

The Dedanists' Foundation

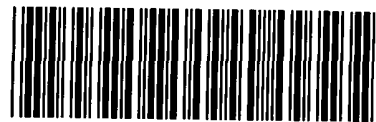
Report and Financial Statements

Year ended 31 July 2017

Charity number - 1145526

Company number - 7715011

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The Dedanists' Foundation

Report and Accounts – year ended 31 July 2017

Reference and administrative information

Trustees and Directors

The following Trustees and Directors have served during the year:

David Mills, Chairman
William Maltby
John Farrall
Roger Pilgrim,
Julian Wilkinson, Secretary
Simon Wetton (appointed 20 October 2016)
Simon Roundell (appointed 9 November 2017)

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

Solicitors

BrookStreet des Roches, 25 Milton Park, Abingdon, OX14 4SH

Bankers

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

Website

www.dedanistsfoundation.org

Email

info@dedanistsfoundation.org

The Dedanists' Foundation

Report and Accounts – year ended 31 July 2017

Report of the Directors for the year ended 31 July 2017

The Directors present their annual report and financial statements of the charity for the year ended 31 July 2017. 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 2015).

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 six directors, who act as trustees of the charity.

New directors will be appointed by the existing 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 general election. Julian Wilkinson and Simon Wetton will retire at the annual general meeting of the company 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, book keeping, 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 fact that new donors will be drawn to step forward as the grant recipients continue to deliver clear evidence of success.

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We encourage and help clubs to implement such plans by providing them with the following support:

- (i) **Planning**
Template plans for developing junior real tennis and a listing of the materials and support available to help.

- (ii) **Cash Grants**
Cash grants for 50% or more of initial court, coaching, marketing and set-up costs, plus additional grants for transport and state schools.

- (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 which goes beyond what adults require. Through our ambassadors Dan Jones and Paul Weaver, we offer formal, practical, on-court training for club professionals and selected club members. The training for club professionals focuses on how to coach juniors and five professionals completed this training during the year. The training for club members focuses on how to recruit juniors and create a vibrant junior section that attracts more. Four club members completed this training during the year.

- (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 admin. Tory Wall and Paul Weaver provide graphics design and printing services for clubs that need them. Paul Weaver provides a kit bag of equipment for clubs that starting junior programmes and running open days for the first time.

- (v) **Tournaments & Competition**
Tournaments and competition 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. In the year, we sponsored the British Under 18 Handicap Singles tournament at Seacourt for the first time and a new prep school tournament at the Oratory. We continue to run the Peter Luck-Hille Cup, a national tournament for club junior teams that we devised and launched three years ago. This year, we increased the number of club entrants by 33% and Petworth Juniors beat Seacourt in the cup final.

- (vi) **Practical Help**
Starting junior tennis from scratch and launching new programmes can generate peaks of activity that are often more than a club's professionals can manage. They need on-site, practical help. As part of our national launch in the previous year, we employed Dan Jones on a short term contract

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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 will, however, be mitigated by regular and detailed contact between grant recipients and the Foundation's representatives, not least before subsequent grant payments are made. Reports on these reviews are presented to the Directors after such monitoring meetings.

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 and works through them to recruit schools. It also funds a growing number of student real tennis clubs at universities without a court. It funds their travel, court fees and coaching at clubs with courts.

In the year, we set out to retain the gains generated by our national launch of the previous year and to reset our operations and spending at a sustainable level that was lower than that required for a national launch but sufficient to maintain momentum.

We continued to require clubs to adopt the following plan for recruiting young people to real tennis:

- (i) **Target local schools**
Prioritise local schools and the children of club members as the primary target and then reach out to other youth groups. In the year, we encouraged clubs to recruit more state schools. The Oratory, Queen's and Wellington clubs were conspicuous in doing so.
- (ii) **Scheduled programmes of coaching and match play**
Consistently deliver programmes of coaching and match play to a published timetable during school term and holidays so that youngsters, parents and schools can confidently commit to real tennis as part of their weekly and holiday routine.
- (iii) **Open days**
Hold regular club open days at which club professionals introduce youngsters, schools and parents to the game and recruit them into scheduled programmes of coaching and match play that follow immediately thereafter. In the year, ten clubs held open days for junior recruitment and charity fundraising (e.g., Comic Relief / Red Nose Day). These clubs were Hatfield, Hyde, Leamington, Moreton, Newmarket, Oratory, Oxford, Petworth, Radley, Seacourt and Wellington. Half of them were successful in converting open day attendees into regular junior players.
- (iv) **Affordable Pricing**
Subsidise pricing so that youngsters can afford to play, schools and parents are happy to fund and club professionals are paid to coach and organise. Subsidise 100% of cost where necessary and especially for state schools. Most clubs aspire to this and our cash grants help them to do it.

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to visit clubs, give on-site practical help and, in many cases, do it for them. The result was a successful national launch that justified the substantial increase in cost. Dan then moved on to become head professional at the new Wellington College court. In the year under review, we pushed back on clubs to recruit their own additional resource instead of depending so much on us (in the form of Dan Jones) and to do so by appointing appropriate club members as Youth Development Officers to be trained by Dan Jones at Wellington and supported thereafter by Paul Weaver. We also formalised the roles of Paul Weaver, operations management, and Tory Wall, marketing support - and funded them to be more proactive in helping clubs. As a result, we continued to provide practical help to clubs, we increased their self-reliance and we reduced our annual support costs to a level that we can more easily sustain.

(vii) Publicity & Communications

We communicate with clubs and the real tennis community as a whole through our website (www.dedanistsfoundation.org) and through social media. Tory Wall helps clubs with the origination and design of marketing materials. Simon Wetton oversees our use of social media - and, at the last count, we were communicating with 1,500 people through Facebook.

(viii) Programme Management

Paul Weaver manages the development and delivery of Foundation programmes and co-ordinates our interaction with clubs.

The Foundation continues to help clubs to attract more young people to real tennis than ever before. 18 of the 24 clubs with courts (i.e. 75%) engage with one or more Foundation programmes, introduce an estimated 600 young people to real tennis per year and retain 90 of them as regular players. All 18 clubs run programmes for schools. 7 of them run programmes for state schools and the DF will work to ensure that more do so in future. The Foundation funds 6 university student real tennis clubs to play and receive coaching on third party courts. These student clubs introduce an estimated 300 students to real tennis per year and retain 40 of them as regular players.

The directors are grateful to the Foundation's ambassadors for their hard work and our founder patrons for their encouragement and financial support.

Financial Review

In the year under review Founder Members pledged £37,500 including gift aid (2016 - £25,000 pledged) which at the year-end increased the amounts pledged to £167,500 of which £139,063 had been received (2016 - £130,000 of which £110,562 had been received). Other donations in the year amounted to £210 (2016 – £8,686).

Expenditure on charitable activities included grants to real tennis clubs of £9,822 (2016 - £12,259). Other charitable expenditure of £13,890 (2016 - £39,757) included Ambassadors' fees and expenses, the cost of the junior tournament "The Peter Luck-Hille Cup" and training and development expenses. Governance

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costs increased to £4,424 (2016 - £3,590) owing to increases in the cost of marketing, media and printing. The surplus for the year amounted to £645 (2016 – deficit £32,953).

Investment policy and performance

The Foundation currently holds sufficient assets to cover two years of normal outgoings in a bank account in cash. Available funds are in an interest-bearing account as the trustees do not consider that they could justify the risks associated with higher investment returns. Due to wider economic circumstances deposit rates have been depressed and so the bank interest receivable amounted to £70 (2016 - £155).

The cash holdings of the Foundation at the year-end were £75,837 (2016 - £71,995).

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 ideal level of free reserves at 31 July 2016 would be £35,000.

Plans for the future

We plan to increase the number and value of grants awarded, the range and quality of support delivered and the number of juniors playing real tennis in clubs across the country, especially those from state schools. We will work with and through clubs to achieve this. We remain confident that we can match fundraising to need and that new donors will be drawn to step forward as we and the clubs continue to deliver clear evidence of success.

It is increasingly evident that training, sharing best practice and additional manpower will help and encourage clubs and their professionals to take on the launch and development of junior tennis. We will maintain our own capacity to help clubs with training, practical help and the sharing of best practice.

We will focus on communicating effectively with young people, parents, schools, donors and the world at large. We will therefore continue to increase the volume and quality of our communication via social media, website and paper in order to reach all those who are interested in what we do and may wish to become a part of it.

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:

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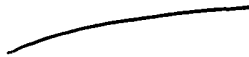
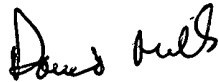
- select suitable accounting policies and apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgements and estimates that are reasonable and prudent;
- prepare the financial statements on a going concern basis unless it is inappropriate to presume that the charity 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 4 December 2017 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 2017

I report on the financial statements which are set out on pages 11 to 16

Respective responsibilities of trustees and examiner

The trustees (who are also the directors of the company for the purposes of company law) are responsible for the preparation of the accounts. The trustees consider that an audit is not required for this year under section 144(2) of the Charities Act 2011 (the 2011 Act) and that an independent examination is needed.

Having satisfied myself that the charity is not subject to audit under company law and is eligible for independent examination, it is my responsibility:

- to examine the accounts under section 145 of the 2011 Act;
- to follow the procedures laid down in the general Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act; and
- to state whether particular matters have come to my attention.

Basis of independent examiner's report

My examination was carried out in accordance with the general Directions given by the Charity Commission. An examination includes a review of the accounting records kept by the charity and a comparison of the accounts presented with those records. It also includes consideration of any unusual items or disclosures in the accounts, and seeking explanations from you as trustees concerning any such matters. The procedures undertaken do not provide all the evidence that would be required in an audit and consequently no opinion is given as to whether the accounts present a 'true and fair view' and the report is limited to those matters set out in the statement below.

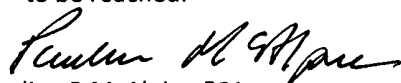
Independent examiner's statement

In connection with my examination, no matter has come to my attention:

1. which gives me reasonable cause to believe that in any material respect the requirements:
 - a. to keep accounting records in accordance with section 386 of the Companies Act 2006; and
 - b. to prepare accounts which accord with the accounting records, comply with the accounting requirements of section 396 of the Companies Act 2006 and with the methods and principles of the Statement of Recommended Practice: Accounting and Reporting by Charities

have not been met; or

2. to which, in my opinion, attention should be drawn to enable a proper understanding of the accounts to be reached.



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

6 January 2018

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STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 JULY 2017

	Note	Year to 31 July 2017	Year to 31 July 2016
Income:			
Donations		28,711	22,498
Investment income – bank interest receivable		70	155
Total income		28,781	22,653
Expenditure:			
Expenditure on raising funds		-	15,198
Expenditure on charitable activities:	3	28,136	40,408
Total expenditure		28,136	55,606
Net income/(expenditure) being net movement in funds		645	(32,953)
Reconciliation of Funds			
Unrestricted Funds brought forward at 1 August 2016	8	62,922	95,875
Unrestricted Funds carried forward at 31 July 2017		63,567	62,922

The above results are derived from continuing activities and relate to general 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 2017

	Note	31 July 2017	31 July 2016
Current assets			
Debtors	6	-	3,827
Cash at bank and in hand		75,837	71,995
Total current assets		75,837	75,822
Liabilities			
Creditors, amounts falling due within one year	7	12,270	12,900
Net current assets		63,567	62,922
Net assets		63,567	62,922
The funds of the charity:			
Unrestricted income funds	8	63,567	62,922
Total charity funds		63,567	62,922

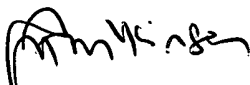
For the year ending 31 July 2017 the company was entitled to exemption from audit under section 477 of the Companies Act 2006.

The members have not required the company 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 4 December 2017 and signed on their behalf by:


Julian Wilkinson

The Dedanists' Foundation

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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 2015)', 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 charity 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 charity 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 charity.

(c) Income recognition policies

Items of income are recognised once the charity 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 charity 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 charity 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 charity. 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 administrative costs relate to governance costs. These costs are related to statutory, audit and legal fees.

2. Related Party transactions and Directors' remuneration

The Directors received no emoluments and reclaimed no expenses during the year (2016– nil). The only related party transactions were donations from Roger Pilgrim and Simon Wetton that with gift aid both amounted to £1,250 (2016 – Roger Pilgrim £3,750).

3. Expenditure on charitable activities

	Note	2017	2016
		£	£
Grants to real tennis clubs	4	9,822	12,259
Ambassadors' fees and expenses		10,867	23,143
Junior tournament		666	586
Equipment		299	331
Training development and expenditure		1,838	499
Prizes		220	-
Governance costs	5	4,424	3,590
		<u>28,136</u>	<u>40,408</u>

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NOTES TO THE ACCOUNTS (Continued)

4. Grants Payable

The following grants were payable to real tennis clubs:

	2017	2016
	£	£
Bristol Real Tennis Club	-	200
Hatfield House Real Tennis Club	48	500
Moreton Morrell Tennis Court Club	-	202
Oxford University Tennis Court	600	-
Petworth House Tennis Court	-	2,000
The Hyde Tennis Club	-	600
The Leamington Tennis Court Club	-	126
The Manchester Tennis and Racquet Club	1,000	-
The Newmarket Real Tennis Club	90	500
The Prested Hall Racket Club	-	300
The Oratory Tennis Club	810	-
The Queen's Club	362	-
The Royal Tennis Court ("RTC")	-	-
Wellington College Real Tennis Club	3,510	-
Bristol University	1,300	1,200
Durham University	1,100	1,200
Exeter University	1,302	1,000
London Universities	-	700
Manchester Universities	-	700
Middlesex University	-	1,100
Newcastle University	600	1,000
St. Andrews University	1,000	1,000
The Tennis and Rackets Association Ltd.	300	-
Grants written back	(2,200)	(69)
	<u>9,822</u>	<u>12,259</u>

5. Allocation of support costs and overheads

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

	2017	2016
	£	£
Independent examiner's remuneration	360	360
Marketing, media and website	3,112	1,071
Printing, stationery and other costs	794	190
Other	158	1,969
	<u>4,424</u>	<u>3,590</u>

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NOTES TO THE ACCOUNTS (Continued)

6. Debtors

	2017	2016
	£	£
Other debtors	-	3,827
Prepayments and accrued income	-	-
	<u>-</u>	<u>3,827</u>

7. Creditors, amounts falling due within one year

	2017	2016
	£	£
Grants	11,105	11,000
Accruals and deferred income	1,165	1,900
	<u>12,270</u>	<u>12,900</u>

8. Analysis of funds

	2017	2016
	£	£
	Unrestricted	Unrestricted
	income fund	income fund
Fund brought forward at 1 August	62,922	95,875
Add: Income	28,781	22,653
Less: Expenditure	(28,136)	(55,606)
Add/Less: Gains and losses	-	-
Fund carried forward at 31 July	<u>63,567</u>	<u>62,922</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.