

THE GARDENS OF EASTON LODGE PRESERVATION TRUST

(A Company Limited by guarantee)

REPORT AND FINANCIAL STATEMENTS YEAR ENDING 31st JANUARY 2019

Company No. 4638621 Charity No. 1101442

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The Trustees are pleased to present their annual Directors' Report together with the financial statements of the charity for the year ending 31st January 2019, which are prepared to meet the requirements for a Directors' Report and Accounts for Companies Act purposes.

The financial statements comply with the Charities Act 2011, the Companies Act 2006, the Memorandum and Articles of Association, and 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 (FRS 102).

Chair's Report

I am pleased to report that the Trust had another great year in 2018/19, with Trustees and volunteers working together well to maintain the Gardens through a challenging year, enabling an increased number of visitors to enjoy the Gardens and an increase in sales of produce from the Gardens.

Our purpose and activities

The Trust exists to preserve, conserve and protect the historic gardens of Easton Lodge and their biodiversity for the enjoyment of the public, by: maintaining the gardens' ambience; protecting and renovating the gardens' historic structures; and enabling access and providing educational opportunities for the public. The Trust aims in doing so to operate effectively and in line with best practice for small organisations.

Achievements and performance

We opened the Gardens for visitors on 9 Sundays in 2018, starting with two Snowdrop Open Days in February and then one Open Day a month through the season from April to October. The weather was our biggest challenge in the year: the Beast from the East cold snap rolled in during our second snowdrop day, fortunately not denting our visitor numbers too badly; the summer brought drought and heatwave; and then a wet and windy day marred the October Open Day for all but the hardiest. Our volunteers worked hard to plant up the Gardens and water them, although that was a huge challenge, carrying water by hand from our one water source in the walled kitchen garden. The Gardens bounced back when the rain finally fell and the walled kitchen garden was full of fantastic fruit and vegetables, some of which were perfectly ready for our Open Days.

Despite the ups and downs of the weather, across the year as a whole we welcomed 5,658 visitors to the Gardens, an increase of nearly 2 per cent on the previous year. This included 4,858 visitors on Open Days (including 978 children), 6% fewer than in 2017; and 800 visitors on organised Group Visits, an increase of 370 on 2017. The Group visits included Gardening Clubs, U3As, History Societies, Horticultural Societies and Art Groups.

The Trust's active commitment to education work continued. We worked with children from a local primary school on their project about the history of the Gardens and have developed our resources so that we can support more school visits in future. The Trustees continued to provide educational tours for visitors on Open days and Group visits and gave talks to 20 groups across Essex, Cambridgeshire and Hertfordshire in 2018. Our archivist significantly improved the presentation of photos and other material in the Archive building to support the school visits and to help visitors learn more of the fascinating story of the Gardens.

To meet our commitment to protecting the biodiversity in the Gardens we invited Saffron Walden Wild Flower Group to do a survey and took their advice on how to improve our management of a raised bank in the Glade for wild flowers. We also introduced honey bees to the Gardens. They settled in well and so we will be able to sell our first jars of honey in 2019.

The Trustees are committed to managing the Trust in accordance with best practice for small charities like ourselves and in the year started working to continuously reduce our impact on our environment. During 2018, we lost one of our valued Trustees, Richard Havis. We are very fortunate that he continues to work with us as a volunteer. One of our key priorities for 2019 is to recruit further Trustees to bring in additional skills to enhance our hard working team.

Over the year the Trust's net income and contribution to reserves was a very healthy £15,426 in 2018/19, down from the exceptional high of £18,699 in 2017/18, when we were raising funds for the completion of the treehouse project.

Our Volunteers

The Trust relies on around 50 volunteers, who together tend and maintain the garden and undertake restoration work; run Open Days and catering for visitors; provide talks and tours of the Garden; and support our safe-keeping and use of our archive of historical information. In 2018 volunteers put in 5,537 hours — over 100 a week - despite 3 sessions being effectively cancelled when the Beast from the East was with us and it being too hot for extended working for some volunteer days during the heatwave and drought in the summer! Special thanks are due to our catering volunteers who once again secured us a five star health and safety rating for our catering kiosk and continue to earn great feedback for our bacon rolls and homemade cakes. We were very pleased to continue to receive support from Community Outreach days provided by Tesco, Glaxosmithkline and Stansted Airport.

Our Trustees are also volunteers and in addition to their roles as Trustees are actively engaged in supervising volunteers, writing newsletters, handling publicity and engaging with key stakeholders. This year the Trustees started a major exercise to review the forward Business Plan for the Gardens, against the backdrop of the potential development by Landsec of the surrounding land. Landsec own the Gardens and lease them to the Trust so they can be enjoyed by the public. We would like to thank Landsec for providing the funding for the Trust to work with consultants on this important piece of work to secure the long-term sustainability of the Gardens.

Financial Review

Net income this year was £15,426, down from £18,699 last year. Our income from open days, tours and talks was £34,109, up from £30,174 in 2017/18. Donations and grants were also up because, although we were no longer actively fundraising for the treehouse project, we received grant to pay for the exceptional cost of the business consultancy. Our spending on the Gardens was lower in 2018/19, at £15,067, as we focused on planting, maintenance and improvement and no longer had large scale costs for restoration of the walled kitchen garden. Nonetheless we managed in the year to extend our vegetable areas at the top end of the walled kitchen garden, to start putting back more Japanese features into the Glade and to add to the planting in the Italian garden. Our administration costs and overheads (excluding depreciation, principally of the treehouse) were higher in 2018/19 because of the business consultancy. Without this exceptional cost, which is being funded by a grant from Landsec, administration costs and overheads (excluding depreciation) were lower in 2018/19 than in the last year.

Reserves policy and going concern

We retain cash reserves to bridge the gap between spending and the receiving of income; and to cover unplanned emergency repairs and other expenditure. The Trustees consider the ideal level of cash reserves as at 31st January 2019 would be £15,000 to cover running costs in the event of a serious shortfall in income.

In 2018/19 with no major restoration project cost, the Trust has added back into its cash reserves, which were depleted in 2017/18 to fund the treehouse. As at 31 January 2019, the Trust had cash of £63,515 in the bank, as set out in Note 21. This is sufficient to more than meet the ideal level of cash reserves. It has enabled us to fund the emptying and repair of the lilypond in the Italian Garden in the early part of 2019/20 and the Trust is planning further restoration projects.

The Trust leases the Gardens from Landsec. A new 3 year lease was agreed with effect from 1st March 2019 for the Gardens and additionally including the woods to the west of the walled kitchen garden. The Trustees are aware of Land Sec's proposals for Easton Park. The Trust is neutral in relation to planning policy but the Trustees are giving careful consideration to the potential development's impact on the Gardens should it proceed and so is engaging on these matters with Landsec and Uttlesford District Council and in the Trust's Business Planning. Given the Trust's reserve and lease position, the Trustees are of the view that the Trust is a going concern.

Plans for future periods

The Trust aims to continue focusing on the short-term protection and restoration of the gardens, while seeking to secure the long-term future for the Gardens at the centre of the local community and as a regionally valued visitor attraction. Priorities for 2019/20 include introducing more Japanese features back into the Glade; further extending the season of the planting in the Italian Garden and other borders; and making safe and attractive the far end of the walled kitchen garden and increasing the productivity of its fruit and vegetable areas; and developing plans for the wooded area beside the walled kitchen garden. The Trust is improving its display of the history of the Gardens for visitors and developing its offer to community groups. The Trust is discussing with Landsec a Conservation Management Plan for the Gardens. Landsec is funding the restoration of the sole surviving set of steps into the Italian Garden and the Trust are discussing with Landsec the next priorities for restoration, including restoration of other stonework in the Italian garden.

Reference and administrative details

Charity number:

1101442

Company number:

4638621

Registered Office:

C/O Beech House, Dunmow Road, Great Easton, Dunmow, Essex, CM6 2DL

Our advisers

Bankers

Barclays Bank

14 High St, Great Dunmow, Dunmow CM6 1AA

Independent Examiner

Nicholas Wood

Ashwood House, Thaxted, CM6 2NE

Directors and Trustees

The Directors of the charitable company (the charity) are its Trustees for the purpose of charity law. The Trustees and officers serving during the year and since the year end were as follows:

Key management personnel The Gardens of Easton Lodge Preservation Trust: Trustees and Directors

R DREVER - CHAIR

C DEAN

S GILBERT

J GOLDSMITH - TREASURER

C MATTHEWS

R HAVIS - Resigned 28.06.18

Structure, Governance and Management

Governing Document

The Gardens of Easton Lodge Preservation Trust is a company limited by guarantee by its Memorandum and Articles of Association dated 1 December 2002, and was incorporated on 16 January 2003. It is registered as a charity with the Charity Commission.

Appointment of Trustees

Under the Articles of Association, there must be a minimum of three Trustees (Directors), who are elected to the post at the AGM or can be co-opted by the Trustees mid-year to fill a vacancy, subject to election at the next AGM. Trustees serve for a 3 year period before submitting for re-election.

Risk Management

The Trust has two groups to oversee its operation and report back to the Trust for decisions on policy and key risks. The Local Management Committee (LMC) has responsibility for overseeing delegated plans and budgets for the day-to-day maintenance of the Gardens, in line with the Trust's Business Plan, Budget and Financial Procedures. In practice this means it oversees: spending and progress on garden maintenance; open days, group visits and talks, including catering and merchandise; health and safety; and progress on restoration and development projects. The LMC is chaired by a Trustee and has a minimum of two other Trustees as members. The Governance Group (GG) is responsible for reviewing aspects of the Governance of the Trust, to ensure it remains in line with best practice for charities and small companies. During the year the Group has continued to review the risks to the Trust's business and the Gardens and put in place additional mitigations where appropriate. The GG is chaired by the Treasurer and has a minimum of two other Trustees as members.

The Trust has ensured that its lease of the Gardens from Landsec has been extended and so can now focus again on short-term operational risks and the long-term sustainability of the Gardens in the context of the potential development of Easton Park. The Trust's key risks and new mitigations are as follows:

- Revenue from charitable activities, which funds the maintenance of the Gardens, can be adversely affected by poor weather reducing visitor numbers or poor visitor experience. The Trust closely reviews visitor numbers in order to judge catering requirements for Open Days and ensures that it responds quickly to visitor feedback on the day and learns lessons for the next Open Days. It has introduced a telephone-based electronic payment system in response to visitor preference for non-cash payment. The Trust is intending to run visitor surveys in 2019 to assess where improvements can be made, within the constraints of the Gardens (insufficient parking; lack of electricity, running water and sewerage; and lack of formal disabled accessible paths).
- Trustees and volunteers play a huge role in the successful operation of the Trust and the Trust is very aware of its reliance on their on-going commitment. The Trust ensures that it thanks volunteers for their efforts, through its regular volunteers' newsletter and offering eligible volunteers the opportunity to become annual voting members of the Trust. Following the success of the new Volunteers' Open Day in March in 2018, the Trust has decided to make this an annual event to attract new volunteers. The Trust will be recruiting for additional Trustees as a priority in 2019.
- Health and safety risks to volunteers and visitors are monitored routinely. During the year we strengthened
 our process for reminding volunteers of the risks in the Gardens and how to mitigate them. Landsec's
 funding of the renovation of the steps into the Italian garden will reduce risks to volunteer and public safety.

Trustees' responsibilities in relation to the financial statements

The charity Trustees are responsible for preparing a Trustees' annual report and financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires charity Trustees to prepare financial statements for each year which give a true and fair view of the state of affairs of the charitable company. As required, in preparing the financial statements, the Trustees:

- Select suitable accounting policies and then apply them consistently;
- Observe the methods and principles in the Charities SORP;
- Make judgements and estimates that are reasonable and prudent;
- State whether applicable UK accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- Prepare the financial statements on the going concern basis unless it is inappropriate to presume the charity will continue in business.

The Trustees are responsible for keeping proper accounting records that 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 2006. They are also responsible for safeguarding the assets of the charity and hence taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as the Trustees are aware at the time of approving their annual report:

- There is no relevant financial information of which the company's independent examiner is unaware;
 and
- The Trustees have taken all the steps that they ought to have taken to make themselves aware of any
 relevant financial information and to establish that the independent examiner is aware of that
 information.

SMALL COMPANY EXEMPTIONS

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

This report was approved by the Board of Trustees on 17th June 2019 and signed on their behalf.

& RAS DREVER

RAS DREVER

CHAIR OF TRUSTEES

INDEPENDENT EXAMINER'S REPORT

Independent Examiner's Report to the Members of the Gardens of Easton Lodge Preservation Trust for the Year Ended 31st January 2019

I report to the trustees on my examination of the accounts of the above charitable company for the year ended 31st January 2019 which are set out on pages 9 to 16.

Responsibilities and basis of report

As the Charity's trustees, you are responsible for the preparation of the accounts in accordance with the requirements of the Charities Act 2011.

I report in respect of my examination of the Trust's accounts carried out under section 145 of the 2011 Act and in carrying out my examination, I have followed all the applicable directions given by the Charity Commission under section 145(5)(b) of the Act.

Independent Examiner's Statement.

I have completed my examination. I confirm that no material matters have come to my attention in connection with the examination which gives me cause to believe that in, any material respect:

- The accounting records were not kept in accordance with section 130 of the Charities Act; or
- The accounts did not accord with the accounting records; or
- The accounts did not comply with the applicable requirements concerning the form and content of accounts set out in the Charities Regulations 2008 other than any requirement that the accounts give a "true and fair" view which is not a matter considered as part of an independent examination.

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.

Nicholas Wood M.Sc Independent Examiner

Ashwood House Thaxted CM6 2NE

17th June 2019

STATEMENT OF FINANCIAL ACTIVITIES (including the income and expenditure account) FOR THE YEAR ENDED 31ST JANUARY 2019

	Note	Unrestricted Income	Restricted Income	Total Funds	Total Funds
INCOME		2018/19	2018/19	2018/19	2017/18
Income from generated funds	14	6,334		6,334	6,721
Donations	13	992		992	4,499
Grants		4,596	10,800	15,396	11,589
Investment Income		62		62	5
Income from charitable activities	12	34,109		34,109	30,174
Total Income		46,093	10,800	56,893	52,988
EXPENDITURE					
Cost of raising funds	11	1,286		1,286	789
Closing stock		(829)		(829)	
Charitable activities	9	15,067		15,067	19,905
Overheads	10	15,144	10,800	25,944	13,595
Total Expenditure		30,667	10,800	41,467	34,289
Net Income/(Expenditure) and net movement in funds for the year		15,426	0	15,426	18,699
Reconciliation of funds		,			x10010 ₹ 6.40000000
Total funds brought forward at 1st February 2018				78,430	59,731
Total funds carried forward as at 31st January 2019				93,856	78,430

The statement of financial activities includes all gains and losses recognised in the year. All income and expenditure derive from continuing activities.

BALANCE SHEET FOR THE YEAR ENDED 31ST JANUARY 2019

	Note Unrestricted Funds At 31 st January 2019						nuary 2018
		£	£	£	£		
Fixed Tangible Assets	8		29,496		36,631		
Current Assets							
Stock		829					
Debtors	18	11,704		885			
Cash at bank and in hand		63,515		41,089			
Less Creditors & accrued income							
Amounts falling due within one year	19	11,688		175			
Net Current Assets			64,360		41,799		
Total Net Assets			93,856		78,430		
Financed by:							
Unrestricted Funds	20		93,856		78,430		
Restricted Funds	5		0		0		
			93,856		78,430		

For the year ending 31st January 2019 the company was entitled to exemption from audit under section 477 of the Companies Act 2006 relating to small companies.

The members have not required the company to obtain an audit of its accounts in accordance with section 476 of the Companies Act 2006.

The Trustees/Directors acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and the preparation of accounts

These accounts have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime and in accordance with FRS102 SORP.

The accounts were approved by the Board of Trustees on 17th June 2019.

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RAS DREVER

CHAIR OF TRUSTEES

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31ST JANUARY 2019

1. ACCOUNTING POLICIES

1a. Basis of preparation

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 (FRS102) issued on 16 July 2014 and with the Financial Reporting Standard applicable in the UK and republic of Ireland (FRS102)

The Gardens of Easton Lodge Preservation Trust meets the definition of a public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy note(s).

1b. Preparation of the accounts on a going concern basis

The Trustees are of the view that given the Trust's reserves position and the ongoing lease of the land, the charity is a going concern.

1c. Incoming resources

All incoming resources are included in the Statement of Financial Activities when the charity is legally entitled to the income and the amount can be measured reliably.

Income tax recoverable in relation to donations received under gift aid is recognised at the time of the donation.

1d. Volunteer help

In accordance with the charities SORP (FRS102), volunteer time is not recognised. The Trustees' annual report provides more information about volunteers' vital contribution to the work of the Trust.

1e. Interest Receivable

Interest on funds held on deposit is included when receivable and the amount can be measured reliably by the charity: this is normally upon notification of the interest paid or payable by the bank.

1f. Stocks and Work in progress

Stocks held for sale are measured at the lower of cost or net realisable value.

1g. Resources expended

Expenditure is recognised once there is a legal or constructive obligation to make a payment to a third party, it is probable that settlement will be required, and the amount of the obligation can be measured reliably. All resources expended are inclusive of VAT which is irrecoverable.

1h. Tangible fixed assets

Fixed assets are shown at historical cost less depreciation.

Depreciation is provided at an annual rate of 20% on fixtures and fittings in order to write off each asset over its estimated useful life by the straight-line method.

1i. Debtors

Trade and other debtors are recognised at the settlement amount due after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

1k. Creditors and provisions

Creditors and provisions are recognised where the charity has a present obligation resulting from a past event that will probably result in the transfer of funds to a third party and the amount due to settle the obligation can be measured or estimated reliably. Creditors and provisions are normally recognised at their settlement amount after allowing for any trade discounts due.

1.I Grants and Donations

Grants and donations are only included in the SOFA when the general income recognition criteria are met (5.10 to 5.12 FRS102 SORP)

2. Legal Status of the Trust

The Trust is a company limited by guarantee and has no share capital. 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.

3. STAFF COSTS

The Trust had no employees during 2017/18 and 2018/19

4. GOVERNANCE COSTS

	Total 2018/19	Total 2017/18	
	£	£	
Independent Examination fee	-	-	

The Independent Examiner made no charge to the Trust for examination of the 2018/19 and the 2017/18 accounts.

5. MOVEMENT ON FUNDS

	Unrestricted	Restricted	
	£	£	
Opening Balance at 1st February 2018	78,430		0
Net income	15,426		0
Transfer between funds	0		0
Closing Balance at 31st January 2019	93,856		0

6. EXTRAORDINARY ITEMS

In 2018/19 the trust started paying out consultancy fees for Business Planning support which are to be reimbursed by Landsec. This is shown in the accounts as restricted income and expenditure at £10,800.

The trust also paid legal fees for legal advice with regards to a potential project which is shown under overheads at £750.00.

7. STOCKS

The total stock held for resale is £828.68 which is valued at cost as this is lower than net realisable value.

8. TANGIBLE FIXED ASSETS

At Cost	£
At 1 st February 2018	62,156
Additions during 2018/19	1,590
Disposals	
	63,746
Depreciation	
At 1 st February 2018	25,525
For the year 2018/19	8,725
Disposals	
At 31 st January 2019	34,250
Net Book Value	
At 1 st February 2018	36,631
At 31 st January 2019	29,496

Represented by:	Cost	Accumulated Depreciation	Net Book Value At 31st January 2019
	£	£	£
Portable Toilet Units	5,976	4,704	1,272
Tea Pavilion	7,719	7,719	0
Archive Building	9,844	9,844	0
Treehouse	38,707	11,633	27,074
Lawn Mower	1,500	350	1,150

9. EXPENDITURE ON CHARITABLE ACTIVITIES

	Total 2018/19	Total 2017/18
	£	£
Open Day Event Expenses	628	486
Catering	3,537	2,582
Servicing of toilets	2,001	1,565
Garden expenses	4,852	8,481
Whole garden equipment	0	0
Garden grass and yew cutting	3,321	4,761
Advertising and marketing	58	981
Banners and signs	670	1,049
	15,067	19,905

10. EXPENDITURE ON OVERHEADS

	Unrestricted expenses 2018/19	Restricted expenses 2018/19 £	Total 2018/19 £	Total 2017/18 £
Trust Administrative services	2,359		2,359	2,678
Trust/Volunteer costs	866		866	484
Printing, postage & stationery	298		298	259
Computer and Website costs	170		170	2,280
Subscriptions	252		252	266
Annual return fee	13		13	13
Insurance	1,346		1,346	1,177
Tea and Archive building costs	196		196	158
Fire Extinguisher maintenance	154		154	0
Consultancy fees		10,800	10,800	
Legal fees	750	30000000000000000000000000000000000000	750	
Depreciation	8,725		8,725	6,280
Bank charges	15		15	0
	15,144	10,800	25,944	13,595

11. EXPENDITURE ON FUND GENERATION

	Total 2018/19	Total 2017/18
	£	£
Sales merchandise	1,200	255
Commission	86	90
Fundraising Event Expenses	0	444
	1,286	789

12. INCOME FROM CHARITABLE ACTIVITIES

	Total restricted funds 2018/19	Total unrestricted funds 2018/19 £	Total 2017/18
*	£		£
Admission charges	~	16,761	16,274
Group visits	-	4,984	2,496
Guided tours	.	219	422
Season Tickets		643	652
Catering	=	10,502	9,505
Talks	-	1,000	825
TOTAL INCOME FROM CHARITABLE ACTIVITIES	-	34,109	30,174

13. INCOME FROM DONATIONS

	Total restricted funds 2018/19	Total unrestricted funds 2018/19	Total 2018/19	Total 2017/18
	£	£	£	£
Donations		783	783	4,145
Easy fundraising		31	31	50
Gift aid recovery	A CONTRACTOR OF THE CONTRACTOR	179	179	304
TOTAL INCOME FROM DONATIONS		992	992	4,499

14. INCOME FROM FUND GENERATION

	Total restricted funds 2018/19	Total unrestricted funds 2018/19	Total 2017/18
	£	£	£
Merchandise		4,124	2,874
Open day activities		0	0
Stallholders		520	405
Raffles		251	1,015
Garden guides		604	720
Courses		0	0
Friends Membership		145	225
Fund Raising Event Income		690	1,482
TOTAL INCOME FROM FUND GENERATION		6,334	6,721

15. NET INCOME/(EXPENDITURE) FOR THE YEAR

This is stated after charging:	2018/19 £	2017/18 £
Depreciation	8,725	6,280

16. TAXATION

The charitable company is exempt from taxation under s505 Income and Corporation Taxes Act 1988.

17. TRUSTEES' EXPENSES

The Trustees neither received nor waived any emoluments during the year (2017/18 - Nil) The trustee's expenses paid for in the year were £68.70 for travel expenses (2017/2018 - Nil)

18. DEBTORS

	2018/19 £	2017/18 £
Trade Debtors Prepayments	10,800	0
	904	885
	11,704	885

19. CREDITORS: amount falling due within one year

	2018/19	201//18
	£	£
Trade creditors	11,688	175
Accruals	0	0
	11,688	175

20. Analysis of group net assets between funds

	Unrestricted fund	Restricted fund	Total Fund 2018/19	Total Fund 2017/18
	£	£	£	£
Tangible fixed assets	29,496		29,496	36,631
Cash at bank and in hand	63,515		63,515	41,089
Other net current assets/(liabilities)	16		16	710
Stock	829		829	딸
Total	93,856	=-	93,856	78,430