

# The Association of Sail Training Organisations

Limited by Guarantee

## Trustees Report and Financial Statements for the year ended 31 October 2023

Registered Charity Number 1083059  
Registered Company Number 04084476



# **THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS**

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

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# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## CHARITY INFORMATION

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<b>Patron</b>	HRH The Duchess of Edinburgh GCVO
<b>President</b>	Rear Admiral J S Lang
<b>Vice President for life</b>	John H Hamilton OBE
<b>Trustees</b>	M Todd (Chair) C B Burton A J Butcher MBE R J Cockrem T J James J B H Johnson CBE H R Maywood N V Northmore D G Snelson CB
<b>Registered office</b>	Unit 10, North Meadow Royal Clarence Yard Gosport Hampshire PO12 1BP
<b>Registered charity number</b>	1083059
<b>Registered company number</b>	04084476
<b>Company secretary</b>	K J McMillan from 20.04.2023 L C Gross Mudie to 20.04.2023
<b>Auditor</b>	Blue Spire Limited Cawley Priory South Pallant Chichester West Sussex PO19 1SY
<b>Bankers</b>	The Co-operative Bank
<b>Investment managers</b>	Rathbones Investment Management Ltd Port of Liverpool Building Pier Head Liverpool L3 1NW
<b>Solicitors</b>	Charles Russell Speechlys LLP 5 Fleet Place London EC4M 7RD

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

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## CHARITY INFORMATION

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### Full members

Cat Zero  
Challenge Wales  
Cirdan Sailing Trust  
Dauntsey's School  
Discovery Sailing Project  
Ellen MacArthur Cancer Trust  
Excelsior Trust  
Gordonstoun School  
Island Trust  
Jubilee Sailing Trust  
Marine Society and Sea Cadets  
Morning Star Trust  
Ocean Youth Trust North  
Ocean Youth Trust Scotland  
Ocean Youth Trust South  
Offshore  
Pioneer Sailing Trust  
Rona Sailing Project  
Sailing Tectona  
Sea Change Sailing Trust  
Seas Your Future  
Swan Trust  
Tall Ships Youth Trust

### Associate members

Boleh Trust  
Combined Cadet Force  
Disabled Sailors Association  
East Coast Sail Trust  
Gwennili Trust  
Maybe Sailing  
Morvargh Sailing Project  
Portsmouth Sail Training Trust  
UKSA

### Honorary members

Sail Training International  
RYA Sailability

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

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## CHAIR'S FOREWORD

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As I write this, we are preparing for the UK Sail Training conference. This inspiring annual event is when around 120 people from across the UK Sail Training fleet come together to network, share plans, and learn about ever better ways of delivering high quality Sail Training. In 2023 we had a great mix of thought-provoking speakers from within and beyond our sector, covering a wide range of topics including mentoring young trainees and lower carbon options for vessels.

This year has seen some changes at ASTO UK Sail Training: after twelve years Lucy Grodie, General Manager, has moved to work for one of our member organisations. I thank her for the hard work she did - particularly in supporting the sector during the pandemic. I warmly welcome Kerry McMillan as our new General Manager, who brings a wealth of experience to help drive UK Sail Training forward. At this time of change the Trustees have started working with our members to develop a new strategy to ensure that UK Sail Training remains relevant, that we identify how we can best support the sector's work with young people and how we let the wider world know more about the great benefits of Sail Training experiences.

The past year has had its challenges. The Sail Training sector has been affected by the adverse economic headwinds that many organisations are experiencing. Increasing costs and challenges in fundraising and giving makes things very tough. Despite this our members delivered over 54,000 days of Sail Training to over 11,600 people. ASTO and our members are grateful for the support from our donors at a time when they may well be seeing their return on investments suffer or their disposable income fall. Likewise, we understand that when times are hard, it can be difficult to find the time to volunteer and everyone's contribution has so much more value when set against this trying backdrop. Likewise, ASTO's investments have been challenged by the market conditions. However, with careful stewardship the Trustees remain confident in ASTO's ability to continue our role in supporting and developing UK Sail Training.

It is clear that Sail Training is needed more than ever. The issues affecting young people today are well-reported: poor mental health, lack of employment opportunities, body image issues, substance abuse, the burden of materialism, negative stereotyping, the pressures of social media, family problems - not to mention the uncertainty of the world we live in. The benefits of being outside and "blue health" - the positive impact of time spent by the water - are becoming increasingly well known. Sail Training has a real role in helping young people cope and develop skills to create a positive future. I couldn't put it better than the words of a young person after sailing with one of our members about the impact that a Sail Training voyage has:

" I've learnt a lot from sailing, but sailing has also taught me a lot about myself! Before my first voyage I was naughty in school and horrible to the people around me but being on the voyage helped me to realise there's more to life than being naughty and being horrible to the people around me.

On my first voyage I got over my fear of boats, learning how to get along with people I didn't know, helping people, working as a team, and becoming the best version of myself. I also learnt that I have a passion for sailing and there was nothing to be scared of and I love it.

After the voyage I went back to school I was good and had respect for the people around me and wanted to do well. This year I started school, keeping my head down and being the best version of myself. I was kindly offered to come back and go on another voyage; I accepted the offer in a heartbeat because I love sailing.

Being on this voyage taught me a lot more about sailing and the sea! However, sailing also taught me a lot more about myself that I didn't know and now I'll keep on using the life skills I learnt in sailing. The staff taught me a lot and I'll forever be thankful for that. So, thank you for helping me be the best person I can be, you guys really did help me!"

*Mark Todd*

**M Todd, Chair**  
**Association of Sail Training Organisations**

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## TRUSTEES' REPORT

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The trustees have pleasure in presenting their annual report, incorporating the directors' report, for the purposes of the Charities Act 2011 and Sections 415 to 419 of the Companies Act 2006, together with the accounts for the year ended 31 October 2023. The trustees have adopted the provisions of the Statement of Recommended Practice (SORP) "Accounting and Reporting by Charities" (FRS 102) in preparing the annual report and financial statements of the charity.

### STRUCTURE, GOVERNANCE AND MANAGEMENT

The Association of Sail Training Organisations (ASTO) is a charity limited by guarantee (registered company number: 04084476), incorporated on 27 September 2000 under a Memorandum and Articles of Association (as amended by special resolution 23 April 2009) and registered as a charity (registered charity number: 1083059) on 27 October 2000.

The governing document states that the Board of Directors shall consist of not less than 5 and not more than 15 persons. The directors are appointed either by the members at the AGM, or by the board in which case the director has to retire at the next AGM and may be reappointed by the members. One-third of the number of directors must retire from office (by time rotation) at each AGM but may be reappointed. The chair is appointed by the members from the board for a period of up to 3 years and upon expiry of such a period may be reappointed.

Trustees, who are also the directors for the purpose of company law, who have served during the year, and since the year-end, are listed on the charity information page. None of the trustees has any beneficial interest in the company.

The board manages the charity on behalf of its members by holding not less than three board meetings each year in addition to the Annual General Meeting. The AGM usually takes place on the same day as the annual conference in January. Other meetings are held as required.

The rules and criteria for the different types of membership are contained in ASTO's 'Regulations and Guidelines' which have been drawn up under the provision of Article 67. Sail Training organisations seeking membership are closely vetted to ensure that they meet the criteria for membership.

Members of the company guarantee to contribute £1 each in the event of a winding up. A list of members is shown on the legal and administrative page.

#### Trustee induction and training

Most new trustees are already familiar with ASTO's role and activities. New trustees are briefed at the ASTO office by the Chair and General Manager. The briefing covers the activities of the charity, trustees' obligations under charity and company law, the Charity Commission's guidance on Public Benefit, content of the Memorandum and Articles of Association, the committee and decision making process and the business plan and budget. New trustees are given a welcome pack with copies of these documents, the current Annual Report and Accounts, copies of the minutes of previous board meetings and publications including the Charity Commission's "The Essential Trustee" and the Charity Governance Code. Following the induction process, new trustees sign a declaration confirming that they are eligible to act as a trustee and where necessary ASTO conducts a Disclosure and Barring check.

#### Arrangements for setting pay

The remuneration of the charity's key management personnel is set by the trustees, with rates and increases applied by reference to pay scales in similar organisations.

#### Assessment and management of risk

The trustees regularly review the major risks affecting or which might affect ASTO. The trustees believe that these risks are mitigated by the prudent investment of ASTO's assets, the preparation and production of appropriate and audited accounts, the maintenance of suitable insurance, the obtaining of any necessary legal advice or other expert advice, and the holding of regular board and general meetings as prescribed by law. A risk register exists which identifies the major risks to which the charity is exposed and details the systems and procedures to manage these risks.

The trustees continue to monitor the standards of sea training safety of ASTO members by means of a Compliance Declaration which members have to complete each year, confirming that the vessels used comply with the relevant MCA Code of Practice and that their certification is in date. ASTO's General Manager carries out review visits to members on a routine basis to ensure that they continue to comply with the criteria for membership.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

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## TRUSTEES' REPORT

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### OBJECTIVES AND ACTIVITIES

The objects for public benefit are to:

- promote the provision of opportunities for sea training under sail or power ("Sail Training");
- provide instruction to young persons and to adults with disabilities in the principles of responsibility, resourcefulness, loyalty and team endeavour; and
- advance education in the art of seamanship.

In furtherance of these objects ASTO has various powers, set out in the Memorandum of Association, amongst which are the following:

- To support and encourage Sail Training and adventure afloat generally and particularly by those otherwise unable to afford to do so by the provision of bursaries.
- To create public awareness of the opportunities available for Sail Training and adventure afloat by means of lectures, meetings, demonstrations, exhibitions, pamphlets, books and such other media as may be appropriate.
- To represent the interests and negotiate on behalf of bodies providing opportunities for Sail Training with Government departments and other appropriate bodies in all matters relating to Sail Training generally and particularly in relation to safety, classification of vessels, certification and proficiency of personnel.
- To act as a forum for all Sail Training organisations in the UK with similar objectives.

### Grant making policy

ASTO makes bursary grants to member organisations to benefit young people up to the age of 25 and adults with disabilities ('Hammond Innes bursary'). The Board of Directors considers the forecast income return in conjunction with the business plan for the following year in deciding the size of the bursary fund. Members are allocated a proportion of the total available fund on an equitable numerical basis, dependent on the number of young people or vulnerable adults they have taken to sea. The detailed distribution of grants to the final beneficiary is managed by the members. The grant allocations may also be used to defray the cost of course fees for instructors or leaders of any age to obtain necessary qualifications.

### Volunteers

ASTO continues to rely on volunteers at board level to direct the affairs of the organisation. ASTO are greatly indebted to all of our volunteers for their time commitment during 2023 which we estimate is the equivalent of one full time employee.

### The Public Benefit resulting from Sail Training

There is anecdotal evidence about the benefits that accrue from a Sail Training voyage, which is validated by academic research.

- An international study commissioned with the University of Edinburgh to assess the value of Sail Training found measurable improvements in social confidence and the ability to work with others, and that these benefits were sustained over time after the voyage had ended.
- A study carried out by the University of Sydney found that Sail Training succeeds in fostering networks and alliances which are the basis of the development of social capital. It also found that it achieves this in a shorter, more concentrated programme than other similar schemes.
- An international study into Sail Training conducted by the University of Otago in New Zealand reported that, "Sharing the pleasures, hardships and camaraderie that develop out of life at sea has a profound impact on strengthening character, fortitude and confidence. The importance of mutual respect, perseverance, responsibility and teamwork towards others and nature present a great sense of existence, self discovery and accomplishment."
- ASTO's own Theory of Change and measurement framework shows that Sail Training has a positive effect on people from all backgrounds. Surveys supporting the Theory of Change have found that:
  - 92% of surveyed trainees felt they learnt a new skill;
  - 93% said their team worked well together;
  - 91% said they had to do something important for the ship;
  - 93% learnt to stick to the ships routine; and
  - 92% did things even though they were difficult.

These activities resulted in self-reported increases in their self-confidence, resilience, time-management, problem solving and locus of control (self-efficacy). At least some of these outcomes will be maintained over time, leading to

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## TRUSTEES' REPORT

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young people with higher aspirations and a can-do attitude. ASTO's full Theory of Change and survey results are on the website.

## ACHIEVEMENTS AND PERFORMANCE

All of ASTO's charitable activities are undertaken in furtherance of our charitable objects and for public benefit according to the guidance set out in the Charity Commission's general guidance on public benefit. The main strategies and activities for achieving these objects in 2023 are listed below.

ASTO was able to support UK Sail Training through the following activities.

- The awarding of close to £140,000 in Hammond Innes bursaries to assist young people up to the age of 25 and adults with disabilities with their berth fees. The allocations may also be used to defray the cost of course fees for instructors or leaders of any age to obtain necessary qualifications. The bursary beneficiaries included a wide cross section of young people from all cultural, religious and social backgrounds, including many who are disadvantaged or disabled.
- The organisation of the annual UK Sail Training Conference to act as a forum for all UK stakeholders. The 2023 conference was held in person in January. The conference attracted 141 delegates from all over the UK who discussed topics including mentoring young sailors, promoting maritime careers and marketing and communications as well as hearing presentations on lower carbon options for vessels and cyber security. ASTO is very grateful to the Portsmouth Naval Base Property Trust for providing the venue and being so supportive of the conference.
- The administration of the Trinity House Career Development Bursary Scheme to defray the costs of members' staff and volunteers gaining the necessary qualifications to progress their Sail Training careers. In 2023 bursaries were awarded to 11 candidates.
- The organisation of the annual Small Ships Race in Cowes in October in which 17 boats and 160 young people took part. The ideal racing conditions for the 2023 race allowed for a confidence building yet competitive day on the water. ASTO would like to thank the Royal London Yacht Club, the Royal Yacht Squadron, Cowes Yacht Haven and others for their support.
- The annual members' meeting in autumn. The meeting is open to senior personnel and is an opportunity for a confidential discussion on Sail Training and associated matters of concern or interest. The 2023 meeting was again held at Trinity House and was attended by representatives of 17 member organisations.
- Acting as a Disclosure and Barring Service (DBS) umbrella body to administer applications for vetting of members' potential staff and volunteers. In March 2023 the system moved online and ASTO dealt with 272 applications for criminal record checks during the year.
- Being a member of the Outdoor Advisory Board, a new umbrella body encompassing a broad range of outdoor learning providers.
- Providing online courses to members. These include courses on safeguarding, child protection and food hygiene and can be taken for very little cost. ASTO also offer the RYA PPR course at a reduced cost. During the year 114 online courses and 14 PPR courses were taken up by members.
- Ongoing liaison with the Maritime and Coastguard Agency (MCA) and the Royal Yachting Association (RYA). ASTO Chair Mark Todd and ASTO President John Lang are members of the RYA Yachtmaster Qualification Panel. ASTO is very grateful to the RYA for their continued support for all Sail Training organisations.
- Ongoing liaison with the MCA regarding the two MCA awards for professionalism within Sail Training. 'Best Potential Sail Training Skipper' recognises the individual who shows the best potential for command ability, seamanship and the capability of fulfilling the youth development aims of Sail Training. 'Sail Training Vessel of the Year' recognises an operator for fulfilling both the Sail Training aspirations of ASTO and the seamanship and safety requirements of the MCA. The awards were presented at the conference in January 2023.
- Providing UK national support for Sail Training International (STI). ASTO is a founding member of STI and the ASTO Chair is the UK Country Representative on the STI Council. ASTO staff and member organisations attended the three UK ports in the 2023 Tall Ships Races to talk to visitors about the opportunities for getting involved in Sail Training across the UK.
- Providing support to the UK representative for the STI Youth committee.



# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

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## TRUSTEES' REPORT

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### FINANCIAL REVIEW

Total incoming resources for the year ended 31 October 2023 were £258,924 (2022: £277,632) and the charity's principal funding sources continued to be investment income, donations and grants. Total resources expended were £350,237 (2022: £434,648) with the majority of expenditure being in the form of grants, race costs and promotional costs in furtherance of the charity's objects.

This gave rise to a deficit for the year of £91,313 (2022 deficit: £157,016) before losses on investments of £17,440 (2022 losses: £654,115).

### Reserves policy

As at 31 October 2023, the charity's total funds amounted to £8,394,666 of which £27,311 is restricted for purposes as set out in notes 17 and 18. The level of reserves available for the charity's use (i.e. in unrestricted funds and not represented by fixed assets) was £8,320,603 (2022: £8,404,578) inclusive of investments totalling £8,279,594 (2022: £8,379,251).

The Association is heavily dependent on the income generated by its investments and therefore the trustees consider it is necessary to hold all of these investments within the charity in order to be able to generate income to fund the Association's activities. The trustees believe this level of investment is necessary to generate income to fund the Association's activities for the indefinite future.

### Investment policy

The investment strategy of the trustees is a prudent one with the aim to maximise income whilst maintaining the value of investments in real terms. Each year the trustees withdraw from the portfolio an amount approximately equal to investment income received for the continued provision of the Hammond Innes bursaries and to cover some administrative expenses. The administrative expenses are largely fixed so the policy means bursaries are subject to annual adjustment up/down or constant depending on the income achieved and the underlying value of the investments when the directors agree the annual budget. In discussion with the investment managers the trustees have approved a risk profile for the management of the investments which is suitable for a portfolio invested for the long term and which is in line with that adopted by other charities with similar investment objectives.

During the year under review the charity's investments generated £218,572 (2022: £220,492). The portfolio shrank in value from £8,379,251 to £8,279,594 in the year to 31 October 2023.

### FUNDRAISING STANDARDS INFORMATION

The charity does not solicit funds from the general public nor does it engage any third parties to act on its behalf in raising funds for the charity. As such the charity is not bound by any scheme for regulating fundraising.

### PLANS FOR THE FUTURE

Strategies and activities for achieving the objects of the charity in 2024 include:

- Continued liaison with the outdoor learning sector to raise the profile of Sail Training with government agencies.
- The development of ASTO's strategy to grow awareness of the Sail Training sector and the benefits that it's activities can bring.
- Further promoting the benefits of Sail Training through communications campaigns and publicity.
- Further encouraging members to measure their outcomes and improve good practice.
- The annual Cowes Small Ships' Race in autumn
- Organizing a Small Ships Race in August 2024 in support of and in partnership with the RNLI, to celebrate their bicentenary

### STATEMENT OF TRUSTEES' RESPONSIBILITIES

The trustees are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

The law applicable to charities in England & Wales requires the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charity and of the incoming resources and

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## TRUSTEES' REPORT

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application of resources of the charity for that period. In preparing these financial statements, the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charities SORP 2019 (FRS 102);
- make judgements and estimates that are reasonable and prudent;
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in operation.

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Charities Act 2011, the Charity (Accounts and Reports) Regulations 2008 and the provisions of the trust deed. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The trustees are responsible for the maintenance and integrity of the charity and financial information included on the charity's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

## APPOINTMENT OF AUDITORS

The charity's auditors, Blue Spire Limited, have expressed their willingness to stand for reappointment and a resolution proposing their reappointment will be put forward at the Annual General Meeting of the charity.

## SMALL COMPANIES PROVISIONS

This report has been prepared in accordance with the small companies regime under the Companies Act 2006.

Approved by the trustees and signed on their behalf.

*Mark Todd*

25 January 2024

M Todd, Chair  
Trustee

Date

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## INDEPENDENT AUDITOR'S REPORT

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### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

We have audited the financial statements of The Association of Sail Training Organisations (the 'charitable company') for the year ended 31 October 2023 which comprise the Statement of Financial Activities, the Balance Sheet and notes to the financial statements, including significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the charitable company's affairs as at 31 October 2023, and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the auditor responsibilities for the audit of the financial statements section of our report. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Conclusions relating to going concern

In auditing the financial statements, we have concluded that the trustees' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the charitable company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue. Our responsibilities and the responsibilities of the trustees with respect to going concern are described in the relevant sections of this report.

#### Other information

The other information comprises the information included in the trustees' annual report, other than the financial statements and our auditor's report thereon. The trustees are responsible for the other information. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon. Our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the course of the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether this gives rise to a material misstatement in the financial statements themselves. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

#### Opinions on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the trustees' report, which includes the directors' report prepared for the purposes of company law, for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report included within the trustees' report has been prepared in accordance with applicable legal requirements.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## INDEPENDENT AUDITOR'S REPORT

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### Matters on which we are required to report by exception

In the light of the knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report included within the trustees' report. We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the trustees were not entitled to prepare the financial statements in accordance with the small companies' regime and take advantage of the small companies' exemptions in preparing the directors' report and from the requirement to prepare a strategic report.

### Responsibilities of trustees

As explained more fully in the trustees' responsibilities statement, the trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the trustees are responsible for assessing the charitable company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

### Auditor responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

Based on our understanding of the Charity and the sector in which it operates, we identified the principal laws and regulations that directly affect the financial statements to be the Charities Act, Companies Act, and Employment Act. We assessed the extent of compliance with these laws and regulations as part of our procedures on the related financial statement items.

In addition, the Charity is subject to many other laws and regulations where the consequences of non-compliance could have a material effect on amounts or disclosures in the financial statements, for instance through the imposition of fines or litigation. As primarily an investment funded grantmaker there is a limitation to areas most likely to have such an effect. Auditing standards limit the required audit procedures to identify non-compliance with these laws and regulations to enquiry of the Trustees and other management and inspection of regulatory and legal correspondence if any.

Audit procedures performed by the engagement team included:

- Enquiry of management, those charged with governance around actual and potential litigation and claims;
- Enquiry of entity staff to identify any instances of non-compliance with laws and regulations;
- Reviewing minutes of meetings of those charged with governance;
- Reviewing financial statement disclosures and testing to supporting documentation to assess compliance with applicable laws and regulations.
- Performing audit work over the risk of management override of controls, including testing of journal entries and other adjustments for appropriateness, evaluating the business rationale of significant transactions outside the normal course of business and reviewing accounting estimates for bias.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## INDEPENDENT AUDITOR'S REPORT

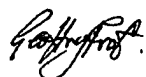
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Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

A further description of our responsibilities is available on the FRC's website at: <https://www.frc.org.uk/auditors/audit-assurance/auditor-s-responsibilities-for-the-audit-of-the-fi/description-of-the-auditor%E2%80%99s-responsibilities-for>. This description forms part of our auditor's report.

### Use of our report

This report is made solely to the charitable company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.



Geoffrey Frost BSc(Hons) FCA, Senior Statutory Auditor  
For and on behalf of Blue Spire Limited, Statutory Auditor

Cawley Priory  
South Pallant  
Chichester  
West Sussex  
PO19 1SY

Date 26 January 2024

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## STATEMENT OF FINANCIAL ACTIVITIES (INCLUDING INCOME AND EXPENDITURE ACCOUNT)

	Note	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	2022 Total Funds £
<b>INCOME AND ENDOWMENTS FROM:</b>					
Donations and legacies	1	22,231	10,450	32,681	50,211
Investments	2	218,572	-	218,572	220,492
Charitable activities	3	6,498	1,020	7,518	6,929
Other		153	-	153	-
<b>Total</b>		<b>247,454</b>	<b>11,470</b>	<b>258,924</b>	<b>277,632</b>
<b>EXPENDITURE ON:</b>					
Raising funds - Investment management costs	4	40,788	-	40,788	42,325
Charitable activities	5	274,848	34,601	309,449	392,323
<b>Total</b>		<b>315,636</b>	<b>34,601</b>	<b>350,237</b>	<b>434,648</b>
Net gains/(losses) on investment assets	13	(17,440)	-	(17,440)	(654,115)
<b>Net Income/(expenditure)</b>		<b>(85,622)</b>	<b>(23,131)</b>	<b>(108,753)</b>	<b>(811,131)</b>
Transfers between funds	17	-	-	-	-
<b>Net movement in funds</b>		<b>(85,622)</b>	<b>(23,131)</b>	<b>(108,753)</b>	<b>(811,131)</b>
<b>RECONCILIATION OF FUNDS</b>					
<b>Total funds brought forward</b>	17	<b>8,452,977</b>	<b>50,442</b>	<b>8,503,419</b>	<b>9,314,550</b>
<b>Total funds carried forward</b>	17	<b>8,367,355</b>	<b>27,311</b>	<b>8,394,666</b>	<b>8,503,419</b>

The statement of financial activities includes all gains and losses recognised during the year.  
All of the above results are derived from continuing activities.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## BALANCE SHEET AS AT 31 OCTOBER 2023

	Note	2023		2022	
		£	£	£	£
<b>FIXED ASSETS</b>					
Tangible assets	12	46,752		48,399	
Investments	13	<u>8,279,594</u>		<u>8,379,251</u>	
			8,326,346		8,427,650
<b>CURRENT ASSETS</b>					
Debtors	14	2,000		10,698	
Cash at hand and in bank		<u>73,041</u>		<u>73,003</u>	
<b>Total current assets</b>		<u>75,041</u>		<u>83,701</u>	
<b>CURRENT LIABILITIES</b>					
Creditors: amounts falling due within one year	15	<u>6,721</u>		<u>7,932</u>	
<b>Net current assets/(liabilities)</b>			68,320		75,769
<b>Net assets/(liabilities)</b>			<u><u>8,394,666</u></u>		<u><u>8,503,419</u></u>
<b>THE FUNDS OF THE CHARITY</b>					
<b>Restricted funds</b>	17		27,311		50,442
Designated Funds			46,752		48,399
Fair Value Reserve			391,754		395,142
General Funds			<u>7,928,849</u>		<u>8,009,436</u>
<b>Unrestricted funds</b>	17		<u>8,367,355</u>		<u>8,452,977</u>
<b>Total charity funds</b>			<u><u>8,394,666</u></u>		<u><u>8,503,419</u></u>

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

The financial statements on pages 12 to 25 were approved and authorised for issue by the trustees on 24 January 2024 and signed on their behalf by:

*Mark Todd*

M Todd, Chair  
Trustee

The Association of Sail Training Organisations  
Registered Charity Number 1083059  
Registered Company Number 04084476

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## ACCOUNTING POLICIES

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### General information, scope and basis of the financial statements

The Association of Sail Training Organisations is an incorporated charity, limited by guarantee, incorporated in England with the company number 04084476. In the event of the charity being wound up, the liability in respect of the guarantee is limited to £1 per member of the charity. The address of the registered office is given in the charity information page of these financial statements. The nature of the charity's operations and principal activities are outlined in the trustees' report.

The charity constitutes a public benefit entity as defined by FRS 102. The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland issued in October 2019, the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), the Charities Act 2011, the Companies Act 2006 and UK Generally Accepted Accounting Practice.

The financial statements are prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value. The financial statements are presented in sterling which is the functional currency of the charity and rounded to the nearest £.

The significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented unless otherwise stated.

### Statement of cash flows

The charity does not include a statement of cash flows on the grounds that it is applying FRS 102 Section 1A.

### Incoming resources

All incoming resources are included in the Statement of Financial Activities (SOFA) when the Charity is legally entitled to the income after any performance conditions have been met, the amount can be measured reliably and it is probable that the income will be received.

For donations to be recognised the Charity will have been notified of the amounts and the settlement date in writing. If there are conditions attached to the donation and this requires a level of performance before entitlement can be obtained then income is deferred until those conditions are fully met or the fulfilment of those conditions is within the control of the Charity and it is probable that they will be fulfilled.

Income from trading activities includes income earned from fundraising events and trading activities to raise funds for the Charity. Income is received in exchange for supplying goods and services in order to raise funds and is recognised when entitlement has occurred.

Income from government and other grants are recognised at fair value when the Charity has entitlement after any performance conditions have been met, it is probable that the income will be received and the amount can be measured reliably. If entitlement is not met then these amounts are deferred.

Investment income is earned through holding assets for investment purposes such as shares and cash deposits. It includes dividends and interest. Where it is not practicable to identify investment management costs incurred within a scheme with reasonable accuracy the investment income is reported net of these costs. It is included when the amount can be measured reliably. Interest income is recognised using the effective interest method and dividend income is recognised as the Charity's right to receive payment is established.

### Resources expended

All expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to the category. Expenditure is recognised where there is a legal or constructive obligation to make payments to third parties, it is probable that the settlement will be required and the amount of the obligation can be measured reliably. It is categorised under the following headings:

- costs of raising funds; which includes the costs of organising events and investment management fees
- expenditure on charitable activities; which includes grants made to beneficiaries and costs incurred to support those activities

Grants payable to third parties are within the charitable objectives. Where unconditional grants are offered, this is accrued as soon as the recipient is notified of the grant, as this gives rise to a reasonable expectation that the recipient will receive the grants. Where grants are conditional relating to performance then the grant is only accrued when any unfulfilled conditions are outside of the control of the Charity.



# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## ACCOUNTING POLICIES

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### Resources expended (continued)

#### Support cost allocation

Support costs are those that assist the work of the Charity but do not directly represent charitable activities and include office costs, governance costs, administrative payroll costs. They are incurred directly in support of expenditure on the objects of the charity. Where support costs cannot be directly attributed to particular headings they have been allocated to cost of raising funds and expenditure on charitable activities on a basis consistent with use of the resources.

The analysis of these costs is included in Note 6.

### Employee benefits

When employees have rendered service to the Charity, short-term employee benefits to which the employees are entitled are recognised at the undiscounted amount expected to be paid in exchange for that service.

### Pension costs

The charity operates a defined contribution pension scheme. Contributions to the scheme are charged to the statement of financial activities on a payable basis.

### VAT

The Charity is not registered for VAT and is unable to recover VAT incurred. On this basis costs are recorded inclusive of VAT within the SOFA.

### Taxation

The charity is considered to pass the tests set out in sections 466 to 493 Corporation Tax Act 2010 (CTA 2010), as such no income tax is payable on the charity's activities.

### Fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation and accumulated impairment losses. Cost includes costs directly attributable to making the asset capable of operating as intended.

Depreciation is provided on all tangible fixed assets, at rates calculated to write off the cost, less estimated residual value, of each asset on a systematic basis over its expected useful life as follows:

Computer equipment	33% straight line
Fixtures and fittings	15% straight line
Leasehold land and buildings	2% straight line (over the period of the lease)

### Fixed asset investments

Investments are recognised initially at fair value which is normally the transaction price excluding transaction costs. Subsequently, they are measured at fair value with changes recognised in 'net gains/(losses) on investments' in the SOFA if the shares are publicly traded or their fair value can otherwise be measured reliably.

### Debtors and creditors receivable / payable within one year

Debtors and creditors with no stated interest rate and receivable or payable within one year are recorded at transaction price. Any losses arising from impairment are recognised in expenditure.

### Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and call deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of change in value. In addition it includes cash at bank and in hand and cash balances within the investment portfolio available for investment transaction purposes.

### Operating leases

Rentals payable under operating leases are charged in the statement of financial activities on a straight line basis over the lease term.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## ACCOUNTING POLICIES

---

### Fund accounting

Unrestricted funds are available for use at the discretion of the trustees in furtherance of the general objectives of the Charity and which have not been designated for other purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the Charity for particular purposes. The cost of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

Further details of each fund are disclosed in Note 18.

### Going concern

The financial statements have been prepared on a going concern basis as the trustees believe that no material uncertainties exist. The trustees have considered the level of funds held and the expected level of income and expenditure for 12 months from authorising these financial statements. The budgeted income and expenditure is sufficient with the level of reserves for the charity to be able to continue as a going concern.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 1. Donations and legacies

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Donations and grants	11,754	10,450	22,204	9,191	22,950	32,141
Royalties	8,777	-	8,777	6,420	-	6,420
Membership	1,700	-	1,700	1,650	-	1,650
Legacies	-	-	-	10,000	-	10,000
	<u>22,231</u>	<u>10,450</u>	<u>32,681</u>	<u>27,261</u>	<u>22,950</u>	<u>50,211</u>

### 2. Income from investments

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Income from investment holdings	218,572	-	218,572	220,492	-	220,492
	<u>218,572</u>	<u>-</u>	<u>218,572</u>	<u>220,492</u>	<u>-</u>	<u>220,492</u>

### 3. Income from charitable activities

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
UK Sail Training Conference fees	3,370	-	3,370	3,244	-	3,244
Training	3,128	-	3,128	2,205	-	2,205
Small Ships Race	-	1,020	1,020	-	1,480	1,480
	<u>6,498</u>	<u>1,020</u>	<u>7,518</u>	<u>5,449</u>	<u>1,480</u>	<u>6,929</u>

### 4. Raising funds - Investment management fees

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Investment management fees	40,788	-	40,788	42,325	-	42,325
	<u>40,788</u>	<u>-</u>	<u>40,788</u>	<u>42,325</u>	<u>-</u>	<u>42,325</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 5. Charitable activities

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Hammond Innes grants (see note 7)	140,002	-	140,002	219,730	-	219,730
Trinity House grants (see note 7)	-	26,386	26,386	-	22,188	22,188
Other grants (see note 7)	5,480	2,000	7,480	3,433	-	3,433
<b>Total grants</b>	<b>145,482</b>	<b>28,386</b>	<b>173,868</b>	<b>223,163</b>	<b>22,188</b>	<b>245,351</b>
Race and event costs	10,857	6,215	17,072	10,019	6,042	16,061
Instruction and training	5,265	-	5,265	2,664	-	2,664
Support costs (see note 6)	107,983	-	107,983	123,760	-	123,760
Governance costs (see note 8)	5,261	-	5,261	4,487	-	4,487
<b>Other charitable activities</b>	<b>129,366</b>	<b>6,215</b>	<b>135,581</b>	<b>140,930</b>	<b>6,042</b>	<b>146,972</b>
	<b>274,848</b>	<b>34,601</b>	<b>309,449</b>	<b>364,093</b>	<b>28,230</b>	<b>392,323</b>

### 6. Support costs

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Wages and salaries (see note 10)	80,627	-	80,627	107,586	-	107,586
Life assurance and staff training	494	-	494	-	-	-
Insurance	2,977	-	2,977	2,973	-	2,973
Office costs	4,817	-	4,817	6,299	-	6,299
Travel and subsistence	11,488	-	11,488	1,939	-	1,939
Promotional materials and exhibitions	453	-	453	621	-	621
Bank charges	297	-	297	331	-	331
Repairs and maintenance	487	-	487	-	-	-
Postage and stationery	622	-	622	602	-	602
Advertising and marketing	514	-	514	690	-	690
Other accountancy	2,400	-	2,400	-	-	-
Miscellaneous expenditure	1,160	-	1,160	928	-	928
Depreciation	1,647	-	1,647	1,791	-	1,791
	<b>107,983</b>	<b>-</b>	<b>107,983</b>	<b>123,760</b>	<b>-</b>	<b>123,760</b>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 7. Analysis of grants

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
<b>Grants to institutions - HI Bursaries<sup>1</sup></b>						
Boleh Trust	833	-	833	314	-	314
Cat Zero	828	-	828	1,457	-	1,457
Challenge Wales	4,090	-	4,090	6,307	-	6,307
Cirdan Sailing Trust	5,083	-	5,083	10,673	-	10,673
Combined Cadet Force	4,493	-	4,493	7,120	-	7,120
Dauntsey's School	2,408	-	2,408	3,331	-	3,331
Discovery Sailing Project	4,253	-	4,253	5,320	-	5,320
East Coast Sail Trust	657	-	657	880	-	880
Ellen MacArthur Cancer Trust	5,075	-	5,075	7,028	-	7,028
Excelsior Trust	1,570	-	1,570	1,468	-	1,468
Gordonstoun School	5,211	-	5,211	7,131	-	7,131
Gwennili Trust	1,887	-	1,887	2,610	-	2,610
Island Trust	6,031	-	6,031	8,525	-	8,525
Jubilee Sailing Trust	7,200	-	7,200	10,399	-	10,399
Marine Society and Sea Cadets	21,000	-	21,000	38,674	-	38,674
Maybe Sailing	2,186	-	2,186	5,431	-	5,431
Morning Star Trust	3,321	-	3,321	3,682	-	3,682
Morvargh Sailing Project	352	-	352	-	-	-
Ocean Youth Trust North	2,691	-	2,691	4,129	-	4,129
Ocean Youth Trust Scotland	8,188	-	8,188	14,174	-	14,174
Ocean Youth Trust South	4,920	-	4,920	8,906	-	8,906
Offshore	2,016	-	2,016	5,020	-	5,020
Pioneer Sailing Trust	1,495	-	1,495	3,523	-	3,523
Portsmouth Sail Training Trust	-	-	-	-	-	-
Rona Sailing Project	9,541	-	9,541	18,961	-	18,961
Sea Sanctuary	-	-	-	85	-	85
Sea Change Sailing Trust	1,204	-	1,204	1,586	-	1,586
Seas Your Future	11,103	-	11,103	13,541	-	13,541
Swan Trust	884	-	884	1,194	-	1,194
Tall Ships Youth Trust	17,742	-	17,742	24,065	-	24,065
Tectona	1,220	-	1,220	3,131	-	3,131
UKSA	2,520	-	2,520	1,065	-	1,065
	<u>140,002</u>	<u>-</u>	<u>140,002</u>	<u>219,730</u>	<u>-</u>	<u>219,730</u>
<b>Other grants</b>						
<b>To institutions</b>						
Other - SSR grant to Island Trust	-	2,000	2,000	-	-	-
<b>To individuals</b>						
Trinity House <sup>2</sup>	-	26,386	26,386	-	22,188	22,188
Other - International exchanges	5,480	-	5,480	3,433	-	3,433
	<u>5,480</u>	<u>26,386</u>	<u>31,866</u>	<u>3,433</u>	<u>22,188</u>	<u>25,621</u>
	<u>145,482</u>	<u>26,386</u>	<u>171,868</u>	<u>223,163</u>	<u>22,188</u>	<u>245,351</u>

<sup>1</sup> HI Bursaries

Hammond Innes Bursaries to provide opportunities for young people and those with disabilities, or training for staff and volunteers.

<sup>2</sup> Trinity House

Grants to fund training for individuals

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 8. Governance costs

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Auditors remuneration	3,840	-	3,840	3,840	-	3,840
Trustees' travel expenses	1,421	-	1,421	647	-	647
	<u>5,261</u>	<u>-</u>	<u>5,261</u>	<u>4,487</u>	<u>-</u>	<u>4,487</u>

### 9. Auditors' remuneration

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Audit	3,840	-	3,840	3,840	-	3,840
Accounting services	2,400	-	2,400	-	-	-

### 10. Wages and salary cost

	2023 Total Funds £	2022 Total Funds £
Gross wages	71,858	94,966
Employer's national insurance costs (inclusive of employer national insurance allowance)	3,229	4,881
Employer's pension contributions	5,540	7,597
Other benefits	94	142
	<u>80,721</u>	<u>107,586</u>

There were no employees with emoluments (excluding employer pension costs) above £60,000 in this or the preceding year

	2023	2022
The average number of employees analysed by function was:		
Administration of charitable activities	<u>2</u>	<u>3</u>
The number of employees to whom pension contributions are accruing:		
Administration of charitable activities	<u>2</u>	<u>3</u>

### 11. Related party transactions

None of the trustees received any remuneration during the year under review (2022: £nil). £1,421 (2022: £647) was reimbursed to or paid on behalf of the trustees listed on page 1 during the period under review.

The charity's key management personnel (set out on page 1) received employee benefits totalling £76,958 (2022: £76,382) consisting of gross pay and employer's pension contributions with £11,044 (2022: £1,371) was reimbursed to or paid on behalf of the charity's key management personnel during the year under review for travel and subsistence. In addition, fees were paid to the husband of a member of key management personnel totalling £500 (2022: £700) for photography.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 12. Tangible fixed assets

	Leasehold property £	Office equipment £	Total £
<i>Cost</i>			
At 1 November 2022	61,293	7,785	69,078
Additions	-	-	-
Disposals	-	-	-
At 31 October 2023	61,293	7,785	69,078
<i>Depreciation</i>			
Accumulated at 1 November 2022	14,348	6,331	20,679
Charge for the year	836	811	1,647
On disposals	-	-	-
At 31 October 2023	15,184	7,142	22,326
Net book value at 31 October 2023	46,109	643	46,752
Net book value at 31 October 2022	46,945	1,454	48,399

### 13. Fixed assets investments

	Listed investments £	Cash £	2023 Total Funds £	2022 Total Funds £
<i>Reconciliation of movement on investments</i>				
Carrying (market) value brought forward	8,050,597	328,654	8,379,251	9,176,419
Additions at cost	1,235,272	-	1,235,272	2,876,588
Disposals at carrying value	(1,283,472)	-	(1,283,472)	(3,429,264)
Gain/(Loss) on revaluation	47,332	-	47,332	(557,353)
Net increase/(decrease) in cash	-	(98,789)	(98,789)	312,861
Carrying (market) value carried forward	8,049,729	229,865	8,279,594	8,379,251
<i>Gains/(losses) on investments</i>				
Unrealised (from above)	47,332	-	47,332	(557,353)
Realised on disposal of fixed asset investments	(64,772)	-	(64,772)	(96,762)
	(17,440)	-	(17,440)	(654,115)
<i>The investments above are analysed as follows:</i>				
Listed investments *1	8,049,729	-	8,049,729	8,050,597
Cash or cash equivalents	-	229,865	229,865	328,654
	8,049,729	229,865	8,279,594	8,379,251

\*1 Listed investments including pooled investment vehicles which invest in listed investments.

### 14. Debtors

	2023 Total Funds £	2022 Total Funds £
Trade debtors	1,049	698
Other debtors	701	-
Accrued income	250	10,000
	2,000	10,698

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 15. Creditors: amounts falling due within one year

	2023 Total Funds £	2022 Total Funds £
Accrued expenses	6,092	5,479
Other creditors	629	2,453
	<u>6,721</u>	<u>7,932</u>

### 16. Analysis of net assets between funds

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Tangible fixed assets	46,752	-	46,752	48,399	-	48,399
Fixed asset investments	8,279,594	-	8,279,594	8,379,251	-	8,379,251
Current assets	47,730	27,311	75,041	33,259	50,442	83,701
Current liabilities	(6,721)	-	(6,721)	(7,932)	-	(7,932)
	<u>8,367,355</u>	<u>27,311</u>	<u>8,394,666</u>	<u>8,452,977</u>	<u>50,442</u>	<u>8,503,419</u>

### 17. Analysis of net movement in funds

	Year ended 31 October 2023					
	Total funds brought forward £	Total incoming resources £	Total resources expended £	Transfers between funds £	Gains and (losses) on investments £	Total funds carried forward £
<i>Restricted funds</i>						
Trinity House Bursary	48,176	-	(26,386)	-	-	21,790
Cowes Small Ships Race	247	11,470	(8,215)	-	-	3,502
Royal Standard Maritime Trust	2,019	-	-	-	-	2,019
<i>Total restricted funds</i>	<u>50,442</u>	<u>11,470</u>	<u>(34,601)</u>	<u>-</u>	<u>-</u>	<u>27,311</u>
<i>Unrestricted funds</i>						
<i>Designated funds</i>						
Fixed asset reserve	48,399	-	(1,647)	-	-	46,752
	<u>48,399</u>	<u>-</u>	<u>(1,647)</u>	<u>-</u>	<u>-</u>	<u>46,752</u>
Fair Value Reserve	395,142	-	-	-	(3,388)	391,754
General Fund	8,009,436	247,454	(313,989)	-	(14,052)	7,928,849
Unrestricted funds	<u>8,404,578</u>	<u>247,454</u>	<u>(313,989)</u>	<u>-</u>	<u>(17,440)</u>	<u>8,320,603</u>
<i>Total unrestricted funds</i>	<u>8,452,977</u>	<u>247,454</u>	<u>(315,636)</u>	<u>-</u>	<u>(17,440)</u>	<u>8,367,355</u>
<i>Total funds</i>	<u>8,503,419</u>	<u>258,924</u>	<u>(350,237)</u>	<u>-</u>	<u>(17,440)</u>	<u>8,394,666</u>



# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 17. Analysis of net movement in funds (continued)

	Year ended 31 October 2022					
	Total funds brought forward	Total incoming resources	Total resources expended	Transfers between funds	Gains and (losses) on investments	Total funds carried forward
	£	£	£	£	£	£
<i>Restricted funds</i>						
Trinity House Bursary	49,364	21,000	(22,188)	-	-	48,176
Cowes Small Ships Race	2,859	3,430	(6,042)	-	-	247
Royal Standard Maritime Trust	2,019	-	-	-	-	2,019
<i>Total restricted funds</i>	<u>54,242</u>	<u>24,430</u>	<u>(28,230)</u>	<u>-</u>	<u>-</u>	<u>50,442</u>
<i>Unrestricted funds</i>						
<i>Designated funds</i>						
Fixed asset reserve	50,053	-	(1,791)	137	-	48,399
	<u>50,053</u>	<u>-</u>	<u>(1,791)</u>	<u>137</u>	<u>-</u>	<u>48,399</u>
Fair Value Reserve	1,958,869	-	-	-	(1,563,727)	395,142
General Fund	7,251,386	253,202	(404,627)	(137)	909,612	8,009,436
Unrestricted funds	<u>9,210,255</u>	<u>253,202</u>	<u>(404,627)</u>	<u>(137)</u>	<u>(654,115)</u>	<u>8,404,578</u>
<i>Total unrestricted funds</i>	<u>9,260,308</u>	<u>253,202</u>	<u>(406,418)</u>	<u>-</u>	<u>(654,115)</u>	<u>8,452,977</u>
Total funds	<u>9,314,550</u>	<u>277,632</u>	<u>(434,648)</u>	<u>-</u>	<u>(654,115)</u>	<u>8,503,419</u>

### 18. Description of funds

Trinity House Bursary	Funds received to provide grants under the Trinity House Career Development Scheme, providing training for Sail Training staff and volunteers.
Cowes Small Ships Race	Funds received to organise and run annual small ships races at Cowes.
Royal Standard Maritime Trust	Funds received following the closure of registered charity to be spent in furtherance of the closed charity's objects.
Fixed Asset Reserve	Designated funds representing the net book value of fixed assets.
Fair Value Reserve	Representing the variance between cost and fair value of the charity's investment assets.

### 19. Pension scheme

The charity operates a defined contribution pension scheme for its employees. The total payable for the year under review was £5,540 (2022: £7,597). There were no amounts outstanding at the end of the current period or comparative financial year.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 20. Commitments under operating lease

	2023 Total Funds £	2022 Total Funds £
At 31 October the charity had total minimum lease payments under a non-cancellable operating lease as follows:		
Not later than one year	607	607
Later than one year not later than five years	607	1,314
	<u>1,214</u>	<u>1,921</u>

### 22. Financial instruments

The carrying amounts of the charity's financial instruments are as follows:

	2023 Total Funds £	2022 Total Funds £
<i>Financial assets</i>		
Measured at fair value through net income/(expenditure):		
Fixed asset investments	<u>8,279,594</u>	<u>8,379,251</u>
	<u>8,279,594</u>	<u>8,379,251</u>

The income, expense, net gains and net losses attributable to the charity's financial instruments are summarised as follows:

	2023 Total Funds £	2022 Total Funds £
<i>Income and expense</i>		
Financial assets measured at fair value through net income/(expenditure)		
Investment income	218,572	220,492
Investment management fees	(40,788)	(42,325)
	<u>177,784</u>	<u>178,167</u>

### Net gains and losses (including changes in fair value)

Financial assets measured at fair value through net income/(expenditure)		
Unrealised gains/(losses) on investments	47,332	(557,353)
Realised gains/(losses) on investments	(64,772)	(96,762)
	<u>(17,440)</u>	<u>(654,115)</u>

Fixed asset investments are held at fair value with valuations obtained using closing mid-market price.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 23. Comparative statement of financial activities

	Note	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
<b>INCOME AND ENDOWMENTS FROM:</b>				
Donations and legacies	1	27,261	22,950	50,211
Investments	2	220,492	-	220,492
Charitable activities	3	5,449	1,480	6,929
<b>Total</b>		<b>253,202</b>	<b>24,430</b>	<b>277,632</b>
<b>EXPENDITURE ON:</b>				
Raising funds - Investment management costs	4	42,325	-	42,325
Charitable activities	5	364,093	28,230	392,323
<b>Total</b>		<b>406,418</b>	<b>28,230</b>	<b>434,648</b>
Net gains/(losses) on investment assets	13	(654,115)	-	(654,115)
<b>Net Income/(expenditure)</b>		<b>(807,331)</b>	<b>(3,800)</b>	<b>(811,131)</b>
<b>Transfers between funds</b>	17	-	-	-
<b>Net movement in funds</b>		<b>(807,331)</b>	<b>(3,800)</b>	<b>(811,131)</b>
<b>RECONCILIATION OF FUNDS</b>				
<b>Total funds brought forward</b>	17	<b>9,260,308</b>	<b>54,242</b>	<b>9,314,550</b>
<b>Total funds carried forward</b>	17	<b>8,452,977</b>	<b>50,442</b>	<b>8,503,419</b>