

**REGISTERED CHARITY NUMBERS: 295672 (England and Wales), SC037479 (Scotland)**  
**REGISTERED COMPANY NUMBER: 2031836 (England and Wales)**

**Report of the Trustees and Consolidated  
Financial Statements For The Year Ended  
31 December 2009  
for  
Make-A-Wish Foundation® UK**

Roffe Swayne  
Chartered Accountants  
Ashcombe Court  
Woolsack Way  
Godalming  
Surrey  
GU7 1LQ

**Make-A-Wish Foundation UK**

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for the Year Ended 31 December 2009**

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## **Make-A-Wish Foundation UK**

### **Report of the Trustees for the Year Ended 31 December 2009**

The trustees, who are also directors of the charity for the purposes of the Companies Act 2006, present their report with the consolidated financial statements of the charity and the group for the year ended 31 December 2009. The trustees have adopted the provisions of the Statement of Recommended Practice (SORP) 'Accounting and Reporting by Charities' issued in March 2005.

#### **REFERENCE AND ADMINISTRATIVE DETAILS**

##### **Registered Company number**

2031836 (England and Wales)

##### **Registered Charity number**

295672 (England and Wales)

SC037479 (Scotland)

##### **Registered office**

329-331 London Road  
Camberley  
Surrey  
GU15 3HQ

##### **Trustees**

|               |                            |
|---------------|----------------------------|
| A C Buxton    |                            |
| M L D Cash    |                            |
| J Hinds       |                            |
| P Jacobs      |                            |
| M Jones       |                            |
| D Maloney     | Chairman                   |
| T Seidenstein | - appointed 1 January 2010 |
| D G Stedman   |                            |
| Ms J A Watson |                            |
| P Weston      | - retired 17 December 2009 |

##### **Senior Management Team**

|                            |                            |
|----------------------------|----------------------------|
| Neil Jones                 | Chief Executive            |
| Lawrence Davies            | Head of Finance            |
| Karen England              | Fundraising Director       |
| Ashley Lovell/Fiona Brydon | Head of PR and Celebrities |
| Chrissy Matthews           | Head of Volunteering       |
| Joanne Micklewright        | Head of Wishgranting       |

##### **Company Secretary**

N P Jones

##### **Accountants**

Roffe Swayne  
Registered Auditors &  
Chartered Accountants  
Ashcombe Court  
Woolsack Way  
Godalming  
Surrey  
GU7 1LQ

## **Make-A-Wish Foundation UK**

### **Report of the Trustees for the Year Ended 31 December 2009**

#### **REFERENCE AND ADMINISTRATIVE DETAILS**

##### **Advisors**

##### **Auditors**

Porter Garland Limited  
Chartered Accountants  
& Registered Auditors  
Portland House  
Park Street  
Bagshot  
Surrey GU19 5PG

##### **Solicitors**

Penningtons  
Highfield  
Brighton Road  
Godalming  
Surrey GU7 1NS

##### **Bankers**

Lloyds TSB Plc  
1st Floor  
Navigation House  
Walnut Tree Close  
Guildford  
Surrey GU1 4TR

#### **STRUCTURE, GOVERNANCE AND MANAGEMENT**

##### **Governing document**

The charity was incorporated on 26th June 1986. It is controlled by its Memorandum and Articles of Association and constitutes a limited company, limited by guarantee, as defined by the Companies Act 1985.

##### **Recruitment, appointment and induction of new trustees**

The Company's Articles of Association provide for a minimum of 4 Trustees and where there is a requirement for new Trustees these would be identified and appointed by the Chairman and existing Trustees. The Chairman and Chief Executive are responsible for the induction of any new Trustees, which involves awareness of a Trustee's responsibilities and the history and philosophical approach of the charity.

##### **Organisational structure**

The Trustees delegate the day-to-day running of the charity to the Chief Executive and he, in turn, works with senior managers across the organisation. In terms of decision-making, the Trustees' main contribution is at a strategic and major policy level, with the finances of the organisation given greater scrutiny by the Finance Committee and wishes formally considered by the Wishgranting Committee, sub-groups of the Trustees.

The Head Office is in Camberley, Surrey and there are two regional fundraising offices in Belfast and Edinburgh.

## Make-A-Wish Foundation UK

### Report of the Trustees for the Year Ended 31 December 2009

#### STRUCTURE, GOVERNANCE AND MANAGEMENT

##### Make-A-Wish Foundation International

Make-A-Wish Foundation UK is affiliated to Make-A-Wish Foundation International and, as such, is a member of the largest wishgranting network in the world: a Make-A-Wish Foundation now exists in thirty different countries across the globe. Make-A-Wish Foundation UK licenses the name Make-A-Wish and associated marks from Make-A-Wish Foundation International, which in turn licenses the name from Make-A-Wish Foundation of America.

##### Related parties

Mr Stedman is an employed consultant at Pennington's solicitors and Mr Cash is a partner at the same firm. The charity used the legal services of this firm during the year: these transactions are performed on an arm's length basis.

##### Risk management

The trustees have a duty to identify and review the risks to which the charity is exposed and to ensure appropriate controls are in place to provide reasonable assurance against fraud and error. This is done regularly on an informal basis and more formally once a year.

#### OBJECTIVES AND ACTIVITIES

##### Objectives and aims

Make-A-Wish Foundation UK is a wishgranting charity that aims to grant magical wishes to children and young people fighting life-threatening illnesses. To enable us to achieve this, we carry out a programme of fundraising activities, the aim of which is to generate enough funds to meet current demand and maintain appropriate cash reserves. Our intention is to ensure that we can grant a wish to every eligible child who is referred to the organisation in the foreseeable future. By the end of 2009, we had granted nearly 5,800 wishes over more than twenty three years.

##### Public Benefit

As a charity, we are keen to emphasise the public benefit that we believe our work provides. We are driven by our children's wishes and the needs and concerns of them and their families. Whether a wish is to be a princess or a policeman for a day, own the latest computer equipment, meet a favourite celebrity or just enjoy some special time away from home with their family, a wish-come-true brings so much to a child's life and provides memories for the family that last a lifetime: it can even provide a turning point in a child's recovery. Our wishes are available to any child or young person, aged 3-17, living in the UK and diagnosed as having a life-threatening illness.

##### Significant activities

We recorded an increase of 12% in the wishes granted during the year and, at the same time, consolidated the progress made in fundraising in recent years. This all took place against a background of economic uncertainty, with many charities being adversely impacted by the recession. The subsequent surplus recorded during the year has increased the charity's financial stability: this now means that, for the first time, we are able to start being more proactive in our aspiration to see every seriously ill child have their own wish granted by Make-A-Wish.

| <u>Year</u> | <u>Number of Wishes</u> | <u>Income</u> |
|-------------|-------------------------|---------------|
| 2005        | 457                     | £3,272,439    |
| 2006        | 373                     | £2,930,836    |
| 2007        | 424                     | £4,162,787    |
| 2008        | 515                     | £5,018,993    |
| 2009        | 576                     | £5,125,071    |

## **Make-A-Wish Foundation UK**

### **Report of the Trustees for the Year Ended 31 December 2009**

#### **Volunteers and supporters**

In all of our activities, we are given great assistance by the efforts of nearly 500 volunteers: without them we would only be able to do a fraction of what we do. During the year, our volunteers were inevitably affected by our decision to restructure our regional activities and establish a Volunteering Support Team at Head Office: the feedback and support given to us by them over that period were invaluable.

We have also been particularly fortunate in the substantial financial support provided by our major corporate supporters, including Cadbury, Fairy, Comet, Bookingline and Tigrent Learning UK. To them, and to all those who gave financial and in-kind assistance during the year, including the many celebrities who have supported our activities, we express our sincere gratitude.

#### **ACHIEVEMENT AND PERFORMANCE**

##### **Charitable activities**

In 2009, Make-A-Wish's income increased from £5,009,771 to £5,125,071. The charity invested £1,040,313 in raising this income, resulting in a balance of £4,084,758 available to be spent in furtherance of the charity's objectives. During the year £2,845,628 was spent on these charitable activities and the excess income has been carried forward to further the charity's objectives in the future.

Following a strategic review carried out in the early part of the year, we took the decision to close down our regional office structure (retaining fundraising offices in Northern Ireland and Scotland) and use the money saved to invest centrally in increasing the skill levels in wishgranting, fundraising and volunteer management. This was all carried out with a view to ensuring Make-A-Wish is best prepared to meet the challenge of its longer term goals.

Although we approved the wish of every eligible child referred to us during the year, scheduling difficulties and limitations on availability meant that not all were actually granted during the year. Having set a target for 2009 of some 700 wishes, we granted 576 in the year but actually committed to and paid for 674 wishes: this latter figure includes 57 wishes which sadly had to be terminated before they could be granted.

Every effort is made to ensure that whilst each wish is individually magical and personal to the child, the organisation of those wishes is as effective and business-like as it can be. As ever, there was an extraordinary range and variety in the wishes our children requested, with wishes revolving around Disney or computer equipment remaining the most popular. With year-on-year referrals increasing significantly and an estimated overall figure of 20,000 children in the UK living with a life-threatening illness, we believe we will continue to see the demand for our magical wishes growing.

#### **FINANCIAL REVIEW**

##### **Reserves policy**

At the balance sheet date, the total reserves were £4,139,824, of which £4,129,824 is for unrestricted purposes. These figures have taken into account our commitment towards wishes approved but not yet granted, where we make a full provision for all anticipated costs still to be incurred: for 2009, this amounted to 269 wishes totalling £873,907 (2008: 226 wishes, £723,151).

Extending this principle further means that we have now established an Applications Fund and a Support Fund, to ensure that we are able to meet our commitments to those children who have been referred to the charity but who have not yet reached the stage of having a wish approved: we never want to be in a position where we are unable to meet the expectations of children who turn to Make-A-Wish, due to lack of funding. Consistent with prior year's results, the trustees also have a Fixed Assets Fund (representing the charity's operational headquarters in Camberley) and have transferred the funds tied up in the Charity's fixed assets to this designated reserve. Taken together, these measures mean that the balance of free reserves at 31<sup>st</sup> December 2009 was £1,832,443 (note 17).

The free reserves are required by the Charity to meet its objectives of granting further wishes and to provide working capital to enable it to progress to completion its long-term development objectives, to protect its current activities and to allow the Trustees to meet their responsibilities and ensure that the Charity continues on a going concern basis. The Trustees constantly examine the needs, risks, challenges and prospects faced by the Charity and consider that these reserves are commensurate with the Foundation's needs for the foreseeable future.

**Make-A-Wish Foundation UK**  
**Report of the Trustees**  
**for the Year Ended 31 December 2009**

**Principal funding sources**

Make-A-Wish has a broad funding base, attracting support from a wide range of sources, including fundraising events, corporate supporters (large and small) and individual donors (giving on either an ad hoc basis or in a more regular, committed way). Of particular note in 2009 was a single sum of just over £700,000 arising from a major home business training event, Entrepreneurs Bootcamp, from which all ticket sales were donated to Make-A-Wish. The Trustees recognise the importance of developing and maintaining a variety of sources of revenue, thus providing continued stability of income in the future: the re-structuring carried out during the year reinforced our commitment in this regard.

**FUTURE DEVELOPMENTS**

**2010 and beyond**

Last year, Make-A-Wish continued to grow in terms of both income received and wishes granted. At the same time, we were able to lay the foundations for us to meet our longstanding target of granting 1,000 wishes a year within 2-3 years and ensure that our fundraising income can be increased to meet these greater demands. In 2010, we anticipate wishes growing at a faster rate than income, with both brought more in line with each other in the years that follow. As ever, the Trustees are committed to their vision that every child living with a life-threatening illness deserves to have their magical Make-A-Wish wish granted – and we believe that 2010 will be a significant step forward in this respect.

**STATEMENT OF TRUSTEES RESPONSIBILITIES**

The trustees are responsible for preparing the financial statements in accordance with applicable law and 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 the United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). The financial statements are required by law to give a true and fair view of the state of affairs of the charitable company and of the surplus or deficit of the charitable company for that period. In preparing those financial statements, the trustees are required to

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.

The trustees are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the charitable company 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 charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

**Make-A-Wish Foundation UK**

**Report of the Trustees  
for the Year Ended 31 December 2009**

**STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS**

Each trustee, who was a director of the company at the date that this report was approved, has taken all steps that they ought to have taken as a director in order to:

- make themselves aware of any relevant audit information (as defined by the Companies Act 2006); and
- ensure that the auditors are aware of all relevant audit information (as defined).

As far as each director is aware, there is no relevant audit information of which the charity's auditors are unaware.

**AUDITORS**

The auditors, Porter Garland Limited, will be considered for re-appointment at the forthcoming Annual General Meeting.

**ON BEHALF OF THE BOARD:**

.....  
D Maloney –Trustee

Date: .....

## **Report of the Independent Auditors to the Members of Make-A-Wish Foundation UK**

The report is issued in respect of an audit carried out under section 43 of the Charities Act 1993 as amended and section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005. We have audited the financial statements of Make-A-Wish Foundation UK for the year ended 31 December 2009 on pages nine to twenty-one. These financial statements have been prepared under the accounting policies set out therein.

This report is made solely to the charitable company's members, as a body, in accordance with Sections 495 and 496 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the charitable company's trustees those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's trustees as a body, for our audit work, for this report, or for the opinions we have formed.

### **Respective responsibilities of trustees and auditors**

The trustees' (who are also the directors of the company for the purposes of company law) responsibilities for preparing the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) and for being satisfied that the charity's financial statements give a true and fair view are set out in the Statement of Trustees' Responsibilities.

We have been appointed as auditors under section 44 (1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and under the Companies Act 2006 and report in accordance with regulations made under that Act. Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland).

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the relevant financial reporting framework and are prepared in accordance with the Companies Act 2006 and the Charities and Trustee Investment (Scotland) Act 2005 and regulation 6 and 8 of the Charities Accounts (Scotland) Regulations 2006. We also report to you whether in our opinion the information given in the Report of the Trustees is consistent with the financial statements.

In addition, we report to you if, in our opinion, the charitable company has not kept proper accounting records, if the charity's statement of account is not in agreement with those accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding trustees' remuneration and other transactions is not disclosed.

We read the Report of the Trustees and consider the implications for our report if we become aware of any apparent misstatements within it. The other information comprises only the Trustees' Annual Report. We consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements. Our responsibilities do not extend to other information.

### **Basis of audit opinion**

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the Trustees in the preparation of the financial statements, and of whether the accounting policies are appropriate to the charitable company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error.

In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

**Report of the Independent Auditors to the Members of  
Make-A-Wish Foundation UK**

**Opinion**

In our opinion:

- the financial statements give a true and fair view of the state of the group's and the parent company's affairs as at 31 December 2009, and of the group's incoming resources and application of resources, including its income and expenditure, for the year then ended;
- the financial statements have been prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- the financial statements have been prepared in accordance with the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and regulations 6 and 8 of the Charities Accounts (Scotland) Regulations 2006; and
- the information given in the Report of the Trustees is consistent with the financial statements.

Andrew Williams ACA (Senior Statutory Auditor)  
For and on behalf of Porter Garland Limited  
Portland House  
Park Street  
Bagshot  
Surrey  
GU19 5PG

Date: .....

**Consolidated  
Statement of Financial Activities  
for the Year Ended 31 December 2009**

|  | Notes | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | 2009<br>Total<br>funds<br>£ | 2008<br>Total<br>funds<br>£ |
|--|-------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| <b>INCOMING RESOURCES</b>                                  |       |                            |                          |                             |                             |
| <b>Incoming resources from generated funds</b>             |       |                            |                          |                             |                             |
| Voluntary income   | 2     | 2,314,061                  | -                        | 2,314,061                   | 1,861,711                   |
| Activities for generating funds                            | 3     | 2,772,007                  | -                        | 2,772,007                   | 3,081,713                   |
| Investment income  | 4     | 39,003                     | -                        | 39,003                      | 66,347                      |
| <b>Total incoming resources</b>                            |       | 5,125,071                  | -                        | 5,125,071                   | 5,009,771                   |
| <b>RESOURCES EXPENDED</b>                                  |       |                            |                          |                             |                             |
| <b>Costs of generating funds</b>                           |       |                            |                          |                             |                             |
| Costs of generating voluntary income                       | 6     | 1,040,313                  | -                        | 1,040,313                   | 1,279,400                   |
| <b>Charitable activities</b>                               | 7     |                            |                          |                             |                             |
| Wish granting expenses                                     |       | 1,809,997                  | -                        | 1,809,997                   | 1,739,568                   |
| Wish granting support costs                                |       | 1,035,631                  | -                        | 1,035,631                   | 1,045,909                   |
| <b>Governance costs</b>                                    | 8     | 16,808                     | -                        | 16,808                      | 27,596                      |
| <b>Total resources expended</b>                            |       | 3,902,749                  | -                        | 3,902,749                   | 4,092,473                   |
| <b>NET INCOMING RESOURCES/<br/>NET INCOME FOR THE YEAR</b> |       | 1,222,322                  | -                        | 1,222,322                   | 917,298                     |
| <b>OTHER RECOGNISED LOSSES</b>                             |       |                            |                          |                             |                             |
| Revaluation on freehold land and buildings                 |       | (160,400)                  | -                        | (160,400)                   | -                           |
| <b>NET MOVEMENT IN FUNDS</b>                               |       | 1,061,922                  | -                        | 1,061,922                   | 917,298                     |
| <b>RECONCILIATION OF FUNDS</b>                             |       |                            |                          |                             |                             |
| <b>Total funds brought forward</b>                         |       | 3,067,902                  | 10,000                   | 3,077,902                   | 2,160,604                   |
| <b>TOTAL FUNDS CARRIED FORWARD</b>                         |       | <u>4,129,824</u>           | <u>10,000</u>            | <u>4,139,824</u>            | <u>3,077,902</u>            |

**CONTINUING OPERATIONS**

All incoming resources and resources expended arise from continuing activities. The charity has no recognised gains and losses other than those included in the results above and therefore no separate statement of total recognised gains and losses has been presented.

**Make-A-Wish Foundation UK (Registered company number: 2031836)**

**Consolidated  
Balance Sheet  
At 31 December 2009**

|  | Notes | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | 2009<br>Total<br>funds<br>£ | 2008<br>Total<br>funds<br>£ |
|--|-------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| <b>FIXED ASSETS</b>                          |       |                            |                          |                             |                             |
| Tangible assets                              | 12    | 530,898                    | -                        | 530,898                     | 714,323                     |
| Investments                                  | 13    | <u>31</u>                  | <u>-</u>                 | <u>31</u>                   | <u>-</u>                    |
|  |       | 530,929                    | -                        | 530,929                     | 714,323                     |
| <b>CURRENT ASSETS</b>                        |       |                            |                          |                             |                             |
| Stocks                                       | 14    | 20,635                     | -                        | 20,635                      | 24,708                      |
| Debtors                                      | 15    | 231,216                    | -                        | 231,216                     | 340,933                     |
| Cash at bank and in hand                     |       | <u>4,461,240</u>           | <u>10,000</u>            | <u>4,471,240</u>            | <u>2,970,044</u>            |
|  |       | 4,713,091                  | 10,000                   | 4,723,091                   | 3,335,685                   |
| <b>CREDITORS</b>                             |       |                            |                          |                             |                             |
| Amounts falling due within one year          | 16    | <u>(1,114,196)</u>         | <u>-</u>                 | <u>(1,114,196)</u>          | <u>(972,106)</u>            |
| <b>NET CURRENT ASSETS</b>                    |       |                            |                          |                             |                             |
|  |       | <u>3,598,895</u>           | <u>10,000</u>            | <u>3,608,895</u>            | <u>2,363,579</u>            |
| <b>TOTAL ASSETS LESS CURRENT LIABILITIES</b> |       |                            |                          |                             |                             |
|  |       | <u>4,129,824</u>           | <u>10,000</u>            | <u>4,139,824</u>            | <u>3,077,902</u>            |
| <b>NET ASSETS</b>                            |       |                            |                          |                             |                             |
|  |       | <u>4,129,824</u>           | <u>10,000</u>            | <u>4,139,824</u>            | <u>3,077,902</u>            |
| <b>FUNDS</b>                                 |       |                            |                          |                             |                             |
| 17   |       |                            |                          |                             |                             |
| <b>Unrestricted funds</b>                    |       |                            |                          |                             |                             |
| General fund                                 |       |                            |                          | 1,832,443                   | 2,353,579                   |
| Fixed asset fund                             |       |                            |                          | 530,898                     | 714,323                     |
| Support fund                                 |       |                            |                          | 1,201,793                   | -                           |
| Applications fund                            |       |                            |                          | 564,690                     | -                           |
| <b>Restricted funds</b>                      |       |                            |                          |                             |                             |
|  |       |                            |                          | <u>10,000</u>               | <u>10,000</u>               |
| <b>TOTAL FUNDS</b>                           |       |                            |                          |                             |                             |
|  |       |                            |                          | <u>4,139,824</u>            | <u>3,077,902</u>            |

The financial statements were approved by the Board of Trustees on ..... and were signed on its behalf by:

.....  
D Maloney -Trustee

**Make-A-Wish Foundation UK (Registered company number: 2031836)**

**Charity  
Balance Sheet  
At 31 December 2009**

|  | Notes | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | 2009<br>Total<br>funds<br>£ | 2008<br>Total<br>funds<br>£ |
|--|-------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| <b>FIXED ASSETS</b>                          |       |                            |                          |                             |                             |
| Tangible assets                              | 12    | 519,667                    | -                        | 519,667                     | 714,323                     |
| Fixed assets investments                     | 13    | <u>33</u>                  | <u>-</u>                 | <u>33</u>                   | <u>2</u>                    |
|  |       | 519,700                    | -                        | 519,700                     | 714,325                     |
| <b>CURRENT ASSETS</b>                        |       |                            |                          |                             |                             |
| Stocks                                       | 14    | 20,635                     | -                        | 20,635                      | 24,708                      |
| Debtors                                      | 15    | 231,961                    | -                        | 231,961                     | 368,791                     |
| Cash at bank and in hand                     |       | <u>4,444,177</u>           | <u>10,000</u>            | <u>4,454,177</u>            | <u>2,908,224</u>            |
|  |       | 4,696,773                  | 10,000                   | 4,706,773                   | 3,301,723                   |
| <b>CREDITORS</b>                             |       |                            |                          |                             |                             |
| Amounts falling due within one year          | 16    | <u>(1,086,649)</u>         | <u>-</u>                 | <u>(1,086,649)</u>          | <u>(938,146)</u>            |
| <b>NET CURRENT ASSETS</b>                    |       | <u>3,610,124</u>           | <u>10,000</u>            | <u>3,620,124</u>            | <u>2,363,577</u>            |
| <b>TOTAL ASSETS LESS CURRENT LIABILITIES</b> |       | <u>4,129,824</u>           | <u>10,000</u>            | <u>4,139,824</u>            | <u>3,077,902</u>            |
| <b>NET ASSETS</b>                            |       | <u>4,129,824</u>           | <u>10,000</u>            | <u>4,139,824</u>            | <u>3,077,902</u>            |
| <b>FUNDS</b>                                 |       |                            |                          |                             |                             |
|  | 17    |                            |                          |                             |                             |
| <b>Unrestricted funds</b>                    |       |                            |                          |                             |                             |
| General fund                                 |       |                            |                          | 1,832,443                   | 2,353,579                   |
| Fixed asset fund                             |       |                            |                          | 530,898                     | 714,323                     |
| Support fund                                 |       |                            |                          | 1,201,793                   | -                           |
| Applications fund                            |       |                            |                          | 564,690                     | -                           |
| <b>Restricted funds</b>                      |       |                            |                          | <u>10,000</u>               | <u>10,000</u>               |
| <b>TOTAL FUNDS</b>                           |       |                            |                          | <u>4,139,824</u>            | <u>3,077,902</u>            |

The financial statements were approved by the Board of Trustees on ..... and were signed on its behalf by:

.....  
D Maloney - Trustee

**Notes to the Financial Statements  
for the Year Ended 31 December 2009**

**1. ACCOUNTING POLICIES**

**Basis of preparing the financial statements**

The group financial statements consolidate the financial statements of the parent company and its subsidiary undertakings for the year ended 31 December 2009.

In the charitable company's financial statements, investments in subsidiary undertakings are stated at cost.

**Charitable company statement of financial activities**

A separate statement of financial activities, dealing with the results of the charitable company, has not been presented as permitted by Section 408 of the Companies Act 2006. A surplus of income over expenditure for the year of £1,061,922 (2008: £917,298) has been dealt with in the financial statements of the charitable company.

**Accounting convention**

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of certain assets, the Companies Act 2006 and the requirements of the Statement of Recommended Practice, Accounting and Reporting by Charities issued in March 2005 and any subsequent amendments or variation to this statement.

**Financial Reporting Standard Number 1**

Exemption has been taken from preparing a cash flow statement on the grounds that the charitable company qualifies as a small charitable group.

**Incoming resources**

All incoming resources are included on the Statement of Financial Activities when the charity is legally entitled to the income and the amount can be quantified with reasonable accuracy.

**Voluntary income**

Income is accounted for on a cash received basis. For legacies, entitlement is the earlier of the charity being notified of an impending distribution or the legacy being received.

**Activities for generating funds**

Income is accounted for on a cash received basis unless related to an event scheduled to take place in a later accounting period in which case it is deferred until after the event has taken place. The main sources of income are analysed in the Notes.

**Investment income**

Investment income reflects the amount receivable for the year.

**Subsidiary's income**

Sponsorship and royalty income represents net invoiced sales of services, excluding value added tax. The sponsorship income is charged to the profit and loss account as it is earned.

**Resources expended**

Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category.

**Irrecoverable value added tax (VAT)**

Expenditure on which there is irrecoverable VAT is shown within each relevant cost category gross of VAT.

**Cost of generating funds**

These costs reflect costs of staff members who are engaged directly in fund raising, and also include the cost of publicity campaigns to generate income, and an appropriate proportion of their use of shared facilities and central services.

These costs are incurred in relation to the fundraising events which are organised throughout the United Kingdom. As well as the direct costs associated with each event, costs are included in relation to staff members who are engaged directly in fund raising events, publicity costs, and an appropriate proportion of their use of shared facilities and central services.

Notes to the Financial Statements - continued  
for the Year Ended 31 December 2009

1. ACCOUNTING POLICIES - continued

**Charitable activities**

Liabilities for wish granting expenses are recognised as resources expended as soon as there is a specific commitment creating an obligation and an expectation that a wish will be fulfilled.

**Gifts in kind**

The Foundation receives the benefit of work carried out by volunteers, the value of which is not included in these accounts. Gifts of a tangible nature are included at their estimated cost.

**Gifts for wishes**

Gifts donated for wishes are included at their estimated cost. However, the value of time given freely by celebrities in connection with the granting of wishes is not quantifiable and therefore not included in the accounts.

**Committed wishes**

Wishes that have been committed to at the year end are included in the accounts as a creditor due within one year and are expensed to the Statement of Financial Activities.

**Leases**

Payments under operating leases are charged to the profit and loss account on a straight line basis over the life of the lease.

**Governance costs**

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

**Tangible fixed assets**

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

|                          |                                    |
|--------------------------|------------------------------------|
| Freehold property        | - 2% on cost of freehold buildings |
| Improvements to property | - 25% on cost                      |
| Office equipment         | - 33% on cost                      |
| Computer equipment       | - 25% on cost                      |

Tangible fixed assets bought by the company have been capitalised at cost. Assets donated during the year have been capitalised at their estimated purchase cost.

Freehold properties are stated at valuation. Valuations are carried out periodically by external valuers on the basis of existing use value as required by FRS 15 Tangible Fixed Assets.

**Stocks**

Stocks are valued at the lower of cost and net realisable value, after making due allowance for obsolete and slow moving items.

**Taxation**

The group and charity are exempt from corporation tax on its charitable activities.

Notes to the Financial Statements - continued  
for the Year Ended 31 December 2009

1. ACCOUNTING POLICIES - continued

**Fund accounting**

Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees.

The Designated funds represents funds earmarked for specific reasons as decided by the Board of Trustees.

Restricted funds are those whose purpose has been restricted by the donor.

Further explanation of the nature and purpose of each fund is included in the notes to the financial statements.

**Pensions**

The company operates a defined contribution pension scheme. Contributions payable for the year are charged in the statement of financial activities.

2. VOLUNTARY INCOME

|           | 2009<br>£        | 2008<br>£        |
|-----------|------------------|------------------|
| Donations | 2,097,080        | 1,760,654        |
| Legacies  | <u>216,981</u>   | <u>101,057</u>   |
|           | <u>2,314,061</u> | <u>1,861,711</u> |

3. ACTIVITIES FOR GENERATING FUNDS

|                              | 2009<br>£        | 2008<br>£        |
|------------------------------|------------------|------------------|
| Fundraising events           | 2,203,515        | 2,531,052        |
| Shop income                  | 17,715           | 20,462           |
| Subsidiary's income (note 5) | <u>550,777</u>   | <u>530,199</u>   |
|                              | <u>2,772,007</u> | <u>3,081,713</u> |

4. INVESTMENT INCOME

|                          | 2009<br>£     | 2008<br>£     |
|--------------------------|---------------|---------------|
| Deposit account interest | <u>39,003</u> | <u>66,347</u> |

Notes to the Financial Statements - continued  
for the Year Ended 31 December 2009

5. NET RESULT OF TRADING SUBSIDIARIES

The charity has two wholly owned trading subsidiaries, Make-A-Wish Promotions Limited (Promotions) and Make A Wish Limited, both of which are incorporated in Great Britain.

Promotions undertake collection of old clothing and sponsorship from Fairy™. A summary of the results of Promotions is shown below.

Make A Wish Limited is dormant.

Audited financial statements have been filed with the Registrar of Companies

**Make-A-Wish Promotions Limited**

|                                      | 2009<br>£       | 2008<br>£        |
|--------------------------------------|-----------------|------------------|
| Royalties                            | 240,777         | 369,064          |
| Cost of sales                        | <u>-</u>        | <u>(191,755)</u> |
| Royalties gross profit               | 240,777         | 177,309          |
| Sponsorship                          | <u>310,000</u>  | <u>159,609</u>   |
| <b>Total Gross Profit</b>            | <b>550,777</b>  | <b>336,918</b>   |
| Administrative expenses              | <u>(7,369)</u>  | <u>(4,214)</u>   |
| <b>Operating profit for the year</b> | <b>543,408</b>  | <b>332,704</b>   |
| Gift Aid payment to parent company   | (543,389)       | (334,230)        |
| Interest receivable                  | -               | 1,526            |
| Tax                                  | (19)            | -                |
| <b>Retained profit for the year</b>  | <u><u>-</u></u> | <u><u>-</u></u>  |

Class of shares: Ordinary Holding 100.00%

|                                | 2009<br>£       | 2008<br>£       |
|--------------------------------|-----------------|-----------------|
| Aggregate capital and reserves | 1               | 1               |
| Profit for the year            | <u><u>-</u></u> | <u><u>-</u></u> |

**Make A Wish Limited**

Class of shares: Ordinary Holding 100.00%

|                                | 2009<br>£       | 2008<br>£       |
|--------------------------------|-----------------|-----------------|
| Aggregate capital and reserves | 1               | 1               |
| Profit for the year            | <u><u>-</u></u> | <u><u>-</u></u> |

Notes to the Financial Statements - continued  
for the Year Ended 31 December 2009

6. COSTS OF GENERATING VOLUNTARY INCOME

|                         | 2009<br>£        | 2008<br>£        |
|-------------------------|------------------|------------------|
| Staff and related costs | 319,100          | 282,646          |
| Telephone               | 21,010           | 14,147           |
| Postage and stationery  | 35,338           | 69,224           |
| Fundraising costs       | 340,144          | 466,858          |
| Advertising             | 13,972           | 23,429           |
| Subscriptions           | 740              | 6,089            |
| Agency fees             | 128,253          | 50,194           |
| Staffing costs          | 13,436           | 8,330            |
| Travelling              | 23,911           | 32,639           |
| Sundry expenses         | -                | 36               |
| Website costs           | 7,500            | 3,949            |
| Equipment               | 24,345           | 28,438           |
| Merchandise             | 51,264           | 7,718            |
| Payroll giving          | 61,300           | 93,948           |
| Subsidiary's expenses   | -                | 191,755          |
|                         | <u>1,040,313</u> | <u>1,279,400</u> |

7. CHARITABLE ACTIVITIES COSTS – Group and charity

Wish granting expenses

|                                     | Unrestricted<br>£ | Restricted<br>£ | 2009<br>£        | 2008<br>£        |
|-------------------------------------|-------------------|-----------------|------------------|------------------|
| Travel                              | 577,819           | -               | 577,819          | 638,657          |
| Accommodation                       | 469,232           | -               | 469,232          | 548,888          |
| Spending allowance and direct costs | 27,978            | -               | 27,978           | 17,487           |
| Insurance                           | 83,523            | -               | 83,523           | 68,197           |
| Wish items and sundries             | 635,730           | -               | 635,730          | 466,339          |
| Donation                            | 15,715            | -               | 15,715           | -                |
|                                     | <u>1,809,997</u>  | -               | <u>1,809,997</u> | <u>1,739,568</u> |

Wish granting support costs

|                                | Staff<br>and related<br>costs<br>£ | Other direct<br>costs<br>£ | 2009<br>£        | 2008<br>£        |
|--------------------------------|------------------------------------|----------------------------|------------------|------------------|
| International registration fee | -                                  | 59,590                     | 59,590           | 59,161           |
| Administration costs           | 199,332                            | 25,898                     | 225,230          | 226,612          |
| Finance                        | -                                  | 11,276                     | 11,276           | 12,815           |
| Office costs                   | 555,661                            | 162,643                    | 718,304          | 727,002          |
| Legal and professional fees    | -                                  | 21,231                     | 21,231           | 20,319           |
|                                | <u>754,993</u>                     | <u>280,638</u>             | <u>1,035,631</u> | <u>1,045,909</u> |

All of the wish granting support costs relate to unrestricted funds.  
Included above is £5 in regard to subsidiary costs (2008: £1,301).

**Notes to the Financial Statements - continued  
for the Year Ended 31 December 2009**

**8. GOVERNANCE COSTS- Group**

|   | 2009          | 2008          |
|---|---------------|---------------|
|   | £             | £             |
| Trustees' reimbursed expenses and meeting costs | 2,587         | 1,942         |
| Accountancy                                     | 10,196        | 18,240        |
| Auditors' remuneration                          | <u>4,025</u>  | <u>7,414</u>  |
|   | <u>16,808</u> | <u>27,596</u> |

Included above is £3,350 in regard to subsidiary costs (2008: £2,913).

**9. NET INCOMING RESOURCES - Group**

Net incoming resources are stated after charging:

|                             | 2009          | 2008          |
|-----------------------------|---------------|---------------|
|                             | £             | £             |
| Auditors' remuneration      | 4,025         | 7,414         |
| Depreciation - owned assets | <u>41,367</u> | <u>43,243</u> |

**10. TRUSTEES' REMUNERATION, BENEFITS AND EXPENSES**

There were no trustees' remuneration or other benefits for the year ended 31 December 2009 nor for the year ended 31 December 2008.

During the year £2,587 was reimbursed to three trustees' for mileage and telephone costs (2008: 2 trustees £1,942).

**11. STAFF COSTS- Group and charity**

|                       | 2009             | 2008           |
|-----------------------|------------------|----------------|
|                       | £                | £              |
| Wages and salaries    | 883,667          | 820,996        |
| Social security costs | 84,754           | 77,531         |
| Other pension costs   | <u>43,880</u>    | <u>45,132</u>  |
|                       | <u>1,012,301</u> | <u>943,659</u> |

The average monthly number of employees during the year was as follows:

|                      | 2009      | 2008      |
|----------------------|-----------|-----------|
| Wish granting and PR | 10        | 8         |
| Administration       | 7         | 6         |
| Fundraising          | 7         | 7         |
| Regional staff       | 10        | 13        |
| Volunteer management | <u>2</u>  | <u>2</u>  |
|                      | <u>36</u> | <u>36</u> |

There is 1 employee who earns between £70,000-80,000 (2008:1). There are no other highly paid staff.

**Make-A-Wish Foundation UK (Registered company number: 2031836)**

**Notes to the Financial Statements - continued  
for the Year Ended 31 December 2009**

**12. TANGIBLE FIXED ASSETS Group and charity**

|                         | Freehold<br>property<br>£ | Improvement<br>to property<br>£ | Office<br>equipment<br>£ | Computer<br>equipment<br>£ | Total<br>£     |
|-------------------------|---------------------------|---------------------------------|--------------------------|----------------------------|----------------|
| <b>COST</b>             |                           |                                 |                          |                            |                |
| At 1 January 2009       | 640,000                   | 40,641                          | 54,553                   | 79,375                     | 814,569        |
| Additions               | -                         | -                               | 18,342                   | -                          | 18,342         |
| Revaluations            | (170,000)                 | -                               | -                        | -                          | (170,000)      |
| At 31 December 2009     | <u>470,000</u>            | <u>40,641</u>                   | <u>72,895</u>            | <u>79,375</u>              | <u>662,911</u> |
| <b>DEPRECIATION</b>     |                           |                                 |                          |                            |                |
| At 1 January 2009       | 6,400                     | 11,182                          | 38,117                   | 44,547                     | 100,246        |
| Charge for year         | 3,200                     | 10,160                          | 14,844                   | 13,163                     | 41,367         |
| Revaluation adjustments | (9,600)                   | -                               | -                        | -                          | (9,600)        |
| At 31 December 2009     | <u>-</u>                  | <u>21,342</u>                   | <u>52,961</u>            | <u>57,710</u>              | <u>132,013</u> |
| <b>NET BOOK VALUE</b>   |                           |                                 |                          |                            |                |
| At 31 December 2009     | <u>470,000</u>            | <u>19,299</u>                   | <u>19,934</u>            | <u>21,665</u>              | <u>530,898</u> |
| At 31 December 2008     | <u>633,600</u>            | <u>29,459</u>                   | <u>16,436</u>            | <u>34,828</u>              | <u>714,323</u> |

Land and building were revalued on 18/12/09 by London Clancy Chartered Surveyors on existing use basis by James Gibb BSc MRICS IRRV.

**TANGIBLE FIXED ASSETS Charity only**

|                         | Freehold<br>property<br>£ | Improvement<br>to property<br>£ | Office<br>equipment<br>£ | Computer<br>equipment<br>£ | Total<br>£     |
|-------------------------|---------------------------|---------------------------------|--------------------------|----------------------------|----------------|
| <b>COST</b>             |                           |                                 |                          |                            |                |
| At 1 January 2009       | 640,000                   | 40,641                          | 54,553                   | 79,375                     | 814,569        |
| Additions               | -                         | -                               | 3,943                    | -                          | 3,943          |
| Revaluations            | (170,000)                 | -                               | -                        | -                          | (170,000)      |
| At 31 December 2009     | <u>470,000</u>            | <u>40,641</u>                   | <u>58,496</u>            | <u>79,375</u>              | <u>648,512</u> |
| <b>DEPRECIATION</b>     |                           |                                 |                          |                            |                |
| At 1 January 2009       | 6,400                     | 11,182                          | 38,117                   | 44,547                     | 100,246        |
| Charge for year         | 3,200                     | 10,160                          | 11,676                   | 13,163                     | 38,199         |
| Revaluation adjustments | (9,600)                   | -                               | -                        | -                          | (9,600)        |
| At 31 December 2009     | <u>-</u>                  | <u>21,342</u>                   | <u>49,793</u>            | <u>57,710</u>              | <u>128,845</u> |
| <b>NET BOOK VALUE</b>   |                           |                                 |                          |                            |                |
| At 31 December 2009     | <u>470,000</u>            | <u>19,299</u>                   | <u>8,703</u>             | <u>21,665</u>              | <u>519,667</u> |
| At 31 December 2008     | <u>633,600</u>            | <u>29,459</u>                   | <u>16,436</u>            | <u>34,828</u>              | <u>714,323</u> |

**Make-A-Wish Foundation UK (Registered company number: 2031836)**  
**Notes to the Financial Statements - continued**  
**for the Year Ended 31 December 2009**

**13. FIXED ASSET INVESTMENTS - Charity only**

|                                | Listed<br>£ | Shares in group<br>undertakings<br>£ | Investments<br>Total<br>£ |
|--------------------------------|-------------|--------------------------------------|---------------------------|
| <b>COST</b>                    |             |                                      |                           |
| At 1 January 2009 (see note 5) | -           | 2                                    | 2                         |
| Additions                      | 31          | -                                    | 31                        |
|                                | <hr/>       | <hr/>                                | <hr/>                     |
| At 31 December 2009            | 31          | 2                                    | 33                        |
|                                | <hr/>       | <hr/>                                | <hr/>                     |
| <b>NET BOOK VALUE</b>          |             |                                      |                           |
| At 31 December 2009            | 31          | 2                                    | 33                        |
| At 31 December 2008            | -           | 2                                    | 2                         |
|                                | <hr/>       | <hr/>                                | <hr/>                     |

There were no investment assets outside the UK.

**14. STOCKS – Group and charity**

|                | 2009<br>£     | 2008<br>£     |
|----------------|---------------|---------------|
| Finished goods | <u>20,635</u> | <u>24,708</u> |

**15. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR**  
**Group**

|                                | 2009<br>£      | 2008<br>£      |
|--------------------------------|----------------|----------------|
| Trade debtors                  | 46,979         | 125,984        |
| Other debtors                  | -              | 2,631          |
| Prepayments and accrued income | <u>184,237</u> | <u>212,318</u> |
|                                | <u>231,216</u> | <u>340,933</u> |

**Charity**

|                                   | 2009<br>£      | 2008<br>£      |
|-----------------------------------|----------------|----------------|
| Other debtors                     | -              | 2,630          |
| Prepayments and accrued income    | 164,235        | 127,018        |
| Amounts owed by group undertaking | <u>67,726</u>  | <u>239,143</u> |
|                                   | <u>231,961</u> | <u>368,791</u> |

Notes to the Financial Statements - continued  
for the Year Ended 31 December 2009

16. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR  
Group

|                                 | 2009             | 2008           |
|---------------------------------|------------------|----------------|
|                                 | £                | £              |
| Trade creditors                 | 11,000           | 12,169         |
| Social security and other taxes | 36,170           | 42,522         |
| Committed wishes                | 873,907          | 723,151        |
| Accrued expenses                | 193,119          | 194,264        |
|                                 | <u>1,114,196</u> | <u>972,106</u> |

Charity

|                                 | 2009             | 2008           |
|---------------------------------|------------------|----------------|
|                                 | £                | £              |
| Social security and other taxes | 22,623           | 22,731         |
| Committed wishes                | 873,907          | 723,151        |
| Accrued expenses                | 190,119          | 192,264        |
|                                 | <u>1,086,649</u> | <u>938,146</u> |

At 31 December 2009 the committed wishes creditor represented 269 wishes at an average remaining cost of £3,248 (2008: 226 at an average cost of £3,200).

17. MOVEMENT IN FUNDS- Group and charity

|                              | At<br>1.1.09     | Net<br>Movement<br>in funds | Transfers<br>Between<br>funds | At<br>31.12.09   |
|------------------------------|------------------|-----------------------------|-------------------------------|------------------|
|                              | £                | £                           | £                             | £                |
| <b>Unrestricted funds</b>    |                  |                             |                               |                  |
| General fund                 | 2,353,579        | 1,061,922                   | (1,583,058)                   | 1,832,443        |
| Designated funds:            |                  |                             |                               |                  |
| NBV of tangible fixed assets | 714,323          | -                           | (183,425)                     | 530,898          |
| Applications                 | -                | -                           | 564,690                       | 564,690          |
| Support                      | -                | -                           | 1,201,793                     | 1,201,793        |
| Sub-total unrestricted funds | 3,067,902        | 1,061,922                   | -                             | 4,129,824        |
| <b>Restricted funds</b>      |                  |                             |                               |                  |
| Scottish legacy              | 10,000           | -                           | -                             | 10,000           |
| <b>TOTAL FUNDS</b>           | <u>3,077,902</u> | <u>1,061,922</u>            | <u>-</u>                      | <u>4,139,824</u> |

Scottish Legacy – these funds to be held for wishes to be granted in Aberdeenshire city and area. No wishes have been granted in this area to date.

The brought forward designated fund reflects the net book value of assets not available for immediate conversion to cash.

Two new designated funds were approved by the Board of Trustees and these are held for the following purposes.

To provide a reserve for applications received based on the conversion to wishes percentage at the average cost of wishes in progress at the end of that financial year.

To reflect the cost of carrying out those wishes and applications in progress over one year.

Notes to the Financial Statements - continued  
for the Year Ended 31 December 2009

17. MOVEMENT IN FUNDS- Group continued

Net movement in funds, included in the above are as follows:

|                           | Incoming<br>Resources<br>£ | Resources<br>expended<br>£ | Gains &<br>Losses<br>£ | Movement<br>in funds<br>£ |
|---------------------------|----------------------------|----------------------------|------------------------|---------------------------|
| <b>Unrestricted funds</b> |                            |                            |                        |                           |
| General fund              | <u>5,125,071</u>           | <u>(3,902,749)</u>         | <u>(160,400)</u>       | <u>1,061,922</u>          |
|                           | _____                      | _____                      | _____                  | _____                     |
| <b>TOTAL FUNDS</b>        | <u>5,125,071</u>           | <u>(3,902,749)</u>         | <u>(160,400)</u>       | <u>1,061,922</u>          |

18. RELATED PARTY DISCLOSURES

At the year end £67,726 was due from Make-a-Wish Promotions Limited (2008: £239,143).

During the year the charity also made payments to Penningtons Solicitors of £19,425 (2008: £17,572) in respect of legal services, a firm in which Mr Stedman was an employee in the year under review. Mr Cash is a partner at the same firm. £4,025 was outstanding at the year end (2008: £nil).

19. ULTIMATE CONTROLLING PARTY

The company is controlled by the Board of Trustees.

20. COMPANY LIMITED BY GUARANTEE

The company does not have share capital and it is limited by guarantee. In the event of the company being wound up, the maximum amount each member is liable to contribute is £1. There were 9 guarantor members at the balance sheet dated (2008: 9).