

The Dedanists' Foundation

Report and Financial Statements

Year ended 31 July 2020

Charity number - 1145526

Company number - 7715011



The Dedanists' Foundation

Report and Accounts – year ended 31 July 2020

Reference and administrative information

Trustees and Directors

The following Trustees and Directors have served during the year:

David Mills, Chairman

William Maltby (resigned 4 October 2019)

John Farrall

Roger Pilgrim (resigned 30 September 2020)

Julian Wilkinson, Secretary

Simon Roundell

Simon Mansfield

Francis Moore (appointed 3 October 2019)

Daniel Jones (appointed 10 December 2019)

Graham Defries (appointed 2 July 2020)

Principal Office

Queen's Club

Palliser Road

London W14 9EQ

Charity Number

1145526

Company Number

7715011

Independent accounting examiners

SBM Associates Limited, 24 Wandsworth Road, London, SW8 2JW

Honorary Solicitor

Graham Defries

Bankers

CAF Bank Ltd, 25 Kings Hill Avenue, Kings Hill, West Malling, Kent, ME19 4JQ

Website

www.dedanistsfoundation.org

Email

info@dedanistsfoundation.org

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Report of the Directors for the year ended 31 July 2019

The Directors present their annual report and financial statements of the Foundation for the year ended 31 July 2020. The financial statements comply with the Charities Act 2011, the Companies Act 2006, the Memorandum and Articles of Association, and Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2019).

Structure, governance and management

The Dedanists' Foundation (the "Foundation") was formed on 22 July 2011 as a private company limited by guarantee (company number 7715011) and registered as a charity (charity number 1145526). It is governed by its Memorandum and Articles of Association, company and charity law. It seeks to undertake its chosen charitable work through the deployment of its existing funds (both income and capital). It has eight directors (2019 – seven), who act as trustees of the Foundation.

The existing directors will appoint new directors where necessary to complement the skills available to the board. The Memorandum and Articles of Association require a minimum of three directors, with no maximum number. As required by the Memorandum and Articles of Association, one third of the directors must retire by rotation at each annual general meeting. Simon Roundell and Francis Moore will retire at the annual general meeting of the Foundation held to consider these accounts and, being eligible, offer themselves for re-election.

New directors are provided with information on their responsibilities as directors and trustees and are briefed on the areas of activity of the Foundation.

Directors' meetings are held to discuss strategy, policy and major grants. Day-to-day administration, such as reviewing grant applications, monitoring grant recipients, bookkeeping, finance and general administration is handled by the Chairman and the responsible Directors. All the Directors give their time and no remuneration was paid in the year. None of the Directors has claimed any expenses nor are there any related party transactions, except as noted in these accounts.

Risk management

The Directors have considered the major risks to which the Foundation is exposed and have discussed how to manage those risks. They consider the principal risks to be as follows:

The prime risk to the Foundation is that funds raised fail to meet spending objectives. This risk is mitigated as the Directors will only approve grants to the extent that they are confident that they will have the funds to make payments over the agreed grant period and the expectation that new donors will be found as the grant recipients continue to deliver clear evidence of success.

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A further risk to the work of the Foundation is that money is granted for activities which are unsuccessful in achieving the Foundation's goals. The Directors have considered this risk and concluded that it is an important aspect of the Foundation's work that it should make grants to untried and untested charitable activities which use innovative approaches. This risk is mitigated by a two-stage review process. Before the grant is made the proposal is reviewed thoroughly by the Foundation and clear objectives established. Once the grant is made, close contact is maintained with the recipient to ensure objectives are being met. Written reports are provided to the Directors at both stages and, where needed, adjustments made to the programme.

Objectives and activities for the public benefit

The object of the Foundation is the promotion of community participation in particular by the provision of facilities for the playing of real tennis and other indoor racquet based sports. In determining how to achieve this objective, the Directors have complied with their obligation to have proper regard to the guidance on public benefit published by the Charities Commission in exercising their powers or fulfilling their duties.

Grant making policy

The Foundation's objective is to persuade young people from all backgrounds to try real tennis and become regular players. The Foundation seeks to achieve this objective by working with and through real tennis clubs that have access to courts and the capacity to reach out to young people and schools in their local community.

Typically, a Director or Ambassador of the Foundation approaches individual clubs to propose that they should recruit more young people to play real tennis. The proposal includes a template plan for how to do so and the offer of practical help in the form of cash grants, training, marketing materials, sponsored events and direct intervention on-site by Foundation specialists and professionals. The template includes a description of resources needed such as equipment, club facilities, transport and trained professionals; a list of the accreditations and statutory compliance required for working with young people; samples of the marketing, management and administrative tools that have worked for other clubs; and an example of a project plan, timetable and budget. Cash grants and other practical help are awarded to clubs to support specific activities over a specific period of time. Cash grants typically range from £500 to £2,000 and from 50% to 100% of programme cost where 100% may be awarded to clubs launching new programmes of high potential into previously uncharted territory. Foundation grants are intended to be seed funding for new programmes. As programmes mature, the Foundation expects them, in most cases, to become entirely funded by the fees charged to participants and by club subsidy. The Foundation can then transfer funding to new and emerging initiatives.

If a club wishes seriously to consider the Foundation's proposal, key members of its management team (chairman, committee and/or head professional) meet a director of the Foundation to review the club's current state and objectives with regard to junior real tennis, to scope a first draft plan for launching viable new junior programmes and to assess the club's readiness to implement against the Foundation's checklist. If satisfied with the club's commitment and the feasibility of the plan, the Foundation director will

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recommend to fellow directors that they award a cash grant and attach appropriate conditions. Such conditions might include the requirement that club professionals complete relevant training, that the club bears a specified proportion of programme cost and that it reports regularly on progress and outcomes. Grants are typically paid by instalment where the payment of each instalment is subject to a satisfactory review of previous performance. The Foundation awards initial grants in a manner that encourages clubs to try new initiatives. It links further payment to actual performance in order to control for quality and value for money.

Achievements and Performance

The Foundation works primarily with real tennis clubs with courts. There are twenty four such clubs in the UK. They provide the courts on which to play, the club professionals to recruit, coach and organise young people and the club members to help with funding, administration and community contacts. The Foundation directs most of its funding towards helping these clubs to recruit and retain the children of club members and the pupils of local schools.

The Foundation also funds a growing number of student real tennis clubs at universities that have no court. It funds student travel, court fees and coaching.

The health of junior tennis depends on the viability of individual clubs and on the number and quality of club professionals. This year, for the first time, the Foundation has awarded grants in support of both of these factors.

SUPPORT TO CLUBS WITH COURTS

We support clubs with courts in the following manner:

(i) Planning & Best Practice

Template plans for developing junior tennis which include the following best practice gleaned from past experience:

- *Local schools*
Target local schools, especially state schools, and the children of club members.
- *Schedule of regular coaching & match play*
Publish and consistently deliver a programme of coaching and match play during school terms and holidays so that youngsters, parents and schools can plan ahead and develop routines that include real tennis.
- *Open days*
Hold club open days in order to introduce local youngsters, parents and schools to the game and as an opportunity to sign them up to a programme of regular attendance at coaching and match play.
- *Affordable pricing*
Subsidise pricing so that youngsters can afford to play and schools and parents are happy to fund.

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- *Club members*

Give members a role in developing junior tennis. Appoint one of them as a Youth Development Officer to lead.

(ii) Cash Grants

We awarded cash grants to clubs for these purposes:

- *To recruit and coach new young players*

We provide cash grants for 50% or more of initial court, coaching, marketing and set-up costs, plus additional grants for transport and state schools. These grants and awards are paid to clubs to subsidise the development and delivery of recruitment, coaching and activity programmes directed primarily at local schools, university students and the offspring of club members. The Hyde, Jesmond Dene, Prested, RTC and Seacourt have done a particularly good job of recruiting state schools.

Grants for these purposes: £1,500 to Jesmond Dene - £1,000+ to Wellington - £790 to Leamington - £500 to the Hyde - £300 to Moreton Morrell.

- *To recruit and train apprentice professionals*

We provide cash grants for clubs to recruit and train their own 'apprentice' professionals. We share the cost with the club, the T&RA and the Dedanists' Society.

Examples: £1,700 for Josh King at Middlesex - £1,500 for three gap year students at Cambridge.

- *To secure the long term future of a club committed to junior real tennis*

We donated £5,000 to the Hyde to help the club buy the freehold and secure its future.

(iii) Training

Recruiting, coaching and organising juniors requires specialist skills and knowledge. It means working with parents, schools and child protection rules. It means coaching groups of young players on court and delivering a mix of structure, teaching, entertainment and competition that goes beyond what adults require. Our Ambassadors, Dan Jones and Paul Weaver, deliver formal, practical, on-court training for club professionals and selected club members (youth development officers) that directly address these challenges.

(iv) Materials & Equipment

The Foundation provides most of the materials that a club will need to start its own junior programme. These include marketing materials and videos, equipment such as junior racquets and eye protection goggles and templates for player registration, performance tracking and administration.

We design and print posters and brochures for clubs. We have a promotional video for use at school assemblies and other events. We lend out a kit bag of equipment for clubs to use when starting junior programmes and running open days. We fund the 'Smart Grille' as an innovation to delight the young at heart. It flashes when hit by a well-struck ball.

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(v) Tournaments & Competition

Tournaments and competitions motivate juniors. They help club professionals to structure coaching programmes and set performance targets. They help to create the social networks of juniors, parents and professionals that enrich the game for all participants.

We sponsor the British Under 18 Handicap Singles tournament at Wellington and run the Peter Luck-Hille Cup. The Cup is a national tournament for club junior teams that we devised and launched five years ago. This year, ten clubs competed. Oxford, Petworth, Royal Tennis Court and Seacourt are through to the semi-finals and wait to complete the tournament when COVID allows

(vi) Practical Help

Starting junior tennis from scratch and launching new programmes can generate peaks of activity and demand skills that are beyond the capacity of a club's existing professionals. We will provide practical and, in case of need, on-site help through our directors, our Ambassadors (Paul Weaver and Dan Jones), tennis professionals and marketing specialists.

(vii) Publicity & Communications

We communicate with clubs and the real tennis community as a whole through our website (www.dedanistsfoundation.org) newsletters and the publicity associated with the events that we sponsor. Paul Weaver manages the website and content and Tory Wall provides graphics design.

(viii) Programme Management

Josh Farrall and Paul Weaver manage the development and delivery of Foundation programmes and co-ordinate our interaction with clubs.

SUPPORT TO STUDENT CLUBS

We encourage students, especially at universities without a court of their own, to set up their own real tennis club and to play at their nearest local court. We subsidise court fees, coaching and travel. We typically pay grants of £800 per year to student clubs at the universities of Bristol, Durham, Exeter, Middlesex, Newcastle and St Andrews. We also subsidise Cambridge to run their annual Inter-University Tournament which is now a highlight of the university real tennis season.

SUMMARY OF OUTCOMES

This financial year 2019/20, we have lost 40% of the season to COVID-19. We continue to help clubs to attract substantial numbers of young people from all backgrounds to try real tennis for the first time and to continue to play. But, this season, activity is down. Sixteen of the twenty four UK clubs with courts (i.e. 67%) engaged with one or more Foundation programmes, introduced an estimated three hundred young people to real tennis and retained fifty of them as regular players. Fifteen of these clubs currently run programmes for schools and eleven of these run programmes for state schools. The Foundation typically funds five university student real tennis clubs to play and receive coaching on third party courts. This year, two of these clubs failed to elect competent officers and dropped out of the programme. We are already bringing them back in for next season. These student clubs introduced an estimated one hundred students to real tennis this year and retained twenty of them as regular players.

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The directors of the Foundation are grateful to our Ambassadors for their hard work and to our Founder Patrons for their encouragement and financial support.

Financial Review

In the year under review Founder Patrons pledged £60,250 including gift aid (2019 - £131,453 pledged) which at the year-end increased the amounts pledged to £396,453 of which £299,965 had been received (2019 - £336,203 of which £239,765 had been received). Other donations in the year amounted to £2,880 (2019 – £1,238).

Expenditure on charitable activities included grants of £19,687 (2019 - £21,550). Other charitable expenditure of £11,621 (2019 - £14,288) included Ambassadors' fees and expenses, the cost of the junior tournament "The Peter Luck-Hille Cup" and training and development expenses. Governance costs amounted to £9,909 (2019 - £6,148). The surplus for the year amounted to £22,616 (2019 – £39,580).

Investment policy and performance

The Foundation currently holds sufficient assets to cover over three years of normal outgoings in bank accounts in cash. Available funds are in interest-bearing accounts as the trustees do not consider that they could justify the risks associated with higher investment returns.

The cash holdings of the Foundation at the year-end were £140,217 (2019 - £112,467). Bank interest receivable amounted to £753 (2019 - £677).

Reserves policy

Reserves are needed to bridge the gap between the spending and receiving of income and to cover unplanned expenditure. The trustees consider that the minimum level of free reserves at 31 July 2020 would be £35,000.

Plans for the future

The future of junior real tennis is distorted by the uncertainty associated with Covid-19 and the decisions of government, clubs, players and parents. There may be another lockdown. Even without it, activity levels are way down. The season is off to a hesitant start. There is no momentum and little appetite to take on new projects and prioritise junior tennis.

This lack of activity poses no financial threat. We have few fixed costs and no long term commitments. If there is no junior tennis activity, then we pay out no grants. We conserve our funds for when junior tennis recommences. When it does recommence, we will be concentrating our efforts on funding those clubs who are demonstrably committed to developing a strong junior section and on recruiting, training and deploying club professionals who can make it happen.

To this end and to give momentum to our own season start, we are taking special steps to support the recruitment of young professionals and the development of junior tennis at clubs with commitment and potential. We are an early donor (£4,000) to Investing in Professionals (IIP), a new UK programme to recruit and train club professionals. We are also a prime mover and donor to a £10,000 programme to support the young professionals and the development of junior real tennis at Jesmond Dene and the Oratory.

We will need to be light on our feet to respond to change – and we will be.

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Directors' responsibilities in relation to the financial statements

The Directors are responsible for preparing the Directors' 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 Directors to prepare financial statements for each financial year, which give a true and fair view of the state of the affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for the year. In preparing these financial statements, the Directors are required to:

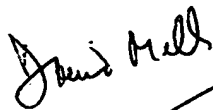
- select suitable accounting policies and apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgements and estimates that are reasonable and prudent;
- prepare the financial statements on a going concern basis unless it is inappropriate to presume that the Foundation will continue in operation.

The Directors are responsible for keeping proper accounting records which 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.

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

Approved by the Directors on 1 October 2020 and signed on their behalf by:

David Mills
Chairman



The Dedanists' Foundation

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INDEPENDENT EXAMINER'S REPORT TO THE MEMBERS OF THE DEDANISTS' FOUNDATION FOR THE YEAR ENDED 31 JULY 2020

I report to the Charity Trustees on my examination of the financial statements of The Dedanists' Foundation (the charity) for the year ended 31 July 2020.

Responsibilities and basis of report

As the Charity Trustees (and also its directors for the purposes of company law) you are responsible for the preparation of the financial statements in accordance with the requirements of the Companies Act 2006 (the 2006 Act).

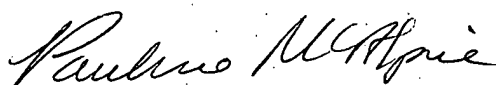
Having satisfied myself that the financial statements of the charity are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of the charity's financial statements carried out under section 145 of the Charities Act 2011 (the 2011 Act). In carrying out my examination I have followed all the applicable Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

Independent examiner's statement

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

- 1) accounting records were not kept in respect of the charity as required by section 386 of the 2006 Act; or
- 2) the financial statements do not accord with those records; or
- 3) the financial statements do not comply with the accounting requirements of section 396 of the 2006 Act other than any requirement that the accounts give a true and fair view which is not a matter considered as part of an independent examination; or
- 4) the financial statements have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

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



Pauline B McAlpine FCA
SBM Associates Limited
24 Wandsworth Road
London SW8 2JW

17 March 2021

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STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 JULY 2020

	Note	Year to 31 July 2020	Year to 31 July 2019
Income:			
Donations		63,080	80,890
Investment income – bank interest receivable		753	677
Total income		<u>63,833</u>	<u>81,567</u>
Expenditure:			
Expenditure on raising funds		-	-
Expenditure on charitable activities:	3	41,217	41,987
Total expenditure		<u>41,217</u>	<u>41,987</u>
Net income being net movement in funds		22,616	39,580
Reconciliation of Funds			
	8	-	-
Unrestricted Funds brought forward at 1 August 2019		109,774	70,194
Unrestricted Funds carried forward at 31 July 2020		<u>132,390</u>	<u>109,774</u>

The above results are derived from continuing activities and relate to the unrestricted income fund. There were no other recognised gains or losses other than those stated above.

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Company Number - 7715011

BALANCE SHEET AT 31 JULY 2020

	Note	31 July 2020	31 July 2019
Current assets			
Debtors	6	3,447	3,064
Cash at bank and in hand		140,217	112,467
Total current assets		143,664	115,531
Liabilities			
Creditors, amounts falling due within one year	7	11,274	5,757
Net current assets		132,390	109,774
Net assets		134,586	109,774
The funds of the Foundation:			
Unrestricted income funds	8	132,390	109,774
Total Foundation funds		132,390	109,774

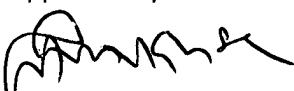
For the year ending 31 July 2020 the Foundation was entitled to exemption from audit under section 477 of the Companies Act 2006.

The members have not required the Foundation to obtain an audit of its accounts for the period in question in accordance with section 476 of the Companies Act 2006

The directors acknowledge their responsibilities for a) ensuring that the charitable company keeps accounting records that comply with Sections 386 and 387 of the Companies Act 2006: and b) preparing financial statements which give a true and fair view of the state of affairs of the charitable company as at the end of each financial year and of its surplus or deficit for each financial year in accordance with the requirements of Sections 394 and 395 and which otherwise comply with the requirements of the Companies Act 2006 relating to financial statements, so far as applicable to the charitable company

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

Approved by the Directors on 1 October 2020 and signed on their behalf by:


Julian Wilkinson

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NOTES TO THE ACCOUNTS

1. Accounting Policies

(a) Basis of preparation

The financial statements of the charitable company, which is a public benefit entity under FRS 102, have been prepared in accordance with the Charities SORP (FRS 102) 'Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2019)', Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

Financial reporting standard 102 - reduced disclosure exemptions

The Foundation has taken advantage of the following disclosure exemptions in preparing these financial statements, as permitted by FRS 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland':

- the requirements of Section 7 Statement of Cash Flows;
- the requirement of Section 3 Financial Statement Presentation para 3.17(d);
- the requirements of Section 11 Financial Instruments paras 11.39 -11.48A
- the requirements of Section 12 Other Financial Instruments paras 12.26-12.29

(b) Funds structure

The Foundation has only one fund, an unrestricted income fund. The Directors may, at their discretion, allocate any part of the fund to the purposes of the Foundation.

(c) Income recognition policies

Items of income are recognised once the Foundation becomes legally entitled to the income, it is probable that the income will be received, any performance conditions have been met or are fully within the control of the Foundation and the amount can be measured reliably.

(d) Expenditure recognition

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the Foundation to the expenditure, it is probable that settlement will be required and the amount of the obligation can be measured reliably.

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NOTES TO THE ACCOUNTS (Continued)

(e) Expenditure recognition (continued)

Grants payable are recognised when they are approved by the Directors and the beneficiaries have been notified, whether orally or in writing, that the grants have been approved. Where grants are made with associated conditions, such as obtaining matching funding, the grants are nonetheless accrued as the achievement of these conditions fall outside the control of the Foundation. Where multi-stage grants are approved and communicated to recipients and subsequent stages are dependent on a satisfactory review, the nature of which is defined in the communication to the recipient, only the approved and reviewed stages are accounted for.

(f) Allocation of overhead and support costs

Since the Directors are not paid and do not reclaim their expenses for operating as Directors, all support costs and overheads relate to governance costs. These costs are analysed in note 5.

2. Related Party transactions and Directors' remuneration

The Directors received no emoluments and reclaimed no expenses during the year (2019 – nil).

3. Expenditure on charitable activities

	Note	2020 £	2019 £
Grants	4	19,687	21,550
Ambassadors' fees		9,450	10,500
Junior tournament - Peter Luck-Hille Cup		714	359
Equipment		-	2,346
Training development and expenditure		734	680
Prizes		723	404
Governance costs	5	9,909	6,148
		<u>41,217</u>	<u>41,987</u>

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NOTES TO THE ACCOUNTS (Continued)

4. Grants Payable

The following grants were payable:

	2020	2019
	£	£
Bristol Real Tennis Club	-	1,048
Cambridge University Real Tennis Club	1,500	590
Cheltenham College	100	-
Jesmond Dene Real Tennis Club	1,500	-
Leamington Tennis Court Club	790	952
Middlesex University Real Tennis Club	1,700	-
Moreton Morrell Tennis Court Club	300	500
Oxford University Tennis Court	-	500
Seacourt Tennis Club	-	600
The Hyde Tennis Club	5,500	-
The Manchester Tennis and Racquet Club	-	178
The Prested Hall Racket Club	-	440
Wellington College Real Tennis Club	1,023	2,671
Bristol University	800	600
Durham University	-	600
Exeter University	-	560
Middlesex University	900	755
St Mary's University	-	850
University of St Andrews	-	600
The Dedanists' Society	1,600	10,476
The Tennis and Rackets Association Ltd.	674	630
Investing in Professionals	4,000	-
Grants written back	(700)	(1,000)
	19,687	21,550

5. Allocation of support costs and overheads

The following expenditure was allocated in its entirety to governance costs:

	2020	2019
	£	£
Independent examiner's remuneration	360	345
Marketing, media and website	3,000	3,112
Printing, stationery and other costs	1,179	997
Other including honours board	5,370	1,694
	9,909	6,148

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NOTES TO THE ACCOUNTS (Continued)

6. Debtors

	2020	2019
	£	£
Other debtors	3,447	2,465
Prepayments and accrued income	-	599
	<u>3,447</u>	<u>3,064</u>

7. Creditors, amounts falling due within one year

	2020	2019
	£	£
Grants	9,596	3,389
Accruals and deferred income	1,678	2,368
	<u>11,274</u>	<u>5,757</u>

8. Analysis of funds

	2020	2019
	£	£
	Unrestricted	Unrestricted
	income fund	income fund
Fund brought forward at 1 August	109,774	70,194
Add: Income	63,833	81,567
Less: Expenditure	(41,217)	(41,987)
Add/Less: Gains and losses	-	-
Fund carried forward at 31 July	<u>132,390</u>	<u>109,774</u>

9. Legal status

The Dedanists' Foundation is a company limited by guarantee. The liability of each member in the event of a winding up is limited to £10.