BIRMINGHAM ECONOMIC DEVELOPMENT PARTNERSHIP LIMITED (a company limited by guarantee)

Report and Financial Statements

31 March 2000

Deloitte & Touche Colmore Gate 2 Colmore Row Birmingham B3 2BN



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BIRMINGHAM ECONOMIC DEVELOPMENT PARTNERSHIP LIMITED (a company limited by guarantee)



DIRECTORS' REPORT

The directors present their annual report and the audited financial statements for the year ended 31 March 2000.

ACTIVITIES

The company continues to provide business support services to Birmingham businesses, using government subsidies,

RESILT.TS

The profit retained for the year of FA,006 (1999 - £2,190,668) has been transferred to receives.

REVIEW OF THE FINANCIAL POSITION AND FUTURE PROSPECTS

The directors are satisfied that the performance of the company is in line with the forecast position in the year. The intention was to use some of Birmingham Economic Development Partnership Limited ("HEDP") accumulated reserves for supporting specific projects within the year. 2001 will be the final year in which BEDP will hold the contract for the delivery of Business Link services. Following a successful hid to the Small Business Service by Birmingham Chamber of Commerce and Industry the contract for Business Link Services in Birmingham and Solihull will be operated by the Chamber from 26 March 2001.

BEDF will continue to exist as a strategic body pulling together different aspects of business support within Birmingham under a single Regeneration, Economic Development and Business Support strategy.

The directors anticipate considerable synergy and benefits to small business customers from this new integrated approach to service delivery across the Birmingham and Solihull sub-region.

DIRECTORS

The directors who served during the year were as follows:

A Bore

(Chairman)

4 Baule

L Collins

G Coyne

DB Cragg

R J Dickens

J A Hart

B James

(Executive Director - resigned 9 September 1999)

J Towers

R A Woolley

POST BALANCE SHEET EVENT

On 26 March 2001, the trade and assets of the company were transferred to the Chamber of Commerce,

AUDITORS

Daloine & Touche have expressed their willingness to continue in office as auditors and a recolution to reappoint them will be proposed at the forthcoming Annual General Meeting.

Approved by the Board of Directors and signed on behalf of the Board

R Alderson

Secretary

STATEMENT OF DIRECTORS' RESPONSIBILITIES

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company and the group as at the end of the financial year and of the profit or loss of the group for that period. In preparing those financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently
- make judgements and estimates that are reasonable and prudent
- state whether applicable accounting standards have been followed
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group will continue in business.

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

Deloitte & Touche Colmore Gate 2 Colmore Row Birmingham B3 2BN



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Deloitte & Touche

AUDITORS' REPORT TO THE MEMBERS OF

BIRMINGHAM ECONOMIC DEVELOPMENT PARTNERSHIP LIMITED (a company limited by guarantee)

We have audited the financial statements on pages 4 to 17 which have been prepared under the accounting policies set out on page 8.

Respective responsibilities of directors and auditors

As described on page 2 the company's directors are responsible for the preparation of financial statements, which are required to be prepared in accordance with applicable United Kingdom law and accounting standards. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

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 company's and the group'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 except that our work was limited in respect of the propriety of certain payments, as more fully disclosed in note 1, on which investigations are still proceeding and also the possibility that grant receipts may be reclaimed by funding bodies when the outcome of the investigation into these payments is known.

Uncertainty relating to going concern

In forming our opinion, we have considered the adequacy of disclosures made in note 1 to the financial statements relating to the uncertainty of preparing the accounts on the going concern basis. The appropriateness of the going concern basis is dependent on the ability to secure funding from newly restructured funding bodies in respect of the subsidiary company.

In view of the significance of this uncertainty, we consider that it should be drawn to your attention but our opinion is not qualified in this respect.

Qualified opinion in respect of limitation of scope

Except for any disclosures and adjustments that may be required when the outcome of the investigations referred to in note 2 is known, in our opinion the financial statements give a true and fair view of the state of affairs of the company and the group as at 31 March 2000 and of the profit of the group for the year then ended and have been properly prepared in accordance with the Companies Act 1985.

In respect alone of the limitation of our work relating to the outcome of the investigations referred to above, we have not obtained all the information and explanations that we considered necessary for the purpose of the audit.

Chartered Accountants and Registered Auditors

7 Speember 2001.



CONSOLIDATED PROFIT AND LOSS ACCOUNT Year ended 31 March 2000

	Note	2000 £	1999 £
Turnover	3	11,126,449	12,332,258
Staff costs	4	(1,847,851)	(1,727,596)
Depreciation		(293,586)	(206,414)
Other operating charges	. 3	(9,098,166)	(8,246,827)
Operating (loss)/profit	5	(113,154)	2,151,421
Interest receivable and similar income	6	159,466	111,693
Profit on ordinary activities before taxation		46,312	2,263,114
Tax on profit on ordinary activities	7	(42,306)	(72,446)
Profit after taxation retained for the period		4,006	2,190,668
Profit and loss account brought forward		4,222,262	2,031,594
Profit and loss account carried forward		4,226,268	4,222,262

All activities derive from continuing operations.

There are no recognised gains or losses other than the loss for the current year and the profit for the preceding year. Accordingly, no statement of total recognised gains and losses is presented.

CONSOLIDATED BALANCE SHEET 31 March 2000

	Note	£	2000 £	£	1999 £
FIXED ASSETS					
Tangible assets	9		685,648		772,588
Goodwill	10		15,978		31,956
			701,626		804,544
CURRENT ASSETS					
Stock and work in progress	11	-		160,872	
Debtors	12	2,479,200		1,893,593	
Cash at bank and in hand		4,218,130		4,873,648	
•					
		6,697,330		6,928,113	
CREDITORS: amounts falling due within one year	13	(2,907,005)		(3,099,588)	
•					
NET CURRENT ASSETS			3,790,325		3,828,525
TOTAL ASSETS LESS CURRENT LIABILITIES			4,491,951		4,633,069
CREDITORS: amounts falling due after more than one year	14		(265,683)		(410,807)
÷			4,226,268		4,222,262
Represented by:		·			
PROFIT AND LOSS ACCOUNT	16				
Business Link		3,175,278		3,472,429	
Enterprise Link		1,068,929		678,024	
Birmingham Centre for Manufacturing		(17,939)		71,809	
			4,226,268		4,222,262
					

Signed on behalf of the Board of Directors

These financial statements were approved by the Board of Directors on 4 September 2001

S Battle

A Bore

Directors

BALANCE SHEET 31 March 2000

	Note	£	2000 £	£	1999 £
FIXED ASSETS					
Tangible assets	9		348,149		345,182
CURRENT ASSETS					
Stock and work in progress	11	-		160,872	
Debtors	12	1,917,910		1,536,405	
Cash at bank and in hand		4,073,637		4,601,758	
		5,991,547		6,299,035	
CREDITORS: amounts falling due					
within one year	13	(2,187,268)		(2,403,055)	
NET CURRENT ASSETS			3,804,279		3,895,980
TOTAL ASSETS LESS CURRENT LIABILITIES			4,152,428		4,241,162
CREDITORS: amounts falling due after					
more than one year	14		(31,592)		(80,058)
			4,120,836		4,161,104
Represented by:					
PROFIT AND LOSS ACCOUNT	16				
Business Link	_ 	3,051,907		3,483,080	
Enterprise Link		1,068,929		678,024	
		_	4,120,836		4,161,104

Signed on behalf of the Board of Directors

These financial statements were approved by the Board of Directors on 4 September 2001

A Bore

D B Cragg

Directors

CONSOLIDATED CASH FLOW STATEMENT Year ended 31 March 2000

	Note	2000 £	1999 £
Cash flow from operating activities	17	(594,231)	1,832,068
Returns on investments and servicing of finance	18	159,466	111,693
Taxation		(31,886)	(27,394)
Capital expenditure and financial investment	18	(188,867)	(157,667)
Acquisitions and disposals			110,824
Cash (outflow)/inflow before use of liquid resources and financing		(655,518)	1,869,524
(Decrease)/increase in cash in the year	19	(655,518)	1,869,524

1. ACCOUNTING POLICIES

The particular accounting policies adopted by the directors are described below.

Accounting convention

The financial statements are prepared under the historical cost convention and in accordance with applicable Accounting Standards.

Going concern basis

The financial statements have been prepared on the going concern basis which the directors believe to be appropriate for the following reasons. Until 31 March 2001, the subsidiary company was dependent on funding, principally from Birmingham City Council and The Birmingham and Solihull Training and Enterprise Council Limited. Discussions with the new funding bodies are progressing but there can be no certainty until the funding levels for the year to 31 March 2002 are confirmed. However, based on discussions to date, the directors consider that they should be able to obtain sufficient funding for at least the next twelve months.

Basis of consolidation

The Group financial statements consolidate the results of the Company and it's Subsidiary for the year ended 31 March 2000.

Goodwill

Goodwill, representing the excess of the consideration over the assessed fair value of the net assets acquired, is capitalised and amortised over its useful economic life.

Turnover

Turnover represents grants receivable for service delivery and eligible overhead costs, client contributions in respect of subsidised services and sundry sales to third parties.

Grant income is accounted for in the period in which it is payable. Related expenditure in respect of service delivery is matched to the same period.

Expenditure in respect of overhead costs is accounted for when arising.

Depreciation

Depreciation is provided on fixed assets to write off the cost of those assets in equal instalments over their estimated useful lives. The rates of depreciation are as follows:-

Premises refurbishment

10% per annum

IT/telecommunications

33.3% per annum

Fixtures and fittings

20% per annum

Grants

Grants received for the purpose of the purchase of fixed assets are treated as deferred income and released to the profit and loss account over the estimated useful lives of the associated fixed assets.

Leases

Rentals under operating leases are charged to the profit and loss account as incurred.

Work in progress

Work in progress represents consultancy costs arising in the year for which the grant becomes payable in the following year.

Pension costs

Contributions in respect of pension schemes are charged to the profit and loss account as they are incurred.

2. OTHER OPERATING CHARGES

In the subsidiary company, in both the current and previous year, it has been established that a number of payments, all of which have been expensed within Other Operating Charges, may not have been properly incurred. These items are currently being investigated and, at this time, it is not possible to quantify the total amount involved. If it is established that any of this expenditure was not properly incurred, then appropriate action to recover these amounts will be taken, although there can be no certainty that such amounts will be recovered in full. In these circumstances, it is possible that grant receipts relating to certain of this expenditure may be reclaimed by the relevant funding body; no provision has been made in these accounts in respect of this possible grant reclaim.

3. ANALYSIS OF PROFIT AND LOSS ACCOUNT

The Birmingham Economic Development Partnership Limited comprises the trading of Business Link Birmingham, Enterprise Link and Birmingham Centre for Manufacturing Limited. Set out below is an analysis of the profit and loss account:

•	Business link £	Enterprise link £	B.C.M. Limited £	2000 Total £	1999 Total £
Turnover					
Grants receivable, sponsorship, and subsidies Sale to third parties	3,805,199 1,506,935	4,445,113 70,444	526,407 772,351	8,776,719 2,349,730	10,313,793 2,018,465
	5,312,134	4,515,557	1,298,758	11,126,449	12,332,258
Staff costs (including directors)					
Wages and salaries	(906,451)	(188,735)	(510,048)	(1,605,234)	(1,521,638)
Pension costs	(65,865)	(7,597)	(21,793)	(95,255)	(66,064)
Social security costs	(81,328)	(18,096)	(47,938)	(147,362)	(139,894)
	(1,053,644)	(214,428)	(579,779)	(1,847,851)	(1,727,596)
Depreciation	(140,450)	(54,229)	(98,907)	(293,586)	(206,414)
Other operating charges	(4,506,629)	(3,881,534)	(710,003)	(9,098,166)	(8,246,827)
Operating (loss)/profit before taxation	(388,589)	365,366	(89,931)	(113,154)	2,151,421
Interest receivable					
Bank interest	117,262	36,021	6,183	159,466	111,693
Profit on ordinary activities					
before taxation	(271,327)	401,387	(83,748)	46,312	2,263,114

All turnover is derived from operations within the United Kingdom.

Other operating charges relate to service delivery costs and costs of sub-contractors and supplies.

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NOTES TO THE ACCOUNTS Year ended 31 March 2000

4. INFORMATION REGARDING DIRECTORS AND EMPLOYEES

	2000	1999
	£	£
Directors' emoluments		
Other emoluments (excluding pension contributions)	49,883	80,117
Compensation for loss of office	43,482	43,275
Pension contributions	2,694	5,429
	96,059	128,821
•		

One director is accruing benefits under a defined contribution benefit scheme (1999: One).

None of the non-executive directors received any remuneration.

Non executive directors are all directors of other companies which in the normal course of business may trade with the Birmingham Economic Development Partnership Limited.

As these directors are not involved in the day to day running of the company, they do not determine contracts made which are therefore raised on an arms length basis.

	2000	1999
	£	£
Staff costs during the year (including directors)		
Wages and salaries	1,605,234	1,521,638
Pension costs	95,2 <i>5</i> 5	66,064
Social security costs	147,362	139,894
	1,847,851	1,727,596
		

The average number of employees of the company during the year was 75 representing 53 Business Link and Enterprise Link and 22 B.C.M. Limited employees (1999 - 70 representing 39 Business Link, 16 Enterprise Link and 15 B.C.M. Limited employees).

5. OPERATING (LOSS)/PROFIT

	2000	1999
Operating (loss)/profit is stated after charging/(crediting):	£	£
Depreciation	293,586	206,414
Amortisation of goodwill	15,978	10,651
Release of capital grant	(148,597)	(84,773)
Auditors' remuneration:		
Audit services	18,625	20,650
Non audit services	9,645	500
Professional fees (excluding auditors' remuneration)	39,779	146,961
Rentals - land and buildings	279,013	298,131
-		

6. INTEREST RECEIVABLE AND SIMILAR INCOME

	•	2000 £	1999 £
	Bank interest	159,466	111,693
7.	TAXATION	2000 £	1999 £
	Corporation tax at 20% (1999 - 21%)	42,306	72,446

The Inland Revenue have indicated that they wish to revisit the agreement under which the majority of the company's surplus is not subject to tax. No additional provision has been made for any additional liability which may arise from this review in respect of earlier periods. This agreement to treat the majority of the surplus as non taxable therefore results in a disproportionate tax charge.

8. (LOSS)/PROFIT FOR THE YEAR FOR BIRMINGHAM ECONOMIC DEVELOPMENT PARTNERSHIP LIMITED

The company has taken advantage of Section 230 of the Companies Act 1985 and consequently a profit and loss account for the Company alone is not presented. The loss dealt with in the company's profit and loss account was £40,268 (1999 - profit of £2,129,510).

9. TANGIBLE FIXED ASSETS

	Plant, IT and tele-	Fixtures	
refurbishment	equipment	fittings	Total £
£	~	· 6	<i>a</i> -
283,331	1,366,139	76,674	1,726,144
-	192,152	14,494	206,646
	(4,584)		(4,584)
283,331	1,553,707	91,168	1,928,206
95,708	804,722	53,126	953,556
28,333	251,691	13,562	293,586
	(4,584)		(4,584)
124,041	1,051,829	66,688	1,242,558
159,290	501,878	24,480	685,648
187,623	561,417	23,548	772,588
	283,331 283,331 95,708 28,333 ——————————————————————————————————	Premises refurbishment tele-communications equipment 283,331 1,366,139 192,152 (4,584) 283,331 1,553,707 95,708 804,722 283,333 251,691 4,584) 1,051,829 159,290 501,878	Premises refurbishment communications equipment Fixtures and fittings 283,331 1,366,139 76,674 192,152 14,494 (4,584) - 283,331 1,553,707 91,168 95,708 804,722 53,126 28,333 251,691 13,562 (4,584) - - 124,041 1,051,829 66,688 159,290 501,878 24,480

9. TANGIBLE FIXED ASSETS (continued)

Company	Premises refurbishment £	I T and tele- communications equipment £	Fixtures and fittings £	Total £
Cost At 1 April 1999 Additions	283,331	905,120 183,152	76,674 14,493	1,265,125 197,645
At 31 March 2000	283,331	1,088,272	91,167	1,462,770
Accumulated depreciation At 1 April 1999 Charge for the year	95,708 28,333	771,109 152,783	53,126 13,562	919,943 194,678
At 31 March 2000 Net book value	124,041	923,892	66,688	1,114,621
At 31 March 2000	159,290	164,380	24,479	348,149
At 31 March 1999	187,623	134,011	23,548	345,182
10. GOODWILL				
Group				£
Cost At 1 April 1999 and 31 March 2000				42,607
Amortisation At 1 April 1999 Amount charged to profit and loss account				10,651 15,978
At 31 March 2000	÷			26,629
Net book value At 31 March 2000				15,978
At 31 March 1999				31,956

11. STOCK

		Group		Company	
	2000	1999	2000	1999	
	£	£	£	£	
Work in progress	-	160,872	-	160,872	
	w				

12. DEBTORS

	Group		Company	
	2000	1999	2000	1999
	£	£	£	£
Grants receivable	1,369,066	766,285	1,369,066	766,285
Sundry debtors and prepayments	1,110,134	1,127,308	548,844	770,120
	2,479,200	1,893,593	1,917,910	1,536,405

13. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

		Group		Company	
	2000	1999	2000	1999	
	£	£	£	£	
Trade creditors	1,720,851	1,531,503	1,413,016	1,124,069	
Corporation tax	77,022	66,602	70,351	61,102	
Taxation and social security	57,034	156,876	5,521	120,626	
Accruals	379,664	239,678	150,865	116,343	
Deferred income:					
Government capital grants (note 15)	128,551	114,246	31,894	17,589	
Other	543,883	990,683	515,621	963,326	
	2,907,005	3,099,588	2,187,268	2,403,055	
	=======================================	t=====================================			

14. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	Group		Company		
	2000	1999	2000 1999 2000	2000	0 1999
	£	£	£	£	
Government capital grants (note 15)	265,683	410,807	31,592	80,058	

Included above is an amount of £Nil (1999 - £72,924) which falls due after more than five years. This relates to deferred government grants which are released over the estimated useful lives of the fixed assets to which they relate.

15. GOVERNMENT GRANTS

These relate to capital grants received to finance the purchase of tangible fixed assets.

		Group		Company	
		2000	1999	2000	1999
		£	£	£	£
	Grant received brought forward	525,053	119,028	97,647	119,028
	Additions	17,778	490,798	17,778	30,798
	Amount released to profit and loss account	(148,597)	(84,773)	(51,939)	(52,179)
		394,234	525,053	63,486	97,647
	Due within one year (note 13)	128,551	114,246	31,894	17,589
	Due after more than one year (note 14)	265,683	410,807	31,592	80,058
		394,234	525,053	63,486	97,647
16.	PROFIT AND LOSS ACCOUNT				
		Business Link	Enterprise Link	B.C.M. Limited	Total
	Group	£	£	£	£
	Balance brought forward	3,472,429	678,024	71,809	4,222,262
	(Loss)/retained profit for the year	(297,151)	390,905	(89,748)	4,006
	Balance carried forward	3,175,278	1,068,929	(17,939)	4,226,268
			Business	Enterprise	
	Company		Link £	Link £	Total £
	Balance brought forward		3,483,080	678,024	4,161,104
	(Loss)/retained profit for the year		(431,173)	390,905	(40,268)
	Balance carried forward		3,051,907	1,068,929	4,120,836

The £1,068,929 (1999 - £678,024) of reserves generated by Enterprise Link is available solely for reinvestment within the programme of enterprise and business start up activities which form part of the Single Regeneration Budget.

The Business Link reserves which have been generated from the DTI Business Services contract may only be used for the delivery of business support services.

17. FINANCIAL COMMITMENTS

Capital commitments

At 31 March 2000 the company had no capital commitments which were contracted for but not provided in the financial statements (1999 - £Nil).

Operating lease commitments

At 31 March 2000, the company was committed to making the following payments during the next year in respect of operating leases.

Land and buildings		Other	
2000	1999	2000	1999
£	£	£	£
•			
285,001	115,746	16,830	4,159
118,000	134,275	22,829	17,038
403,001	250,021	39,659	21,197
228,001	115,746	12,671	-
	16,275	12,545	6,754
228,001	132,021	25,216	6,754
	285,001 118,000 403,001	285,001 115,746 118,000 134,275 403,001 250,021 228,001 115,746 - 16,275	2000 1999 2000 £ £ £ 285,001 115,746 16,830 118,000 134,275 22,829 403,001 250,021 39,659 228,001 115,746 12,671 - 16,275 12,545

18. RECONCILIATION OF OPERATING (LOSS)/PROFIT TO NET CASH INFLOW FROM OPERATING ACTIVITIES

	2000	1999
	£	£
Operating (loss)/profit	(113,154)	2,151,421
Depreciation charge	293,586	206,414
Amortisation of goodwill	15,978	10,651
Amortisation of grant aid	(148,597)	(84,773)
Decrease/(increase)in stocks	160,872	(16,908)
Increase in debtors	(585,607)	(670,914)
(Decrease)/increase in creditors	(217,309)	236,177
Net cash (outflow)/inflow from operating activities	(594,231)	1,832,068
and the second s		

19. ANALYSIS OF CASH FLOWS FOR HEADINGS NETTED IN THE CASH FLOW STATEMENT

	IN THE CASH FLOW STATEMENT		
		2000	1999
		£	£
	Net cash inflow for returns on investments and		
	servicing of finance	150 466	111 (00
	Interest received	159,466	111,693
	Capital expenditure and financial investment		
	Purchase of tangible fixed assets	(206,645)	(648,465)
	Capital grants received	17,778	490,798
	Net cash outflow for capital expenditure and		
	financial investment	(188,867)	(157,667)
		=======================================	=====
	Acquisitions and disposals		110.00
	Net cash acquired with subsidiary undertaking (note 20)		110,824
			, , , , , , , , , , , , , , , , , , , ,
20.	ANALYSIS OF NET FUNDS		
	At		At
	1 April	Cash	31 March
	1999	flow	2000
	£	£	£
	Cash in hand and at bank 4,873,648	(655,518)	4,218,130
		(055,516)	4,210,130
21.	PURCHASE OF SUBSIDIARY UNDERTAKING AND BUSINESS OF		
21.	BIRMINGHAM CENTRE FOR MANUFACTURING LIMITED		
			1999
	Net assets acquired:		£
	PR 11.1 PT - 1		1.010
	Tangible fixed assets Cash		1,019 110,824
	Debtors		311,525
	Creditors		(463,125)
	Taxation		(2,850)
	1 anation		(2,650)
			(42,607)
	Goodwill		42,607
			-
	Satisfied by:		
	DEPENDENCE OF		
	Cash		-

22. LIMITED MEMBER LIABILITY

The company is limited by three members' guarantees which are restricted to £1 per member. The individual directors are bound by their fiduciary duty to the company.

23. PENSION SCHEME

Birmingham Economic Development Partnership Limited and Birmingham Centre for Manufacturing Limited, both operate defined contribution pension schemes. The pension charge for the Group for the period represents contributions payable by the company to the fund, which amounted to £95,255 (1999 - £66,064). At the year end there were no outstanding contributions.

24. POST BALANCE SHEET EVENT

On 26 March 2001, the trade and assets of the company were transferred to the Chamber of Commerce. All necessary provisions have been made in these financial statements.