## DIRECTORS' AND TRUSTEES' REPORT AND ACCOUNTS

#### FOR THE YEAR ENDED 31ST DECEMBER 2013



Company No: 02571767 Charity No: 1125462

#### REPORT AND ACCOUNTS

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#### OFFICERS AND FINANCIAL ADVISORS

Directors and Trustees I H Brecker

B A Finch

J Pinnick (Res'n 31/12/13)
M Green (Res'n 31/12/13)
A C Millett (Res'n 31/12/13)
F H Kaufmann (App't 24/04/13)

- Chair

R L Lipson (App't 24/04/13) H J Rose (App't 24/04/13) M H Wernicke (App't 24/04/13)

Secretary C R Marks

Senior Management Team C R Marks - Chief Executive

Company Number 02571767

**Charity Number** 1125462

Registered Office Stella Lucas House

105 High Street Edgware

Middlesex HA8 7DB

Widdioox III to I be

Auditors Ramon Lee & Partners

Kemp House

152/160 City Road London EC1V 2DW

Bankers NatWest Bank Plc

Tavistock House Tavistock Square London WC1H 9XA

#### **DIRECTORS' AND TRUSTEES' REPORT**

#### FOR THE YEAR ENDED 31ST DECEMBER 2013

The Directors and Trustees present their report and audited accounts for the year ended 31st December 2013

The accounts have been prepared in accordance with the accounting policies set out in note 1 to the accounts and comply with the Charity's Memorandum and Articles of Association, applicable law and the requirements of the Statement of Recommended Practice, "Accounting and Reporting by Charities" issued in March 2005

#### STRUCTURE, GOVERNANCE AND MANAGEMENT

#### **Governing document**

'All Aboard' Shops Limited is a company limited by guarantee and not having a capital divided by shares

The company was incorporated on 4<sup>th</sup> January 1991 and registered as a charity on 11<sup>th</sup> August 2008. It is a registered charity constituted as a limited company under the Memorandum and Articles of Association. The Charity's registration number is 1125462 and the company registration number is 02571767.

#### Recruitment and appointment of Trustees

As set out in the Articles of Association, the Chair of the Trustees is nominated by existing Trustees. The Directors of the organisation are also the Charity's Trustees for the purposes of charity law

The Board of Trustees has the power to appoint additional Trustees as it considers fit to do so

The Trustees in office in the year are set out on page 2. The Trustees have no beneficial interest in the company other than as members. The Trustees are also the directors of the company. All of the Trustees are members of the company and guarantee to contribute £1 each in event of winding up.

#### Trustee induction and training

The Trustees recognise the importance of maintaining a good working knowledge of charity and company law and best practise by reading appropriate publications and attendance at charity and company courses run by outside providers

New Trustees are given copies of the Memorandum and Articles of Association

#### Organisation

The Board of Trustees, which comprises six members, administers the Charity. The Board meets periodically to review the affairs of the Charity and to consider strategies and operations. To facilitate activities, the Board have delegated authority, within terms of delegation approved by the Trustees, for operational matters including financial, employment and other related activities. All decisions relating to strategy and policy are made by the Board of Trustees.

#### **Related Parties**

The Charity does not have relationships with related parties or other charities and organisations with which it cooperates in pursuit of its charitable objectives

#### Risk management

The Trustees have a risk management strategy which comprises

- An annual review of the risks the Charity may face,
- The establishment of systems and procedures to mitigate those risks identified in the plan.
- Implementation of procedures designed to minimise any potential impact on the Charity should those risks materialise
- Investment risk is minimised by the holding of surplus monies in recognised and stable bank deposits

#### **Public Benefit statement**

The Trustees consider that they have complied with Section 17 of the Charities Act 2011 with regard to the guidance on public benefit published by the Charity Commission

#### **DIRECTORS' AND TRUSTEES' REPORT (Cont/d)**

#### FOR THE YEAR ENDED 31ST DECEMBER 2013

#### **OBJECTIVES AND ACTIVITIES**

The principal aims and objectives of the Charity are to operate retail shops, the profits from such operations being donated for the benefit of UK Charities and to promote the ideals of recycling and working for a cleaner and healthier environment

- 1 The protection and preservation of the environment for the public benefit is
  - the promotion of waste reduction, re-use reclamation, use of recycled products and the use of surplus items
  - b) advancing the education of the public about all aspects of waste generation, waste management and waste re-cycling
- 2 To make grants to such registered charities in accordance with the law for England and Wales, as the Trustees see fit

#### The role and contribution of volunteers

During the year a total of 23,576 volunteer hours helped support the work of the paid staff in the retail shops and head office

#### **ACHIEVEMENTS AND PERFORMANCE**

The Charity continues to develop and implement recommendations detailed in the Strategic Review carried out at the end of 2011, and is happy to report that the strengthened Management Team in place is bringing about greater innovation and profitability

#### FINANCIAL REVIEW

The Statement of financial Activities showed a net surplus, after distributions of £15,186 (2012 – surplus £14,046) for the year and reserves stand at £175,483 (2012 – £160,297)

During the year 2013 the Charity made donations of £150,000 (2012 - £104,724 and 2011 - £107 387) to UK Charities

#### Investment powers and policy

The Memorandum and Articles of Association authorises the Trustees to make and hold investments using the general funds of the Charity The trustees have the power to invest in any way that they see fit

#### Reserves policy

At the balance sheet date the Charity had retained unrestricted funds totalling £175,483. It is the policy of the Trustees to maintain reserves at a level sufficient to guarantee its operations.

#### **FUTURE PLANS AND DEVELOPMENTS**

The Charity has plans to carry out the following in the next financial year

- · continuing the development of the Gift Aid reclaim scheme
- · increasing the level of donated items received
- increasing the number of volunteers working in the shops and Head Office
- sourcing additional shops both permanent and temporary
- develop supplementary and complimentary sources of revenue

#### **DIRECTORS' AND TRUSTEES' REPORT (Cont/d)**

#### FOR THE YEAR ENDED 31ST DECEMBER 2013

#### CHARITABLE DONATIONS

	Unrestricted	<u> 2013</u>	<u>2012</u>
Charitable purpose:	£	£	£
Jewish education, culture and community support	129,000	129,000	95,224
Medical care	21,000	21,000	9,500
	150,000	150,000	104,724

#### TRUSTEES' RESPONSIBILITIES IN RELATION TO THE FINANCIAL STATEMENTS

The Trustees (who are also directors of 'All Aboard' Shops Limited for the purposes of company law) are responsible for preparing the Trustees' Annual Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

Company law requires the Trustees to prepare financial statements for each financial year. Under that law the Trustees have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the Trustees must not approve the financial statements unless they are satisfied that they that give a true and fair view of the state of affairs of the company and of its income and expenditure 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,
- · 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, and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business

The Trustees are responsible for keeping adequate accounting records that disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as the Trustees are aware

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

This report has been prepared in accordance with the special provisions relating to small companies within Part 15 of the Companies Act 2006.

APPROVED BY THE BOARD AND SIGNED ON ITS BEHALF BY:

I H BŘECKER

**CHAIR OF TRUSTEES** 

7<sup>th</sup> May 2014

#### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF

#### 'ALL ABOARD' SHOPS LIMITED

We have audited the financial statements of 'All Aboard' Shops Limited for the year ended 31<sup>st</sup> December 2013 which comprise the Statement of Financial Activities (Summary Income and Expenditure Account), Balance Sheet and related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

This auditor's report is made solely to the 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 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 any responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed

#### RESPECTIVE RESPONSIBILITIES OF TRUSTEES AND AUDITOR

As explained more fully in the Trustees' Responsibilities Statement set out on page 5, 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

Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland) Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors

#### SCOPE OF THE AUDIT OF THE FINANCIAL STATEMENTS

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error This includes an assessment of whether the accounting policies are appropriate to the charitable company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the trustees, and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Directors' and Trustees' report to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report

#### **OPINION ON THE FINANCIAL STATEMENTS**

In our opinion the financial statements

- give a true and fair view of the state of the charitable company's affairs as at 31<sup>st</sup> December 2013 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

#### OPINION ON THE OTHER MATTER PRESCRIBED BY THE COMPANIES ACT 2006

In our opinion the information given in the Trustees' Annual Report for the financial year for which the financial statements are prepared is consistent with the financial statements

#### MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY EXCEPTION

We have nothing to report in respect of the following matters where 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 exemption in preparing the Directors' and Trustees' report

DAVID TERRY (SENIOR STATUTORY AUDITOR)
FOR AND ON BEHALF OF STATUTORY AUDITORS
RAMON LEE & PARTNERS
CHARTERED ACCOUNTANTS

KEMP HOUSE 152/160 CITY ROAD LONDON EC1V 2DW 7<sup>th</sup> May 2014

### STATEMENT OF FINANCIAL ACTIVITIES SUMMARY INCOME AND EXPENDITURE ACCOUNT

#### FOR THE YEAR ENDED 31ST DECEMBER 2013

INCOMING RESOURCES	Notes	Unrestricted <u>Funds</u> £	2013 £	<u>2012</u> £
Incoming resources from generated funds				
Voluntary income Donations		372	372	417
Gift aid		85,043	85,043	73,888
Activities for generating funds				
Trading income Investment income	2	2,075,371	2,075,371	2,045,716
Bank interest		40	40	10
Other income		594	594	-
Total incoming resources		2,161,420	2,161,420	2,120,031
RESOURCES EXPENDED Cost of generating funds				
Fundraising trading costs and other costs		1,990,734	1,990,734	1,996,261
Charitable activities		150,000	150,000	104,724
Governance costs		5,500	5,500	5,000
Total resources expended	3	2,146,234	2,146,234	2,105,985
Net movement in funds		15,186	15,186	14,046
RECONCILIATION OF FUNDS				
Total funds brought forward		160,297	160,297	146,251
Total funds carried forward		175,483	175,483	160,297

The Statement of Financial Activities also complies with the requirements for an income and expenditure account under the Companies Act 2006

#### **CONTINUING OPERATIONS**

None of the company's activities were acquired or discontinued during the above financial periods

#### **TOTAL RECOGNISED GAINS AND LOSSES**

The company has no recognised gains or losses other than the above movement in funds for the above financial periods

The notes on pages 9 to 14 form part of these accounts

#### **BALANCE SHEET AS AT 31ST DECEMBER 2013**

	Notes	£	<u>2013</u>	£	£	<u>2012</u>	£
FIXED ASSETS							
Tangible fixed assets	6			138,137			159,449
CURRENT ASSETS							
Debtors Cash at bank and in hand	7	85,111 233,346			47,548 153,861		
		318,457	•		201,409		
CREDITORS. amounts falling due within one year	8	(274,082)			(200,561)		
NET CURRENT ASSETS				44,375			848
TOTAL ASSETS LESS CURRENT LIABILITI	ES		_	182,512	-	-	160,297
CREDITORS. amounts falling due after more than one year	9			(7,029)			-
NET ASSET			=	175,483	• •	- =	160,297
INCOME FUNDS							
Unrestricted funds: General funds	11		_	175,483	_	_	160,297
			_	175,483	•	=	160,297

These financial statements have been prepared in accordance with the special provisions relating to small companies within Part 15 of the Companies Act 2006

These accounts were approved by the Board of Directors and Trustees on 7<sup>th</sup> May 2014 and were signed on its behalf by

. I H BRECKER

. H J ROSE

Company Registration No: 02571767

The notes on pages 9 to 14 form part of these accounts

#### NOTES TO THE ACCOUNTS

#### FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2013

#### 1. ACCOUNTING POLICIES

The principal accounting policies are summarised below. The accounting policies have been applied consistently throughout the year and in the preceding year.

#### 1.1 Basis of preparation of accounts

The financial statements have been prepared under the historical cost convention. The financial statements have been prepared in accordance with the Statement of Recommended Practice – Accounting and Reporting by Charities (SORP 2005) issued in March 2005, applicable UK Accounting Standards and the Companies Act 2006. The principal accounting policies adopted in the preparation of the financial statements are set out below.

#### 1.2 Funds accounting

Unrestricted funds are available for use at the discretion of the Trustees in furtherance of the general objectives of the Charity

#### 1.3 Incoming resources

All incoming resources are included in the SOFA when the Charity is entitled to the income and the amount can be quantified with reasonable accuracy. The following specific policies are applied to particular categories of income

Voluntary income is received by way of donations and is included in full when receivable. For legacies, entitlement is the earlier of the Charity being notified of an impending distribution and of the legacy being received.

Clothing and other items donated for resale through the Charity's shops are included as incoming resources within activities for generating funds when they are sold. Gifts in kind are included at market valuation, provided by third party and recognised on receipt. No value is placed on the stock of donated goods at the year end.

Incoming resources from charitable trading activity are accounted for when earned

Investment income is included when receivable

#### 1.4 Volunteers and donated services and facilities

The value of services provided by volunteers is not incorporated into these financial statements. Further details of the contribution made by volunteers can be found in the trustee's annual report.

Where services are provided to the Charity as a donation that would normally be purchased from our suppliers, this contribution is included in the financial statements at an estimated based on the value of the contribution to the Charity. There were no such donations during the year

#### 1.5 Resources expended

Expenditure is recognised on an accrual basis as a liability is incurred. Expenditure includes any VAT which cannot be fully recovered, and is reported as part of the expenditure to which it relates.

Costs of generating funds comprise the costs associated with attracting voluntary income and the costs of trading for fundraising purposes including the Charity's shops

Charitable expenditure comprises those costs incurred by the Charity in the delivery of its activities and services for its beneficiaries. It includes both costs that can be allocated directly to such activities and those costs of an indirect nature necessary to support them

#### NOTES TO THE ACCOUNTS (Cont/d)

#### FOR THE YEAR ENDED 31<sup>ST</sup> DECEMBER 2013

Governance costs include those costs associated with meeting the constitutional and statutory requirements of the Charity and include the audit fees and costs linked to the strategic management of the Charity

All costs are allocated between the expenditure categories of the SOFA on a basis designed to reflect the use of the resource. Costs relating to a particular activity are allocated directly, others are on a transaction basis.

#### 1.6 Taxation

The Charity is a registered charity and, therefore, is not liable for Income Tax or Corporation Tax on income derived from its charitable activities, as it falls within the various exemptions available to registered charities

#### 1.7 Tangible fixed assets

Tangible fixed assets are stated at cost less depreciation

Depreciation is provided at rates calculated to write off the cost or valuation of fixed assets, less their estimated residual value, over their expected useful lives on the following basis

Short term lease and improvements

Fixtures, fittings and equipment

EPOS System

Motor vehicle

Over period of lease

20% net book value

Over 4 years

- 25% net book value

#### 2. ACTIVITIES FOR GENERATING FUNDS

	<u>Unrestricted</u>	<u>2013</u>	<u>2012</u>
Trading income:	£	£	£
Turnover from donated goods	2,075,371	2,075,371	2,045,716
	2,075,371	2,075,371	2,045,716

#### NOTES TO THE ACCOUNTS (Cont/d)

#### FOR THE YEAR ENDED 31ST DECEMBER 2013

#### 3. RESOURCES EXPENDED

	Basis of		Trading			
	allocation	<b>Donations</b>	<u>activities</u> '	Governance	<u> 2013</u>	<u> 2012</u>
		£	£	£	£	£
Costs directly allocated to acti	vıties <sup>.</sup>					
Staff costs	Direct	-	890,539	-	890,539	812,722
Purchases	Direct	-	-	-	-	2,681
Shop costs	Direct	-	659,600	-	659,600	646,395
Event	Direct	-	-	-	-	4,731
Charitable donations	Direct	150,000	-	-	150,000	104,724
Audit fees	Direct	-	-	5,500	5,500	5,000
Support costs allocated to acti	vities.					
Premises	Transaction	-	41,371	-	41,371	40,378
General and office finance costs	Transaction	-	224,520	-	224,520	267,769
Communications	Transaction	-	67,652	_	67,652	90,592
Travelling	Transaction	-	10,673	-	10,673	14,349
Information technology	Transaction	-	5,630	-	5,630	3,518
EPOS system running costs	Transaction	-	14,940	-	14,940	16,040
Legal and professional fees	Transaction	-	16,347	-	16,347	31,591
Depreciation	Transaction	-	41,069	-	41,069	43,525
Bank and credit card charges	Transaction	-	18,393	-	18,393	21,970
		150,000	1,990,734	5,500	2,146,234	2,105,985

#### 4. NET INCOMING RESOURCES

Net incoming resources are shown after charging	<u>2013</u> £	2012 £
Depreciation of tangible fixed assets	41,069	43,525
Auditor's remuneration	5,500	5,000

#### 5. DIRECTORS AND EMPLOYEES

STAFF COSTS	<u>2013</u> £	<u>2012</u> £
Salaries National Insurance	1,022,556 70,959	964,801 67,876
	1,093,515	1,032,677

There were no employees whose annual emoluments were £60,000 or more

As a charity, no director received any remuneration in the year (2012 - £nil)

The average weekly full time number of staff employed by the Charity during the period was as follows

Direct charitable work	57	55
Administrative work	6	5

#### NOTES TO THE ACCOUNTS (Cont/d)

#### FOR THE YEAR ENDED 31ST DECEMBER 2013

#### 6. TANGIBLE FIXED ASSETS

<u>2013</u>	<u>2012</u>
£	£
28,544	34,944
63,826	53,658
45,767	68,791
-	2,056
138,137	159,449
	£ 28,544 63,826 45,767

#### **MOVEMENTS IN YEAR**

Cost or valuation	Opening <u>Balances</u> £	Additions £	<u>Disposals</u> £	Closing <u>Balances</u> £
Short term lease and improvements	56,238	_	-	56,238
Fixtures, fittings and equipment	154,389	21,813	-	176,202
EPOS System	95,357	-	-	95,357
Motor vehicle	6,500	-	(6,500)	-
	312,484	21,813	(6,500)	327,797

Depreciation	Opening <u>Balances</u> £	Charge <u>For Year</u> £	<u>Disposals</u> £	Closing <u>Balances</u> £
Short term lease and improvements	21,294	6,400	-	27,694
Fixtures, fittings and equipment	100,731	11,645	-	112,376
EPOS System	26,566	23,024	_	49,590
Motor vehicle	4,444	-	(4,444)	-
	153,035	41,069	(4,444)	189,660

The net book value of tangible fixed assets includes £9,639 (2012 - £31,183) in respect of assets held under finance leases or hire purchase contracts. The depreciation charge in respect of such assets amounted to £2,410 (2012 - £23,000) for the year

#### 7. DEBTORS

	201 <u>3</u> £	<u>2012</u> £
Trade debtors	11,792	8,401
Sundry debtors and prepayments	47,354	19,522
Taxation	25,965	19,625
	85,111	47,548

Sundry debtors and prepayments includes two rent deposits of £6,000 (2012 - £6,000), which is receivable after more than one year

#### NOTES TO THE ACCOUNTS (Cont/d)

#### FOR THE YEAR ENDED 31ST DECEMBER 2013

#### 8. CREDITORS: amounts falling due within one year

	<u>2013</u>	<u> 2012</u>
	£	£
Net obligation under hire purchase contracts	-	18,779
Net obligation under finance lease agreement	4,016	-
Trade creditors	42,379	17,526
Taxation and social security	16,931	19,309
Sundry creditors and accruals	83,461	62,947
Charity donations	127,295	82,000
	274,082	200,561

#### 9. CREDITORS: Amounts falling due after more than one year

	2013 £	<u>2012</u> £
Net obligation under finance lease agreement	7,029	-
	7,029	-

#### 10. SHARE CAPITAL

The company is limited by guarantee and does not have a share capital divided by shares

#### 11. MOVEMENTS IN FUNDS

	Balance at <u>01.01.13</u> £	Income £	Expenditure £	Balance at 31 12 13 £
Unrestricted funds <sup>*</sup> General funds	160,297	2,161,420	2,146,234	175,483
Total unrestricted funds	160,297	2,161,420	2,146,234	175,483
Total Funds	160,297	2,161,420	2,146,234	175,483

#### 12. ANALYSIS OF FUND BALANCES BETWEEN NET ASSETS

	<u>Unrestricted</u>	<u>2013</u>	<u>2012</u>
	£	£	£
Tangible fixed assets	138,137	138,137	159,449
Net current assets	37,346	37,346	848
	175,483	175,483	160,297

# 'ALL ABOARD' SHOPS LIMITED NOTES TO THE ACCOUNTS (Cont/d) FOR THE YEAR ENDED 31ST DECEMBER 2013

#### 13. OPERATING LEASE COMMITMENTS

The amounts payable in the forthcoming year in respect of operating leases relating to rent and service charges are shown below, analysed according to the expiry date of the leases

	<u>2013</u> £	<u>2012</u> £
Within one year	139,250	143,500
Between two and five years	123,000	108,500
After five years	197,750	191,000
	460,000	443,000

#### 14. RELATED PARTY TRANSACTIONS

No Trustee received any remuneration during the year (2012 - £nil)

# MANAGEMENT INFORMATION YEAR ENDED 31<sup>st</sup> DECEMBER 2013

#### **RESOURCES EXPENDED FOR THE YEAR ENDED 31ST DECEMBER 2013**

	2013 £	<u>2012</u> £
INCOME	2,161,420	2,120,031
DIRECT COSTS		
Wages and salaries (Shop)	890,539	812,722
Purchases	-	2,681
25th Anniversary Bag Collections and Deliveries	20 607	4,731
Equipment Rental	38,607 369	57,997 347
Insurance Expense	2,846	J41 -
Miscellaneous Expense	12,135	15,376
Rent	427,207	425,656
Service Charge	12,222	-
Landlord's Property Insurance	9,176	9,217
General Rates Water Rates	36,037	34,393
Repairs and Maintenance	3,767 21,966	2,736 15,855
Light and Heat	31,480	26,331
Shop Expense	3,803	44
Merchandising and Display	31,725	28,825
Shop Cleaning and Pest Control	4,193	4,271
Waste Disposal	24,065	25,346
Audit fees	5,500	5,000
Donations	150,000	104,724
	1,705,639	1,576,253
OVERHEAD COSTS		
Wages and salaries	217,209	250,076
Recruitment	-	12,225
Office premises	31,175	29,050
Equipment Rental	981	898
Telephone and fax	9,476	11,749
Printing, postage and stationary Advertising	30,778 27,398	32,422
Computer software and maintenance	20,570	46,421 19,558
Insurance	10,197	11,328
Legal and professional fees	16,347	31,591
Sundry expenses	5,104	2,990
Bank charges	18,393	21,970
Subscriptions	1,225	1,581
Travel and subsistence	10,673	14,349
Depreciation	41,069	43,525
	440,595	529,731
TOTAL EXPENDITURE	2,146,233	2,105,984
NET INCOMING/(OUTGOING) RESOURCES	15,187	14,047