,960	2,045,189
	Opening shareholders' funds	7,288,762	5,243,573	7,288,768	5,243,579
				<del></del>	<del></del>
	Closing shareholders' funds	8,301,235	7,288,762	8,310,728	7,288,768
		<del></del>			

### 17 Contingent liabilities

The company has guaranteed banking facilities, provided to Electoral Reform International Services Limited, which is a subsidiary of the parent company, Electoral Reform Society Limited The guarantee is limited to £250,000

There are no other contingent liabilities at 31 December 2006

#### 18. Financial commitments

At 31 December 2006 the group was committed to making the following payments under non-cancellable operating leases in the year to 31 December 2007 -

		2006 £	2005 £
	Operating leases which expire - Within one year	3,154	1,406
	Between two and five years	-	3,441
		3,154	4,847
19.	Capital commitments	2006	2005
		2006 £	2005 £
	At 31 December 2006 the group had capital commitments as follows -		
	Authorised but not contracted for	2,000,000	-
			<del></del>

### NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2006 – (CONTINUED)

20	Directors' emoluments	G	iroup
		2006 £	2005 £
	Emoluments for qualifying services	941,720	911,240
	Emoluments disclosed above include the following amounts paid to the highest paid director		
	Emoluments for qualifying services	228,408	228,522

#### 21 Employees

#### **Number of employees**

The average monthly number of employees (including directors) during the year was -

	G	roup
	2006	2005
	Number	Number
Production	27	27
General administration and management	38	37
Ballot administration and counting	39	39
Market research	6	7
	110	110
Employment costs		
	2006	2005
	£	£
Wages and salaries	3,589,899	3,557,918
Social security costs	384,123	
Other pension costs	2,034	1,990
-	3,976,056	3,939,129

#### 22. Control

The company is under the control of the Electoral Reform Society Limited ('ERS'), a company limited by guarantee and registered in England ERS owns 56% of the company's issued share capital, comprising the 'A' ordinary shares in the company

The 'B' shares are owed by the Trustees of The Staff Representative Association of Electoral Reform Services Limited

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2006 – (CONTINUED)

#### 23. Related party transactions

The transactions undertaken with the following non-executive directors were as follows -

During the year, Mr David Martin-Jenkins ('DMJ') received director's fees amounting to £10,000 (2005 £20,000) from the company There were no amounts due to DMJ as at 31 December 2006 (2005 £5,000)

Mr Michael Burdett is also a director of Second Sight Business Solutions Limited ('SSBS') During the year, the company paid the sum of £19,583 (2005 £Nil) to SSBS for professional services rendered A sum of £6,250 (2005 £Nil) was due to SSBS as at 31 December 2006

Mr Christopher Graham is the Director General of the Advertising Standards Authority ('ASA') The company paid the sum of £2,500 (2005 £8,000) to ASA for fees and services provided by Mr Graham There were no amounts due to ASA as at 31 December 2006 (2005 £2,000)

Mr Philip Burkill is also a director of Burkill Johnson Limited ('BJ') The company paid the sum of £14,089 (2005 £8,000) to BJ for fees and services rendered as a director and surveyor for the year A sum of £2,500 (2005 £2,000) was due to BJ as at 31 December 2006