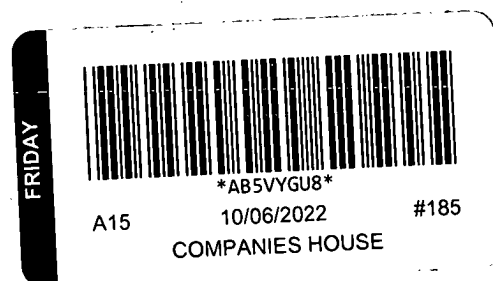


THE FINE ART TRADE GUILD  
ANNUAL REPORT AND ACCOUNTS  
31 DECEMBER 2021

CONTENTS

Page

Chairman and Master of the Guild's Report	1 - 2
Directors of The Fine Art Trade Guild, and Administrative Details	3
Report of the Court	4 - 8
Accountant's Report	9
Income and Expenditure Account	10
Balance Sheet	11
Notes to the Accounts	12 - 17



## CHAIRMAN AND MASTER OF THE GUILD'S REPORT TO MEMBERS

### Year ended 31 December 2021

Having safely weathered the economic storms of 2020, the 2021 financial year was when our Guild really began to feel the effects of the global pandemic and trading issues for our UK based members caused by Brexit. From the strong position we held in 2019, we continued to see a decline in membership numbers and a fall in other income streams. Government support through the furlough scheme and other grants had previously allowed us to mask some of this drop in income, but the reality hit during 2021. Despite setting a cautious budget, we failed to meet many of our targets.

In the UK, we started the 2021 financial year with lockdowns and restrictions. The return of national lockdown in England saw us reduce office hours to a four-day week due to reduced staff cover. The Executive Committee members once again stepped up to provide additional support.

Normal office hours resumed in line with retail re-opening in mid-April that year. But a casualty of reduced staffing saw the April Art + Framing Today magazine merged with the June issue. This shift to four issues due to the restrictions of the pandemic, has given us the opportunity to see if a quarterly magazine would be more appropriate. We are mindful that the trade shows of yesteryear that drove the need for five issues are long-gone. A decision on this will be taken in 2022. In our August 2021 issue, reflecting questions often asked by those finding their feet in the industry, we put together a comprehensive Framing Equipment and Services Guide to highlight products available from our Guild supplier members. It is planned to make this an annual feature, reminding our members that connection with other members is an important part of building the Guild Family.

Our 2021 AGM was hosted via Zoom, which was also the meeting platform for Executive and Court meetings during the year. The Executive Committee meetings became more ad hoc to meet the demands of decision-making, but Court meetings maintained their six-monthly schedule. We welcomed Sue Harper, Graham Miller and Neal Scrase to the Board – and thanked Jonathan Burrage, Mike Gonzalez and Daniel Simons for their service as Directors as their terms of office ended. To ease pressure on our volunteers we are looking to implement a 'hybrid' meeting programme, mixing in-person and virtual meetings going forward.

For staff safety we continued to restrict outside visitors to the Guild office, however this was amended during the year, allowing me to spend more in-person time with the staff team. Following a review of staff roles, we recruited Denise Howes to the Guild as our Financial Controller in May, removing the need to retain our long-term sub-contracted Management Accountant. Merging roles and redistributing responsibilities, with assistance from the volunteers of the Executive Committee, has created further savings in overall staffing costs.

National restrictions were lifted too late to allow the Guild Weekend to go ahead in 2021, so once again it was postponed. As a result, other means of member engagement became more important.

For many of our members we remain a vital support link and source of reliable information. We were able to answer queries at short notice and in particular offer advice and support on a series of topics related to business management. Membership access to our Legal Helpline was invaluable and remains a genuine member benefit. Queries of this nature have increased considerably since the start of the pandemic as businesses negotiated the tricky and unfamiliar territory of new laws, rules and restrictions, many of which varied by region as well as by country.

Our volunteer support continued to be variable, with many members having to give more focus to their own businesses. The position of FAC Chair remained vacant but a core of members continued to meet to discuss FAC matters. The FSQC remained strongly supported, led by Chair Steven McKee, and provided a range of services to members as well as producing educational material.

1st January 2021 saw the new Framing Levels come online and the start of the 3-year transition period for the new Mountboard Standards. They both featured in the revised GCF Study Guide launched on the same date. It proved to be our best-selling Study Guide since the start of the GCF programme in 1994. Our thanks to everyone involved for their hard work and dedication to this project. A special thank you goes to Geertjan Alkema, who translated the Study Guide to create a Dutch language version, which will be published in 2022. Work continued throughout 2021 on the revisions to the GCF Advanced Study Guides, and these will start to filter through next year.

**CHAIRMAN AND MASTER OF THE GUILD'S REPORT TO MEMBERS**  
**Year ended 31 December 2021**

Another very well used member benefit has been the FSQC led Technical Helpline and the FrameTalk Forum. Our grateful thanks to everyone who mans the weekly rota and takes time out of their own working day to answer questions, offer advice and help problem-solve. I know from conversations with members just how much they value this confidential advice, particularly those who work alone, even when it is something as simple as giving them the reassurance that they are on the right track.

Our Branch network was boosted by the creation of a Northern Branch to join our long-standing and successful London Branch. This was unfortunately short lived as organiser Richard Gladstone had to step down as director and Branch volunteer in September. Our continued thanks to Sue Harper, Jo Ronald, Jenny Isaacson and Richard for their work on branch activities during the year. Members across the UK valued being able to access regular branch sessions via Zoom.

With increased pressures in business, it was no surprise that our mediation support saw an increase in use. We worked with members and consumers, sometimes over long periods, to find resolutions to problems. As a trade body we are in a unique position to help in this way and feedback remains overwhelmingly positive from those that need this service.

Despite our best efforts we saw a further decline in membership numbers, although a less dramatic decrease than in 2020. Much of the reduction is due to retirement or Covid related business closure. Building membership to pre-pandemic levels and above is a key target for the 5-year plan to be adopted from May 2022. Despite this we also recruited new members during that time and have been pleased to see past members rejoin the Guild Family.

As this is my last Annual Report, I would like to briefly reflect on the time since I was first elected to head our Guild. I mentioned to a past-Master recently that no-one understands what it is like to sit in this Chair, unless you have actually sat in this Chair! Having been Chair for 3 years now, I know how true that is. You feel the legacy of the history behind you and see the possibilities ahead. But you have a short time as custodian of this role to make a difference. My time has been defined in many ways by the pandemic we've all lived through. It is not what I'd hoped for but maybe that was just how it was meant to be.

There have been some very tough times, and many moments to pause and think. But there have been some fun and light-hearted moments too – things that make you laugh, feedback that brings a smile, words of thanks for our support or advice. They all mean the world. But most of all my time in the Guild has been defined by friendship. Because at its heart, fellowship is what our Guild Family is really about. It's about Guild Family members connecting with each other, to be part of something bigger than just ourselves.

**Jo Palmer GCF(APF) Adv**  
**Chair & Master of the Guild**

## **DIRECTORS OF THE FINE ART TRADE GUILD**

The Members and Officers of the Court, Committee Chairs and Branch Masters act as the directors of the Guild.

### **Officers of the Guild:**

Jo Palmer GCF(APF) Adv	Chairman and Master of the Guild
Ian Kenny GCF(APF) Adv	Vice-Chair and Master's Warden
Mark Wallington GCF(APF)	Vice-Chair and Members' Warden
John Hunter GCF(APF)	Treasurer

### **Elected Members of the Court:**

James Braddock  
Sue Harper GCF(APF)  
Martin Harrold  
Graham Miller  
Neal Scrase

### **Committee Chairs:**

Steven McKee GCF(APF) Adv      Framing Standards and Qualifications Committee

### **Managing Director and Company Secretary:**

Louise Hay

### **Bankers:**

Unity Trust Bank plc  
9 Brindley Place  
Birmingham B1 2HB

### **Insurance Brokers:**

Besso Limited  
8-11 Crescent  
EC3N 2LY

### **Registered Office:**

Unit 2 Wye House  
6 Enterprise Way  
London SW18 1FZ

### **Reporting Accountants:**

Azets  
2<sup>nd</sup> Floor Regis House  
45 King William Street  
London EC4M 9AR

### **Solicitors:**

Quest Cover  
Windsor House, Troon Way Business Centre London  
Humberstone Lane, Thurmaston  
Leicester LE4 9HA

**Company Number: 2942955**

### **Accreditations in 2021:**

- ISO 9001:2008

### **THE OFFICE TEAM ON 31 DECEMBER 2021:**

Staff members all multi-function to support members, and each other's core roles.

Louise Hay	Managing Director
Amy Drury	Membership Support
Geeta Mangat	Membership Support
Denise Howes	Financial Controller (from May 2021)

### **Contractors and freelancers**

Staff members are supplemented by:

Kanak Dhutia                      Management Accountant (until July 2021)  
Lynn Jones                      Editor, Art + Framing Today  
Social media services are provided by Colin Wood, under contract with Ian Kenny Ltd

### **Key facts about the Fine Art Trade Guild**

The Fine Art Trade Guild was formed in 1910 and is the trade association for the art and picture framing industry.

Our prime purpose is encouraging and promoting the best in art and framing.

The Fine Art Trade Guild has members in 32 countries around the world (28 in 2020), with UK members making up 74% of the membership.

The Guild is member owned and member run, with each full member having equal voting rights and a liability limited to £1.

Members commit to a clear Code of Ethics and include:

- Multi-national to sole trader businesses, retailers, manufacturers, exporters, and importers
- Artists and artists' agents, fine art photographers, fine art printers and publishers
- Fine art printer equipment suppliers
- Art materials manufacturers and distributors
- Art materials shops
- Framing material and equipment manufacturers and distributors
- Bespoke and contract framers
- Frame and art restorers and conservators
- Galleries, contemporary art dealers and corporate art businesses
- Trainers to the art and framing industry
- Computer software and hardware suppliers to the sector
- Organisers of related trade and consumer exhibitions, web, and internet service providers
- E-commerce businesses relating to the art and framing industry.

We are the publishers of Art + Framing Today magazine, GCF Study Guides and other books, and the owners of [www.fineart.co.uk](http://www.fineart.co.uk).

### **Performance indicators and achievements**

As in 2020, the focus of the Guild in 2021 was to support all members however we could. The Court's 2021 plan recognised the continuing impact of Covid19 on members' businesses and the Guild's, and the budget approved by directors therefore predicted a deficit of -£10,243.

### **Membership**

Membership development, recruitment and retention was once again hindered by member lockdowns and Guild staff furlough. Our team of volunteers and staff offered support where they could, making themselves available to members for information and assistance. The development of virtual events and discussion forums has assisted members to maintain their Guild family connections and gain knowledge.

Total members 627 at year end (640 in 2020), being 601 full members (612 in 2020), plus 6 Friends of the Guild and 20 Artist Associate members. There are additionally 140 artists affiliated through their societies, which are Guild members. Churn rates varied throughout the year; membership recruitment held at 54 new members and membership resignations were reduced to 64 from 215 in 2020.

The Court of the Guild has developed a robust Five-Year Plan 2022-27 which includes strategies to encourage and engage existing members, support those new to the industry, and bring back past members.

### **Governance**

Members of the Fine Art Trade Guild are represented by the directors, who are elected each year at the AGM and form the Court of the Guild alongside our standing committee chairs. At the heart of the Court of the Guild is the Executive Committee which comprises the Chairman and Master of the Guild, the Vice Chair and Members' Warden, and the Treasurer, all of whom are elected, and the Vice Chair and Master's Warden, who serves at the Master's behest. The Managing Director is a de facto member of the Court and the Executive Committee, where one is appointed.

**REPORT OF THE COURT OF THE FINE ART TRADE GUILD (continued)**  
**Year ended 31 December 2021**

To protect our office team and volunteers, we cancelled in-person committee meetings in 2021 however the Executive Committee continued to meet regularly by video link. In addition, the full Court of the Guild joined the Executive at two of those virtual meetings in March and September 2021.

Our virtual AGM in June was well attended. We thank directors Jonathan Burrage, Mike Gonzalez and Daniel Simons for their service over the last three years, and welcome Sue Harper, Graham Miller, and Neal Scrase to the board.

The Framing Standards and Qualifications Committee was active throughout the year. FSQC members convened a virtual working party and met weekly to draft an upgraded and extended GCF Advanced: Conservation Framing Study Guide, due for publication in spring 2022.

Our Five-Year Plan includes actions to support and encourage members to become more involved in the running of their Guild, at a level that they can sustain.

**Finances**

We returned a deficit of -£14,643 v budget -£10,243 (-£, £4,400) against our £10,188 surplus in 2020.

Membership income dropped unexpectedly in December, though we met 97% of membership budget for the year. Trading income, including Guild programmes and publications, did not achieve budget. Total income including discretionary grants and furlough pay was £225,242 v budget £237,820 (-£12,578). We reduced spending to £239,885 v budget £248,063 (-£8,178) which mitigated some of the income deficit.

Our budget for 2022 predicts a surplus of £10,574, and with our smaller staff team we can make further cost savings on the office building in the year ahead, to secure that surplus.

The Court's aim is to increase membership income to cover the cost of the office, so that programmes and publications income can be used to invest in member benefits, further developments, and build reserves. The Court remains committed to the programmes, services, and quality standards that Guild members value, but as part of our Five-Year Plan to return the Guild to surplus, we will be monitoring their contributions to this strategic goal closely.

**Standards and programmes**

In January we launched our Four Levels of Framing, which tie in with our Mountboard Quality Standards, alongside an updated and extended GCF Study Guide edition. Both were well received, and sales of the GCF Study Guide in the first quarter exceeded expectations. The soft roll out of the revised Fine Art Trade Guild Quality Standards for Mountboard began, for full implementation by 2024. Promotion and activities will accelerate as we approach the deadline, and we thank the members of the Mountboard Group for their cooperation with this programme.

ArtSure provides an effective vehicle for the promotion of the Guild's print standards. The distinctive ArtSure, Original Art Register, Guild and GCF logos raise awareness of standards, and are widely used by members. We encourage all members to display them with pride.

Standards development, international harmonisation, and the propagation of the GCF programme worldwide was obviously reduced in 2021. However, we would like to thank the financial support of the manufacturers and distributors, and the many volunteer committee members who give their time for the benefit of all in the industry.

Our Five-Year Plan gives due regard to the part Guild standards and programmes play in member recruitment and retention, income generation and the good standing of the Guild.

**Education and qualifications**

The Larson-Juhl Scholarship programme supports new framers to achieve their GCF accreditation and their first year's Continuing Professional Development, including study guides, workshops, and seminars. We offer congratulations to the four scholars awarded in 2021. Scholars awarded in 2020 were finally able to take up their complementary training which was delayed in lockdown.

**REPORT OF THE COURT OF THE FINE ART TRADE GUILD (continued)**  
**Year ended 31 December 2021**

As expected, GCF exam take up was reduced, with just four members qualifying as Guild Certified Framers in 2021. GCF and its accompanying CPD programme means the Guild's framing qualification is up to date with other professional certifications. Educational and CPD opportunities were affected by the cancellation of our Guild Weekend 2021 and reduced access to in-person training and exams. Members were however able to access information at lively online branch events, via articles in Art + Framing Today, and get assistance with business and framing queries from Framing Standards and Qualifications Committee members. FSQC members continue to provide a confidential Technical Helpline for members and moderate the FrameTalk forum where members can interact to problem-solve and seek advice.

There were no training courses or trade fairs in India or China in 2021 which affected member recruitment, GCF recruitment, member retention, and the proliferation of Guild standards internationally.

The Court acknowledges that education and qualifications currently offered are framer-centric, reflecting the remit of our active and enthusiastic Framing Standards and Qualifications Committee. Action points in the Five-Year Plan include extending training opportunities to other sections of our Guild community.

### **Events**

With the continuation of lockdowns and the subsequent cancellation of our own Guild Weekend and other key trade fairs and events, we did not take part in any person-to-person events in 2021. However, participation in virtual meetings provided much needed social and educational activities for many members.

Two virtual Round Table discussions took place in 2021. Chaired by the Master of the Guild, and supported by Larson-Juhl, these events provided an opportunity to discuss industry matters with peers. Attendees were a mixture of Guild members and non-members from across different framing and printing business styles.

London Branch Regional Organisers continued to organise virtual events, providing members and prospective members with much needed social contact, and CPD opportunities for framers. During 2021 the Executive Committee has been planning for the Guild Weekend 2022, to create a true celebration of art and framing with a refreshed format to provide information, education, and support for all members.

The Five-Year Plan recognises the importance of events in increasing members' sense of belonging to the Guild family, and in encouraging engagement in programmes, standards, and volunteering.

### **Communications and publications**

In 2021 we published four issues of Art + Framing Today instead of our usual five, as the April issue was impacted by staff availability and the reopening of the industry after lockdown. Advertising revenues decreased by 12% from £35,964 in 2020 to £31,030. Net contribution to funds was £30,727. Support from Guild members in providing content and articles is fundamental and we thank everyone who assisted in 2021 and invite members to submit ideas and articles for 2022. The regular Master's Comment page is now also published as a blog, supplementing regular information emails from the Master and our Guild News Updates.

The Guild's social media feeds help members feel connected and enable us to keep them up to date. We encourage members to engage with us by tagging @finearttradeguild. Our website remains a valuable resource for members and consumers with the busiest content pages being 'Find a member' and then 'Buying Art, Prints and Framing'; FAQs on valuing artwork always rate highly.

Code of Ethics and GCF Thank You flyers were restyled to complement the design of the popular Larson-Juhl sponsored Framed for Good leaflet, which is now available for GCF and non-GCF members. We thank Larson-Juhl for their continued support for this member resource. A new Member Publicity Pack was effective in increasing use of Guild leaflets to raise consumer awareness.

Communications are key to the success of our Five-Year Plan and our Executive, committee, and staff teams will be working on refreshing and improving our publications, including the Guild website.

### **Office**

The office building is the Guild's principal financial asset though after seven years' occupancy, some repairs and maintenance have been required to keep it running in good order. The Court approved a new contract for IT support which will reduce costs and mitigate risks to our data by migrating it to cloud, allowing us to retire our aging server.

When permitted under Covid restrictions, the Master of the Guild attended the Guild office to keep up personal contacts with the staff team and participate in appraisals, planning, and programmed work.

The Guild archive of Fine Art Trade Journals is available for examination at Wye House by appointment along with registered prints, minutes and other memorabilia.

The Five-Year Plan identifies the need to schedule regular maintenance of the building and the Guild archive. Following the last couple of years, it also recognises the importance of strengthening resilience in volunteers and staff, with support and training key actions.

### **Acknowledgments**

The Guild could not have continued to be there for members during 2021 without huge amounts of work and support from Guild family members. We'd like to thank:

Our Guild Partners – AFAExpo, Besso Ltd, e-mango, Daler-Rowney, Down School of Framing, Gunnar, Innova Art, the late Jorge Aguilar-Agon, KC Glass, Larson-Juhl UK, LION Picture Framing Supplies, D & J Simons & Sons, Slater Harrison, Tru Vue, Valiani, and Wessex Pictures.

Members of the Framing Standards and Qualifications Committee, who staff the Framers Technical Advice Line, moderate the FrameTalk Forum, and further develop the GCF Programme.

Our volunteer Guild archivist, John Hughes, who continues to provide services to collectors.

And each of the willing volunteers who offer their time and expertise throughout the year, particularly the Executive team who committed time and resources to supporting members and the Guild office. All those who work on standards development, contribute to Art + Framing Today, organise branch events, and all Guild members who have contributed to our Guild in so many ways during 2021. Finally, the Court wishes to thank our hardworking and committed staff team who work in our Guild office to support all Guild members.



## STATEMENT OF THE COURT'S RESPONSIBILITIES

The Court of the Guild is responsible for preparing the Report of the Court and the financial statements in accordance with applicable law and regulations.

Company law requires the Court (who are also the directors for the purposes of company law) to prepare financial statements for each financial year. Under that law the Court has elected to prepare the financial statements in accordance with applicable law and UK Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK'. Under company law the Court must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Fine Art Trade Guild and of the profit or loss of the Guild for that period.

In preparing these financial statements, the Court is required to:

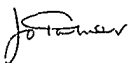
- select suitable accounting policies for the Guild's financial statements and then apply them consistently
- make judgments and accounting estimates that are reasonable and prudent
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Guild will continue in business.

The Court is responsible for keeping adequate accounting records that are sufficient to show and explain the Guild's transactions and disclose with reasonable accuracy at any time the financial position of the Guild and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Guild and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

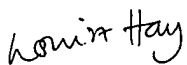
## SMALL COMPANIES NOTE

In preparing this report, the Court has taken advantage of the small companies' exemptions provided by section 415A of the Companies Act 2006.

Approved by the Court on 30 March 2022 and signed on their behalf by:



Jo Palmer  
Chairman and Master of the Guild



Louise Hay  
Managing Director

CHARTERED ACCOUNTANT'S REPORT TO THE BOARD OF MEMBERS ON THE PREPARATION OF THE UNAUDITED  
STATUTORY ACCOUNTS

OF THE FINE ART TRADE GUILD FOR THE YEAR ENDED 31 DECEMBER 2021

In order to assist you to fulfil your duties under the Companies Act 2006, we have prepared for your approval the accounts of The Fine Art Trade Guild for the year ended 31 December 2021 as set out on pages 10 to 16 from the Guild's accounting records and from information and explanations you have given to us.

As a practising member firm of the Institute of Chartered Accountants in England and Wales (ICAEW), we are subject to its ethical and other professional requirements which are detailed at

<http://www.icaew.com/en/members/regulations-standards-and-guidance>.

This report is made solely to the Board of Members of The Fine Art Trade Guild, as a body, in accordance with the terms of our engagement letter. Our work has been undertaken solely to prepare for your approval the accounts of The Fine Art Trade Guild and state those matters that we have agreed to state to the Board of Members, as a body, in this report in accordance with ICAEW Technical Release 07/16 AAF. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than The Fine Art Trade Guild and its Board of Members, as a body, for our work of for this report.

It is your duty to ensure that The Fine Art Trade Guild has kept adequate accounting records and to prepare statutory accounts that give a true and fair view of the assets, liabilities, financial position, and loss of The Fine Art Trade Guild. You consider that The Fine Art Trade Guild is exempt from the statutory audit requirement for the year.

We have not been instructed to carry out an audit or a review of the accounts of The Fine Art Trade Guild. For this reason, we have not verified the accuracy or completeness of the accounting records or information and explanations you have given to us, and we do not, therefore, express any opinion on the statutory accounts.

Azets

Azets  
Regis House  
45 King William Street  
London  
EC4R 9AN

Date: 6 June 2022

**THE FINE ART TRADE GUILD  
INCOME AND EXPENDITURE ACCOUNT  
FOR THE YEAR ENDED 31 DECEMBER 2021**

	Notes	2021 £	2020 £
<b>INCOME</b>			
Membership subscriptions		<b>118,478</b>	115,212
<b>SELF-FINANCING ACTIVITIES</b>	3		
Publications		58,892	63,791
Members' services		27,992	27,430
Exhibitions		-	323
Guild weekend		-	-
Website		75	249
		<b>86,959</b>	91,793
Insurance commission		5,820	2,516
Grant income		13,985	28,876
		<b>225,242</b>	238,397
<b>EXPENDITURE</b>			
Self-financing activities	3	44,974	40,177
Staff costs	4	121,770	118,201
Amortisation	7	-	-
Depreciation	6	51	692
Administrative and office expenses	5	73,090	69,139
		<b>239,885</b>	228,209
<b>OPERATING (DEFICIT) / SURPLUS</b>		<b>(14,643)</b>	10,188
<b>INVESTMENT INCOME</b>			
Interest receivable		-	-
<b>(DEFICIT) / SURPLUS FOR THE YEAR BEFORE TAX</b>		<b>(14,643)</b>	1,558
Corporation tax		-	-
<b>(DEFICIT) / SURPLUS FOR THE YEAR</b>		<b>(14,643)</b>	10,188

All recognised gains and losses are included in the above income and expenditure account.

**THE FINE ART TRADE GUILD  
BALANCE SHEET  
AS AT 31 DECEMBER 2021**

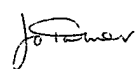
	Notes	2021 £	2020 £
<b>FIXED ASSETS</b>			
Tangible assets	6	505,596	505,446
Intangible Assets	7	-	-
<b>CURRENT ASSETS</b>			
Stock		200	200
Debtors	8	35,980	42,308
Cash at bank and in hand		5,736	21,310
		<hr/>	<hr/>
		41,916	63,818
<b>CREDITORS: amounts falling due within one year</b>	9	<b>(79,157)</b>	<b>(86,266)</b>
		<hr/>	<hr/>
<b>NET CURRENT LIABILITIES</b>		<b>(37,241)</b>	<b>(22,448)</b>
		<hr/>	<hr/>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<b>468,355</b>	<b>482,998</b>
		<hr/>	<hr/>
<b>ACCUMULATED FUND</b>			
1 January		482,998	472,810
(Deficit) / Surplus for the year		(14,643)	10,188
		<hr/>	<hr/>
At 31 December		468,355	482,998
		<hr/>	<hr/>

For the year ended 31 December 2021 the company was entitled to exemption from audit under section 477 of the Companies Act 2006 relating to small companies. The members have not required the company to obtain an audit in accordance with section 476 of the Companies Act 2006.

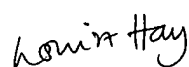
The directors acknowledge their responsibility for complying with the requirements of the Act with respect to accounting records and for the preparation of accounts.

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

Approved by the Court on 30 March 2022 and signed on their behalf by:



Jo Palmer  
Chairman and Master of the Guild



Louise Hay  
Managing Director

Company number: 02942955

**THE FINE ART TRADE GUILD  
NOTES TO THE ACCOUNTS  
FOR THE YEAR ENDED 31 DECEMBER 2021**

**1. GENERAL INFORMATION**

The Fine Art Trade Guild is a private company, limited by guarantee, domiciled in England and Wales.

The registered office is as stated on page 8.

The financial statements are presented in Sterling (£).

**2. ACCOUNTING POLICIES**

**a) Basis of preparation**

The financial statements have been prepared under the historical cost convention unless otherwise specified within these accounting policies and in accordance with Section 1A of Financial Reporting Standard 102, the Financial Reporting Standard applicable in the UK and the Republic of Ireland and the Companies Act 2006.

The preparation of financial statements in compliance with FRS 102 requires the use of certain critical accounting estimates. It also requires management to exercise judgement in applying the Guild's accounting policies.

The following principal accounting policies have been applied:

**b) Going concern**

The Guild incurred a deficit before tax for the year of £14,643 (2020 – £10,188 Surplus).

The Guild had reserves of £468,355 (2020 – £482,997) at the balance sheet date and therefore the members consider it appropriate to prepare the financial statements on the going concern basis. As with many organisations the activities of the Guild were impacted by Covid-19 and the ensuing lockdown. We maintained information and support to members throughout. The Board have updated their forecasts and projections and remain confident that the Guild will remain a going concern over the next twelve months

**c) Income**

Income represents cash received relating to membership subscriptions commencing during the accounting period, after adjusting for deferred income.

**d) Grant income**

Grant income represents government grants received during the accounting period recognised on an accruals basis.

**e) Expenditure**

Expenditure on development costs, which represent the application of research to the development of new software, is capitalised provided that:

Specific projects are identified, they are technically feasible, and the Guild has sufficient resources to complete development.

**THE FINE ART TRADE GUILD  
NOTES TO THE ACCOUNTS (CONTINUED)  
FOR THE YEAR ENDED 31 DECEMBER 2021**

**f) Tangible fixed assets**

Tangible fixed assets under the cost model are stated at historical cost less accumulated depreciation and any accumulated impairment losses. Historical cost includes expenditure that is directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended.

Depreciation is provided at rates calculated to write down the cost of fixed assets to their estimated residual values over the period of their anticipated useful lives as follows:

Long leasehold property	- No depreciation has been provided
Office furniture, fittings, and equipment	- Straight line over 3 years

**g) Intangible fixed assets**

Capitalised development expenditure is amortised over its expected useful life of 3 years on a straight-line basis from when the software was brought into use.

**h) Stocks**

Stocks are stated at the lower of cost and net realisable value.

**i) Financial reporting standard 102 – reduced disclosure exemptions**

The Guild has taken advantage of the following disclosure exemptions in preparing these financial statements, as permitted by FRS 102:

- The requirements of Section 7 Statement of Cash Flows.

**j) Pension contributions**

The Guild operates a defined contribution pension scheme for its employees. The assets of the scheme are held separately from those of the Guild. The contributions are recognised as an expense when they are due with amounts not paid shown in accruals at the balance sheet date.

**THE FINE ART TRADE GUILD  
NOTES TO THE ACCOUNTS (CONTINUED)  
FOR THE YEAR ENDED 31 DECEMBER 2021**

**3. SELF-FINANCING ACTIVITIES**

	Income £	Expenditure £	2021 Net £	Income £	Expenditure £	2020 Net £
<b>Publications:</b>						
Advertising	31,030	-	31,030	35,964	-	35,964
AFT subscriptions	25,070	-	25,070	25,458	-	25,458
Other	2,792	-	2,792	2,369	-	2,369
Costs	-	(26,098)	(26,098)	-	(26,924)	(26,924)
	<u>58,892</u>	<u>(26,098)</u>	<u>32,794</u>	<u>63,791</u>	<u>(26,924)</u>	<u>36,867</u>
<b>Members' services:</b>						
Guild Certified Framers programme	15,693	(9,178)	6,515	13,088	(2,100)	10,988
Contracted member services	-	-	-	-	-	-
Guild products	36	-	36	120	-	120
Mountboard licensing	7,000	-	7,000	7,250	(182)	7,068
Other Guild events	-	-	-	903	-	903
Consumer awareness programme	583	-	583	1,134	-	1,134
Branch costs	-	(142)	(142)	-	(100)	(100)
Original Art Register	305	(1,361)	(1,056)	425	(1,361)	(936)
ArtSure membership	4,375	(525)	3,850	4,510	(525)	3,985
	<u>27,992</u>	<u>(11,206)</u>	<u>16,786</u>	<u>27,430</u>	<u>(4,268)</u>	<u>23,162</u>
<b>Exhibitions:</b>						
Overseas	-	(996)	(996)	-	(1,820)	(1,820)
UK/Eire	-	-	-	323	-	323
	<u>-</u>	<u>(996)</u>	<u>(996)</u>	<u>323</u>	<u>(1,820)</u>	<u>(1,497)</u>
Guild weekend	-	-	-	-	-	-
Website	75	(6,674)	(6,599)	249	(7,165)	(6,916)
	<u>86,959</u>	<u>(44,974)</u>	<u>41,985</u>	<u>91,793</u>	<u>(40,177)</u>	<u>51,616</u>

**4. STAFF COSTS AND EMPLOYEES**

	2021 £	2020 £
Wages and salaries	111,582	107,780
Social security costs	6,930	6,049
Other pension costs	3,258	4,372
	<u>121,770</u>	<u>118,201</u>

The average number of employees during the year was 4 (2020 - 4 of which 2 were part-time).

The Members of the Court received no remuneration for their services to the Guild (2020 - £Nil).

The cost of employing the Managing Director was £66,950 including pension contributions of £1,950 (2020 - £66,470 including pension contributions of £1,950).

**THE FINE ART TRADE GUILD  
NOTES TO THE ACCOUNTS (CONTINUED)  
FOR THE YEAR ENDED 31 DECEMBER 2021**

5. ADMINISTRATIVE AND OFFICE EXPENSES	2021 £	2020 £
<b>Administrative expenses:</b>		
Recruitment, advertising and public relations	7,305	5,181
Committee travel expenses	152	254
Travelling and entertaining	-	20
Accountancy fees	2,400	2,000
Legal and professional fees	8,134	10,021
Printing and stationery	6,146	2,115
Postage and telephone	4,895	6,040
Bank charges	2,839	2,814
Other staff	2,405	2,906
Bad debts	-	(744)
	<u>34,276</u>	<u>30,607</u>
<b>Office expenses:</b>		
Rent and rental charges	3,084	2,916
Rates and service charges	17,191	15,951
Repairs and maintenance	6,718	8,366
Software and software support	4,508	4,188
Light and heat	922	720
Insurance	6,391	6,391
	<u>38,814</u>	<u>38,532</u>
	<u><u>73,090</u></u>	<u><u>69,139</u></u>

6. TANGIBLE FIXED ASSETS

	Long leasehold property £	Office furniture, fittings and equipment £	Total £
<b>Cost:</b>			
At 1 January 2021	505,395	161,040	666,435
Additions	-	202	202
Disposals	-	(58)	(58)
At 31 December 2021	<u>505,395</u>	<u>161,184</u>	<u>666,579</u>
<b>Depreciation:</b>			
1 January 2021	-	160,989	160,989
Charge for the year	-	51	51
Released on disposal	-	(57)	(57)
At 31 December 2021	<u>-</u>	<u>160,983</u>	<u>160,983</u>
<b>Net book value:</b>			
At 31 December 2021	<u>505,395</u>	<u>201</u>	<u>505,596</u>
At 31 December 2020	<u>505,395</u>	<u>51</u>	<u>506,446</u>



**THE FINE ART TRADE GUILD  
NOTES TO THE ACCOUNTS (CONTINUED)  
FOR THE YEAR ENDED 31 DECEMBER 2021**

**7. INTANGIBLE FIXED ASSETS**

	<b>ArtSure Software £</b>
Cost:	
At 1 January 2021	3,500
Additions	-
Disposals	-
	<u>3,500</u>
At 31 December 2021	<u>3,500</u>
Amortisation:	
1 January 2021	3,500
Charge for the year	-
Released on disposal	-
	<u>3,500</u>
At 31 December 2021	<u>3,500</u>
Net book value:	
At 31 December 2021	-
	<u>-</u>
At 31 December 2020	<u>-</u>

<b>8. DEBTORS</b>	<b>2021 £</b>	<b>2020 £</b>
Trade debtors	24,903	26,045
Prepayments	11,077	16,263
	<u>35,980</u>	<u>42,308</u>

<b>9. CREDITORS: amounts falling due within one year</b>	<b>2021 £</b>	<b>2020 £</b>
Subscriptions received in advance	9,991	9,938
Trade creditors	14,852	9,322
Taxation and social security	9,891	11,358
Accruals and deferred income	21,418	22,778
Credit card	-	865
Loans	21,858	30,858
Other	1,147	1,147
	<u>79,157</u>	<u>86,266</u>

**THE FINE ART TRADE GUILD  
NOTES TO THE ACCOUNTS (CONTINUED)  
FOR THE YEAR ENDED 31 DECEMBER 2021**

**10. RELATED PARTIES**

During the year, the following transactions were undertaken with related parties:

Ian Kenny Ltd received £5,088 (2020 - £5,562) for delivery of social media services and GCF publications.

Loans totalling £21,858 (2020 - £30,858) were due to 5 Directors of the Guild at the year end. The loans are interest free. The loans shall be repaid in full when the company has surplus funds available for repayment.