

Registered number: 03039522
Charity number: 1047557

LANDMARKS
(A company limited by guarantee)

TRUSTEES' REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020

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**REFERENCE AND ADMINISTRATIVE DETAILS OF THE CHARITABLE COMPANY, ITS TRUSTEES AND ADVISERS
FOR THE YEAR ENDED 31 AUGUST 2020**

Trustees	P F Battiste J Spooner S M Windle S Edwards (resigned 5 October 2020) K Kirk (resigned 13 July 2020) C O'Neill G Morris (appointed 5 October 2020) L Harby-Greaves (appointed 23 September 2019)
Company registered number	03039522
Charity registered number	1047557
Registered office	Littlemoor House Littlemoor Eckington Derbyshire S21 4EF
Company secretary and principal	L Brocklesby
Independent auditor	BHP LLP Chartered Accountants 57-59 Saltergate Chesterfield S40 1UL
Bankers	Barclays 121 Norfolk Street Sheffield S1 2JW
Solicitors	HLW Keeble Hawson St James Row Sheffield S1 1XA

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TRUSTEES' REPORT

FOR THE YEAR ENDED 31 AUGUST 2020

The Trustees (who are directors of the charity for the purposes of the Companies Act) present their annual report together with the financial statements of the Charity for the year 1 September 2019 to 31 August 2020. The Trustees confirm that the Annual Report and financial statements of the charity comply with the current statutory requirements, the requirements of the charity's governing document and the provisions of the Statement of Recommended Practice (SORP), 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).

Since the company qualifies as small under section 383, the strategic report required of medium and large companies under The Companies Act 2006 (Strategic Report and Director's Report) Regulations 2013 is not required.

Objectives and activities

a. Objectives and aims

The charity's aims are to provide education and training to those with learning difficulties/disabilities in a caring and sheltered environment. The continuous quality improvement of this provision remains a key focus.

b. Principal activities

The Charity's objects are:

The provision of training, care and education to all persons and in particular to those with learning, physical and other disabilities, the aged and disadvantaged in a caring and sheltered environment for the purposes of:

- Enhancing and improving those persons levels and ranges of skills
- Promoting those persons self-esteem, confidence and sense of well-being
- Allowing those persons access to the labour marketplace

In setting our objectives and planning our activities the Trustees have given careful consideration to the Charity Commissions general guidance on public benefit. Further details of how the charity has carried out its activities for the public benefit are given in the section on Achievements and Performance below.

Achievements and performance

a. Review of activities

Landmarks is a Specialist College for people with a range of learning difficulties and disabilities. The College offers a wide range of practical programmes which are individually tailored to meet a variety of needs. The five sites, located across Nottinghamshire, Derbyshire and South Yorkshire, provide excellent facilities for practical, contextualised learning. Learning also takes place in a range of community settings and venues.

In 2019/20 the college had a total of 135 learners of which 58% (78) were Education and Skills Funding Agency (ESFA) learners. The remaining learners were funded through direct payments/social services contracts. Typically, ESFA funded learners transferring to Landmarks after leaving special schools with a combination of mild or severe learning difficulties and/or disabilities. Learners usually live within a 25-mile radius of College sites and travel on a daily basis. The learner population ranges in age from 16 to 60.

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TRUSTEES' REPORT (CONTINUED)

FOR THE YEAR ENDED 31 AUGUST 2020

Achievements and performance (continued)

All learners are engaged in a combination of practical independence, employment, vocational, skills for life (through both discrete and embedded provision) and ESFA funded learners received tuition in english and mathematics, digital technology and personal and social development as well as a variety of vocational qualifications and real work opportunities which enhance their employability and work readiness skills. Timetables reflect individual learner needs and choice and include:

- Enterprise
- Animal Care
- Art & Craft
- Horticulture & Conservation
- Sport & Leisure
- Hospitality & Catering
- Work Experience
- Employability
- Duke of Edinburgh Award Scheme
- Wayfinder Recruitment Agency

The College is governed by a Board of Trustees from different professions and business backgrounds

The College places great significance on working collaboratively and in partnership with a range of other agencies including the ESFA, Local Authorities, Social Services, the Targeted Support/Transitions Service, Peer Review & Development Groups for the East Midlands, local further education colleges, multi-academy trusts (NEXUSMat) and a range of employers, research bodies, universities and independent schools.

Range of facilities and resources, specifically for the use of people with disabilities

The following are amongst the resources available:

- Working farm and land, with a range of livestock and horticultural curriculum activities
- Working Public House
- Catering kitchens and newly opened on-site Bistro
- Gardens and greenhouse
- General craft workshop and woodwork workshop
- Classrooms, 20 dedicated classrooms/resources (including video and IT equipment, dedicated PCs and network) across all sites.

Littlemoor House, is the main site which provides the base for management and administration. In curriculum terms this site also has an Art studio, Bistro, 8 classrooms and outdoor space.

Apperknowle Farm is where Landmarks operates their Land based and Animal Care (Farm-to-Fork) curriculum. This site continued to be developed to provide a full range of land-based resources for Landmarks programmes. This is a mortgaged property owned by the Charity.

The Archer Pub is where Landmarks operate their Hospitality and Catering curriculum from September 2016, training young adults with a variety of additional needs who wish to work within the bar and restaurant trade.

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TRUSTEES' REPORT (CONTINUED) FOR THE YEAR ENDED 31 AUGUST 2020

Achievements and performance (continued)

The Archer enterprise aims to:

- Train young people with additional needs, aged 18+ to acquire the knowledge, skills and experience required for a career in the bar and restaurant trade
- Give learners the time and support they need to master aspects of their chosen career, building confidence, independence and resilience within the workplace
- Work with national bar and restaurant companies, to offer clear routes of progression into employment
- Use the livestock and produce reared and planted by learners at Apperknowle, The Archer and Littlemoor House within The Archer kitchen, reinforcing our farm-to-fork curriculum.

The Coach House is Landmarks first dedicated base close to the centre of Nottingham where employability training and education takes place. Being so close to the centre of Nottingham provides numerous new employers to work with, who provide placements for learners on Employability programmes. Wayfinder recruitment has also established a base at The Coach House so as to bolster the presence of their employer support and placement activities.

Milestone House is Landmarks first dedicated city centre base in Rotherham. Supporting in excess of 6 learners this base enables the delivery of both employability and developing independence in the heart of the city in which the learners reside. Accessing their own local community has the greatest impact on improving community access.

b. Learner achievement 2019-20

The pandemic has had a major impact on the planned activities of the college. In March 2020 the college was subject to pandemic restrictions and could not receive learners onto campus, resulting in a significant period of remote learning during lock down. The college did not resume 'normal' business operations for the remainder of the academic year.

Despite these challenges, the college staff team worked tirelessly with learners and their families to continue distance learning throughout the period of lock down. Their dedication and commitment to our learners ultimately resulted in a further year of high academic and personal success and progress.

Learners following our Employability Pathway were greatly affected, with employers shutting down completely in the wake of the pandemic. As a result, the college liaised with commissioners and extended placements into the new academic year in pursuit of securing employment outcomes.

The college also contacted previous Employability learners since the Supported Internship programme began in 2015/16, to see if anyone had lost their jobs due to the pandemic and invited them to join the Wayfinder team's After College, Aftercare Club to resume job searching as soon as restrictions lifted.

Outcomes for learners are impacted by Covid, in that employability learners did not progress into employment as anticipated, instead they continued their studies into the new academic year. Most learners, however, did receive effective distanced learning which resulted in high levels of academic achievement, as well as sound development in personal skills despite not accessing the physical college sites.

Learners studying towards greater independence fared better in terms of their outcomes, with day services and community facility placements being organised during lock down, ready to resume once restrictions lifted.

The college did not operate under normal conditions between March – July 2020, impacting significantly progress towards improvement objectives envisaged at the beginning of the year.

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TRUSTEES' REPORT (CONTINUED) FOR THE YEAR ENDED 31 AUGUST 2020

Achievements and performance (continued)

College leaders are however confident that the quality of education, outcomes, personal and social development as well as leadership and management remain good overall. Trustees and college leaders were encouraged by the higher than normal percentage of sessions judged Outstanding in the first round of observations in the autumn term of 19-20.

ESFA Learners who completed their programmes of study in this year progressed into the following destinations:

- Paid employment:	2
- Voluntary employment:	4
- Further education:	2
- Day Services:	11
- After College After Care:	9

After College Aftercare is a service that was created in 2016 for those learners who progress into employment and for whatever reason plans do not progress as expected. For some learners it required our intervention with employers to help sustain placements, for other learners it was to work with them to regain employment at other employers. Since its creation the club has helped 6 learners secure employment and in September 2020 aims to support a further 9 learners back to employment Covid restrictions permitting.

ESFA Learner academic rates of success 19-20:

- Awards in Employability:	100%
- Mathematics:	95%
- English:	97%
- Information and Communication Technology (ICT):	94%

The quality of education is good. During the autumn term Learning was most effective in practical contexts. During Covid 85% (66) of learners engaged regularly with staff and completed work towards their qualifications and personal skill development. 10% (8) of learners accessed college sites (The Archer and Apperknowle Farm), which remained open and staffed to support learners for whom working at home was difficult and led to behavioural difficulties. The remaining 5% (4) did not engage regularly with college staff but were given work to complete with parents at a reduced rate, such was their level of anxiety and or complex needs.

Financial review

a. Financial review and reserves policy

Total income increased from £2,316,774 to £2,585,343 and total expenditure from £2,248,046 to £2,451,141. The 2019/20 financial year concluded with net income of £134,202 (2019: net income £68,728). Total funds carried forward at the year end were £797,009 (2019: £662,807) of which £757,040 (2019: £657,167) are unrestricted funds and £39,969 (2019: £5,640) are restricted funds.

The principal funding for charitable activities is from central government and local authorities for education services for its learners.

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TRUSTEES' REPORT (CONTINUED)

FOR THE YEAR ENDED 31 AUGUST 2020

The purchase of Apperknowle Farm has proved to be a success this investment ensured that the charity was able to operate in high quality teaching environments and attract a modest increase in learners enrolling onto programmes of study. This increased learner roll led to increased income and enabled Landmarks to return to another surplus for the year ended 31 August 2020 for the third year running, with net current assets, progress towards positive free reserves, and a positive cash flow. Learner numbers have increased to 135 and are expected to increase again in 2020 and beyond. The latest management accounts to 31 December 2020 show that the above measures are continuing to have a positive effect and the college is outperforming its budget during the first 4 months of 2020/21.

The reserves policy was confirmed by the Trustees and the Charity is working towards agreeing a coherent strategy that balances the free reserve needs of the Charity with the ethical obligation to apportion funds to learner benefit. The college had reviewed the approach of six comparable organisations, who adopt in the main, a percentage of income as a reserves policy, therefore the college adopted a 10% of income policy which for 19-20 was £258,406 until such time as a more robust analysis can be conducted which the trustees plan to have confirmed in 20-21.

Free reserves at 31 August 2020 were £255,951 which is just below the current target level.

b. Landmarks strategic priorities

Development Plan

The Development Plan sets out wider aims agreed by the Trustees for the academic year. It states how the Landmarks' mission statement will be achieved and links to the budget set for that year. Landmarks has a well-established cycle of development and improvement and the self-assessment priorities provide targets for achieving this. The performance of the college is monitored by the Board of Trustees, Local Authority funders and Ofsted (regarding quality of college provision) and the collection and analysis of data to support trustee and college leaders' judgements made is crucial to accurate self-assessment.

Strategic vision

Our vision is 'to be recognised nationally for transforming the lives of our learners'. Whilst accessing Landmarks' provision learners will be challenged to achieve their potential within a supportive, motivating and fulfilling environment.

We will achieve this by concentrating on five core strategic themes:

- Deliver an outstanding learner experience
- Ensure all learners achieve aspirational, sustainable outcomes
- Be the college of choice
- Be the employer of choice
- Manage finances responsibly

The current health, political and economic climate presents a number of significant challenges for this sector. Covid has had a significant impact on the planned activities of the college, which were largely accommodated for by moving delivery onto online learning, but ultimately the Employability outcomes of that Pathway have been affected. However, support from Local Authorities to extend placements until the new calendar year have been agreed to allow more time for learners to secure employment.

Politically due to the significant cost of Covid, local authority budgets have been under immense pressure and changes are occurring to the way in which specialist provision for disabled learners is commissioned.

We intend to study the emerging pattern of 16-25 learners with learning difficulties funding and plan for anticipated

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TRUSTEES' REPORT (CONTINUED) FOR THE YEAR ENDED 31 AUGUST 2020

adjustments and/or opportunities. We are keen to explore the new delivery models and remain flexible and responsive to change.

Landmarks will position itself as a key player in delivering programmes for individuals with who wish to improve their independent living skills and secure employment for whom mainstream provision is inappropriate.

The Covid pandemic has had an impact on the Charity, the College partially closed in March 2020 for the remainder of the academic year. Learners were supported online and in their own homes, a few learners for who this wasn't possible continued to attend the farm and the Archer in covid secure environment. Most staff were able to work from home and continued to support learners. Learners who were due to complete their programmes and move into employment were unable to do so because of lockdown. These learners will be supported into 2021.

The 2019-2020 Quality Improvement Plan clearly articulated the targets we needed to focus on to continue to enhance quality and breadth of provision and ultimately to improve the quality of the learners' experiences and the outcomes they secure; these will be carried forward to 2021.

The Charity's income from EFSA was not affected and all expected income was received.

c. Quality improvement priorities 2020-21

- Improve transition planning arrangements, so that 80% of learners maintain their outcomes beyond 3 years.
- Ensure all learners on the Developing Independence Pathway access some form of work experience.
- To encourage learners to use subject-specific, professional and technical vocabulary.
- Develop the breadth of curriculum so that more learners develop life skills, interests and hobbies beyond the focus of their programmes.
- Improve delivery of safeguarding, prevent and British Values so that all learners are prepared well for life in modern Britain.
- Develop the information, advice and guidance offer to parents and carers to support learners' wider networks, including developing a consistent means of interacting with parents/carers.
- Develop the information, advice and guidance offer to learners with mental health difficulties to support them to receive the most appropriate care via signposting and working with external organisations.
- Develop the enrichment curriculum so that learners are able to develop and discover their interests and talents across all sites and Pathways.
- Develop observation processes so that college leaders can make judgements about learners' behaviour and attitudes outside of the classroom.
- Develop the work of the Learner Council, so that they impact college-wide policy making and awareness raising of council issues to learners across all sites.
- Participate in skills competitions or social action projects, so that learners have opportunities to demonstrate positive attitudes and commitment.
- Utilising ICT develop ways in which learners can provide independent feedback on how they feel they are progressing.
- Opportunities for learners to assess own learning will be reviewed as part of ongoing learning walks and tutor observations.
- Ensure staff are aware of, understand and consistently apply the curriculum intent.
- Ensure implementation of the curriculum is standardised across all sites and Pathways of the college.
- Deliver effective training and development activities to improve tutor pedagogy and the effectiveness of learning support deployment.
- Further develop tutor and learning support assistant knowledge on how to challenge learners to working at different academic levels in mathematics, English and ICT.
- Review qualifications on offer, so that those learners can achieve qualifications appropriate to their academic level

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TRUSTEES' REPORT (CONTINUED) **FOR THE YEAR ENDED 31 AUGUST 2020**

and or occupational outcome.

- Develop an ICT strategy for the whole curriculum, so that learner's confidence using technology is improved.
- Continue to improve the setting of RARPA targets through regular review, to ensure that RARPA targets are sequential and clearly demonstrate skill development over time.
- College leaders to ensure college managers, tutors and Learning Support Assistants receive focussed and highly effective professional development.
- College leaders to ensure that regular, frequent and meaningful engagement takes place with staff at all levels.
- College leaders to ensure staff wellbeing issues are not due to excessive workload demands at all levels and in all roles.
- Require mandatory completion of all internal staff and learner surveys.
- Trustees to develop Governance improvement planning activities so that leadership and management becomes outstanding by 2021.
- Trustees and college leaders evidence the continuous and sustainable positive impact Landmarks has on learners, families, and the local community / economy.

Structure, governance and management

a. Constitution

The company and the group are registered as a charitable company limited by guarantee and constituted under a Memorandum and Articles of Association dated 29 March 1995 as amended 6 May 2014 and 21 September 2016, registered charity number 1047557.

The principal object of the company and the group is to provide education and training to adults with learning difficulties/disabilities in a caring and sheltered environment.

b. Methods of appointment or election of Trustees

The management of the company is the responsibility of the Trustees who are elected and co-opted under the terms of the Memorandum and Articles of Association.

Trustees are recruited via online advertising, both through voluntary sector Job Boards and through the college's own website. If the college receives an enquiry to become a trustee, they are invited to meet the Principal and are given a tour of the college.

If the applicant wishes to pursue their enquiry following a tour, they are then invited to observe the next trustee meeting and meet with the Chair of Trustees on a 1:1 basis. If both parties are in agreement, Trustees are asked to consider the application and vote on membership.

Each year trustees receive training pertinent to the college, covering areas of:

- Safeguarding & Prevent
- Mental Capacity
- Equality Diversity and Inclusion
- Safer Recruitment
- Female Genital Mutilation

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TRUSTEES' REPORT (CONTINUED) **FOR THE YEAR ENDED 31 AUGUST 2020**

Structure, governance and management (continued)

c. Pay policy for senior staff

The pay of the senior management team is reviewed annually, and any increases are agreed by the board. The senior management team are remunerated based on experience level and industry characteristics for their job role.

d. Organisational structure and decision making

The Trustees are appointed as outlined above and consist of those with a background in education and working with people with disabilities, human resources and private training provision. All Trustees are experienced in their roles and have in-depth knowledge and experience of the sector. Additional training is available on request or when directed by the Trustees.

The day to day management is the responsibility of the Principal, whilst strategic and financial decisions are made by the Trustees with input from the Principal.

e. Risk management

Major risks have been assessed and reviewed and are fully documented on the risk register. Procedures to manage these risks are maintained and reviewed on a regular basis.

The College operates from its site at Littlemoor House, Eckington and Apperknowle Farm in Dronfield.

Rented premises were acquired in April 2016 where Landmarks runs its Hospitality and Catering operations.

Additional rented premises were acquired in 2018 in Rotherham and Nottingham cities, where Landmarks runs its educational programmes of study. These acquisitions enabled increases in commissioned places from Rotherham and Nottingham City commissioners.

Further growth is anticipated over the next three-year period due to enhanced learner recruitment and targeted marketing activities, as well as a continuing partnership with a Rotherham based Multi-Academy Trust who Landmarks have worked closely with.

Covid 19 restrictions will continue to have an impact on the hospitality, retail and personal services employment opportunities.

The context of change

Landmarks faces the following challenges over the next three years -

1. To minimise the impact of Covid on college activities.
2. To achieve a college free reserve at an acceptable level.
3. To develop the use of Littlemoor House, Eckington and other satellite premises.
4. To improve standards towards Outstanding by the time of the next Ofsted inspection.
5. To maintain income levels which enable Landmarks to grow and develop.
6. To improve paid employment outcomes for Employability learners.
7. To be reputed for successful learner outcomes.

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TRUSTEES' REPORT (CONTINUED) FOR THE YEAR ENDED 31 AUGUST 2020

Structure, governance and management (continued)

Risks associated with these challenges

1. Replenishing college free reserves of 10% of fee income (c£250,000) requires a medium-term view and whilst 2019-20 contributed to this replenishment, Landmarks aspires to secure free reserve contributions each year, whilst also generating funds sufficient to reinvest in its offer.
2. The budget for 2020-21 will be reforecast in January 2021, allowing for adjustments in income and planned expenditure. Introducing a re-forecast enables the college to respond to changes in delivery. Financial reports have been improved and Trustees will receive budgetary forecasts at each meeting, if necessary, further remedial actions will be taken to ensure the predicted surplus occurs.
3. Board of Trustees have also created a sub-committee; Finance, Audit and Resources committee with delegated responsibilities for monitoring financial performance, audit success and resource deployment.
4. An overall Ofsted GOOD judgement was achieved in May 2018. However, the inspection framework has changed, and the bar will be raised further. In order to retain the good or achieve outstanding, Landmarks will need to continue its improvement journey as articulated in the Quality Improvement Plan.
5. The creation of WayFinder recruitment has proved successful in placing learners, however opportunities still exist to replicate this model into new areas, which should be considered if the college is to achieve its vision.

Management of the associated risks

Trustees of the Charity review risks to the organisation closely, featuring in most Trustee meetings to ensure the board are aware of the risk to the organisation and the measures in place to reduce likelihood and increase preparedness.

The board of Trustees along with the Principal and the finance subcommittee, will monitor college risk profile regularly, seeking to reduce short term risks associated with cash flow, who will then report to the wider board, charged with monitoring income and expenditure until the college regains its cash reserves.

f. Going concern

Due to Covid 19, college leaders have been requested to review the 'material uncertainty related to going concern' of the college to meet its obligations during the next financial period. As a result, the college leadership team presented a paper to the board declaring its position regarding material uncertainty.

Trustees have reviewed at length the project charity performance over at least the next 12-months and are satisfied that there are no material uncertainties related to going concern and that most likely scenarios have been modelled to inform that decision.

The Charity's income was unaffected by the Covid-19 pandemic, EFSA honoured the contracts and all learners continued their programmes, those learners who were unable to move into employment have had their funding extended for another term. With the enrolment of almost 100 learners in September 2020 the anticipated income for 2020-21 is £3.1 million.

The Trustees have approved the expenditure to rent additional teaching accommodation in Eckington and Nottingham to enable learners to be taught in Covid secure classrooms. Practices to prevent the spread of the virus are in place and at the time of writing only one learner has tested positive for Covid and no other learners or staff have been infected.

The Charity is confident that all its financial commitments will be met in 2020-21 and the foreseeable future whilst ever the EFSA and Local Authorities are able to fund our provision.

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TRUSTEES' REPORT (CONTINUED) FOR THE YEAR ENDED 31 AUGUST 2020

Statement of Trustees' responsibilities

The Trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for preparing the Trustees' report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the Trustees to prepare financial statements for each financial year, which give a true and fair view of the state of affairs of the group and the charitable company and of their incoming resources and application of resources, including their income and expenditure, for that period. In preparing these financial statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles of the Charities SORP 2019 (FRS 102);
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards (FRS 102) have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group will continue in operation.

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

Disclosure of information to auditor


In so far as the Trustees are aware:

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

Auditor

The auditor, BHP LLP, has indicated their willingness to continue in office. The designated Trustees will propose a motion reappointing the auditor at a meeting of the Trustees.

Approved by order of the members of the board of Trustees and signed on their behalf by:


Louise Harby-Greaves (Feb 1, 2021 18:16 GMT)

L Harby-Greaves

Date: Feb 1, 2021

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INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS AND TRUSTEES OF LANDMARKS

Opinion

We have audited the financial statements of Landmarks (the 'parent charitable company') and its subsidiaries (the 'group') for the year ended 31 August 2020 which comprise the Consolidated Statement of Financial Activities, the Consolidated Balance Sheet, the Company Balance Sheet, the Consolidated Statement of Cash Flows and the related notes, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the group's and of the parent charitable company's affairs as at 31 August 2020 and of the group's incoming resources and application of resources, including its income and expenditure for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006 and the Charities Act 2011.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the group and parent charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the United Kingdom, including the Financial Reporting Council's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the group's or the parent charitable company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

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INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS AND TRUSTEES OF LANDMARKS (CONTINUED)

Other information

The trustees are responsible for the other information. The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Opinions on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Trustees' report (incorporating the directors' report) for the financial year for which the financial statements are prepared is consistent with the financial statements, and;
- the directors' report has been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In the light of our knowledge and understanding of the group and parent charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report.

We have nothing to report in respect of the following matters in relation to which Companies Act 2006 requires us to report to you if, in our opinion:

- the parent charitable company has not kept adequate and sufficient accounting records, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent charitable company financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the trustees were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemptions in preparing the directors' report and from the requirement to prepare a strategic report.

Responsibilities of trustees

As explained more fully in the trustees' responsibilities statement, the trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS AND TRUSTEES OF LANDMARKS (CONTINUED)

In preparing the financial statements, the trustees are responsible for assessing the group's and parent charitable company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the trustees either intend to liquidate the group or the parent charitable company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

We have been appointed auditor under the Companies Act 2006 and section 151 of the Charities Act 2011 and report in accordance with those Acts.

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: www.frc.org.uk/auditorsresponsibilities. This description forms part of our auditor's report.

Use of our report

This report is made solely to the charitable company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006, and to the charitable company's trustees, as a body, in accordance with Part 4 of the Charities (Accounts and Reports) Regulations 2008. Our audit work has been undertaken so that we might state to the charitable company's members and its trustees those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and its members, as a body, and the charitable company's trustees as a body, for our audit work, for this report, or for the opinions we have formed.



Jane Marshall (Feb 2, 2021 15:10 GMT)

Jane Marshall (Senior statutory auditor)

for and on behalf of

BHP LLP

Chartered Accountants

Statutory Auditor

57-59 Saltergate

Chesterfield

S40 1UL

Date: Feb 2, 2021

BHP LLP is eligible to act as an auditor in terms of Section 1212 of the Companies Act 2006.

LANDMARKS**(A company limited by guarantee)**

CONSOLIDATED STATEMENT OF FINANCIAL ACTIVITIES (INCORPORATING INCOME AND EXPENDITURE ACCOUNT)
FOR THE YEAR ENDED 31 AUGUST 2020

	Note	Restricted funds 2020 £	Unrestricted funds 2020 £	Total funds 2020 £	Total funds 2019 £
Income from:					
Donations and legacies	2	43,647	49,942	93,589	55,662
Charitable activities	3	-	2,333,436	2,333,436	2,105,241
Other trading activities	4	-	148,318	148,318	155,662
Investments	5	-	-	-	209
Other income	6	-	10,000	10,000	-
Total income		43,647	2,541,696	2,585,343	2,316,774
Expenditure on:					
Raising funds	7	-	130,768	130,768	134,964
Charitable activities	8	9,758	2,310,615	2,320,373	2,113,082
Total expenditure		9,758	2,441,383	2,451,141	2,248,046
Net income		33,889	100,313	134,202	68,728
Transfers between funds	19	440	(440)	-	-
Net movement in funds		34,329	99,873	134,202	68,728
Reconciliation of funds:					
Total funds brought forward		5,640	657,167	662,807	594,079
Net movement in funds		34,329	99,873	134,202	68,728
Total funds carried forward		39,969	757,040	797,009	662,807

The Consolidated Statement of Financial Activities includes all gains and losses recognised in the year.

LANDMARKS**(A company limited by guarantee)****REGISTERED NUMBER: 03039522**

CONSOLIDATED BALANCE SHEET
AS AT 31 AUGUST 2020

	Note	2020 £	2019 £
Fixed assets			
Tangible assets	13	1,009,028	969,066
		<u>1,009,028</u>	<u>969,066</u>
Current assets			
Stocks	15	3,657	3,253
Debtors	16	185,192	81,030
Cash at bank and in hand		301,047	262,851
		<u>489,896</u>	<u>347,134</u>
Creditors: amounts falling due within one year	17	(230,264)	(161,215)
Net current assets		<u>259,632</u>	<u>185,919</u>
Total assets less current liabilities		<u>1,268,660</u>	<u>1,154,985</u>
Creditors: amounts falling due after more than one year	18	(471,651)	(492,178)
Total net assets		<u>797,009</u>	<u>662,807</u>
Charity funds			
Restricted funds	19	39,969	5,640
Unrestricted funds	19	757,040	657,167
Total funds		<u>797,009</u>	<u>662,807</u>

The Trustees acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and preparation of financial statements.

The financial statements have been prepared in accordance with the provisions applicable to entities subject to the small companies regime.

The financial statements were approved and authorised for issue by the Trustees and signed on their behalf by:


Louise Murrell, Chairman (FRC 5, 2021 18-16 GM7)

L Harby-Greaves

Date: **Feb 1, 2021**

The notes on pages 19 to 38 form part of these financial statements.

LANDMARKS**(A company limited by guarantee)****REGISTERED NUMBER: 03039522**


CHARITABLE COMPANY BALANCE SHEET
AS AT 31 AUGUST 2020

	Note	2020 £	2019 £
Fixed assets			
Tangible fixed assets	13	1,007,156	966,532
Investments		1	1
		<u>1,007,157</u>	<u>966,533</u>
Current assets			
Debtors	16	213,088	104,929
Cash at bank and in hand		254,293	235,646
		<u>467,381</u>	<u>340,575</u>
Creditors: amounts falling due within one year	17	(221,032)	(154,468)
		<u>246,349</u>	<u>186,107</u>
Net current assets			
		<u>1,253,506</u>	<u>1,152,640</u>
Total assets less current liabilities			
Creditors: amounts falling due after more than one year	18	(471,651)	(492,178)
		<u>781,855</u>	<u>660,462</u>
Total net assets			
		<u>781,855</u>	<u>660,462</u>
Charity funds			
Restricted funds	19	39,969	5,640
Unrestricted funds	19	741,886	654,822
		<u>781,855</u>	<u>660,462</u>
Total funds			
		<u>781,855</u>	<u>660,462</u>

The Trustees acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and preparation of financial statements.

The financial statements have been prepared in accordance with the provisions applicable to entities subject to the small companies regime.

The financial statements were approved and authorised for issue by the Trustees and signed on their behalf by:


Louise Harby-Greaves (Feb 1, 2021 18:16 GMT)

L Harby-Greaves

Date: Feb 1, 2021

LANDMARKS**(A company limited by guarantee)**

CONSOLIDATED STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 31 AUGUST 2020

	Note	2020 £	2019 £
Cash flows from operating activities			
Net cash provided by operating activities	22	211,759	197,402
Cash flows from investing activities			
Bank interest		-	209
Purchase of tangible assets		(153,036)	(36,876)
Net cash used in investing activities		(153,036)	(36,667)
Cash flows from financing activities			
Repayments of borrowing		(20,527)	(19,057)
Net cash used in financing activities		(20,527)	(19,057)
Change in cash and cash equivalents in the year		38,196	141,678
Cash and cash equivalents at the beginning of the year		262,851	121,173
Cash and cash equivalents at the end of the year	23	301,047	262,851

LANDMARKS

(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2020

1. Accounting policies

1.1 Basis of preparation of financial statements

The financial statements 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), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Companies Act 2006.

Landmarks meets the definition of a public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy.

The financial statements are presented in £ sterling which is the functional currency of charity.

1.2 Income

All income is recognised once the charitable company has entitlement to the income, it is probable that the income will be received and the amount of income receivable can be measured reliably.

Donated services or facilities are recognised when the company has control over the item, any conditions associated with the donated item have been met, the receipt of economic benefit from the use of the company of the item is probable and that economic benefit can be measured reliably.

On receipt, donated professional services and facilities are recognised on the basis of the value of the gift to the charitable company which is the amount it would have been willing to pay to obtain services or facilities of equivalent economic benefit on the open market; a corresponding amount is then recognised in expenditure in the period of receipt.

Other income is recognised in the period in which it is receivable and to the extent the goods have been provided or on completion of the service.

1.3 Expenditure

Expenditure is recognised once there is a legal or constructive obligation to transfer economic benefit to a third party, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is classified by activity. The costs of each activity are made up of the total of direct costs and shared costs, including support costs involved in undertaking each activity. Direct costs attributable to a single activity are allocated directly to that activity. Shared costs which contribute to more than one activity and support costs which are not attributable to a single activity are apportioned between those activities on a basis consistent with the use of resources. Central staff costs are allocated on the basis of time spent, and depreciation charges allocated on the portion of the asset's use.

Support costs are those costs incurred directly in support of expenditure on the objects of the company and include project management carried out at Headquarters.

Costs of raising funds are costs incurred in attracting voluntary income, and those incurred in trading activities that raise funds.

LANDMARKS

(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2020

1. Accounting policies (continued)

1.3 Expenditure (continued)

Charitable activities are costs incurred on the company's educational operations, including support costs and costs relating to the governance of the company apportioned to charitable activities.

All expenditure is inclusive of irrecoverable VAT.

1.4 Basis of consolidation

The financial statements consolidate the accounts of Landmarks and its subsidiary undertakings, Landmarks Training Enterprises Limited.

The company has taken advantage of the exemption contained within section 408 of the Companies Act 2006 not to present its own Income and expenditure account.

The results of the subsidiary are consolidated on a line by line basis.

1.5 Tangible fixed assets and depreciation

Tangible fixed assets costing £500 or more are capitalised and recognised when future economic benefits are probable and the cost or value of the asset can be measured reliably.

A review for impairment of a fixed asset is carried out if events or changes in circumstances indicate that the carrying value of any fixed asset may not be recoverable. Shortfalls between the carrying value of fixed assets and their recoverable amounts are recognised as impairments. Impairment losses are recognised in the Statement of financial activities.

Tangible fixed assets are carried at cost, net of depreciation and any provision for impairment. Depreciation is provided at rates calculated to write off the cost of fixed assets, less their estimated residual value, over their expected useful lives on the following bases.

Freehold property	- 2 - 10% straight line
Short-term leasehold property	- Over the remaining term of the lease
Motor vehicles	- 25% straight line
Fixtures and fittings	- 20% straight line

1.6 Operating leases

Rentals under operating leases are charged to the Statement of Financial Activities on a straight line basis over the lease term.

LANDMARKS

(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2020

1. Accounting policies (continued)

1.7 Investments

Fixed asset investments are a form of financial instrument and are initially recognised at their transaction cost and subsequently measured at fair value at the Balance sheet date, unless the value cannot be measured reliably in which case it is measured at cost less impairment. Investment gains and losses, whether realised or unrealised, are combined and presented as 'Gains/(Losses) on investments' in the Consolidated statement of financial activities.

Investments in subsidiaries are valued at cost less provision for impairment.

1.8 Stocks

Stocks are valued at the lower of cost and net realisable value.

1.9 Interest receivable

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

1.10 Taxation

The charity is an exempt charity within the meaning of schedule 3 of the Charities Act 2011 and is considered to pass the tests set out in Paragraph 1 Schedule 6 Finance Act 2010 and therefore it meets the definition of a charitable company for UK corporation tax purposes.

1.11 Debtors

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

1.12 Cash at bank and in hand

Cash at bank and in hand includes cash and short-term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

1.13 Liabilities and provisions

Liabilities are recognised when there is an obligation at the Balance sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably.

Liabilities are recognised at the amount that the group anticipates it will pay to settle the debt or the amount it has received as advanced payments for the goods or services it must provide.

Provisions are measured at the best estimate of the amounts required to settle the obligation. Where the effect of the time value of money is material, the provision is based on the present value of those amounts, discounted at the pre-tax discount rate that reflects the risks specific to the liability. The unwinding of the discount is recognised within interest payable and similar charges.

LANDMARKS

(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 AUGUST 2020

1. Accounting policies (continued)

1.14 Financial instruments

The group only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value with the exception of bank loans which are subsequently measured at amortised cost using the effective interest method.

1.15 Fund accounting

General funds are unrestricted funds which are available for use at the discretion of the Trustees in furtherance of the general objectives of the group and which have not been designated for other purposes.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the charitable company for particular purposes. The costs of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

Investment income, gains and losses are allocated to the appropriate fund.

1.16 Employee benefits

When employees have rendered service to the charity, short-term employee benefits to which the employees are entitled are recognised at the undiscounted amount expected to be paid in exchange for that service.

The charity operates a defined contribution plan for the benefit of its employees. Contributions are expensed as they become payable.

Benefits are also provided to employees of the charity by the Teachers' Pension Scheme ("TPS").

The TPS is an unfunded scheme and contributions are calculated so as to spread the cost of pensions over employees' working lives with the charity in such a way that the pension cost is a substantially level percentage of current and future pensionable payroll. The contributions are determined by the Government Actuary on the basis of quadrennial valuations using a prospective unit credit method. The TPS is a multi employer scheme and there is insufficient information available to use defined benefit accounting. The TPS is therefore treated as a defined contribution scheme for accounting purposes and the contributions recognised in the period to which they relate.

1.17 Going concern

The financial statements have been prepared on a going concern basis as the trustees believe that no material uncertainties exist. The trustees have considered the level of funds held and the expected level of income and expenditure for 12 months from authorising these financial statements. The budgeted income and expenditure is sufficient with the level of reserves for the charity to be able to continue as a going concern and the latest management accounts show results are in excess of the budget and with a positive cashflow.

LANDMARKS**(A company limited by guarantee)**

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020

1. Accounting policies (continued)**1.18 Critical accounting estimates and areas of judgement**

Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

Critical accounting estimates and assumptions:

The Charity makes estimates and assumptions concerning the future. The resulting accounting estimates and assumptions will, by definition, seldom equal the related actual results. There are no estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year.

2. Income from donations and legacies

	Restricted funds 2020 £	Unrestricted funds 2020 £	Total funds 2020 £	Total funds 2019 £
Donations received	-	1,471	1,471	6,727
Grants received	43,647	48,471	92,118	31,840
Sundry receipts	-	-	-	17,095
	43,647	49,942	93,589	55,662
Total 2019	4,000	51,662	55,662	

3. Income from charitable activities

	Unrestricted funds 2020 £	Total funds 2020 £	Total funds 2019 £
Income received for education services	2,333,436	2,333,436	2,105,241
Total 2019	2,105,241	2,105,241	

LANDMARKS**(A company limited by guarantee)**

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020

4. Income from other trading activities

	Unrestricted funds 2020 £	Total funds 2020 £	Total funds 2019 £
Archer Pub income	135,922	135,922	134,103
Apperknowle livery income	10,308	10,308	13,719
Bistro income	-	-	550
Fundraising income	2,088	2,088	7,290
	<u>148,318</u>	<u>148,318</u>	<u>155,662</u>
Total 2019	<u>155,662</u>	<u>155,662</u>	

5. Investment income

	Unrestricted funds 2020 £	Total funds 2020 £	Total funds 2019 £
Deposit account interest	-	-	209
	<u>209</u>	<u>209</u>	
Total 2019	<u>209</u>	<u>209</u>	

6. Other income

	Unrestricted funds 2020 £	Total funds 2020 £
Coronavirus grant	10,000	10,000

LANDMARKS**(A company limited by guarantee)**

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020

7. Expenditure on raising funds

	Unrestricted funds 2020 £	Restricted funds 2020 £	Total funds 2020 £	Total funds 2019 £
Trading costs	83,034	-	83,034	81,891
Trading activities - other costs	47,618	-	47,618	52,204
Fundraising costs	-	-	-	869
Total 2020	130,652	-	130,652	134,964
Total 2019	134,964	-	134,964	

LANDMARKS**(A company limited by guarantee)**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020**

8. Charitable activities

	Unrestricted funds 2020 £	Restricted funds 2020 £	Total funds 2020 £	Total funds 2019 £
Staff costs	1,721,629	-	1,721,629	1,455,138
Rent and rates	48,710	-	48,710	36,321
Insurance	34,183	-	34,183	22,662
Light and heat	15,348	-	15,348	8,783
Telephone	9,522	-	9,522	11,266
Postage and stationery	40,554	-	40,554	32,533
Advertising	885	-	885	12,533
Sundries	1,431	-	1,431	1,915
Mini bus and car expenses	53,670	-	53,670	43,230
Travel and subsistence	27,925	-	27,925	42,904
Repairs and renewals	55,200	-	55,200	53,782
Beneficiary costs	50,548	-	50,548	120,995
Cleaning	1,404	-	1,404	716
Staff recruitment	3,662	-	3,662	3,929
Staff training	12,774	-	12,774	20,272
Bank charges	719	-	719	946
Depreciation	102,654	9,758	112,412	91,176
Bank loan interest	15,215	-	15,215	17,489
Speech and language contract	53,721	-	53,721	61,567
Teaching and support costs	4,389	-	4,389	7,293
Legal and professional	38,053	-	38,053	47,458
Support costs (note 8)	18,419	-	18,419	20,174
Total 2020	2,310,615	9,758	2,320,373	2,113,082
Total 2019	2,108,499	4,583	2,113,082	

LANDMARKS**(A company limited by guarantee)**

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020

9. Support costs

	Unrestricted funds 2020 £	Restricted funds 2020 £	Total funds 2020 £	Total funds 2019 £
Audit fees	8,640	-	8,640	8,640
Accountancy fees	9,779	-	9,779	11,534
Total	18,419	-	18,419	20,174

In 2019 all support costs were unrestricted.

10. Staff costs

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
Wages and salaries	1,518,461	1,287,320	1,518,461	1,287,320
Social security costs	110,458	90,509	110,458	90,509
Contribution to defined contribution pension schemes	92,710	77,309	92,710	77,309
Total	1,721,629	1,455,138	1,721,629	1,455,138

The average number of persons employed by the charitable company and group during the year was as follows:

	Group 2020 No.	Group 2019 No.
Total	90	82

LANDMARKS

(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020

10. Staff costs (continued)

The number of employees whose employee benefits (excluding employer pension costs) exceeded £60,000 was:

	Group 2020 No.	Group 2019 No.
In the band £60,001 - £70,000	1	1

Key management personnel remuneration for the year including Employers' NI and Pension totalled £453,558 (2019: £466,026).

11. Trustees' remuneration and expenses

During the year, no Trustees received any remuneration or other benefits (2019 - £NIL).

During the year ended 31 August 2020, no Trustee expenses have been incurred (2019 - £125 to 1 Trustee).

LANDMARKS**(A company limited by guarantee)**

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020

12. Net income/(expenditure)

This is stated after charging:

	2020	2019
	£	£
Depreciation of tangible fixed assets:		
- owned by the group	113,074	91,176
Auditor's remuneration - audit	8,640	8,640
Auditor's remuneration - other services	9,779	11,534
	<u>131,493</u>	<u>111,350</u>

13. Tangible fixed assets**Group**

	Freehold property £	Short-term leasehold property £	Motor vehicles £	Fixtures and fittings £	Total £
Cost					
At 1 September 2019	984,719	10,896	30,497	329,157	1,355,269
Additions	-	-	15,025	138,011	153,036
At 31 August 2020	<u>984,719</u>	<u>10,896</u>	<u>45,522</u>	<u>467,168</u>	<u>1,508,305</u>
Depreciation					
At 1 September 2019	136,616	3,818	17,174	228,595	386,203
Charge for the year	51,637	1,090	9,259	51,088	113,074
At 31 August 2020	<u>188,253</u>	<u>4,908</u>	<u>26,433</u>	<u>279,683</u>	<u>499,277</u>
Net book value					
At 31 August 2020	<u>796,466</u>	<u>5,988</u>	<u>19,089</u>	<u>187,485</u>	<u>1,009,028</u>
At 31 August 2019	<u>848,103</u>	<u>7,078</u>	<u>13,323</u>	<u>100,562</u>	<u>969,066</u>

The net book value of assets secured against the liabilities of the charity totals £796,466 (2019: £848,103).

LANDMARKS**(A company limited by guarantee)**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020**

13. Tangible fixed assets (continued)**Company**

	Freehold property £	Short-term leasehold property £	Motor vehicles £	Fixtures and fittings £	Total £
Cost or valuation					
At 1 September 2019	984,719	10,896	30,497	325,848	1,351,960
Additions	-	-	15,025	138,011	153,036
At 31 August 2020	984,719	10,896	45,522	463,859	1,504,996
Depreciation					
At 1 September 2019	136,616	3,818	17,174	227,820	385,428
Charge for the year	51,637	1,090	9,259	50,426	112,412
At 31 August 2020	188,253	4,908	26,433	278,246	497,840
Net book value					
At 31 August 2020	796,466	5,988	19,089	185,613	1,007,156
At 31 August 2019	848,103	7,078	13,323	98,028	966,532

14. Fixed asset investments

	2020 £	2019 £
Landmarks Training Enterprises Limited	1	1

15. Stocks

	Group 2020 £	Group 2019 £
Bar and food stock	3,657	3,253

LANDMARKS**(A company limited by guarantee)**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020**

16. Debtors

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
<i>Due within one year</i>				
Trade debtors	134,548	44,361	134,548	44,361
Amounts owed by group undertakings	2,345	-	31,449	26,398
Other debtors	11,913	6,750	11,911	6,750
Prepayments and accrued income	36,386	29,919	35,180	27,420
	185,192	81,030	213,088	104,929

17. Creditors: Amounts falling due within one year

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
Bank loans	23,736	23,736	23,736	23,736
Trade creditors	3,640	7,416	3,184	6,504
Other creditors	66,451	37,738	60,493	34,544
Accruals and deferred income	136,437	92,325	133,619	89,684
	230,264	161,215	221,032	154,468

LANDMARKS**(A company limited by guarantee)**

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020

18. Creditors: Amounts falling due after more than one year

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
Bank loans	471,651	492,178	471,651	492,178

Amounts repayable by instalments which falls due after 5 years:

	Group 2020 £	Group 2019 £	Company 2020 £	Company 2019 £
Repayable by instalments	376,705	391,745	376,705	391,745
	376,705	391,745	376,705	391,745

The bank loans are secured on the assets of the charitable company.

LANDMARKS**(A company limited by guarantee)**

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020

19. Statement of funds**Statement of funds - current year**

	Balance at 1 September 2019 £	Income £	Expenditure £	Transfers in/out £	Balance at 31 August 2020 £
<i>Unrestricted funds</i>					
General Funds	654,822	2,395,774	(2,308,270)	(440)	741,886
Subsidiary Company Reserves	2,345	145,922	(133,113)	-	15,154
	<u>657,167</u>	<u>2,541,696</u>	<u>(2,441,383)</u>	<u>(440)</u>	<u>757,040</u>
<i>Restricted funds</i>					
IT	(3,456)	25,000	(4,481)	-	17,063
Sensory garden	1,117	-	-	-	1,117
Bistro	8,419	18,647	(5,277)	-	21,789
Apperknowle	(440)	-	-	440	-
	<u>5,640</u>	<u>43,647</u>	<u>(9,758)</u>	<u>440</u>	<u>39,969</u>
<i>Total of funds</i>	<u>662,807</u>	<u>2,585,343</u>	<u>(2,451,141)</u>	<u>-</u>	<u>797,009</u>

LANDMARKS**(A company limited by guarantee)**

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020

19. Statement of funds (continued)**Statement of funds - prior year**

	Balance at 1 September 2018 £	Income £	Expenditure £	Balance at 31 August 2019 £
<i>Unrestricted funds</i>				
General Funds	585,236	2,176,334	(2,106,748)	654,822
Subsidiary Company Reserves	2,620	136,440	(136,715)	2,345
	<u>587,856</u>	<u>2,312,774</u>	<u>(2,243,463)</u>	<u>657,167</u>
<i>Restricted funds</i>				
IT	-	-	(3,456)	(3,456)
Sensory Garden	1,279	-	(162)	1,117
Bistro	4,944	4,000	(525)	8,419
Apperknowle	-	-	(440)	(440)
	<u>6,223</u>	<u>4,000</u>	<u>(4,583)</u>	<u>5,640</u>
<i>Total of funds</i>	<u>594,079</u>	<u>2,316,774</u>	<u>(2,248,046)</u>	<u>662,807</u>

Restricted funds**IT**

Grant received to purchase new IT equipment to improve learner facilities as well as fund for the salary of a new technician.

Sensory Garden

For works to be done on a sensory garden for the benefit of the learners.

Bistro

Grant received for the purpose of renovating the bistro.

Apperknowle

Money received from the Nineveh Trust for the purpose of general improvements to the farm facilities at Apperknowle, this funding is specific to Apperknowle however not for any particular improvements.

LANDMARKS**(A company limited by guarantee)**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020**

20. Summary of funds**Summary of funds - current year**

	Balance at 1 September 2019 £	Income £	Expenditure £	Transfers in/out £	Balance at 31 August 2020 £
General funds	657,167	2,541,696	(2,441,383)	(440)	757,040
Restricted funds	5,640	43,647	(9,758)	440	39,969
	<u>662,807</u>	<u>2,585,343</u>	<u>(2,451,141)</u>	<u>-</u>	<u>797,009</u>

Summary of funds - prior year

	Balance at 1 September 2018 £	Income £	Expenditure £	Balance at 31 August 2019 £
General funds	587,856	2,312,774	(2,243,463)	657,167
Restricted funds	6,223	4,000	(4,583)	5,640
	<u>594,079</u>	<u>2,316,774</u>	<u>(2,248,046)</u>	<u>662,807</u>

21. Analysis of net assets between funds**Analysis of net assets between funds - current period**

	Restricted funds 2020 £	Unrestricted funds 2020 £	Total funds 2020 £
Tangible fixed assets	12,552	996,476	1,009,028
Current assets	27,417	462,479	489,896
Creditors due within one year	-	(230,264)	(230,264)
Creditors due in more than one year	-	(471,651)	(471,651)
Total	<u>39,969</u>	<u>757,040</u>	<u>797,009</u>

LANDMARKS**(A company limited by guarantee)**

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020

21. Analysis of net assets between funds (continued)**Analysis of net assets between funds - prior period**

	Restricted funds 2019 £	Unrestricted funds 2019 £	Total funds 2019 £
Tangible fixed assets	4,560	964,506	969,066
Current assets	1,080	346,054	347,134
Creditors due within one year	-	(161,215)	(161,215)
Creditors due in more than one year	-	(492,178)	(492,178)
Total	5,640	657,167	662,807

22. Reconciliation of net movement in funds to net cash flow from operating activities

	Group 2020 £	Group 2019 £
Net income for the period (as per Statement of Financial Activities)	134,202	68,728
Adjustments for:		
Depreciation charges	113,074	91,736
Bank interest	-	(209)
(Increase)/Decrease in stocks	(404)	(562)
(Increase)/Decrease in debtors	(101,817)	(2,041)
Increase/(decrease) in creditors	66,704	39,750
Net cash provided by operating activities	211,759	197,402

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NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 AUGUST 2020

23. Analysis of cash and cash equivalents

	Group 2020 £	Group 2019 £
Cash in hand	301,047	262,851
<i>Total cash and cash equivalents</i>	301,047	262,851

24. Analysis of changes in net debt

	At 1 September 2019 £	Cash flows £	At 31 August 2020 £
Cash at bank and in hand	262,851	38,196	301,047
Debt due within 1 year	(23,736)	(2,345)	(26,081)
Debt due after 1 year	(492,178)	20,527	(471,651)
	(253,063)	56,378	(196,685)

25. Operating lease commitments

At 31 August 2020 the total of the group's future minimum lease payments under non-cancellable operating leases was:

	Group 2020 £	Group 2019 £
Within 1 year	48,959	27,538
Between 1 and 5 years	85,950	12,190
	134,909	39,728

Lease payments recognised as an expense during the year totalled £73,654 (2019: £32,576).

LANDMARKS

(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
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26. Related party transactions

The charitable company owns 100% of its subsidiary Landmarks Trading Enterprises Limited. During the year, expenditure was recharged of £25,516 to the subsidiary company (2019: £37,396) for audit, accountancy, repairs and stock purchases. At the year end amounts totalling £29,104 (2019: £26,398) are included within debtors owed to the parent charitable company.

27. Principal subsidiaries

The following was a subsidiary undertaking of the charitable company:

Name	Company number	Class of shares	Holding
Landmarks Trading Enterprises Limited	10374758	Ordinary	100%

The financial results of the subsidiary for the year were:

Name	Income £	Expenditure £	Profit/(Loss)/ Surplus/ (Deficit) for the year £	Net assets £
Landmarks Trading Enterprises Limited	145,922	130,768	15,154	15,155