

BUSINESS LINK KENT COMMUNITY INTEREST COMPANY
FINANCIAL STATEMENTS

FOR
31ST MARCH 2007

Company Registration Number 3000723

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COMPANIES HOUSE

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BURGESS HODGSON
Chartered Accountants & Registered Auditors
Camburgh House
27 New Dover Road
Canterbury
Kent
CT1 3DN

BUSINESS LINK KENT COMMUNITY INTEREST COMPANY
FINANCIAL STATEMENTS
YEAR ENDED 31ST MARCH 2007

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BUSINESS LINK KENT COMMUNITY INTEREST COMPANY

THE DIRECTORS' REPORT

YEAR ENDED 31ST MARCH 2007

The directors have pleasure in presenting their report and the financial statements of the company for the year ended 31st March 2007.

PRINCIPAL ACTIVITIES AND BUSINESS REVIEW

The principal activity of the company during the year was to improve the competitiveness of small and medium sized enterprises through the impartial delivery of a variety of services and by providing access to the information, skills, knowledge and advice they need to succeed

The company is also an active partner with a number of key stakeholders in Kent and throughout the South East that seek to promote the economic prosperity of the region

In 2006 the Company changed its status to that of Community Interest Company in recognition of the role it has in serving communities in Kent

The Company benefits the following sections of the community through its operations, services and the application of its financial resources and through its influence

1. Local communities primarily in Kent, particularly those in designated areas of social deprivation, regeneration or growth, where stimulation of the enterprise economy will bring positive benefits to the economic and social well being of the community
2. Individuals who need or want to start a business or commence self-employment, particularly those from sections of the community who are under-represented or disadvantaged in the enterprise economy
3. Small and Medium sized businesses and their employees, particularly those in designated areas of social deprivation, regeneration or growth Small and Medium sized businesses account for the majority of new job creation and make a significant positive contribution to the economy

Key Achievements

Financial

The Company has invested reserves during the year in general pursuance of its CIC objectives and the pre-tax deficit for the year at £158,893 is virtually as planned. Reserves have diminished marginally to just under £1.1m and are currently considered adequate for the immediate future, subject to change in business requirements

Other Key Performance Results

The Company operates a balanced scorecard performance measurement system and in the year to 31 March 2007 was overall 10% ahead of target

Businesses assisted were in excess of 20,000 from across all sections of the community and this was further augmented with over 3,500 individuals assisted who were thinking of commencing in business on their own account

Over 1,700 established businesses were helped on an in-depth basis in improving their performance measured by the increase in gross value added contribution totalling over £140m

Our customer satisfaction levels remained high at over 90%

BUSINESS LINK KENT COMMUNITY INTEREST COMPANY

THE DIRECTORS' REPORT *(continued)*

YEAR ENDED 31ST MARCH 2007

Principle Risks and Uncertainties

Continuance of Government funding for business support is considered crucial to the activities that the Company undertakes in serving the communities noted above and whilst continuance is not currently in question, funding reductions may occur in future.

Business Link Kent CIC delivers a material Government funded contract under a consortium arrangement with other Business Links in the South East of England and the success of the arrangement is considered vital to the successful future of the Company

RESULTS AND DIVIDENDS

The trading results for the year, and the company's financial position at the end of the year are shown in the attached financial statements

Under the terms of the Memorandum and Articles of Association the company may not distribute profits to its members.

THE DIRECTORS AND THEIR INTERESTS IN SHARES OF THE COMPANY

The directors who served the company during the year together with their beneficial interests in the shares of the company were as follows

		Ordinary Shares of £1 each	
		At	At
		31 March 2007	1 April 2006 or later date of appointment
B W C Bond		2	2
A D Buddin	Resigned 31 05.07	—	—
M J Choudhry	Resigned 25 04 06	—	—
R R Clewley		2	2
C L Coday		—	—
J W Faulkner		2	2
J E Gibson		—	—
S Holt	Appointed 24 04 06	—	—
A J Ledger		—	—
C S Newell		—	—
R Plunkett	Resigned 25 05 07	—	—
S Ralf		—	—
F Thompson	Appointed 20.07 06	—	—
P Winter		2	2

The directors have a non-beneficial interest in the shares that they hold

BUSINESS LINK KENT COMMUNITY INTEREST COMPANY**THE DIRECTORS' REPORT** *(continued)***YEAR ENDED 31ST MARCH 2007****DIRECTORS' RESPONSIBILITIES**

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

Company law requires the directors to prepare 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 for that period. In preparing these 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,
- 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.

In so far as the directors are aware.

- there is no relevant audit information of which the company's auditor is unaware, and
- the directors have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information

AUDITORS

A resolution to re-appoint Burgess Hodgson as auditors for the ensuing year will be proposed at the annual general meeting in accordance with section 385 of the Companies Act 1985

Registered office
34 Tower View
Kings Hill
West Malling
Kent
ME19 4UY

Signed by order of the directors



C S NEWELL
Company Secretary

Approved by the directors on 19/7/07

BUSINESS LINK KENT COMMUNITY INTEREST COMPANY
INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS
YEAR ENDED 31ST MARCH 2007

We have audited the financial statements of Business Link Kent Community Interest Company for the year ended 31st March 2007 on pages 6 to 15, which have been prepared on the basis of the accounting policies set out on page 9

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, for this report, or for the opinions we have formed.

RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITOR

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.

BUSINESS LINK KENT COMMUNITY INTEREST COMPANY

INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS *(continued)*

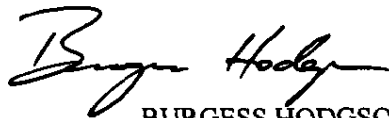
YEAR ENDED 31ST MARCH 2007

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 company's affairs as at 31st March 2007 and of its deficit 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.

Camburgh House
27 New Dover Road
Canterbury
Kent
CT1 3DN



BURGESS HODGSON
Chartered Accountants
& Registered Auditors

4th September 2007

BUSINESS LINK KENT COMMUNITY INTEREST COMPANY**INCOME AND EXPENDITURE ACCOUNT****YEAR ENDED 31ST MARCH 2007**

	Note	2007 £	2006 £
TURNOVER	2	8,316,545	10,354,288
Cost of sales		2,856,068	4,237,563
GROSS SURPLUS		5,460,477	6,116,725
Administrative expenses		5,703,831	6,087,981
OPERATING (DEFICIT) / SURPLUS	3	(243,354)	28,744
Interest receivable		84,461	58,228
(DEFICIT) / SURPLUS ON ORDINARY ACTIVITIES BEFORE TAXATION		(158,893)	86,972
Tax on surplus / (deficit) on ordinary activities	6	(16,034)	(11,034)
(DEFICIT) / SURPLUS FOR THE FINANCIAL YEAR		(174,927)	75,938

All of the activities of the company are classed as continuing

The company has no recognised gains or losses other than the results for the
year as set out above

The notes on pages 9 to 15 form part of these financial statements

BUSINESS LINK KENT COMMUNITY INTEREST COMPANY**BALANCE SHEET****31ST MARCH 2007**

	Note	2007 £	2006 £
FIXED ASSETS			
Tangible assets	7	272,008	66,237
Investments	8	10	-
Tangible Assets and Investments		272,018	66,237
CURRENT ASSETS			
Debtors	9	1,428,569	1,089,347
Cash at bank		1,637,950	2,124,112
		3,066,519	3,213,459
CREDITORS: Amounts falling due within one year	10	(2,253,600)	(2,019,832)
NET CURRENT ASSETS		812,919	1,193,627
TOTAL ASSETS LESS CURRENT LIABILITIES		1,084,937	1,259,864
CAPITAL AND RESERVES			
Called-up equity share capital	13	8	8
Other reserves	14	587,595	587,595
Income and expenditure account	14	497,334	672,261
SHAREHOLDERS' FUNDS	15	1,084,937	1,259,864

These financial statements were approved by the directors on the 19/7/07, and are signed on their behalf by


MRS C L CODAY


R R CLEWLEY

BUSINESS LINK KENT COMMUNITY INTEREST COMPANY**CASH FLOW STATEMENT****YEAR ENDED 31ST MARCH 2007**

	Note	2007 £	2006 £
NET CASH (OUTFLOW)/INFLOW FROM OPERATING ACTIVITIES	16	(286,639)	377,724
RETURNS ON INVESTMENTS AND SERVICING OF FINANCE	16	84,461	58,228
TAXATION	16	(11,034)	(8,252)
CAPITAL EXPENDITURE AND FINANCIAL INVESTMENT	16	(272,950)	(27,679)
(DECREASE)/INCREASE IN CASH	16	<u>(486,162)</u>	<u>400,021</u>

The notes on pages 9 to 15 form part of these financial statements

BUSINESS LINK KENT COMMUNITY INTEREST COMPANY

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31ST MARCH 2007

1. ACCOUNTING POLICIES

Basis of accounting

The financial statements have been prepared under the historical cost convention and in accordance with applicable United Kingdom law and accounting standards

Turnover

The turnover shown in the income and expenditure account represents amounts invoiced during the year, exclusive of Value Added Tax. Also included in turnover are grants received from UK and European governments

Grant income

Funding and grant income received is recorded in the period to which performance and output obligations are attributed. To the extent that there is an ongoing contractual relationship or obligation which is funded beyond a single accounting period, income is deferred to the extent that it is required to meet future contractual obligations as a whole. The total grant income deferred in 2007 to future periods in this respect was £118,000

Fixed assets

All fixed assets are initially recorded at cost.

Depreciation

Depreciation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows

Fixtures & Fittings	-	3 years straight line
Computer Equipment	-	3 years straight line
Leasehold Improvements	-	3 years straight line

Operating lease agreements

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged against income on a straight line basis over the period of the lease

Pension costs

The company operates a defined contribution pension scheme for employees. The assets of the scheme are held separately from those of the company. The annual contributions payable are charged to the income and expenditure account

2. TURNOVER

The turnover and profit before tax are attributable to the one principal activity of the company

An analysis of turnover is given below

	2007	2006
	£	£
United Kingdom	<u>8,316,545</u>	<u>10,354,288</u>

BUSINESS LINK KENT COMMUNITY INTEREST COMPANY**NOTES TO THE FINANCIAL STATEMENTS****YEAR ENDED 31ST MARCH 2007****3. OPERATING DEFICIT**

Operating deficit is stated after charging.

	2007	2006
	£	£
Depreciation of owned fixed assets	66,601	59,299
Auditors' remuneration		
- as auditors	<u>5,000</u>	<u>5,000</u>

4. PARTICULARS OF EMPLOYEES

The average number of staff employed by the company during the financial year amounted to

	2007	2006
	No	No
Number of administrative staff	10	11
Number of management staff	9	11
Number of programme staff	74	86
	<u>93</u>	<u>108</u>

The aggregate payroll costs of the above were:

	2007	2006
	£	£
Wages and salaries	3,383,496	3,630,660
Social security costs	361,404	386,874
Money purchase pension costs	287,930	289,476
	<u>4,032,830</u>	<u>4,307,010</u>

5. DIRECTORS' EMOLUMENTS

The directors' aggregate emoluments in respect of qualifying services were:

	2007	2006
	£	£
Aggregate emoluments	440,885	419,553
Value of company pension contributions to money purchase schemes	39,712	38,555
	<u>480,597</u>	<u>458,108</u>

Emoluments of highest paid director:

	2007	2006
	£	£
Total emoluments (excluding pension contributions).	117,744	114,506
Value of company pension contributions to money purchase schemes	13,801	13,399
	<u>131,545</u>	<u>127,905</u>

BUSINESS LINK KENT COMMUNITY INTEREST COMPANY**NOTES TO THE FINANCIAL STATEMENTS****YEAR ENDED 31ST MARCH 2007****5. DIRECTORS' EMOLUMENTS** *(continued)*

The number of directors who are accruing benefits under company pension schemes was as follows

	2007	2006
	No	No
Money purchase schemes	<u>5</u>	<u>5</u>

6. TAX ON SURPLUS ON ORDINARY ACTIVITIES

	2007	2006
	£	£
Current tax		
Under/(over) provision in prior year	(14)	(31)
UK Corporation tax based on the results for the year at 19% (2006 - 19%)	<u>16,048</u>	<u>11,065</u>
Total current tax	<u>16,034</u>	<u>11,034</u>

Business Link Kent Community Interest Company, due to its not for profit status, is exempt from a charge to Corporation Tax on its surpluses or deficits. The tax charge is based solely on its investment income for the year.

7. TANGIBLE FIXED ASSETS

	Furniture and Office Equipment	Computer Equipment	Leasehold Improvements	Total
	£	£	£	£
COST				
At 1st April 2006	92,760	356,631		449,391
Additions	60,590	45,963	166,387	272,940
Disposals	<u>—</u>	<u>(26,799)</u>	<u>—</u>	<u>(26,799)</u>
At 31st March 2007	<u>153,350</u>	<u>375,795</u>	<u>166,387</u>	<u>695,532</u>
DEPRECIATION				
At 1st April 2006	65,354	317,800		383,154
Charge for the year	20,273	37,915	8,413	66,601
Depreciation on Disposals	<u>—</u>	<u>(26,231)</u>	<u>—</u>	<u>(26,231)</u>
At 31st March 2007	<u>85,627</u>	<u>329,484</u>	<u>8,413</u>	<u>423,524</u>
NET BOOK VALUE				
At 31st March 2007	<u>67,723</u>	<u>46,311</u>	<u>157,974</u>	<u>272,008</u>
At 31st March 2006	<u>27,406</u>	<u>38,831</u>	<u>—</u>	<u>66,237</u>

BUSINESS LINK KENT COMMUNITY INTEREST COMPANY
NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31ST MARCH 2007

8. INVESTMENTS

	£
COST	
Additions	10
At 31 st March 2007	<u>10</u>

During the year Business Link Kent CIC purchased 10 ordinary shares in Skills South East Limited, representing 16.67% of the issued share capital of the company.

9. DEBTORS

	2007 £	2006 £
Trade debtors	394,484	282,385
Other debtors	419,321	3,304
Prepayments and accrued income	614,764	803,658
	<u>1,428,569</u>	<u>1,089,347</u>

Included within Other debtors is an amount due of £60,000 (2006 nil), which is recoverable after more than one year.

10. CREDITORS: Amounts falling due within one year

	2007 £	2006 £
Trade creditors	173,768	121,771
Corporation tax	16,048	11,065
VAT Payable	26,063	15,358
PAYE and social security	106,365	191,810
Accruals and deferred income	1,931,356	1,679,828
	<u>2,253,600</u>	<u>2,019,832</u>

11. COMMITMENTS UNDER OPERATING LEASES

At 31st March 2007 the company had annual commitments under non-cancellable operating leases as set out below

	Assets Other Than Land & Buildings	
	2007 £	2006 £
Operating leases which expire		
Within 1 year	13,856	10,228
Within 2 to 5 years	<u>13,856</u>	<u>10,228</u>

BUSINESS LINK KENT COMMUNITY INTEREST COMPANY

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31ST MARCH 2007

11. COMMITMENTS UNDER OPERATING LEASES *(continued)*

	Land & Buildings	
	2007	2006
	£	£
Operating leases which expire:		
Within 1 year		-
Within 2 to 5 years	150,905	-
	<u>150,905</u>	<u>-</u>

12. RELATED PARTY TRANSACTIONS

No transactions with related parties were undertaken such as are required to be disclosed under FRS 8

13. SHARE CAPITAL

Authorised share capital:

	2007	2006
	£	£
100 Ordinary shares of £1 each	<u>100</u>	<u>100</u>

Allotted, called up and fully paid:

	2007		2006	
	No	£	No	£
Ordinary shares of £1 each	<u>8</u>	<u>8</u>	<u>8</u>	<u>8</u>

14. RESERVES

	Capital Reserve	Income and expenditure account
	£	£
Balance brought forward	587,595	672,261
Retained surplus/(deficit) for the year	-	(174,927)
Balance carried forward	<u>587,595</u>	<u>497,334</u>

The Capital reserve represents a capital contribution from The Learning and Business Link Company Limited of £587,595

15. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	2007	2006
	£	£
Surplus/(Deficit) for the financial year	(174,927)	75,938
Purchase of own shares	-	(2)
Opening shareholders' equity funds	<u>1,259,864</u>	<u>1,183,928</u>
Closing shareholders' equity funds	<u>1,084,937</u>	<u>1,259,864</u>

BUSINESS LINK KENT COMMUNITY INTEREST COMPANY**NOTES TO THE FINANCIAL STATEMENTS****YEAR ENDED 31ST MARCH 2007****16. NOTES TO THE STATEMENT OF CASH FLOWS****RECONCILIATION OF OPERATING PROFIT TO NET CASH (OUTFLOW)/INFLOW FROM OPERATING ACTIVITIES**

	2007 £	2006 £
Operating (deficit) / surplus	(243,354)	28,744
Depreciation	66,601	59,299
Decrease/(increase) in debtors	(339,222)	1,022,613
Increase/(decrease) in creditors	228,768	(733,869)
Asset Disposals	568	937
Net cash (outflow)/inflow from operating activities	<u>(286,639)</u>	<u>377,724</u>

RETURNS ON INVESTMENTS AND SERVICING OF FINANCE

	2007 £	2006 £
Interest received	<u>84,461</u>	<u>58,228</u>
Net cash inflow from returns on investments and servicing of finance	<u>84,461</u>	<u>58,228</u>

TAXATION

	2007 £	2006 £
TAXATION	<u>(11,034)</u>	<u>(8,252)</u>

CAPITAL EXPENDITURE AND FINANCIAL INVESTMENT

	2007 £	2006 £
Payments to acquire tangible fixed assets	(272,940)	(27,679)
Acquisition of fixed asset investments	(10)	-
Net cash outflow from capital expenditure	<u>(272,950)</u>	<u>(27,679)</u>

RECONCILIATION OF NET CASH FLOW TO MOVEMENT IN NET FUNDS

	2007 £	2006 £
(Decrease)/Increase in cash in the period	(486,162)	400,021
Movement in net funds in the period	<u>(486,162)</u>	<u>400,021</u>
Net funds at 1 April 2006	2,124,112	1,724,091
Net funds at 31 March 2007	<u>1,637,950</u>	<u>2,124,112</u>

BUSINESS LINK KENT COMMUNITY INTEREST COMPANY

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31ST MARCH 2007

16. NOTES TO THE STATEMENT OF CASH FLOWS *(continued)*

ANALYSIS OF CHANGES IN NET FUNDS

	At 1 Apr 2006 £	Cash flows £	At 31 Mar 2007 £
Net cash			
Cash in hand and at bank	2,124,112	(486,162)	1,637,950
Net funds	<u>2,124,112</u>	<u>(486,162)</u>	<u>1,637,950</u>

CIC 34

Community Interest Company Report

For official use
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*Please
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capitals.*

Company Name in
full

Business Link Kent CIC

Company Number

3000723

Year Ending

31 March 2007

This template illustrates what the Regulator of Community Interest Companies considers to be best practice for completing a community interest company report. All such reports must be delivered in accordance with section 34 of the Companies (Audit, Investigations and Community Enterprise) Act 2004 and contain the information required by Part 7 of the Community Interest Company Regulations 2005. For further guidance see chapter 8 of the Regulator's information and guidance notes.

Please note that you must give details in this report of transfer of assets for less than full consideration e.g. donations to outside bodies, or paid directors at less than market value.

PART 1 – GENERAL DESCRIPTION OF THE COMPANY'S ACTIVITIES

In the space provided below, please insert a general account of the company's activities in the financial year to which the report relates, including a fair and accurate description of how they have benefited the community or section of the community which the company is intended to serve.

The principal aim of the company is to enable sustainable economic growth and regeneration through support for the establishment of new enterprise and support for developing the competitiveness of small and medium sized businesses. All our services are free of charge to SMEs and individuals and are funded from a variety of UK and EU public funding sources. Our success is measured by the success of the companies and individuals we help and by the improvement of the local economy as a whole.

The company is an active partner with a number of key stakeholders in Kent and throughout the South East that seek to promote the economic prosperity of the region.

See separate continuation sheets

(Please continue on separate continuation sheet if necessary)

CIC 34

CONTINUATION SHEET

*Please
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in bold black
capitals*

Company Name in full	Business Link Kent CIC
Company Number	3000723
Year Ending	31 March 2007

PLEASE CLEARLY INDICATE THE PART YOU ARE CONTINUING HERE PART 1

In 2006 the Company changed its status to that of Community Interest Company in recognition of the role it has in serving communities, primarily in Kent, and to promote economic benefit to the following sections of the community through its operations, services and the application of its financial resources and through its influence

- 1) Local communities, primarily in Kent, particularly those in designated areas of social deprivation, regeneration or growth, where stimulation of the enterprise economy will bring positive benefits to the economic and social well-being of the community.
- 2) Individuals who need or want to start a business or commence self-employment, particularly those from sections of the community who are under-represented or disadvantaged in the enterprise economy.
- 3) Small and Medium-sized businesses and their employees, particularly those in designated areas of social deprivation, regeneration or growth. Small and Medium-sized businesses account for the majority of new job creation and make a significant positive contribution to the economy.

Significant progress has been made against key objectives set at the start of the year including closer working with and influencing of key stakeholders

CIC 34

CONTINUATION SHEET

*Please
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capitals*

Company Name in
full

Business Link Kent CIC

Company Number

3000723

Year Ending

31 March 2007

PLEASE CLEARLY INDICATE THE PART YOU ARE CONTINUING HERE PART 1

Highlights include

- we assisted over 1700 SMEs in depth who are forecast to add £140m to the Kent economy.
- we gave information to 20,000 businesses
- we helped 1,500 new start-up businesses and provided additional, specialist support to those in deprived areas or difficult situations to overcome barriers to enterprise
- we worked with 600 businesses to help them become more resource efficient and launched a comprehensive Sustainable Business Support sector for SMEs across the region
- we launched our Kent 2020 Vision programme which aims to showcase the fantastic developments in Kent for the benefit of local SMEs The first Kent 2020 Vision conference in April 2006 attracted 2,000 attendees.
- we developed a support programme to assist SMEs take advantage of opportunities arising from the London 2012 games

Impact on the Kent Economy

- we support SMEs to increase their own performance and their impact on the local economy through seeking opportunities for growth and innovation or improvements in productivity and resource efficiency
- businesses who receive support and advice, on average, demonstrate greater success than those who do not

CIC 34

CONTINUATION SHEET

*Please
complete in
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in bold black
capitals*

Company Name in
full

Business Link Kent CIC

Company Number

3000723

Year Ending

31 March 2007

PLEASE CLEARLY INDICATE THE PART YOU ARE CONTINUING HERE PART 1

- greater success can be measured in the additional 'wealth generation' (measured by Gross Value Added) by the business.
- this additional money increases opportunities for local employment, drives up demand for local services - increasing opportunities for others, and contributes more, via taxation, to the provision of public services

In 2006/07 Business Link Kent CIC worked with 1739 Kent businesses of all sizes from sole traders upwards to help them forward plan and develop their companies. These companies are forecasting an additional £142m of GVA (Gross Value Added) into the local economy.

The companies we have worked with in previous years are now realising the added value they forecast with our assistance. Each of them have added, on average, £85,000 per annum to their GVA. This means that for every £1 of public funding Business Link is given to deliver this service it has helped to generate at least £18 of added value in the businesses supported based on actual trading results achieved after a year.

CIC 34

CONTINUATION SHEET

*Please
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typescript, or
in bold black
capitals*

**Company Name in
full**

Business Link Kent CIC

Company Number

3000723

Year Ending

31 March 2007

PLEASE CLEARLY INDICATE THE PART YOU ARE CONTINUING HERE PART 1/1

Developing Enterprise Culture

We aim to provide support services to any member of the community that may express a desire to commence a commercial or social enterprise or to start in self-employment

We also promote the benefits of an increase of enterprise activity across all sections of the community and we support public, public/private and voluntary sector organisations with similar aims by providing intelligence and project management services for implementation of publicly funded interventions to encourage and support enterprise activity

Over 4000 people were given advice on how to start businesses and 1,500 new start-up businesses were supported in 2006/07.

Building Enterprise Culture is a core part of our strategy. Our successful 'Trading Up' programme, which includes our innovative business simulation game Taktix, has been tackling barriers to enterprise in some of our most deprived areas. 270 individuals benefited from this in depth programme. Another 165 people have been supported to understand how working for themselves will affect their out of work benefits. Women not currently in the workforce, and specifically those receiving benefits, have been a target group for a range of workshops on developing their potential to work for themselves. A further 375 unemployed people were supported into work trials in SMEs as a step to permanent employment. Our Enterprise Gateway service was focussed in specific target areas for regeneration,

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PLEASE CLEARLY INDICATE THE PART YOU ARE CONTINUING HERE Part 1/2

Folkestone, Romney, Medway and East Kent In 2006/07, it offered in depth support to 430 people thinking of starting up a business on their own and during the year 46 individuals actually started a business.

Some comments from participants

Joan, participant on the Step by Step programme has signed off from receiving benefits and says " My kids are very happy for me, I'm no longer grumpy Mummy and feel that I'm commanding my life now – which makes me happy'

Simone says " Step by Step has helped me to regain my confidence, so much so that I even managed to present my business idea at the end of the programme"

" The business game was great – it was 'learning in disguise'. It was lots of fun and I was surprised at what I did and didn't know"

" One word – confidence. I can move forward now with the confidence you have given me. Thank you "

" This programme has opened my eyes to the possibilities of starting my own business and it was very effective. It's a shame that more people can't access it."

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PLEASE CLEARLY INDICATE THE PART YOU ARE CONTINUING HERE Part 1/3

As a whole this activity aims to benefit the community, over time, by:

- increasing local employment opportunities
- reducing the welfare burden
- increasing purchasing from local suppliers
- fostering on-the-job skills development
- enhancing local product and service availability to fill market gaps and social or community needs

New businesses that have the benefit of tailored advice and support substantially increase their chances of survival and demonstrate accelerated growth

Reducing Environmental impact

We aim to promote sustainable business practice and exemplify the benefits to all organisations and to the wider community We provide access to expert sources of support and advice for implementation of sustainable business practices.

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PLEASE CLEARLY INDICATE THE PART YOU ARE CONTINUING HERE Part1/4

Considering and mitigating any negative impacts of business operations on the broader environment supports the long-term sustainability of local communities. Eliminating, reducing or re-cycling waste also has business benefits including increased productivity, competitiveness and staff morale. We have helped over 500 Kent companies to become 'greener', more resource efficient and successful since the Sustainable Business support programme started in 2006.

The Sustainable Business Service is central to the programme which is managed on behalf of SEEDA. This programme supports all companies in the South East to become more sustainable by providing access to specialist support organisations such as the Carbon Trust, Envirowise and Business in the Community.

In Kent there are a wide range of other environmental support programmes also available to companies including:

- specialist technical and business support for companies involved in the rapidly growing environmental technology, products and services sector
- Resource Efficiency Clubs to help companies become more efficient and cost effective as well as helping to address the challenges of Climate Change.
- Specific projects to help realise the major growth opportunities which sustainability brings. These include supporting the development of local markets and production of bio-diesel.

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PLEASE CLEARLY INDICATE THE PART YOU ARE CONTINUING HERE Part 1/5

Improving Environmental Skills

In 2006 Business Link set up the Regional Resource Centre for Environmental Technology Skills (RRCETS).

This provides a range of practical skills courses to help companies across the South East who wish to adopt environmental technologies and sustainable business practices

The courses have been specifically designed to meet the needs of smaller businesses by being 'bite sized', cost effective programmes which are available on a local basis to minimise time spent away from the workplace

Benefiting the community

Focussed support to help businesses and individuals identify their learning and skills needs and matching the resulting needs with provision of training provides is an effective and practical mechanism for driving up skills levels. This improves the productivity and competitiveness of businesses and gives individuals enhanced lifetime employment prospects.

Skills South East Ltd was set up during the year to identify individual learning needs with employer organisations and broker learning programmes to third party providers through the Train to Gain programme.

PART 2 – CONSULTATION WITH STAKEHOLDERS – Please indicate who the company's stakeholders are, how the stakeholders have been consulted and what action, if any, has the company taken in response to feedback from its consultations? If there has been no consultation, this should be made clear

The company has a wide range of stakeholders as we are providers of services to SMEs and to individuals, funded from a range of public funding sources, which aim to increase economic prosperity in line with and contributing directly to economic development objectives set by local, regional and national government and agencies. Our aim is that all of these stakeholders benefit, in different ways, from our input and activities.

See separate continuation sheets

(If applicable, please just state "A social audit report covering these points is attached")

PART 3 – DIRECTORS' REMUNERATION – Please insert details of any remuneration received by the Directors, even if already stated in the accounts. If no remuneration was received you must state that "no remuneration was received" below

The aggregate amount of Directors' remuneration during the year ended 31 March 2007 was

	2007	2006
	£	£
Aggregate emoluments	440,885	419,553
Value of company pension contributions to money purchase schemes	39,712	38,555
	<u>480,597</u>	<u>458,108</u>

PART 4 – TRANSFERS OF ASSETS OTHER THAN FOR FULL CONSIDERATION – Please insert full details of any transfers of assets other than for full consideration e.g. Donations to outside bodies. If this does not apply you must state that "no transfer of assets other than for full consideration has been made" below

No transfer of assets has been made other than for full consideration

(Please continue on separate continuation sheet if necessary)

(N.B. Please enclose a cheque for £15 payable to Companies House or the Department of Enterprise, Trade and Investment, as appropriate)

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PLEASE CLEARLY INDICATE THE PART YOU ARE CONTINUING HERE PART 2

Insights Programme

Understanding the market we aim to serve, its characteristics and changing needs is a very high priority for us. We have a rolling programme of independent telephone market research with SMEs in Kent that operated throughout 2006/07 which seeks to gain the views of business owners and managers, their issues, concerns, opportunities and behaviours and seeks to identify where support and advice is needed. Another separate survey seeks to identify the awareness and understanding of the services that are offered and why they are used or not used. In addition there is a rolling programme of independent telephone research amongst just our customers to understand whether they have been satisfied with the service they have received and seeks ideas for improvement. We also use published sources of research and data to build an even more complete picture of our market and our customer base. We use this information in the following ways

- informing development of relevant policy and strategy
- tailoring or developing services to meet the articulated needs of businesses in the SE.
- positioning us as an authoritative and impartial source of business insights.
- promoting to businesses the benefits of taking and implementing support, advice and training

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PLEASE CLEARLY INDICATE THE PART YOU ARE CONTINUING HERE PART 2

Economic Development Partnerships:

We actively took part in a number of economic development partnerships within Kent and were a key contributor to "Kent Prospects", the latest update of the Economic Development plan for Kent. We have a number of actions to lead, or contribute to, as part of this plan focussed on Enterprise and supporting SMEs, Sustainable Enterprise and Resource Efficiency. We are a core partner with Kent County Council in the Kent Sustainable Business Partnership.

Kent 2020 Vision.

In 2006/07 we launched "Kent 2020 Vision" - a new concept in which our role is as 'opportunity broker'. Our aim is to bring together all the stakeholder groups with an interest in the economic prosperity of Kent to grow and accelerate the process of SMEs and individuals in Kent grasping the new opportunities afforded by the massive regeneration and development taking place in the county and opportunities presented by global issues such as climate change. Our first major event took place on this theme in April 2006 and attracted 2,000 attendees.

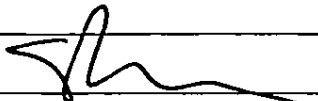
London 2012 Games:

We are working together with other organisations in Kent as part of the Kent Organising Group for the Olympic and Paralympic Games to maximise the legacy impact of this opportunity on the well-being of our communities and local economic prosperity.

PART 5 – SIGNATORY

The original report must be signed by a director or secretary of the company

Signed



Date

28-01-08

Office held (delete as appropriate) Director/Secretary

You do not have to give any contact information in the box opposite but if you do, it will help the Registrar of Companies to contact you if there is a query on the form. The contact information that you give will be visible to searchers of the public record.

COMPANY SECRETARY	
Tel	
DX Number	DX Exchange

When you have completed and signed the form please send it to the Registrar of Companies
Companies House, Crown Way, Cardiff, CF14 3UZ **DX 33050 Cardiff**

for companies registered in England and Wales

or

Companies House, 37 Castle Terrace, Edinburgh, EH1 2EB

DX235 Edinburgh

for companies registered in Scotland

or LP – 4 Edinburgh 2

or

Companies Registry, Department of Enterprise, Trade and Investment, Waterfront Plaza, 8 Laganbank Road Belfast BT1 3BS

for companies registered in Northern Ireland