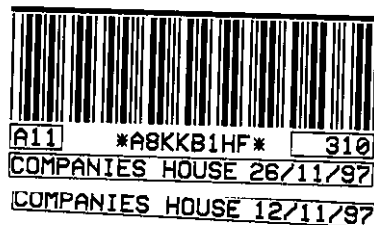


**HEARING DOGS FOR DEAF PEOPLE  
(FORMERLY  
HEARING DOGS FOR THE DEAF)  
(Limited by Guarantee)**

**ANNUAL REPORT  
AND  
FINANCIAL STATEMENTS  
31ST MARCH 1997**

**INCORPORATED IN ENGLAND NO: 1964878**



# **HEARING DOGS FOR DEAF PEOPLE**

**(Limited by Guarantee)**

## **COUNCIL AND OFFICERS AT 31ST MARCH 1997**

Lt Col Sir John Johnston GCVO, MC	- President
Sir Peter Baldwin KCB	- Vice President
Lady Wright MBE	- Vice President
Sir Paul Wright KCMG OBE	- Vice President
A D R Hilbery B Vet Med, MRCVS	- Chairman
Dr B Fogle DVM, MRCVS	- Vice Chairman
A G Blunt	- Secretary
R J Collier ACIB	- Treasurer
Mrs C Baldwin	
Mrs A Conway	
Mrs S Cooper	
B C Johnston OBE, FPMI	
T Turner B Vet Med, MRCVS	
G H Willett	

### **REGISTERED OFFICE**

Training Centre, London Road (A40), Lewknor, Oxford, OX9 5RY

### **SOLICITORS**

Morrell, Peel and Gamlen, 1 St Giles', Oxford

### **AUDITORS**

Edmund Gibbs, 46 St Giles', Oxford, OX1 3LT

### **CONTENTS**

	<b><u>Page No</u></b>
Report of the Council	1 - 2
Statement of Council Members' Responsibilities	2
Auditors' Report	3
Statement of Financial Activities	4
Summary Income and Expenditure Account	5
Balance Sheet	6
Notes to the Financial Statements	7 - 13

# HEARING DOGS FOR DEAF PEOPLE (Limited by Guarantee)

## REPORT OF THE COUNCIL

The Members of Council present their Eleventh Annual Report together with the Audited Financial Statements of the Charity for the year ended 31st March 1997.

### REVIEW OF ACTIVITIES AND FUTURE DEVELOPMENTS

The aim of Hearing Dogs for Deaf People is to supply fully trained dogs to act as the ears of profoundly deaf and hard of hearing people. The dogs are taught to respond to everyday sounds enabling their owners to have a more independent and fulfilled life.

A full review of the activities for the year and of future developments is contained in the Chairman's Report which accompanies these financial statements.

### CHANGE OF NAME

On 6th December 1996 the name of the Charity was changed from Hearing Dogs For The Deaf to Hearing Dogs For Deaf People.

### CHARITABLE STATUS

Hearing Dogs For Deaf People is a registered charity, No. 293358.

### MEMBERS OF THE COUNCIL

The following have served as Members of the Council throughout the year unless otherwise stated:-

Lt Col Sir John Johnston GCVO, MC	- President
Sir Peter Baldwin KCB	- Vice President
Lady Wright MBE	- Vice President
Sir Paul Wright KCMG OBE	- Vice President
Mrs L Scott Ordish - Deceased	- Vice President
27th March 1997	
A D R Hilbery B Vet Med, MRCVS	- Chairman
Dr B Fogle DVM, MRCVS	- Vice Chairman
A G Blunt	- Secretary
R J Collier ACIB	- Treasurer
Mrs C Baldwin	
Mrs A Conway	
Mrs S Cooper	
B C Johnston OBE, FPMI	
T Turner B Vet Med, MRCVS	
G H Willett	

In accordance with the Articles of Association Sir Peter Baldwin KCB, Lady Wright MBE, Sir Paul Wright KCMG OBE and Dr B Fogle DVM, MRCVS retire from the Council and, being eligible, offer themselves for re-election.

**HEARING DOGS FOR DEAF PEOPLE**  
**(Limited by Guarantee)**  
**REPORT OF THE COUNCIL (CONTINUED)**

**STATEMENT OF**  
**COUNCIL MEMBERS'**  
**RESPONSIBILITIES**

Charity law requires the Council Members 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 its financial activities for that period. In preparing those financial statements the Council Members are required to:-

- (a) select suitable accounting policies and then apply them consistently;
- (b) make judgements and estimates that are reasonable and prudent;
- (c) state whether the policies adopted are in accordance with the Statement of Recommended Practice "Accounting for Charities" and with applicable accounting standards, subject to any material departures disclosed and explained in the financial statements;
- (d) prepare the financial statements on the going concern basis unless it is inappropriate to assume that the Charity will continue in business.

The Council Members are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the Charity and to enable them to ensure that the financial statements comply with the Companies Act 1985 and the Charities Act 1993. They are also responsible for safeguarding the assets of the Charity and hence for taking reasonable steps for the prevention and detection of fraud or other irregularities.

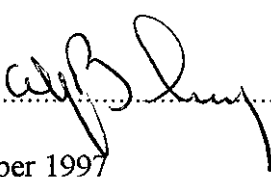
**FIXED ASSETS**

Acquisitions and disposals of Fixed Assets are shown in Note 7 to the Financial Statements on page 11. The Market Value of the Charity's interest in freehold property cannot be ascertained without obtaining professional valuations. These valuations would be expensive and the Council are of the opinion that although they would in total show an excess over the book value, such excess would not be significant in the context of the Charity's character and work.

**AUDITORS**

Messrs Edmund Gibbs, Chartered Certified Accountants, are willing to be re-appointed in accordance with Section 385(1) of the Companies Act 1985 and a resolution to this effect will be proposed at the forthcoming Annual General Meeting.

**BY ORDER OF THE COUNCIL**

.....  ..... A G BLUNT - SECRETARY

16th September 1997

**AUDITORS REPORT TO THE MEMBERS OF**  
**HEARING DOGS FOR DEAF PEOPLE**  
**(Limited by Guarantee)**

We have audited the financial statements on pages 4 to 13 which have been prepared following the accounting policies set out on page 7.

**Respective Responsibilities of Council Members and Auditors**

As described on page 2 the Charity's Council Members are responsible for the preparation of the financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.


**Basis of Opinion**

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination on a test basis of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the Council Members in the preparation of the financial statements, and of whether the accounting policies are appropriate to the Charity'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 irregularities or error. In forming our opinion we also evaluated the overall adequacy of the presentation of the information in the financial statements.

**Opinion**

In our opinion the financial statements give a true and fair view of the state of the Charity's affairs as at 31st March 1997 and of the results for the year then ended and have been properly prepared in accordance with the Companies Act 1985 applicable to small companies and the Charities Act 1993.



EDMUND GIBBS  
Chartered Certified Accountants  
Registered Auditors

46 St Giles'  
OXFORD  
OX1 3LT

26th September 1997

HEARING DOGS FOR DEAF PEOPLE  
(Limited by Guarantee)

STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED  
31ST MARCH 1997

	<u>Note</u>	<u>Unrestricted Funds</u>	<u>Restricted Funds</u>	<u>Totals 31 March 1997</u>	<u>Totals 31 March 1996</u>
<b><u>INCOMING RESOURCES</u></b>					
Donations and Gifts		597,349	7,500	604,849	669,212
Legacies		355,806	27,500	383,306	192,327
Investment Income		75,687	-	75,687	87,176
Sponsors		-	194,969	194,969	230,982
Deposited Covenants Received		-	-	-	1,125
(Less) Deferred Income		<u>(437)</u>	<u>-</u>	<u>(437)</u>	<u>(113)</u>
<b><u>TOTAL INCOMING RESOURCES</u></b>		<b><u>1,028,405</u></b>	<b><u>229,969</u></b>	<b><u>1,258,374</u></b>	<b><u>1,180,709</u></b>
<b><u>RESOURCES EXPENDED</u></b>					
Direct Charitable Expenditure	3	539,980	77,203	617,183	511,968
Fundraising and Publicity	4	186,395	-	186,395	108,249
Management and Administration of the Charity	5	275,468	-	275,468	253,436
Net Loss of Trading Subsidiary	2	<u>3,623</u>	<u>-</u>	<u>3,623</u>	<u>7,596</u>
<b><u>TOTAL RESOURCES EXPENDED</u></b>	6	<b><u>1,005,466</u></b>	<b><u>77,203</u></b>	<b><u>1,082,669</u></b>	<b><u>881,249</u></b>
<b>Net Incoming Resources</b>		<b>22,939</b>	<b>152,766</b>	<b>175,705</b>	<b>299,460</b>
Gains/(Losses) on Investment Assets:					
Unrealised	8	60,164	-	60,164	108,848
Realised		<u>18,112</u>	<u>-</u>	<u>18,112</u>	<u>(9,269)</u>
<b><u>NET MOVEMENT OF RESOURCES IN THE YEAR</u></b>		<b><u>101,215</u></b>	<b><u>152,766</u></b>	<b><u>253,981</u></b>	<b><u>399,039</u></b>
FUND BALANCES brought forward at 1st April 1996		<u>2,886,378</u>	<u>-</u>	<u>2,886,378</u>	<u>2,487,339</u>
FUND BALANCES carried forward at 31st March 1997		<u><u>£2,987,593</u></u>	<u><u>£152,766</u></u>	<u><u>£3,140,359</u></u>	<u><u>£2,886,378</u></u>

The notes on pages 7 to 13 form part of these financial statements.

**HEARING DOGS FOR DEAF PEOPLE**  
**(Limited by Guarantee)**

**SUMMARY INCOME AND EXPENDITURE ACCOUNT**

**FOR THE YEAR ENDED 31ST MARCH 1997**

	<u>Note</u>	<u>1997</u>	<u>1996</u>
Gross Income of Continuing Operations		1,258,811	1,179,697
Total Expenditure of Continuing Operations	6	(1,082,669)	(881,249)
		<hr/>	<hr/>
Net Income before Investment Asset Disposals		176,142	298,448
Profit/(Loss) on Disposal of Investments		18,112	(9,269)
		<hr/>	<hr/>
<b><u>NET INCOME FOR THE YEAR</u></b>		<u><u>£194,254</u></u>	<u><u>£289,179</u></u>

- Total income in 1997 comprises £1,028,842 for unrestricted funds and £229,969 for restricted funds. A detailed analysis of income by source is provided in the Statement of Financial Activities.
- Turnover of non-charitable trading activities in 1997 amounted to £103,993. A detailed analysis of the trading results is shown in Note 2.
- A detailed analysis of the expenditure is provided in the Statement of Financial Activities and Note 6.
- The Summary Income and Expenditure Account is derived from the Statement of Financial Activities on page 4 which, together with the notes to the financial statements on pages 7 to 13, provides full information on the movements during the year on all the funds of the group.

The notes on pages 7 to 13 form part of these financial statements.

**HEARING DOGS FOR DEAF PEOPLE**  
**(Limited by Guarantee)**

**BALANCE SHEET AT 31ST MARCH 1997**

	<u>Note</u>	<u>1997</u>	<u>1996</u>
<b><u>FIXED ASSETS</u></b>			
Tangible Assets	7	1,495,660	1,071,181
Investments	8	1,169,720	1,111,707
<b><u>CURRENT ASSETS</u></b>			
Debtors and Prepayments	9	219,346	179,833
Cash at Bank and in Hand		328,522	569,775
		<u>547,868</u>	<u>749,608</u>
<b><u>CREDITORS:</u></b> Amounts falling due within one year	10	(72,889)	(46,118)
		<u>474,979</u>	<u>703,490</u>
<b><u>NET ASSETS</u></b>		<u><u>£3,140,359</u></u>	<u><u>£2,886,378</u></u>

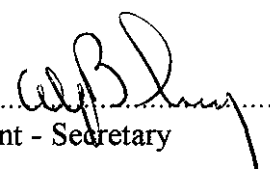
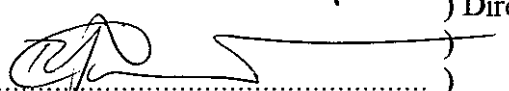
**FINANCED BY:-**

**CAPITAL AND RESERVES**

Income and Expenditure Account		2,995,814	2,890,539
Deposited Covenants	11	813	1,250
Special Funds	12	152,766	-
Non-charitable deficiency		(9,034)	(5,411)
		<u><u>£3,140,359</u></u>	<u><u>£2,886,378</u></u>

The Council has taken advantage in preparation of the financial statements of special exemptions applicable to small companies under Schedule 8 Part I of the Companies Act 1985. In the opinion of the Directors the Company qualifies as a small company and is entitled to make use of the special exemptions.

Signed on behalf of the Members of Council on 16th September 1997

  
 ..... )  
 A G Blunt - Secretary )  
 ..... ) Directors  
  
 ..... )  
 R J Collier - Treasurer )

The notes on pages 7 to 13 form part of these financial statements.



**HEARING DOGS FOR DEAF PEOPLE**  
**(Limited by Guarantee)**

**NOTES TO THE FINANCIAL STATEMENTS - 31ST MARCH 1997**

**1. ACCOUNTING POLICIES**

**Basis of Accounting**

- a. These financial statements have been prepared under the historical cost convention and drawn up in accordance with Statement of Recommended Practice "Accounting for Charities".
- b. The assets and liabilities of voluntary fund raising branches are not included in these financial statements. These branches operate under their own separate constitutions.
- c. Income derived from voluntary branches, lifetime donations, legacies etc. is accounted for on a cash-received basis.
- d. Expenditure is accounted for on the accruals basis. The cost of Value Added Tax is included with the item of expense to which it relates.
- e. Depreciation has been provided at 25% on Motor Vehicles; other fixed assets, excluding Freehold Land and Buildings, are depreciated at rates between 10% and 25%, on a straight line basis.

Freehold Land and Buildings are not depreciated. It is the Charity's policy to keep all buildings in a good state of repair. The estimated useful life of the buildings is not less than 50 years and the estimated residual value is likely to be not less than the amount at which the property is carried in the balance sheet. Any depreciation charged would therefore be immaterial and is not charged.

- f. The Charity's restricted funds are those where the donor has imposed restriction on the use of the funds.
- g. Voluntary income from branches has been accounted for as follows:
  - (i) Restricted income is credited to the restricted fund in the balance sheet on receipt. It is transferred to income when expenditure fulfilling the restrictions imposed on it is incurred.
  - (ii) Cash in transit is not included in income until it has been received at headquarters.
  - (iii) Donations under deeds of covenant together with the associated income tax recovery are recognised as income when the donation is received.
- h. Gains/losses on investments which the Charity intends to hold for the long term are recognised in these financial statements in the statement of financial activities on page 4.

**HEARING DOGS FOR DEAF PEOPLE**  
**(Limited by Guarantee)**

**NOTES TO THE FINANCIAL STATEMENTS - 31ST MARCH 1997**

**1. ACCOUNTING POLICIES (CONTINUED)**

**Basis of Accounting (Continued)**

- i. Investment income comprises interest and dividends together with the associated tax credits, and these are credited to the income and expenditure account when received.

**2. NET LOSS FROM TRADING ACTIVITIES OF SUBSIDIARY**

The Charity has a wholly-owned subsidiary which is incorporated in the UK, Hearing Dogs For The Deaf Trading Company Limited, which sells promotional and other goods on behalf of the Charity. The company covenants its taxable profits to Hearing Dogs For Deaf People and pays interest on a loan from the Charity. A summary of the trading results is shown below. Audited financial statements have been filed with the Registrar of Companies.

	<b><u>1997</u></b>	<b><u>1996</u></b>
<b><u>Profit and Loss Account</u></b>		
Turnover	103,993	110,106
Cost of Sales	53,414	54,134
	<hr/>	<hr/>
Gross Profit	50,579	55,972
	<hr/>	<hr/>
Distribution Costs	24,898	24,009
Administration	18,070	27,808
Interest Payable - Note 13	11,234	11,751
	<hr/>	<hr/>
	(54,202)	(63,568)
	<hr/>	<hr/>
Net Loss for the Year	<u>£(3,623)</u>	<u>£(7,596)</u>

**HEARING DOGS FOR DEAF PEOPLE****(Limited by Guarantee)****NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST MARCH 1997****(CONTINUED)****3. DIRECT CHARITABLE EXPENDITURE**

	<b><u>Unrestricted Funds</u></b>	<b><u>Restricted Funds</u></b>	<b><u>Total 1997</u></b>	<b><u>Total 1996</u></b>
Staff Costs	306,546	75,543	382,089	313,491
Vehicle and Travelling Expenses	80,395	-	80,395	77,260
Depreciation	79,684	-	79,684	57,739
Dog Expenses	62,203	1,660	63,863	56,469
Recipient Support Costs	2,914	-	2,914	-
Miscellaneous	8,238	-	8,238	7,009
	<b>539,980</b>	<b>77,203</b>	<b>617,183</b>	<b>511,968</b>

**4. FUND RAISING AND PUBLICITY**

Staff Costs	42,899	-	42,899	19,957
Vehicle and Travelling Expenses	14,651	-	14,651	-
Advertising, Show Costs etc.	29,959	-	29,959	27,222
Promotional Material	66,587	-	66,587	33,997
Voluntary Branch Expenses	19,390	-	19,390	16,244
Miscellaneous	7,004	-	7,004	10,829
Lottery Expenses	5,905	-	5,905	-
	<b>186,395</b>	<b>-</b>	<b>186,395</b>	<b>108,249</b>

**5. MANAGEMENT AND ADMINISTRATION**

Staff Costs	129,164	-	129,164	128,294
Premises Costs	70,904	-	70,904	62,903
Telephone and Postages	40,078	-	40,708	38,116
Legal and Professional	17,207	-	17,207	6,127
Audit and Accountancy	5,522	-	5,522	4,876
Bank Charges	2,949	-	2,949	2,933
Leasing Costs	4,275	-	4,275	4,205
Miscellaneous	5,369	-	5,369	5,982
	<b>275,468</b>	<b>-</b>	<b>275,468</b>	<b>253,436</b>

**HEARING DOGS FOR DEAF PEOPLE**  
**(Limited by Guarantee)**

**NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31ST MARCH 1997**  
**(CONTINUED)**

**6. ANALYSIS OF TOTAL RESOURCES EXPENDED**

	<u>Staff Costs</u>	<u>Other</u>	<u>Dep'n</u>	<u>1997 Total</u>	<u>1996 Total</u>
Direct Charitable Expenditure	382,089	155,410	79,684	617,183	511,968
Fundraising and Publicity	42,899	143,496	-	186,395	108,249
Management and Administration of the Charity	129,164	146,304	-	275,468	253,436
Net Loss of Trading Subsidiary	-	3,623	-	3,623	7,596
	<u>£554,152</u>	<u>£448,833</u>	<u>£79,684</u>	<u>£1,082,669</u>	<u>£881,249</u>

**Staff Costs:**

	<u>1997</u>	<u>1996</u>
Wages and Salaries	490,292	408,634
Social Security Costs	44,723	35,940
Pension Scheme	19,137	17,168
	<u>£554,152</u>	<u>£461,742</u>

No employee earned £40,000 per annum or more. The average number of employees, analysed by function, was:-

	<u>1997</u>	<u>1996</u>
Direct Charitable Expenditure	28	30
Fundraising and Publicity	4	1
Management and Administration	11	11
	<u>43</u>	<u>42</u>

**HEARING DOGS FOR DEAF PEOPLE**  
**(Limited by Guarantee)**

**NOTES TO THE FINANCIAL STATEMENTS - 31ST MARCH 1997**  
**(CONTINUED)**

**7. TANGIBLE FIXED ASSETS**

	<u>Freehold Property</u>	<u>Exterior Fittings to Kennel Blocks</u>	<u>Motor Vehicles</u>	<u>Furniture and Equipment</u>	<u>Total</u>
<b><u>COST</u></b>					
At 1st April 1996	863,543	59,074	108,952	239,056	1,270,625
Additions in Year	397,574	-	60,688	56,019	514,281
Disposals in Year	-	-	(28,112)	-	(28,112)
<b><u>At 31st March 1997</u></b>	<b>1,261,117</b>	<b>59,074</b>	<b>141,528</b>	<b>295,075</b>	<b>1,756,794</b>
<b><u>DEPRECIATION</u></b>					
At 1st April 1996	-	25,314	38,201	135,929	199,444
Depreciation on Disposals	-	-	(22,500)	-	(22,500)
Charge for the Year	-	5,907	35,372	42,911	84,190
<b><u>At 31st March 1997</u></b>	<b>-</b>	<b>31,221</b>	<b>51,073</b>	<b>178,840</b>	<b>261,134</b>
<b><u>31ST MARCH 1997</u></b>	<b>£1,261,117</b>	<b>£27,853</b>	<b>£90,455</b>	<b>£116,235</b>	<b>£1,495,660</b>
<b><u>NET BOOK VALUE AT 31ST MARCH 1996</u></b>	<b>£ 863,543</b>	<b>£33,760</b>	<b>£70,751</b>	<b>£103,127</b>	<b>£1,071,181</b>

**Note**

The addition of £397,574 to freehold property relates to the cost of acquiring Grange Farm, Saunderton, Bucks, in order to provide an additional training centre.

**8. INVESTMENTS**

	<b><u>1997</u></b>	<b><u>1996</u></b>
Quoted Investments:		
Market Value 1st April 1996	1,111,707	716,149
Additions	98,280	322,288
Disposals	(100,431)	(35,578)
Net Unrealised Investment Gains/(Losses)	60,164	108,848
<b>Market Value 31st March 1997</b>	<b>£1,169,720</b>	<b>£1,111,707</b>

The historical cost at 31st March 1997 was £1,016,785 (1996: £1,018,247).

**HEARING DOGS FOR DEAF PEOPLE**  
**(Limited by Guarantee)**

**NOTES TO THE FINANCIAL STATEMENTS - 31ST MARCH 1997**  
**(CONTINUED)**

<b>9. <u>DEBTORS AND PREPAYMENTS</u></b>	<b><u>1997</u></b>	<b><u>1996</u></b>
Prepayments	30,818	11,380
Income Tax Recoverable	17,059	17,479
Branch Current Accounts	11,688	6,026
Loan to Subsidiary Company (Note 13)	135,469	132,406
Subsidiary Company Deficit	(9,034)	(5,411)
Other Debtors	33,346	17,953
	<u>£219,346</u>	<u>£179,833</u>

<b>10. <u>CREDITORS: Amounts falling due within one year</u></b>	<b><u>1997</u></b>	<b><u>1996</u></b>
Accrued Charges	13,192	22,863
Other Creditors	59,697	23,255
	<u>£72,889</u>	<u>£46,118</u>

Included within other creditors are taxation and social security costs amounting to £14,884 (1996: £12,609).

**11. DEPOSITED COVENANTS**

The yearly covenanted amount plus the associated income tax recovery is £575, recognised as income on the due date for payment under the deed of covenant, and the amount carried forward at 31st March 1997 is £813.

**12. SPECIAL FUNDS**

<b><u>Restricted Sponsorship Fund</u></b>	<b><u>1997</u></b>	<b><u>1996</u></b>
Balance Brought Forward	-	13,000
Funds Collected:-		
Dog Sponsors	228,309	230,982
Other Sponsors	1,660	50
Funds Utilised	(77,203)	(244,032)
	<u>£152,766</u>	<u>£ -</u>

**13. LOAN TO SUBSIDIARY**

The loan is secured by a fixed and floating charge over the assets of the subsidiary, with interest charged at 2% over the Barclays Bank PLC base rate, annually in arrears.

**HEARING DOGS FOR DEAF PEOPLE**  
**(Limited by Guarantee)**

**NOTES TO THE FINANCIAL STATEMENTS - 31ST MARCH 1997**  
**(CONTINUED)**

**14. PENSION SCHEME**

The Charity operates a defined contribution pension scheme for all participating employees. The assets of the scheme are held separately from those of the Charity in an independently administered fund. The contributions paid by the Charity to the fund in the year amounted to £19,137 (1996: £17,168).

**15. LEGACIES**

At the Balance Sheet date the Charity had received notification of a number of legacies due. It is not possible to quantify these accurately or to estimate the date on which the Charity will receive them. The estimated value of the legacies notified at 31st March 1997 amounts to approximately £260,000.

**16. CAPITAL COMMITMENTS**

As at 31st March 1997 the Charity had authorised capital expenditure amounting to £60,000 (1996: £NIL) of which £NIL had been contracted (1996: £NIL). No provisions for these amounts have been included within the financial statements.

**17. CONTINGENT LIABILITIES**

The Charity had no contingent liabilities outstanding at the year end (1996: £NIL).

**HEARING DOGS FOR DEAF PEOPLE****(Limited by Guarantee)****INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31ST MARCH 1997**

	<u>1997</u>	<u>1996</u>
<b><u>INCOME</u></b>		
Donations	359,363	329,699
Special Fundraising Events	49,562	142,903
Voluntary Income from Branches	197,648	158,963
Sponsors	130,609	178,610
Legacies	383,306	192,327
Deeds of Covenant and Gift Aid (Gross)	28,773	46,656
Sale of Donated Goods	11,633	9,606
Interest Receivable	29,751	49,346
Investment Income	45,936	37,830
Teddy Game	5,935	9,636
Accommodation	4,457	3,853
Raffle	11,838	20,268
Unrealised Gains on Investments	60,164	108,848
Realised Gain on Sale of Investments	18,112	-
<b><u>TOTAL INCOME</u></b> - carried forward	<u>1,337,087</u>	<u>1,288,545</u>



**HEARING DOGS FOR DEAF PEOPLE****(Limited by Guarantee)****INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31ST MARCH 1997****(CONTINUED)**

	<b><u>1997</u></b>	<b><u>1996</u></b>
<b><u>TOTAL INCOME</u></b> - brought forward	1,337,087	1,288,545
<b><u>EXPENDITURE</u></b>		
Salaries, Wages and NIC	535,015	444,574
Pension Scheme	19,137	17,168
Travelling Expenses	72,596	59,768
Vehicle Running Costs	22,450	19,185
Dog Equipment	11,910	15,717
Dog Food	16,975	12,437
Veterinary Costs	25,085	19,429
Puppy Walkers	9,893	8,886
Rent	6,501	5,256
Rates	5,726	4,489
Heating and Lighting	12,072	10,273
Repairs and Maintenance	24,309	23,114
Insurance	10,413	9,814
Cleaning	3,192	2,964
Garden Maintenance and Pest Control	8,691	6,993
Postages	19,635	19,085
Telephone	20,443	19,031
Advertising, Show Costs etc.	29,960	23,344
Stationery and Promotional Material	67,267	33,997
Computer Services	1,477	2,189
Legal and Professional Charges	17,463	6,127
Audit and Accountancy	5,522	4,876
Bank Charges	2,949	2,933
Depreciation	84,190	60,196
Equipment Leasing	4,275	4,205
Conference Expenses	941	9,843
Sundry Staff Expenses	1,640	1,666
Sundry Expenditure	5,958	2,609
Lottery Expenses	5,905	1,700
Voluntary Branch Expenses	19,390	16,244
Profit on Disposal of Motor Vehicles	(4,507)	(2,457)
Staff Training	3,863	3,963
Subscriptions	3,144	3,046
Badges	2,652	989
Loss on sale of Investments	-	9,269
Recipient Support Costs	2,914	-
	<hr/>	<hr/>
	(1,079,046)	(882,920)
<b><u>EXCESS OF INCOME OVER</u></b>	<hr/>	<hr/>
<b><u>EXPENDITURE FOR THE YEAR</u></b>	£258,041	£405,625
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