

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

England & Wales · Charity number 1083059

## Details

---

Other names	THE ASSOCIATION OF SEA TRAINING ORGANISATIONS, ASTO
Status	Registered
Legal form	Charitable company
Company number	<a href="#">04084476</a>
Registered	2000-10-27
Register	<a href="#">View on the Charity Commission register</a>

## Contact

---

**Address** c/o Royal Yachting Association  
RYA House  
Ensign Way  
Hamble  
Southampton  
SO31 4YA

**Phone** 02392503222

**Email** [info@asto.org.uk](mailto:info@asto.org.uk)

**Website** [www.uksailtraining.org](http://www.uksailtraining.org)

## Activities

---

**Objects:** SUCH OBJECTS AND PURPOSES IN ANY PART OF THE WORLD AS ARE EXCLUSIVELY CHARITABLE IN ACCORDANCE WITH THE LAWS OF ENGLAND AND WALES AND IN PARTICULAR (BUT WITHOUT PREJUDICE TO THE GENERALITY OF THE FOREGOING) THROUGH PROMOTING THE PROVISION OF OPPORTUNITIES FOR SEA TRAINING UNDER SAIL OR POWER (1) TO PROVIDE INSTRUCTION TO YOUNG PERSONS AND TO ADULTS WITH DISABILITIES IN THE PRINCIPALS OF RESPONSIBILITY, RESOURCEFULNESS, LOYALTY AND TEAM ENDEAVOUR AND (2) TO ADVANCE EDUCATION IN THE ART OF SEAMANSHIP.

**Activities:** ASTO distributes bursary funds to member organisations to support the provision of Sail Training opportunities in the UK. It organises events such as the Small Ships' Races to promote Sail Training, runs international exchanges with other Sail Training organisations, and encourages greater participation. It gathers evidence of the outcomes and actively promotes Sail Training and its benefits.

## Classification

---

- **How:** Makes Grants To Individuals, Makes Grants To Organisations, Provides Advocacy/advice/information, Acts As An Umbrella Or Resource Body
- **What:** Education/training, Amateur Sport
- **Who:** Children/young People, People With Disabilities, Other Charities Or Voluntary Bodies

## Geography

---

- Northern Ireland
- Scotland
- Throughout England And Wales

## Finances

---

Period end	Income	Expenditure	Assets	Employees
2025-10-31	£233,130	£411,321	-	-
2024-10-31	£261,908	£362,302	-	-
2023-10-31	£258,924	£350,237	-	-
2022-10-31	£277,632	£434,648	-	-
2021-10-31	£249,718	£1,152,246	-	-
2020-10-31	£258,410	£1,308,295	-	-

## Trustees

Name	Role	Appointed
<b>Mark Todd</b>	Chair	2018-10-12
Amanda Butcher		2009-06-11
Annant Shah		2025-10-21
CLAIRE ELIZABETH THATCHER		2025-10-21
CRAIG BERNARD BURTON		2011-05-23
David George Snelson		2020-04-17
John Brian Hansen Johnson		2023-03-03
Lindsay Elizabeth Bridges		2025-10-21
Martin Coles CBE		2025-10-21
Neil Victor Northmore		2020-04-17
Raymond John Cockrem		2021-01-15
TIMOTHY JOHN JAMES		

**THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS**

England & Wales - Charity number 1083059

---

# Accounts

---

# The Association of Sail Training Organisations

Limited by Guarantee

## Trustees Report

## and Financial Statements

for the year ended 31 October 2025

Registered Charity Number 1083059

Registered Company Number 04084476



# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## CONTENTS

---

	<b>Page</b>
<b>Charity information</b>	<b>1</b>
<b>Trustees' report</b>	<b>3</b>
<b>Independent auditor's report</b>	<b>8</b>
<b>Statement of financial activities</b>	<b>11</b>
<b>Balance sheet</b>	<b>12</b>
<b>Accounting policies</b>	<b>13</b>
<b>Notes to the financial statements</b>	<b>16</b>

---

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## CHARITY INFORMATION

---

<b>Patron</b>	HRH The Duchess of Edinburgh GCVO
<b>President</b>	Rear Admiral J S Lang (resigned January 2025) Vice Admiral Sir Jeremy Kyd KBE (appointed July 2025)
<b>Vice President</b>	Hon Nusrat Ghani MP (appointed June 2025)
<b>Vice President for life</b>	John H Hamilton OBE Rear Admiral J S Lang (From January 2025)
<b>Trustees</b>	M Todd MBE (Chair) C B Burton A J Butcher MBE R J Cockrem T J James J B H Johnson CBE H R Maywood (retired 16 September 2025) N V Northmore D G Snelson CB C E Thatcher (appointed 21 October 2025) A Shah (appointed 21 October 2025) L E Bridges (appointed 21 October 2025) M J Coles (appointed 21 October 2025)
<b>Registered office</b>	RYA House Ensign Way Hamble-le-Rice Southampton SO31 4YA
<b>Registered charity number</b>	1083059
<b>Registered company number</b>	04084476
<b>Chief Executive and Company Secretary</b>	K J McMillan
<b>Auditor</b>	Blue Spire Limited Cawley Priory South Pallant Chichester West Sussex PO19 1SY
<b>Bankers</b>	The Co-operative Bank
<b>Investment managers</b>	Rathbones Investment Management Ltd Port of Liverpool Building Pier Head Liverpool L3 1NW
<b>Solicitors</b>	Charles Russell Speechlys LLP 5 Fleet Place London EC4M 7RD

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## CHARITY INFORMATION

---

### Full members

Boleh Trust  
Cat Zero  
Challenge Wales  
Cirdan Sailing Trust  
Dauntsey's School  
Discovery Sailing Project  
Ellen MacArthur Cancer Trust  
Excelsior Trust  
Gordonstoun School  
Island Trust  
Marine Society and Sea Cadets  
Morning Star Trust  
Morvargh Sailing Project  
Ocean Youth Trust North  
Ocean Youth Trust Scotland  
Ocean Youth Trust South  
Offshore  
Pioneer Sailing Trust  
Rona Sailing Project  
Sailing Tectona CIC  
Sea Change Sailing Trust  
Swan Trust  
Tall Ships Youth Trust

### Associate members

Combined Cadet Force  
Disabled Sailors Association  
East Coast Sail Trust  
Gwennili Trust  
Maybe Sailing 'Youth Initiative'  
Sail Training Trust  
Sail Training Shetland  
UKSA

### Honorary members

Sail Training International  
RYA Sailability

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## TRUSTEES' REPORT

---

The trustees have pleasure in presenting their annual report, incorporating the directors' report, for the purposes of the Charities Act 2011 and Sections 415 to 419 of the Companies Act 2006, together with the accounts for the year ended 31 October 2025. The trustees have adopted the provisions of the Statement of Recommended Practice (SORP) "Accounting and Reporting by Charities" (FRS 102) in preparing the annual report and financial statements of the charity.

### STRUCTURE, GOVERNANCE AND MANAGEMENT

The Association of Sail Training Organisations (ASTO) is a charity limited by guarantee (registered company number: 04084476), incorporated on 27 September 2000 under a Memorandum and Articles of Association (as amended by special resolution 23 April 2009) and registered as a charity (registered charity number: 1083059) on 27 October 2000.

The governing document states that the Board of Directors shall consist of not less than 5 and not more than 15 persons. The directors are appointed either by the members at the AGM, or by the board in which case the director has to retire at the next AGM and may be reappointed by the members. One-third of the number of directors must retire from office (by time rotation) at each AGM but may be reappointed. The chair is appointed by the members of the board for a period of up to 3 years and upon expiry of such a period may be reappointed. In line with good practice, three of our trustees will be stepping down in due course. An open recruitment drive for trustees was successful and four new trustees were appointed in October 2025.

Trustees, who are also the directors for the purpose of company law, who have served during the year, and since the year-end, are listed on the charity information page. None of the trustees has any beneficial interest in the company.

The board manages the charity on behalf of its members by holding not less than three board meetings each year in addition to the Annual General Meeting. The AGM usually takes place on the same day as the annual conference in January. Other meetings are held as required.

The rules and criteria for the different types of membership are contained in ASTO's 'Regulations and Guidelines' which have been drawn up under the provision of Article 67. Sail training organisations seeking membership are closely vetted to ensure that they meet the criteria for membership. Members of the company guarantee to contribute £1 each in the event of a winding up. A list of members is shown on the legal and administrative page.

During the year, the Board of Trustees took the decision to sell the Gosport Office having successfully trialed remote working.

After 22 years Rear Admiral John Lang stepped down as ASTO President. The ASTO Board are immensely grateful for his wise counsel and friendship over the years. They were delighted that he accepted the role of Vice-President for Life and will continue his support of sail training. In July Vice Admiral Sir Jeremy Kyd KBE accepted the role of President. We increased the reach of the organisation with the appointment of the Hon. Nusrat Ghani MP as Vice-President in June.

### Trustee induction and training

New trustees are briefed by the Chair and Chief Executive about ASTO's role and activities. The briefing covers the activities of the charity, trustees' obligations under charity and company law, the Charity Commission's guidance on Public Benefit, content of the Memorandum and Articles of Association, the committee and decision-making process and the business plan and budget. New trustees are given access to these documents, the current Annual Report and Accounts, copies of the minutes of previous board meetings and publications including the Charity Commission's "The Essential Trustee" and the Charity Governance Code. Following the induction process, new trustees sign a declaration confirming that they are eligible to act as a trustee and where necessary ASTO conducts a Disclosure and Barring Service check.

### Arrangements for setting pay

The remuneration of the charity's key management personnel is set by the trustees, with rates and increases applied by reference to pay scales in similar organisations.

### Assessment and management of risk

The trustees regularly review the major risks to which the charity is or might be exposed to and these are recorded in the risk register along with measures to manage and mitigate the risks. The trustees believe that these risks are mitigated by the prudent investment of ASTO's assets, the preparation and production of appropriate and audited

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## TRUSTEES' REPORT

---

accounts, the maintenance of suitable insurance, the obtaining of any necessary legal advice or other expert advice, and the holding of regular board and general meetings as prescribed by law.

The trustees continue to monitor the standards of sea training safety of ASTO members by means of a Compliance Declaration which members must complete each year, confirming that, in addition to operating the organisation to appropriate standards, policies and procedures, any vessels used comply with the relevant Maritime Coastguard Agency (MCA) Code of Practice and that their certification is in date. ASTO's Chief Executive remains in close contact with member organisations to ensure that they continue to comply with the criteria for membership. In 2025 a review of the Membership Rules was carried out resulting in the simplification, clarification and updating of the Rules for the 2026 membership year.

## OBJECTIVES AND ACTIVITIES

The objects for public benefit are to:

- promote the provision of opportunities for sea training under sail or power ("sail training");
- provide instruction to young persons and to adults with disabilities in the principles of responsibility, resourcefulness, loyalty and team endeavour; and
- advance education in the art of seamanship.

In furtherance of these objects ASTO has various powers, set out in the Memorandum of Association, amongst which are the following:

- To support and encourage sail training and adventure afloat generally and particularly by those otherwise unable to afford to do so by the provision of bursaries.
- To create public awareness of the opportunities available for sail training and adventure afloat by means of lectures, meetings, demonstrations, exhibitions, pamphlets, books and such other media as may be appropriate.
- To represent the interests and negotiate on behalf of bodies providing opportunities for Sail Training with Government departments and other appropriate bodies in all matters relating to sail training generally and particularly in relation to safety, classification of vessels, certification and proficiency of personnel.
- To act as a forum for all sail training organisations in the UK with similar objectives.

## Grant making policy

ASTO makes bursary grants to member organisations to benefit young people up to the age of 25 and adults with disabilities ('Hammond Innes bursary'). The Board of Directors considers the forecast income return in conjunction with the business plan for the following year in deciding the size of the bursary fund. Members are allocated a proportion of the total available fund on an equitable numerical basis, dependent on the number of young people or adults with disabilities they have taken to sea. The detailed distribution of grants to the final beneficiary is managed by the members. The grant allocations may also be used to defray the cost of course fees for instructors or leaders of any age to obtain necessary qualifications.

## Volunteers

ASTO continues to rely on volunteers at board level to direct the affairs of the organisation and also volunteers who support events such as the annual Cowes Small Ships Race. ASTO are greatly indebted to all of our volunteers for their time commitment during 2025 which we estimate is the equivalent of at least one full time employee.

## The Public Benefit resulting from Sail Training

There is anecdotal evidence about the benefits that accrue from a Sail Training voyage, which is validated by academic research.

- An international study commissioned with the University of Edinburgh to assess the value of Sail Training found measurable improvements in social confidence and the ability to work with others, and that these benefits were sustained over time after the voyage had ended.
- A study carried out by the University of Sydney found that Sail Training succeeds in fostering networks and alliances which are the basis of the development of social capital. It also found that it achieves this in a shorter, more concentrated programme than other similar schemes.
- An international study into Sail Training conducted by the University of Otago in New Zealand reported that, "Sharing the pleasures, hardships and camaraderie that develop out of life at sea has a profound impact on strengthening character, fortitude and confidence. The importance of mutual respect, perseverance, responsibility and teamwork towards others and nature present a great sense of existence, self-discovery and accomplishment."

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## TRUSTEES' REPORT

---

- ASTO's own Theory of Change and measurement framework shows that Sail Training has a positive effect on people from all backgrounds. Surveys supporting the Theory of Change have found that:
  - 92% of surveyed trainees felt they learnt a new skill.
  - 93% said their team worked well together.
  - 91% said they had to do something important for the ship.
  - 93% learnt to stick to the ship's routine; and
  - 92% did things even though they were difficult.

These activities resulted in self-reported increases in their self-confidence, resilience, time-management, problem solving and locus of control (self-efficacy). At least some of these outcomes will be maintained over time, leading to young people with higher aspirations and a can-do attitude. ASTO's full Theory of Change and survey results are on the website.

## ACHIEVEMENTS AND PERFORMANCE

All of ASTO's charitable activities are undertaken in furtherance of our charitable objects and for public benefit according to the guidance set out in the Charity Commission's general guidance on public benefit. The main strategies and activities for achieving these objects in 2025 are listed below.

ASTO was able to support UK Sail Training through the following activities.

- The awarding of £117,289 in Hammond Innes Bursaries to assist young people up to the age of 25 and adults with disabilities with their berth fees. The allocations may also be used to defray the cost of course fees for instructors or leaders of any age to obtain necessary qualifications. The bursary beneficiaries included a wide cross section of young people from all cultural, religious and social backgrounds, including many who are disadvantaged or disabled.
- The organisation of the annual ASTO UK Sail Training Conference to act as a forum for all UK stakeholders. The 2025 conference was held in January. The conference attracted 140 delegates from all over the UK who attended sessions including briefings on the proposed Sport or Pleasure Vessel Code, ways to support young people's wellbeing, how to get the most from electronic navigation, how to build employee-led diversity networks, and using film to communicate effectively. ASTO is very grateful to the Portsmouth Historic Quarter Trust for providing the venue and being so supportive of the conference.
- The administration of the Trinity House Career Development Bursary Scheme to defray the costs of members' staff and volunteers gaining the necessary qualifications to progress their sail training careers. In 2025 bursaries were awarded to 13 candidates.
- The organisation of the annual Small Ships Race in Cowes in October which was unfortunately cancelled due to adverse weather associated with Storm Amy. The total number of people planning to take part was 241 across 19 vessels. There were 172 under the age of 25 taking part including those sailing as staff and volunteers. Although the event did not go ahead, ASTO would like to thank the Royal London Yacht Club, the Royal Yacht Squadron, Cowes Yacht Haven and others for their ongoing support.
- The annual members' meeting in October. The meeting is open to senior personnel and is an opportunity for a confidential discussion on sail training and associated matters of concern or interest. The 2025 meeting was again held at Trinity House and was attended by representatives of 21 member organisations.
- Working with the Royal Yachting Association (RYA) to provide Disclosure and Barring Service (DBS) services to members' potential staff and volunteers. ASTO dealt with 217 applications for criminal record checks during the year.
- Providing access to online Safeguarding courses to members at a reduced cost. ASTO also offer the RYA PPR course at a reduced cost. During the year 152 online safeguarding courses and 10 PPR courses were taken up by members.
- Ongoing liaison with the MCA and the RYA. This year ASTO responded to and supported member organisations to respond to the public consultation on the new Sport or Pleasure Vessel Code. ASTO Chair Mark Todd is a member of the RYA Yachtmaster Qualification Panel. ASTO is very grateful to the RYA for their continued support for all sail training organisations.
- Recognising professionalism within sail training with five awards. 'Best Potential Sail Training Skipper' recognises the individual who shows the best potential for command ability, seamanship and the capability of fulfilling the youth development aims of Sail Training. 'Sail Training Vessel of the Year' recognises a member organisation for delivering the excellent Sail Training, seamanship and safety to which our sector aspires. The Environmental Progress Award recognises an organisation that is making progress to reduce their impact on the environment. The Social Media Star Award recognises an organisation that has excelled in telling the story of the impact that their work has delivered. The Shore-based Staff Impact Award recognises the critical contribution from staff or volunteers ashore to the success of trips at sea. The awards

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## TRUSTEES' REPORT

---

were presented at the conference in January 2025.

- Providing UK national support for Sail Training International (STI). ASTO is a founding member of STI, and the ASTO Chair is the UK Country Representative on the STI Council. ASTO staff and member organisations supported and had a presence at Tall Ships Aberdeen in July 2025 with a particular focus on ensuring that trainees sponsored by Aberdeen were representative of the whole community. Connections were fostered between local sail training organisations and those responsible for commissioning youth work and employability initiatives within Aberdeen.
- Providing support to the UK representative of the Sail Training International Youth Council.
- A third member of staff was recruited this year to support the delivery of events and specific projects.
- Developing a Communications Plan to broaden understanding amongst decision-makers and commissioners of services as to how sail training delivers change. A review of the two brands in use was carried out and the decision made to simplify the charity's identity under ASTO was made by the trustees. The review resulted in a full rebrand. The new branding aims to better communicate the charity's role as working with and for its member organisations to enable their beneficiaries to build confidence and resilience, see beyond their current horizons and develop skills for life.
- Our Chair of Trustees, Mark Todd was honoured in the Kings Birthday Honours List being made an MBE for services to sailing and young people.

## FINANCIAL REVIEW

Total incoming resources for the year ended 31 October 2025 were £233,130 (2024: £261,908) and the charity's principal funding sources continued to be investment income, donations and grants. Total resources expended were £411,321 (2024: £362,302) with the majority of expenditure being in the form of grants, race costs and promotional costs in furtherance of the charity's objects.

This gave rise to a deficit for the year of £178,191 (2024: £100,394) before gains on investments of £1,012,472 (2024 gains on investments: £838,839).

### Reserves policy

As at 31 October 2025, the charity's total funds amounted to £9,967,392 of which £37,907 is restricted for purposes as set out in notes 18 and 19. The level of reserves available for the charity's use (i.e. in unrestricted funds and not represented by fixed assets) was £9,929,485 (2024: £9,058,094) inclusive of investments totalling £9,910,164 (2024: £9,041,581).

The Association is heavily dependent on the income generated by its investments and therefore the trustees consider it is necessary to hold all of these investments within the charity in order to be able to generate income to fund the Association's activities. The trustees believe this level of investment is necessary to generate income to fund the Association's activities for the indefinite future.

### Investment policy

The investment strategy of the trustees is a prudent one with the aim to maximise income whilst maintaining the value of investments in real terms. Each year the trustees withdraw from the portfolio an amount approximately equal to investment income received for the continued provision of the Hammond Innes bursaries and to cover some administrative expenses. The administrative expenses are largely fixed, so the policy means bursaries are subject to annual adjustment up/down or constant depending on the income achieved and the underlying value of the investments when the directors agree the annual budget. In discussion with the investment managers the trustees have approved a risk profile for the management of the investments which is suitable for a portfolio invested for the long term and which is in line with that adopted by other charities with similar investment objectives.

Following discussions, the Investment Sub-Committee recommended that the risk profile be amended from Level 4 to Level 5 which the Board agreed.

During the year under review the charity's investments generated £169,723 (2024: £202,285). The portfolio grew / shrank in value from £9,041,581 to £9,910,164 in the year to 31 October 2025.

## FUNDRAISING STANDARDS INFORMATION

The charity does not solicit funds from the general public, nor does it engage any third parties to act on its behalf in raising funds for the charity. As such the charity is not bound by any scheme for regulating fundraising.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## TRUSTEES' REPORT

---

### PLANS FOR THE FUTURE

Plans for achieving the objects of the charity in 2026 include:

- The continued implementation of ASTO's Communications Strategy to grow awareness of the work of the sail training sector and how it meets the needs of young people.
- Liaising with government agencies and partners to develop appropriate legislative and guidance frameworks that drive safety and improvement across the sector.
- Hosting the 2026 ASTO UK Sail Training Conference in January with a range of sessions aiming to educate, inspire and inform.
- Building a new website to address the needs of both stakeholders and member organisations.
- Ongoing liaison with networks in the outdoor learning and youth sectors to raise the profile of sail training with wider audiences and stakeholder groups.
- Continuing to encourage member organisations to maintain and improve good practices.
- Running the Cowes Small Ships Race in October 2026.

### STATEMENT OF TRUSTEES' RESPONSIBILITIES

The trustees 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).

The law applicable to charities in England & Wales 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 charity and of the incoming resources and application of resources of the charity for that period. In preparing these financial statements, the trustees are required to:

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

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Charities Act 2011, the Charity (Accounts and Reports) Regulations 2008 and the provisions of the trust deed. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

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

### APPOINTMENT OF AUDITORS

The charity's auditors, Blue Spire Limited, have expressed their willingness to stand for reappointment and a resolution proposing their reappointment will be put forward at the Annual General Meeting of the charity.

### SMALL COMPANIES PROVISIONS

This report has been prepared in accordance with the small companies' regime under the Companies Act 2006.

Approved by the trustees and signed on their behalf.

*Mark Todd*

M Todd, Chair  
Trustee

Date 21 January 2026

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## INDEPENDENT AUDITOR'S REPORT

---

### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

We have audited the financial statements of The Association of Sail Training Organisations (the 'charitable company') for the year ended 31 October 2025 which comprise the Statement of Financial Activities, the Balance Sheet and notes to the financial statements, including 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 charitable company's affairs as at 31 October 2025, and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### 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 responsibilities for the audit of the financial statements section of our report. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC'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

In auditing the financial statements, we have concluded that the trustees' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the charitable company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue. Our responsibilities and the responsibilities of the trustees with respect to going concern are described in the relevant sections of this report.

#### Other information

The other information comprises the information included in the trustees' annual report, other than the financial statements and our auditor's report thereon. The trustees are responsible for the other information. 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. 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 course of 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 this gives rise to a material misstatement in the financial statements themselves. 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, which includes the directors' report prepared for the purposes of company law, for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report included within the trustees' report has been prepared in accordance with applicable legal requirements.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## INDEPENDENT AUDITOR'S REPORT

---

### Matters on which we are required to report by exception

In the light of the knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report included within the trustees' report. We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

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

In preparing the financial statements, the trustees are responsible for assessing the 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 charitable company or to cease operations, or have no realistic alternative but to do so.

### Auditor responsibilities for the audit of the financial statements

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.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

Based on our understanding of the Charity and the sector in which it operates, we identified the principal laws and regulations that directly affect the financial statements to be the Charities Act, Companies Act, and Employment Act. We assessed the extent of compliance with these laws and regulations as part of our procedures on the related financial statement items.

In addition, the Charity is subject to many other laws and regulations where the consequences of non-compliance could have a material effect on amounts or disclosures in the financial statements, for instance through the imposition of fines or litigation. As primarily an investment funded grantmaker there is a limitation to areas most likely to have such an effect. Auditing standards limit the required audit procedures to identify non-compliance with these laws and regulations to enquiry of the Trustees and other management and inspection of regulatory and legal correspondence if any.

Audit procedures performed by the engagement team included:

- Enquiry of management, those charged with governance around actual and potential litigation and claims;
- Enquiry of entity staff to identify any instances of non-compliance with laws and regulations;
- Reviewing minutes of meetings of those charged with governance;
- Reviewing financial statement disclosures and testing to supporting documentation to assess compliance with applicable laws and regulations.
- Performing audit work over the risk of management override of controls, including testing of journal entries and other adjustments for appropriateness, evaluating the business rationale of significant transactions outside the normal course of business and reviewing accounting estimates for bias.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## INDEPENDENT AUDITOR'S REPORT

---

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

A further description of our responsibilities is available on the FRC's website at: <https://www.frc.org.uk/auditors/audit-assurance/auditor-s-responsibilities-for-the-audit-of-the-fi/description-of-the-auditor%E2%80%99s-responsibilities-for>. 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. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.



Geoffrey Frost BSc(Hons) FCA, Senior Statutory Auditor  
For and on behalf of Blue Spire Limited, Statutory Auditor

Cawley Priory  
South Pallant  
Chichester  
West Sussex  
PO19 1SY

Date 21 January 2026

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## STATEMENT OF FINANCIAL ACTIVITIES (INCLUDING INCOME AND EXPENDITURE ACCOUNT)

	Note	Unrestricted Funds £	Restricted Funds £	2025 Total Funds £	2024 Total Funds £
<b>INCOME AND ENDOWMENTS FROM:</b>					
Donations and legacies	1	13,580	41,215	54,795	50,785
Investments	2	169,723	-	169,723	202,285
Charitable activities	3	8,612	-	8,612	8,838
Other		-	-	-	-
<b>Total</b>		<u>191,915</u>	<u>41,215</u>	<u>233,130</u>	<u>261,908</u>
<b>EXPENDITURE ON:</b>					
Raising funds - Investment management costs	4	43,609	-	43,609	43,137
Charitable activities	5	334,937	32,775	367,712	319,165
<b>Total</b>		<u>378,546</u>	<u>32,775</u>	<u>411,321</u>	<u>362,302</u>
Net gains/(losses) on investment assets	13	1,012,472	-	1,012,472	838,839
<b>Net Income/(expenditure)</b>		<u>825,841</u>	<u>8,440</u>	<u>834,281</u>	<u>738,445</u>
<b>Transfers between funds</b>	18	-	-	-	-
<b>Net movement in funds</b>		<u>825,841</u>	<u>8,440</u>	<u>834,281</u>	<u>738,445</u>
<b>RECONCILIATION OF FUNDS</b>					
<b>Total funds brought forward</b>	18	9,103,644	29,467	9,133,111	8,394,666
<b>Total funds carried forward</b>	18	<u>9,929,485</u>	<u>37,907</u>	<u>9,967,392</u>	<u>9,133,111</u>

The statement of financial activities includes all gains and losses recognised during the year.  
All of the above results are derived from continuing activities.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## BALANCE SHEET AS AT 31 OCTOBER 2025

	Note	2025		2024	
		£	£	£	£
<b>FIXED ASSETS</b>					
Tangible assets	12	-		45,550	
Investments	13	9,910,164		9,041,581	
			9,910,164		9,087,131
<b>CURRENT ASSETS</b>					
Assets held for sale	14	44,437		-	
Debtors	15	9,526		4,131	
Cash at hand and in bank		18,997		51,325	
<b>Total current assets</b>		<u>72,960</u>		<u>55,456</u>	
<b>CURRENT LIABILITIES</b>					
Creditors: amounts falling due within one year	16	15,732		9,476	
<b>Net current assets/(liabilities)</b>			57,228		45,980
<b>Net assets/(liabilities)</b>			<u>9,967,392</u>		<u>9,133,111</u>
<b>THE FUNDS OF THE CHARITY</b>					
<b>Restricted funds</b>	18		37,907		29,467
Designated Funds			-		45,551
Fair Value Reserve			2,151,896		1,025,775
General Funds			7,777,589		8,032,318
<b>Unrestricted funds</b>	18		<u>9,929,485</u>		<u>9,103,644</u>
<b>Total charity funds</b>			<u>9,967,392</u>		<u>9,133,111</u>

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

The financial statements on pages 11 to 25 were approved and authorised for issue by the trustees on 21 January 2026 and signed on their behalf by:

*Mark Todd*

.....  
M Todd, Chair  
Trustee

The Association of Sail Training Organisations  
Registered Charity Number 1083059  
Registered Company Number 04084476

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## ACCOUNTING POLICIES

---

### General information, scope and basis of the financial statements

The Association of Sail Training Organisations is an incorporated charity, limited by guarantee, incorporated in England with the company number 04084476. In the event of the charity being wound up, the liability in respect of the guarantee is limited to £1 per member of the charity. The address of the registered office is given in the charity information page of these financial statements. The nature of the charity's operations and principal activities are outlined in the trustees' report.

The charity constitutes a public benefit entity as defined by FRS 102. The financial statements have been prepared in accordance with 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 issued in October 2019, the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), the Charities Act 2011, the Companies Act 2006 and UK Generally Accepted Accounting Practice.

The financial statements are prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value. The financial statements are presented in sterling which is the functional currency of the charity and rounded to the nearest £.

The significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented unless otherwise stated.

### Statement of cash flows

The charity does not include a statement of cash flows on the grounds that it is applying FRS 102 Section 1A.

### Incoming resources

All incoming resources are included in the Statement of Financial Activities (SOFA) when the Charity is legally entitled to the income after any performance conditions have been met, the amount can be measured reliably and it is probable that the income will be received.

For donations to be recognised the Charity will have been notified of the amounts and the settlement date in writing. If there are conditions attached to the donation and this requires a level of performance before entitlement can be obtained then income is deferred until those conditions are fully met or the fulfilment of those conditions is within the control of the Charity and it is probable that they will be fulfilled.

Income from trading activities includes income earned from fundraising events and trading activities to raise funds for the Charity. Income is received in exchange for supplying goods and services in order to raise funds and is recognised when entitlement has occurred.

Income from government and other grants are recognised at fair value when the Charity has entitlement after any performance conditions have been met, it is probable that the income will be received and the amount can be measured reliably. If entitlement is not met then these amounts are deferred.

Investment income is earned through holding assets for investment purposes such as shares and cash deposits. It includes dividends and interest. Where it is not practicable to identify investment management costs incurred within a scheme with reasonable accuracy the investment income is reported net of these costs. It is included when the amount can be measured reliably. Interest income is recognised using the effective interest method and dividend income is recognised as the Charity's right to receive payment is established.

### Resources expended

All expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to the category. Expenditure is recognised where there is a legal or constructive obligation to make payments to third parties, it is probable that the settlement will be required and the amount of the obligation can be measured reliably. It is categorised under the following headings:

- costs of raising funds; which includes the costs of organising events and investment management fees
- expenditure on charitable activities; which includes grants made to beneficiaries and costs incurred to support those activities

Grants payable to third parties are within the charitable objectives. Where unconditional grants are offered, this is accrued as soon as the recipient is notified of the grant, as this gives rise to a reasonable expectation that the recipient will receive the grants. Where grants are conditional relating to performance then the grant is only accrued when any unfulfilled conditions are outside of the control of the Charity.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## ACCOUNTING POLICIES

---

### Resources expended (continued)

#### *Support cost allocation*

Support costs are those that assist the work of the Charity but do not directly represent charitable activities and include office costs, governance costs, administrative payroll costs. They are incurred directly in support of expenditure on the objects of the charity. Where support costs cannot be directly attributed to particular headings they have been allocated to cost of raising funds and expenditure on charitable activities on a basis consistent with use of the resources.

The analysis of these costs is included in Note 6.

### 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.

### Pension costs

The charity operates a defined contribution pension scheme. Contributions to the scheme are charged to the statement of financial activities on a payable basis.

### VAT

The Charity is not registered for VAT and is unable to recover VAT incurred. On this basis costs are recorded inclusive of VAT within the SOFA.

### Taxation

The charity is considered to pass the tests set out in sections 466 to 493 Corporation Tax Act 2010 (CTA 2010), as such no income tax is payable on the charity's activities.

### Fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation and accumulated impairment losses. Cost includes costs directly attributable to making the asset capable of operating as intended.

Depreciation is provided on all tangible fixed assets, at rates calculated to write off the cost, less estimated residual value, of each asset on a systematic basis over its expected useful life as follows:

Computer equipment	33⅓% straight line
Fixtures and fittings	15% straight line
Leasehold land and buildings	2% straight line (over the period of the lease)

### Fixed asset investments

Investments are recognised initially at fair value which is normally the transaction price excluding transaction costs. Subsequently, they are measured at fair value with changes recognised in 'net gains/(losses) on investments' in the SOFA if the shares are publicly traded or their fair value can otherwise be measured reliably.

### Debtors and creditors receivable / payable within one year

Debtors and creditors with no stated interest rate and receivable or payable within one year are recorded at transaction price. Any losses arising from impairment are recognised in expenditure.

### Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and call deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of change in value. In addition it includes cash at bank and in hand and cash balances within the investment portfolio available for investment transaction purposes.

### Operating leases

Rentals payable under operating leases are charged in the statement of financial activities on a straight line basis over the lease term.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## ACCOUNTING POLICIES

---

### **Fund accounting**

Unrestricted funds are available for use at the discretion of the trustees in furtherance of the general objectives of the Charity 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 Charity for particular purposes. The cost 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.

Further details of each fund are disclosed in Note 19.

### **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.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## NOTES TO THE FINANCIAL STATEMENTS

### 1. Donations and legacies

	Unrestricted Funds £	Restricted Funds £	2025 Total Funds £	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £
Donations and grants	2,700	41,215	43,915	4,200	37,330	41,530
Royalties	9,330	-	9,330	7,855	-	7,855
Membership	1,550	-	1,550	1,400	-	1,400
	<u>13,580</u>	<u>41,215</u>	<u>54,795</u>	<u>13,455</u>	<u>37,330</u>	<u>50,785</u>

### 2. Income from investments

	Unrestricted Funds £	Restricted Funds £	2025 Total Funds £	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £
Income from investment holdings	169,723	-	169,723	202,285	-	202,285
	<u>169,723</u>	<u>-</u>	<u>169,723</u>	<u>202,285</u>	<u>-</u>	<u>202,285</u>

### 3. Income from charitable activities

	Unrestricted Funds £	Restricted Funds £	2025 Total Funds £	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £
UK Sail Training Conference fees	4,310	-	4,310	4,030	-	4,030
Post conference meals	1,002	-	1,002	915	-	915
Training	3,300	-	3,300	2,953	-	2,953
Small Ships Race	-	-	-	940	-	940
	<u>8,612</u>	<u>-</u>	<u>8,612</u>	<u>8,838</u>	<u>-</u>	<u>8,838</u>

### 4. Raising funds - Investment management fees

	Unrestricted Funds £	Restricted Funds £	2025 Total Funds £	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £
Investment management fees	43,609	-	43,609	43,137	-	43,137
	<u>43,609</u>	<u>-</u>	<u>43,609</u>	<u>43,137</u>	<u>-</u>	<u>43,137</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## NOTES TO THE FINANCIAL STATEMENTS

### 5. Charitable activities

	Unrestricted Funds £	Restricted Funds £	2025 Total Funds £	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £
Hammond Innes grants (see note 7)	117,289	-	117,289	120,001	-	120,001
Trinity House grants (see note 7)	-	22,754	22,754	-	18,418	18,418
Other grants (see note 7)	-	-	-	1,277	-	1,277
<b>Total grants</b>	<b>117,289</b>	<b>22,754</b>	<b>140,043</b>	<b>121,278</b>	<b>18,418</b>	<b>139,696</b>
Race and event costs	7,513	10,021	17,534	20,926	16,756	37,682
Instruction and training	4,525	-	4,525	6,110	-	6,110
Support costs (see note 6)	198,795	-	198,795	128,866	-	128,866
Governance costs (see note 8)	6,815	-	6,815	6,811	-	6,811
<b>Other charitable activities</b>	<b>217,648</b>	<b>10,021</b>	<b>227,669</b>	<b>162,713</b>	<b>16,756</b>	<b>179,469</b>
	<b>334,937</b>	<b>32,775</b>	<b>367,712</b>	<b>283,991</b>	<b>35,174</b>	<b>319,165</b>

### 6. Support costs

	Unrestricted Funds £	Restricted Funds £	2025 Total Funds £	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £
Wages and salaries (see note 10)	93,430	-	93,430	77,758	-	77,758
Staff training	-	-	-	20	-	20
Insurance	4,237	-	4,237	4,171	-	4,171
Office costs	8,460	-	8,460	6,509	-	6,509
Travel and subsistence	7,933	-	7,933	5,084	-	5,084
Conference and membership fees	613	-	613	1,029	-	1,029
Communications Strategy and Event Costs	26,379	-	26,379	22,750	-	22,750
Bank charges	113	-	113	228	-	228
Repairs and maintenance	260	-	260	10	-	10
Postage and stationery	1,361	-	1,361	531	-	531
Storage	727	-	727	-	-	-
Advertising and marketing	1,711	-	1,711	2,175	-	2,175
Other accountancy	5,821	-	5,821	4,016	-	4,016
Miscellaneous expenditure	1,645	-	1,645	3,384	-	3,384
Freelance costs	44,620	-	44,620	-	-	-
DBS admin costs	372	-	372	-	-	-
Loss on disposal of fixed assets	166	-	166	50	-	50
Depreciation	947	-	947	1,151	-	1,151
	<b>198,795</b>	<b>-</b>	<b>198,795</b>	<b>128,866</b>	<b>-</b>	<b>128,866</b>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## NOTES TO THE FINANCIAL STATEMENTS

### 7. Analysis of grants

	Unrestricted Funds £	Restricted Funds £	2025 Total Funds £	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £
Grants to institutions - HI Bursaries <sup>1</sup>						
Boleh Trust	813	-	813	744	-	744
Cat Zero	966	-	966	668	-	668
Challenge Wales	3,275	-	3,275	2,360	-	2,360
Cirdan Sailing Trust	4,457	-	4,457	4,909	-	4,909
Combined Cadet Force	1,012	-	1,012	1,762	-	1,762
Dauntsey's School	3,206	-	3,206	2,814	-	2,814
Discovery Sailing Project	3,956	-	3,956	3,604	-	3,604
East Coast Sail Trust	848	-	848	948	-	948
Ellen MacArthur Cancer Trust	5,797	-	5,797	5,079	-	5,079
Excelsior Trust	2,096	-	2,096	972	-	972
Gordonstoun School	4,555	-	4,555	4,389	-	4,389
Gwennili Trust	1,507	-	1,507	2,343	-	2,343
Island Trust	4,052	-	4,052	5,310	-	5,310
Jubilee Sailing Trust	-	-	-	-	-	-
Marine Society and Sea Cadets	18,540	-	18,540	18,000	-	18,000
Maybe Sailing	2,194	-	2,194	2,134	-	2,134
Morning Star Trust	4,298	-	4,298	3,534	-	3,534
Morvargh Sailing Project	1,447	-	1,447	1,609	-	1,609
Ocean Youth Trust North	3,009	-	3,009	3,832	-	3,832
Ocean Youth Trust Scotland	10,429	-	10,429	8,967	-	8,967
Ocean Youth Trust South	5,811	-	5,811	4,756	-	4,756
Offshore	2,049	-	2,049	2,277	-	2,277
Pioneer Sailing Trust	1,921	-	1,921	1,451	-	1,451
Rona Sailing Project	9,682	-	9,682	8,967	-	8,967
Sailing Tectona	-	-	-	797	-	797
Sea Change Sailing Trust	1,127	-	1,127	979	-	979
Seas Your Future	-	-	-	7,456	-	7,456
Swan Trust	334	-	334	987	-	987
Tall Ships Youth Trust	18,540	-	18,540	16,883	-	16,883
UKSA	1,368	-	1,368	1,470	-	1,470
	<u>117,289</u>	<u>-</u>	<u>117,289</u>	<u>120,001</u>	<u>-</u>	<u>120,001</u>
Other grants						
To individuals						
Trinity House <sup>2</sup>	-	22,754	22,754	-	18,418	18,418
Other - International exchanges	-	-	-	1,277	-	1,277
	<u>-</u>	<u>22,754</u>	<u>22,754</u>	<u>1,277</u>	<u>-</u>	<u>19,695</u>
	<u>117,289</u>	<u>22,754</u>	<u>140,043</u>	<u>121,278</u>	<u>18,418</u>	<u>139,696</u>

<sup>1</sup> HI Bursaries

Hammond Innes Bursaries to provide opportunities for young people and those with disabilities, or training for staff and volunteers.

<sup>2</sup> Trinity House

Grants to fund training for individuals

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## NOTES TO THE FINANCIAL STATEMENTS

### 8. Governance costs

	Unrestricted Funds £	Restricted Funds £	2025 Total Funds £	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £
Auditors remuneration	3,840	-	3,840	3,840	-	3,840
Trustees' travel expenses	2,975	-	2,975	2,971	-	2,971
	<u>6,815</u>	<u>-</u>	<u>6,815</u>	<u>6,811</u>	<u>-</u>	<u>6,811</u>

### 9. Auditors' remuneration

	Unrestricted Funds £	Restricted Funds £	2025 Total Funds £	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £
Audit	3,840	-	3,840	3,840	-	3,840
Accounting services	5,821	-	5,821	4,016	-	4,016

### 10. Wages and salary cost

	2025 Total Funds £	2024 Total Funds £
Gross wages	84,360	70,003
Employer's national insurance costs (inclusive of employer national insurance allowance)	2,319	2,155
Employer's pension contributions	6,749	5,600
Other benefits	-	-
	<u>93,428</u>	<u>77,758</u>

There were no employees with emoluments (excluding employer pension costs) above £60,000 in this or the preceding year

	2025	2024
The average number of employees analysed by function was:		
Administration of charitable activities	<u>3</u>	<u>2</u>
The number of employees to whom pension contributions are accruing:		
Administration of charitable activities	<u>3</u>	<u>2</u>

### 11. Related party transactions

None of the trustees received any remuneration during the year under review (2024: none). £2,975 (2024: £2,971) was reimbursed to or paid on behalf of the trustees listed on page 1 during the period under review.

During the year, the charity received a donation of £7,895 from the State Street Foundation, a related entity of State Street Bank, where Raymond Cockrem, one of the trustees, holds the position of Senior Vice President. In addition, the charity has invested funds within SDPR Series Trust S&P 500 ETF, which is managed by State Street, the carrying value of amounts invested within this fund at the year end was £645,346 (2024: £552,135). The trustees outsource investment management to Rathbones, and the trustees are not involved in the day-to-day investment decision making process.

The charity's key management personnel (set out on page 1) received employee benefits totalling £53,014 (2024: £47,628) consisting of gross pay and employer's pension contributions. Travel and subsistence costs of £7,068 (2024: £5,028) were reimbursed to or paid on behalf of the charity's key management personnel during the year under review.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## NOTES TO THE FINANCIAL STATEMENTS

### 12. Tangible fixed assets

	Leasehold property £	Office equipment £	Total £
<i>Cost</i>			
At 1 November 2024	61,293	3,058	64,351
Additions	-	-	-
Disposals	-	(3,058)	(3,058)
Transfer out (see note 14)	(61,293)	-	(61,293)
At 31 October 2025	<u>-</u>	<u>-</u>	<u>-</u>
<i>Depreciation</i>			
Accumulated at 1 November 2024	16,020	2,781	18,801
Charge for the year	836	111	947
On disposals	-	(2,892)	(2,892)
Transfer out (see note 14)	(16,856)	-	(16,856)
At 31 October 2025	<u>-</u>	<u>-</u>	<u>-</u>
Net book value at 31 October 2025	<u>-</u>	<u>-</u>	<u>-</u>
Net book value at 31 October 2024	<u>45,273</u>	<u>277</u>	<u>45,550</u>

### 13. Fixed assets investments

	Listed investments £	Cash £	2025 Total Funds £	2024 Total Funds £
<i>Reconciliation of movement on investments</i>				
Carrying (market) value brought forward	8,825,967	215,614	9,041,581	8,279,594
Additions at cost	1,876,055	-	1,876,055	2,457,032
Disposals at carrying value	(2,089,478)	-	(2,089,478)	(2,242,626)
Gain/(Loss) on revaluation	1,092,757	-	1,092,757	561,832
Net increase/(decrease) in cash	-	(10,751)	(10,751)	(14,251)
Carrying (market) value carried forward	<u>9,705,301</u>	<u>204,863</u>	<u>9,910,164</u>	<u>9,041,581</u>
<i>Gains/(losses) on investments</i>				
Unrealised (from above)	1,092,757	-	1,092,757	561,832
Realised on disposal of fixed asset investments	(80,285)	-	(80,285)	277,007
	<u>1,012,472</u>	<u>-</u>	<u>1,012,472</u>	<u>838,839</u>
<i>The investments above are analysed as follows:</i>				
Listed investments *1	9,705,301	-	9,705,301	8,825,967
Cash or cash equivalents	-	204,863	204,863	215,614
	<u>9,705,301</u>	<u>204,863</u>	<u>9,910,164</u>	<u>9,041,581</u>

\*1 Listed investments including pooled investment vehicles which invest in listed investments.

### 14. Assets held for sale

	2025 Total Funds	2024 Total Funds
Leasehold property for sale	44,437	-
	<u>44,437</u>	<u>-</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## NOTES TO THE FINANCIAL STATEMENTS

### 15. Debtors

	2025 Total Funds £	2024 Total Funds £
Trade debtors	50	280
Other debtors	1,385	1,551
Accrued income	-	-
Prepayments	8,091	2,300
	<u>9,526</u>	<u>4,131</u>

### 16. Creditors: amounts falling due within one year

	2025 Total Funds £	2024 Total Funds £
Trade creditors	8,851	2,819
Accrued expenses	3,830	4,721
Social security	1,771	1,104
Other creditors	1,280	832
	<u>15,732</u>	<u>9,476</u>

### 17. Analysis of net assets between funds

	Unrestricted Funds £	Restricted Funds £	2025 Total Funds £	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £
Tangible fixed assets	-	-	-	45,550	-	45,550
Fixed asset investments	9,910,164	-	9,910,164	9,041,581	-	9,041,581
Current assets	35,053	37,907	72,960	25,989	29,467	55,456
Current liabilities	(15,732)	-	(15,732)	(9,476)	-	(9,476)
	<u>9,929,485</u>	<u>37,907</u>	<u>9,967,392</u>	<u>9,103,644</u>	<u>29,467</u>	<u>9,133,111</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## NOTES TO THE FINANCIAL STATEMENTS

### 18. Analysis of net movement in funds

	Year ended 31 October 2025					
	Total funds brought forward £	Total incoming resources £	Total resources expended £	Transfers between funds £	Gains and (losses) on investments £	Total funds carried forward £
<i>Restricted funds</i>						
Trinity House Bursary	24,372	21,000	(22,754)	-	-	22,618
Cowes Small Ships Race	3,076	6,500	(4,201)	-	-	5,375
Passage Small Ships Race	-	-	-	-	-	-
Meeting Costs	-	5,820	(5,820)	-	-	-
Royal Standard Maritime Trust	2,019	-	-	-	-	2,019
State Street Foundation	-	7,895	-	-	-	7,895
<b>Total restricted funds</b>	<b>29,467</b>	<b>41,215</b>	<b>(32,775)</b>	<b>-</b>	<b>-</b>	<b>37,907</b>
<i>Unrestricted funds</i>						
<i>Designated funds</i>						
Fixed Asset Reserve	45,551	-	(947)	(44,604)	-	-
	45,551	-	(947)	(44,604)	-	-
Fair Value Reserve	1,025,775	-	-	-	1,126,121	2,151,896
General Fund	8,032,318	191,915	(377,599)	44,604	(113,649)	7,777,589
<b>Unrestricted funds</b>	<b>9,058,093</b>	<b>191,915</b>	<b>(377,599)</b>	<b>44,604</b>	<b>1,012,472</b>	<b>9,929,485</b>
<b>Total unrestricted funds</b>	<b>9,103,644</b>	<b>191,915</b>	<b>(378,546)</b>	<b>-</b>	<b>1,012,472</b>	<b>9,929,485</b>
<b>Total funds</b>	<b>9,133,111</b>	<b>233,130</b>	<b>(411,321)</b>	<b>-</b>	<b>1,012,472</b>	<b>9,967,392</b>

	Year ended 31 October 2024					
	Total funds brought forward £	Total incoming resources £	Total resources expended £	Transfers between funds £	Gains and (losses) on investments £	Total funds carried forward £
<i>Restricted funds</i>						
Trinity House Bursary	21,790	21,000	(19,658)	-	-	23,132
Cowes Small Ships Race	3,502	7,750	(6,936)	-	-	4,316
Passage Small Ships Race	-	3,000	(3,000)	-	-	-
Meeting Costs	-	5,580	(5,580)	-	-	-
Royal Standard Maritime Trust	2,019	-	-	-	-	2,019
<b>Total restricted funds</b>	<b>27,311</b>	<b>37,330</b>	<b>(35,174)</b>	<b>-</b>	<b>-</b>	<b>29,467</b>
<i>Unrestricted funds</i>						
<i>Designated funds</i>						
Fixed Asset Reserve	46,752	-	(1,151)	(50)	-	45,551
	46,752	-	(1,151)	(50)	-	45,551
Fair Value Reserve	391,754	-	-	-	634,021	1,025,775
General Fund	7,928,849	224,578	(325,977)	50	204,818	8,032,318
<b>Unrestricted funds</b>	<b>8,320,603</b>	<b>224,578</b>	<b>(325,977)</b>	<b>50</b>	<b>838,839</b>	<b>9,058,093</b>
<b>Total unrestricted funds</b>	<b>8,367,355</b>	<b>224,578</b>	<b>(327,128)</b>	<b>-</b>	<b>838,839</b>	<b>9,103,644</b>
<b>Total funds</b>	<b>8,394,666</b>	<b>261,908</b>	<b>(362,302)</b>	<b>-</b>	<b>838,839</b>	<b>9,133,111</b>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## NOTES TO THE FINANCIAL STATEMENTS

---

### 19. Description of funds

Trinity House Bursary	Funds received to provide grants under the Trinity House Career Development Scheme, providing training for Sail Training staff and volunteers.
Cowes Small Ships Race	Funds received to organise and run annual small ships races at Cowes.
Passage Small Ships Race	Funds received to organise and run the small ships race between Guernsey and Poole.
Meeting costs	Funds received as a contribution to meeting costs and room hire expenses.
Royal Standard Maritime Trust	Funds received following the closure of registered charity to be spent in furtherance of the closed charity's objects.
Fixed Asset Reserve	Designated funds representing the net book value of fixed assets.
Fair Value Reserve	Representing the variance between cost and fair value of the charity's investment assets.

### 20. Pension scheme

The charity operates a defined contribution pension scheme for its employees. The total payable for the year under review was £6,749 (2024: £5,600). There were no amounts outstanding at the end of the current period or comparative financial year.

### 21. Commitments under operating lease

	2025 Total Funds £	2024 Total Funds £
At 31 October the charity had total minimum lease payments under a non-cancellable operating lease as follows:		
Not later than one year	-	607
Later than one year not later than five years	-	-
	<u>-</u>	<u>607</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## NOTES TO THE FINANCIAL STATEMENTS

---

### 21. Financial instruments

The carrying amounts of the charity's financial instruments are as follows:

	<b>2025</b>	<b>2024</b>
	<b>Total</b>	<b>Total</b>
	<b>Funds</b>	<b>Funds</b>
	<b>£</b>	<b>£</b>
<i>Financial assets</i>		
Measured at fair value through net income/(expenditure):		
Fixed asset investments	9,910,164	9,041,581
	<u>9,910,164</u>	<u>9,041,581</u>

The income, expense, net gains and net losses attributable to the charity's financial instruments are summarised as follows:

	<b>2025</b>	<b>2024</b>
	<b>Total</b>	<b>Total</b>
	<b>Funds</b>	<b>Funds</b>
	<b>£</b>	<b>£</b>
<i>Income and expense</i>		
Financial assets measured at fair value through net income/(expenditure)		
Investment income	169,723	202,285
Investment management fees	(43,609)	(43,137)
	<u>126,114</u>	<u>159,148</u>
<i>Net gains and losses (including changes in fair value)</i>		
Financial assets measured at fair value through net income/(expenditure)		
Unrealised gains/(losses) on investments	1,092,757	561,832
Realised gains/(losses) on investments	(80,285)	277,007
	<u>1,012,472</u>	<u>838,839</u>

Fixed asset investments are held at fair value with valuations obtained using closing mid-market price.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2025

## NOTES TO THE FINANCIAL STATEMENTS

### 22. Comparative statement of financial activities

	Note	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £
<b>INCOME AND ENDOWMENTS FROM:</b>				
Donations and legacies	1	13,455	37,330	50,785
Investments	2	202,285	-	202,285
Charitable activities	3	8,838	-	8,838
Other		-	-	-
<b>Total</b>		<u>224,578</u>	<u>37,330</u>	<u>261,908</u>
<b>EXPENDITURE ON:</b>				
Raising funds - Investment management costs	4	43,137	-	43,137
Charitable activities	5	283,991	35,174	319,165
<b>Total</b>		<u>327,128</u>	<u>35,174</u>	<u>362,302</u>
Net gains/(losses) on investment assets	13	838,839	-	838,839
<b>Net Income/(expenditure)</b>		736,289	2,156	738,445
<b>Transfers between funds</b>	17	-	-	-
<b>Net movement in funds</b>		<u>736,289</u>	<u>2,156</u>	<u>738,445</u>
<b>RECONCILIATION OF FUNDS</b>				
<b>Total funds brought forward</b>	17	8,367,355	27,311	8,394,666
<b>Total funds carried forward</b>	17	<u>9,103,644</u>	<u>29,467</u>	<u>9,133,111</u>

**THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS**

England & Wales - Charity number 1083059

---

# Accounts

---

# The Association of Sail Training Organisations

Limited by Guarantee

## **Trustees Report and Financial Statements**

for the year ended 31 October 2024

**Registered Charity Number 1083059  
Registered Company Number 04084476**



# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## CONTENTS

---

	<b>Page</b>
<b>Charity information</b>	<b>1</b>
<b>Trustees' report</b>	<b>3</b>
<b>Independent auditor's report</b>	<b>8</b>
<b>Statement of financial activities</b>	<b>11</b>
<b>Balance sheet</b>	<b>12</b>
<b>Accounting policies</b>	<b>13</b>
<b>Notes to the financial statements</b>	<b>16</b>

---

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## CHARITY INFORMATION

---

<b>Patron</b>	HRH The Duchess of Edinburgh GCVO
<b>President</b>	Rear Admiral J S Lang
<b>Vice President for life</b>	John H Hamilton OBE
<b>Trustees</b>	M Todd (Chair) C B Burton A J Butcher MBE R J Cockrem T J James J B H Johnson CBE H R Maywood N V Northmore D G Snelson CB
<b>Registered office</b>	Unit 10, North Meadow Royal Clarence Yard Gosport Hampshire PO12 1BP
<b>Registered charity number</b>	1083059
<b>Registered company number</b>	04084476
<b>Chief Executive and Company Secretary</b>	K J McMillan
<b>Auditor</b>	Blue Spire Limited Cawley Priory South Pallant Chichester West Sussex PO19 1SY
<b>Bankers</b>	The Co-operative Bank
<b>Investment managers</b>	Rathbones Investment Management Ltd Port of Liverpool Building Pier Head Liverpool L3 1NW
<b>Solicitors</b>	Charles Russell Speechlys LLP 5 Fleet Place London EC4M 7RD

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## CHARITY INFORMATION

---

### Full members

Boleh Trust  
Cat Zero  
Challenge Wales  
Cirdan Sailing Trust  
Dauntsey's School  
Discovery Sailing Project  
Ellen MacArthur Cancer Trust  
Excelsior Trust  
Gordonstoun School  
Island Trust  
Jubilee Sailing Trust  
Marine Society and Sea Cadets  
Morning Star Trust  
Morvargh Sailing Project  
Ocean Youth Trust North  
Ocean Youth Trust Scotland  
Ocean Youth Trust South  
Offshore  
Pioneer Sailing Trust  
Rona Sailing Project  
Sailing Tectona  
Sea Change Sailing Trust  
Seas Your Future  
Swan Trust  
Tall Ships Youth Trust

### Associate members

Combined Cadet Force  
Disabled Sailors Association  
East Coast Sail Trust  
Gwennili Trust  
Maybe Sailing  
Portsmouth Sail Training Trust  
UKSA

### Honorary members

Sail Training International  
RYA Sailability

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## TRUSTEES' REPORT

---

The trustees have pleasure in presenting their annual report, incorporating the directors' report, for the purposes of the Charities Act 2011 and Sections 415 to 419 of the Companies Act 2006, together with the accounts for the year ended 31 October 2024. The trustees have adopted the provisions of the Statement of Recommended Practice (SORP) "Accounting and Reporting by Charities" (FRS 102) in preparing the annual report and financial statements of the charity.

### STRUCTURE, GOVERNANCE AND MANAGEMENT

The Association of Sail Training Organisations (ASTO) is a charity limited by guarantee (registered company number: 04084476), incorporated on 27 September 2000 under a Memorandum and Articles of Association (as amended by special resolution 23 April 2009) and registered as a charity (registered charity number: 1083059) on 27 October 2000.

The governing document states that the Board of Directors shall consist of not less than 5 and not more than 15 persons. The directors are appointed either by the members at the AGM, or by the board in which case the director has to retire at the next AGM and may be reappointed by the members. One-third of the number of directors must retire from office (by time rotation) at each AGM but may be reappointed. The chair is appointed by the members of the board for a period of up to 3 years and upon expiry of such a period may be reappointed.

Trustees, who are also the directors for the purpose of company law, who have served during the year, and since the year-end, are listed on the charity information page. None of the trustees has any beneficial interest in the company.

The board manages the charity on behalf of its members by holding not less than three board meetings each year in addition to the Annual General Meeting. The AGM usually takes place on the same day as the annual conference in January. Other meetings are held as required.

The rules and criteria for the different types of membership are contained in ASTO's 'Regulations and Guidelines' which have been drawn up under the provision of Article 67. Sail Training organisations seeking membership are closely vetted to ensure that they meet the criteria for membership.

Members of the company guarantee to contribute £1 each in the event of a winding up. A list of members is shown on the legal and administrative page.

#### Trustee induction and training

New trustees are briefed by the Chair and Chief Executive about ASTO's role and activities. The briefing covers the activities of the charity, trustees' obligations under charity and company law, the Charity Commission's guidance on Public Benefit, content of the Memorandum and Articles of Association, the committee and decision-making process and the business plan and budget. New trustees are given a welcome pack with copies of these documents, the current Annual Report and Accounts, copies of the minutes of previous board meetings and publications including the Charity Commission's "The Essential Trustee" and the Charity Governance Code. Following the induction process, new trustees sign a declaration confirming that they are eligible to act as a trustee and where necessary ASTO conducts a Disclosure and Barring check.

#### Arrangements for setting pay

The remuneration of the charity's key management personnel is set by the trustees, with rates and increases applied by reference to pay scales in similar organisations.

#### Assessment and management of risk

The trustees regularly review the major risks affecting or which might affect ASTO. The trustees believe that these risks are mitigated by the prudent investment of ASTO's assets, the preparation and production of appropriate and audited accounts, the maintenance of suitable insurance, the obtaining of any necessary legal advice or other expert advice, and the holding of regular board and general meetings as prescribed by law. A risk register exists which identifies the major risks to which the charity is exposed and details the systems and procedures to manage these risks.

The trustees continue to monitor the standards of sea training safety of ASTO members by means of a Compliance Declaration which members must complete each year, confirming that the vessels used comply with the relevant Maritime Coastguard Agency (MCA) Code of Practice and that their certification is in date. ASTO's Chief Executive remains in close contact with member organisations to ensure that they continue to comply with the criteria for membership.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## TRUSTEES' REPORT

---

### OBJECTIVES AND ACTIVITIES

The objects for public benefit are to:

- promote the provision of opportunities for sea training under sail or power ("Sail Training");
- provide instruction to young persons and to adults with disabilities in the principles of responsibility, resourcefulness, loyalty and team endeavour; and
- advance education in the art of seamanship.

In furtherance of these objects ASTO has various powers, set out in the Memorandum of Association, amongst which are the following:

- To support and encourage Sail Training and adventure afloat generally and particularly by those otherwise unable to afford to do so by the provision of bursaries.
- To create public awareness of the opportunities available for Sail Training and adventure afloat by means of lectures, meetings, demonstrations, exhibitions, pamphlets, books and such other media as may be appropriate.
- To represent the interests and negotiate on behalf of bodies providing opportunities for Sail Training with Government departments and other appropriate bodies in all matters relating to Sail Training generally and particularly in relation to safety, classification of vessels, certification and proficiency of personnel.
- To act as a forum for all Sail Training organisations in the UK with similar objectives.

### Grant making policy

ASTO makes bursary grants to member organisations to benefit young people up to the age of 25 and adults with disabilities ('Hammond Innes bursary'). The Board of Directors considers the forecast income return in conjunction with the business plan for the following year in deciding the size of the bursary fund. Members are allocated a proportion of the total available fund on an equitable numerical basis, dependent on the number of young people or adults with disabilities they have taken to sea. The detailed distribution of grants to the final beneficiary is managed by the members. The grant allocations may also be used to defray the cost of course fees for instructors or leaders of any age to obtain necessary qualifications.

### Volunteers

ASTO continues to rely on volunteers at board level to direct the affairs of the organisation. ASTO are greatly indebted to all of our volunteers for their time commitment during 2024 which we estimate is the equivalent of one full time employee.

### The Public Benefit resulting from Sail Training

There is anecdotal evidence about the benefits that accrue from a Sail Training voyage, which is validated by academic research.

- An international study commissioned with the University of Edinburgh to assess the value of Sail Training found measurable improvements in social confidence and the ability to work with others, and that these benefits were sustained over time after the voyage had ended.
- A study carried out by the University of Sydney found that Sail Training succeeds in fostering networks and alliances which are the basis of the development of social capital. It also found that it achieves this in a shorter, more concentrated programme than other similar schemes.
- An international study into Sail Training conducted by the University of Otago in New Zealand reported that, "Sharing the pleasures, hardships and camaraderie that develop out of life at sea has a profound impact on strengthening character, fortitude and confidence. The importance of mutual respect, perseverance, responsibility and teamwork towards others and nature present a great sense of existence, self discovery and accomplishment."
- ASTO's own Theory of Change and measurement framework shows that Sail Training has a positive effect on people from all backgrounds. Surveys supporting the Theory of Change have found that:
  - 92% of surveyed trainees felt they learnt a new skill;
  - 93% said their team worked well together;
  - 91% said they had to do something important for the ship;
  - 93% learnt to stick to the ship's routine; and
  - 92% did things even though they were difficult.

These activities resulted in self-reported increases in their self-confidence, resilience, time-management, problem solving and locus of control (self-efficacy). At least some of these outcomes will be maintained over time, leading to

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## TRUSTEES' REPORT

---

young people with higher aspirations and a can-do attitude. ASTO's full Theory of Change and survey results are on the website.

### ACHIEVEMENTS AND PERFORMANCE

All of ASTO's charitable activities are undertaken in furtherance of our charitable objects and for public benefit according to the guidance set out in the Charity Commission's general guidance on public benefit. The main strategies and activities for achieving these objects in 2024 are listed below.

ASTO was able to support UK Sail Training through the following activities.

- The awarding of close to £120,000 in Hammond Innes bursaries to assist young people up to the age of 25 and adults with disabilities with their berth fees. The allocations may also be used to defray the cost of course fees for instructors or leaders of any age to obtain necessary qualifications. The bursary beneficiaries included a wide cross section of young people from all cultural, religious and social backgrounds, including many who are disadvantaged or disabled.
- The organisation of the annual UK Sail Training Conference to act as a forum for all UK stakeholders. The 2024 conference was held in person in January. The conference attracted 134 delegates from all over the UK who attended sessions including Mental Health Awareness, Maritime Apprenticeship Schemes, Crisis Communications Preparation & Response and Being Visible and Open to Under-represented Communities. ASTO is very grateful to the Portsmouth Historic Quarter Trust for providing the venue and being so supportive of the conference.
- The administration of the Trinity House Career Development Bursary Scheme to defray the costs of members' staff and volunteers gaining the necessary qualifications to progress their Sail Training careers. In 2024 bursaries were awarded to 7 candidates.
- The organisation of the annual Small Ships Race in Cowes in October in which 15 vessels and 144 young people took part. The Cowes Race provides the perfect opportunity to showcase the difference that Sail Training really can make. ASTO would like to thank the Royal London Yacht Club, the Royal Yacht Squadron, Cowes Yacht Haven and others for their support.
- The organisation of a Small Ships Race inspired by the RNLI 200<sup>th</sup> Anniversary. Thirteen vessels with 119 young people onboard raced from Guernsey to Poole. The support of the RNLI, the Lieutenant Governor, the States of Guernsey, Visit Guernsey and Guernsey Yacht Club all contributed to creating a truly memorable event. Our Patron, HRH The Duchess of Edinburgh lent her support by joining the fleet for a day in Guernsey which included sailing onboard a member vessel, meeting the young people and volunteers and attending a reception for invited guests and skippers.
- The annual members' meeting in autumn. The meeting is open to senior personnel and is an opportunity for a confidential discussion on Sail Training and associated matters of concern or interest. The 2024 meeting was again held at Trinity House and was attended by representatives of 17 member organisations.
- Working with the Royal Yachting Association (RYA) to provide Disclosure and Barring Service (DBS) services to members' potential staff and volunteers. ASTO dealt with 210 applications for criminal record checks during the year.
- Providing access to online Safeguarding courses to members at a reduced cost. ASTO also offer the RYA PPR course at a reduced cost. During the year 134 online safeguarding courses and 2 PPR courses were taken up by members.
- Ongoing liaison with the MCA and the RYA. ASTO Chair Mark Todd and ASTO President John Lang are members of the RYA Yachtmaster Qualification Panel. ASTO is very grateful to the RYA for their continued support for all Sail Training organisations.
- Recognising professionalism within Sail Training with two awards. 'Best Potential Sail Training Skipper' recognises the individual who shows the best potential for command ability, seamanship and the capability of fulfilling the youth development aims of Sail Training. 'Sail Training Vessel of the Year' recognises a member organisation for delivering the excellent Sail Training, seamanship and safety to which our sector aspires. The awards were presented at the conference in January 2024.
- Providing UK national support for Sail Training International (STI). ASTO is a founding member of STI and the ASTO Chair is the UK Country Representative on the STI Council. ASTO staff and member organisations are supporting Tall Ships Aberdeen as they prepare to host the 2025 Tall Ships Races.
- Providing support to the UK representative of the STI Youth Council.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## TRUSTEES' REPORT

---

### FINANCIAL REVIEW

Total incoming resources for the year ended 31 October 2024 were £261,908 (2023: £258,924) and the charity's principal funding sources continued to be investment income, donations and grants. Total resources expended were £362,302 (2023: £350,237) with the majority of expenditure being in the form of grants, race costs and promotional costs in furtherance of the charity's objects.

This gave rise to a deficit for the year of £100,394 (2023: £91,313) before gains on investments of £838,839 (2023 losses: £17,440).

#### Reserves policy

As at 31 October 2024, the charity's total funds amounted to £9,133,111 of which £29,467 is restricted for purposes as set out in notes 17 and 18. The level of reserves available for the charity's use (i.e. in unrestricted funds and not represented by fixed assets) was £9,058,094 (2023: £8,320,603) inclusive of investments totalling £9,041,581 (2023: £8,279,594).

The Association is heavily dependent on the income generated by its investments and therefore the trustees consider it is necessary to hold all of these investments within the charity in order to be able to generate income to fund the Association's activities. The trustees believe this level of investment is necessary to generate income to fund the Association's activities for the indefinite future.

#### Investment policy

The investment strategy of the trustees is a prudent one with the aim to maximise income whilst maintaining the value of investments in real terms. Each year the trustees withdraw from the portfolio an amount approximately equal to investment income received for the continued provision of the Hammond Innes bursaries and to cover some administrative expenses. The administrative expenses are largely fixed so the policy means bursaries are subject to annual adjustment up/down or constant depending on the income achieved and the underlying value of the investments when the directors agree the annual budget. In discussion with the investment managers the trustees have approved a risk profile for the management of the investments which is suitable for a portfolio invested for the long term and which is in line with that adopted by other charities with similar investment objectives.

During the year under review the charity's investments generated £202,285 (2023: £218,572). The portfolio grew in value from £8,279,594 to £9,041,581 in the year to 31 October 2024.

### FUNDRAISING STANDARDS INFORMATION

The charity does not solicit funds from the general public nor does it engage any third parties to act on its behalf in raising funds for the charity. As such the charity is not bound by any scheme for regulating fundraising.

### PLANS FOR THE FUTURE

Plans for achieving the objects of the charity in 2025 include:

- The development and implementation of ASTO's Communications Strategy to grow awareness of the work of the Sail Training sector and how it meets the needs of young people.
- Liaising with government agencies and partners to develop appropriate legislative and guidance frameworks that drive safety and improvement across the sector.
- Ongoing liaison with networks in the outdoor learning and youth sectors to raise the profile of Sail Training with wider audiences and stakeholder groups.
- Continuing to encourage member organisations to maintain and improve good practices.
- Running the Cowes Small Ships Race in October 2025

### STATEMENT OF TRUSTEES' RESPONSIBILITIES

The trustees 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).

The law applicable to charities in England & Wales 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 charity and of the incoming resources and application of resources of the charity for that period. In preparing these financial statements, the trustees are required to:

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## TRUSTEES' REPORT

---

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

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Charities Act 2011, the Charity (Accounts and Reports) Regulations 2008 and the provisions of the trust deed. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

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

### APPOINTMENT OF AUDITORS

The charity's auditors, Blue Spire Limited, have expressed their willingness to stand for reappointment and a resolution proposing their reappointment will be put forward at the Annual General Meeting of the charity.

### SMALL COMPANIES PROVISIONS

This report has been prepared in accordance with the small companies regime under the Companies Act 2006.

Approved by the trustees and signed on their behalf.



M Todd, Chair  
Trustee

30 January 2025

Date

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## INDEPENDENT AUDITOR'S REPORT

---

### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

We have audited the financial statements of The Association of Sail Training Organisations (the 'charitable company') for the year ended 31 October 2024 which comprise the Statement of Financial Activities, the Balance Sheet and notes to the financial statements, including 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 charitable company's affairs as at 31 October 2024, and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### 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 responsibilities for the audit of the financial statements section of our report. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC'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

In auditing the financial statements, we have concluded that the trustees' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the charitable company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue. Our responsibilities and the responsibilities of the trustees with respect to going concern are described in the relevant sections of this report.

#### Other information

The other information comprises the information included in the trustees' annual report, other than the financial statements and our auditor's report thereon. The trustees are responsible for the other information. 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. 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 course of 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 this gives rise to a material misstatement in the financial statements themselves. 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, which includes the directors' report prepared for the purposes of company law, for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report included within the trustees' report has been prepared in accordance with applicable legal requirements.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## INDEPENDENT AUDITOR'S REPORT

---

### Matters on which we are required to report by exception

In the light of the knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report included within the trustees' report. We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

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

In preparing the financial statements, the trustees are responsible for assessing the 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 charitable company or to cease operations, or have no realistic alternative but to do so.

### Auditor responsibilities for the audit of the financial statements

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.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

Based on our understanding of the Charity and the sector in which it operates, we identified the principal laws and regulations that directly affect the financial statements to be the Charities Act, Companies Act, and Employment Act. We assessed the extent of compliance with these laws and regulations as part of our procedures on the related financial statement items.

In addition, the Charity is subject to many other laws and regulations where the consequences of non-compliance could have a material effect on amounts or disclosures in the financial statements, for instance through the imposition of fines or litigation. As primarily an investment funded grantmaker there is a limitation to areas most likely to have such an effect. Auditing standards limit the required audit procedures to identify non-compliance with these laws and regulations to enquiry of the Trustees and other management and inspection of regulatory and legal correspondence if any.

Audit procedures performed by the engagement team included:

- Enquiry of management, those charged with governance around actual and potential litigation and claims;
- Enquiry of entity staff to identify any instances of non-compliance with laws and regulations;
- Reviewing minutes of meetings of those charged with governance;
- Reviewing financial statement disclosures and testing to supporting documentation to assess compliance with applicable laws and regulations.
- Performing audit work over the risk of management override of controls, including testing of journal entries and other adjustments for appropriateness, evaluating the business rationale of significant transactions outside the normal course of business and reviewing accounting estimates for bias.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## INDEPENDENT AUDITOR'S REPORT

---

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

A further description of our responsibilities is available on the FRC's website at: <https://www.frc.org.uk/auditors/audit-assurance/auditor-s-responsibilities-for-the-audit-of-the-fi/description-of-the-auditor%E2%80%99s-responsibilities-for>. 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. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.

*Blue Spire limited*

Geoffrey Frost BSc(Hons) FCA, Senior Statutory Auditor  
For and on behalf of Blue Spire Limited, Statutory Auditor

Cawley Priory  
South Pallant  
Chichester  
West Sussex  
PO19 1SY

Date 30 January 2025

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## STATEMENT OF FINANCIAL ACTIVITIES (INCLUDING INCOME AND EXPENDITURE ACCOUNT)

	Note	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £	2023 Total Funds £
<b>INCOME AND ENDOWMENTS FROM:</b>					
Donations and legacies	1	13,455	37,330	50,785	32,681
Investments	2	202,285	-	202,285	218,572
Charitable activities	3	8,838	-	8,838	7,518
Other		-	-	-	153
<b>Total</b>		<u>224,578</u>	<u>37,330</u>	<u>261,908</u>	<u>258,924</u>
<b>EXPENDITURE ON:</b>					
Raising funds - Investment management costs	4	43,137	-	43,137	40,788
Charitable activities	5	283,991	35,174	319,165	309,449
<b>Total</b>		<u>327,128</u>	<u>35,174</u>	<u>362,302</u>	<u>350,237</u>
Net gains/(losses) on investment assets	13	838,839	-	838,839	(17,440)
<b>Net Income/(expenditure)</b>		736,289	2,156	738,445	(108,753)
<b>Transfers between funds</b>	17	-	-	-	-
<b>Net movement in funds</b>		<u>736,289</u>	<u>2,156</u>	<u>738,445</u>	<u>(108,753)</u>
<b>RECONCILIATION OF FUNDS</b>					
<b>Total funds brought forward</b>	17	8,367,355	27,311	8,394,666	8,503,419
<b>Total funds carried forward</b>	17	<u>9,103,644</u>	<u>29,467</u>	<u>9,133,111</u>	<u>8,394,666</u>

The statement of financial activities includes all gains and losses recognised during the year.  
All of the above results are derived from continuing activities.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## BALANCE SHEET AS AT 31 OCTOBER 2024

	Note	2024		2023	
		£	£	£	£
<b>FIXED ASSETS</b>					
Tangible assets	12	45,550		46,752	
Investments	13	<u>9,041,581</u>		<u>8,279,594</u>	
			9,087,131		8,326,346
<b>CURRENT ASSETS</b>					
Debtors	14	4,131		2,000	
Cash at hand and in bank		<u>51,325</u>		<u>73,041</u>	
<b>Total current assets</b>		55,456		75,041	
<b>CURRENT LIABILITIES</b>					
Creditors: amounts falling due within one year	15	<u>9,476</u>		<u>6,721</u>	
<b>Net current assets/(liabilities)</b>			45,980		68,320
<b>Net assets/(liabilities)</b>			<u>9,133,111</u>		<u>8,394,666</u>
<b>THE FUNDS OF THE CHARITY</b>					
<b>Restricted funds</b>	17		29,467		27,311
Designated Funds			45,551		46,752
Fair Value Reserve			1,025,775		391,754
General Funds			<u>8,032,318</u>		<u>7,928,849</u>
<b>Unrestricted funds</b>	17		<u>9,103,644</u>		<u>8,367,355</u>
<b>Total charity funds</b>			<u>9,133,111</u>		<u>8,394,666</u>

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

The financial statements on pages 11 to 25 were approved and authorised for issue by the trustees on 30 January 2025 and signed on their behalf by:



.....  
M Todd, Chair  
Trustee

The Association of Sail Training Organisations  
Registered Charity Number 1083059  
Registered Company Number 04084476

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## ACCOUNTING POLICIES

---

### General information, scope and basis of the financial statements

The Association of Sail Training Organisations is an incorporated charity, limited by guarantee, incorporated in England with the company number 04084476. In the event of the charity being wound up, the liability in respect of the guarantee is limited to £1 per member of the charity. The address of the registered office is given in the charity information page of these financial statements. The nature of the charity's operations and principal activities are outlined in the trustees' report.

The charity constitutes a public benefit entity as defined by FRS 102. The financial statements have been prepared in accordance with 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 issued in October 2019, the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), the Charities Act 2011, the Companies Act 2006 and UK Generally Accepted Accounting Practice.

The financial statements are prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value. The financial statements are presented in sterling which is the functional currency of the charity and rounded to the nearest £.

The significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented unless otherwise stated.

### Statement of cash flows

The charity does not include a statement of cash flows on the grounds that it is applying FRS 102 Section 1A.

### Incoming resources

All incoming resources are included in the Statement of Financial Activities (SOFA) when the Charity is legally entitled to the income after any performance conditions have been met, the amount can be measured reliably and it is probable that the income will be received.

For donations to be recognised the Charity will have been notified of the amounts and the settlement date in writing. If there are conditions attached to the donation and this requires a level of performance before entitlement can be obtained then income is deferred until those conditions are fully met or the fulfilment of those conditions is within the control of the Charity and it is probable that they will be fulfilled.

Income from trading activities includes income earned from fundraising events and trading activities to raise funds for the Charity. Income is received in exchange for supplying goods and services in order to raise funds and is recognised when entitlement has occurred.

Income from government and other grants are recognised at fair value when the Charity has entitlement after any performance conditions have been met, it is probable that the income will be received and the amount can be measured reliably. If entitlement is not met then these amounts are deferred.

Investment income is earned through holding assets for investment purposes such as shares and cash deposits. It includes dividends and interest. Where it is not practicable to identify investment management costs incurred within a scheme with reasonable accuracy the investment income is reported net of these costs. It is included when the amount can be measured reliably. Interest income is recognised using the effective interest method and dividend income is recognised as the Charity's right to receive payment is established.

### Resources expended

All expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to the category. Expenditure is recognised where there is a legal or constructive obligation to make payments to third parties, it is probable that the settlement will be required and the amount of the obligation can be measured reliably. It is categorised under the following headings:

- costs of raising funds; which includes the costs of organising events and investment management fees
- expenditure on charitable activities; which includes grants made to beneficiaries and costs incurred to support those activities

Grants payable to third parties are within the charitable objectives. Where unconditional grants are offered, this is accrued as soon as the recipient is notified of the grant, as this gives rise to a reasonable expectation that the recipient will receive the grants. Where grants are conditional relating to performance then the grant is only accrued when any unfulfilled conditions are outside of the control of the Charity.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## ACCOUNTING POLICIES

---

### Resources expended (continued)

#### Support cost allocation

Support costs are those that assist the work of the Charity but do not directly represent charitable activities and include office costs, governance costs, administrative payroll costs. They are incurred directly in support of expenditure on the objects of the charity. Where support costs cannot be directly attributed to particular headings they have been allocated to cost of raising funds and expenditure on charitable activities on a basis consistent with use of the resources.

The analysis of these costs is included in Note 6.

### 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.

### Pension costs

The charity operates a defined contribution pension scheme. Contributions to the scheme are charged to the statement of financial activities on a payable basis.

### VAT

The Charity is not registered for VAT and is unable to recover VAT incurred. On this basis costs are recorded inclusive of VAT within the SOFA.

### Taxation

The charity is considered to pass the tests set out in sections 466 to 493 Corporation Tax Act 2010 (CTA 2010), as such no income tax is payable on the charity's activities.

### Fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation and accumulated impairment losses. Cost includes costs directly attributable to making the asset capable of operating as intended.

Depreciation is provided on all tangible fixed assets, at rates calculated to write off the cost, less estimated residual value, of each asset on a systematic basis over its expected useful life as follows:

Computer equipment	33⅓% straight line
Fixtures and fittings	15% straight line
Leasehold land and buildings	2% straight line (over the period of the lease)

### Fixed asset investments

Investments are recognised initially at fair value which is normally the transaction price excluding transaction costs. Subsequently, they are measured at fair value with changes recognised in 'net gains/(losses) on investments' in the SOFA if the shares are publicly traded or their fair value can otherwise be measured reliably.

### Debtors and creditors receivable / payable within one year

Debtors and creditors with no stated interest rate and receivable or payable within one year are recorded at transaction price. Any losses arising from impairment are recognised in expenditure.

### Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and call deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of change in value. In addition it includes cash at bank and in hand and cash balances within the investment portfolio available for investment transaction purposes.

### Operating leases

Rentals payable under operating leases are charged in the statement of financial activities on a straight line basis over the lease term.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## ACCOUNTING POLICIES

---

### **Fund accounting**

Unrestricted funds are available for use at the discretion of the trustees in furtherance of the general objectives of the Charity 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 Charity for particular purposes. The cost 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.

Further details of each fund are disclosed in Note 18.

### **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.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## NOTES TO THE FINANCIAL STATEMENTS

### 1. Donations and legacies

	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £
Donations and grants	4,200	37,330	41,530	11,754	10,450	22,204
Royalties	7,855	-	7,855	8,777	-	8,777
Membership	1,400	-	1,400	1,700	-	1,700
	<u>13,455</u>	<u>37,330</u>	<u>50,785</u>	<u>22,231</u>	<u>10,450</u>	<u>32,681</u>

### 2. Income from investments

	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £
Income from investment holdings	202,285	-	202,285	218,572	-	218,572
	<u>202,285</u>	<u>-</u>	<u>202,285</u>	<u>218,572</u>	<u>-</u>	<u>218,572</u>

### 3. Income from charitable activities

	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £
UK Sail Training Conference fees	4,030	-	4,030	3,370	-	3,370
Training	2,953	-	2,953	3,128	-	3,128
Small Ships Race	940	-	940	-	1,020	1,020
Small Ships Passage Races	915	-	915	-	-	-
	<u>8,838</u>	<u>-</u>	<u>8,838</u>	<u>6,498</u>	<u>1,020</u>	<u>7,518</u>

### 4. Raising funds - Investment management fees

	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £
Investment management fees	43,137	-	43,137	40,788	-	40,788
	<u>43,137</u>	<u>-</u>	<u>43,137</u>	<u>40,788</u>	<u>-</u>	<u>40,788</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## NOTES TO THE FINANCIAL STATEMENTS

### 5. Charitable activities

	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £
Hammond Innes grants (see note 7)	120,001	-	120,001	140,002	-	140,002
Trinity House grants (see note 7)	-	18,418	18,418	-	26,386	26,386
Other grants (see note 7)	1,277	-	1,277	5,480	2,000	7,480
<i>Total grants</i>	<u>121,278</u>	<u>18,418</u>	<u>139,696</u>	<u>145,482</u>	<u>28,386</u>	<u>173,868</u>
Race and event costs	20,926	16,756	37,682	10,857	6,215	17,072
Instruction and training	6,110	-	6,110	5,265	-	5,265
Support costs (see note 6)	128,866	-	128,866	107,983	-	107,983
Governance costs (see note 8)	6,811	-	6,811	5,261	-	5,261
<i>Other charitable activities</i>	<u>162,713</u>	<u>16,756</u>	<u>179,469</u>	<u>129,366</u>	<u>6,215</u>	<u>135,581</u>
	<u>283,991</u>	<u>35,174</u>	<u>319,165</u>	<u>274,848</u>	<u>34,601</u>	<u>309,449</u>

### 6. Support costs

	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £
Wages and salaries (see note 10)	77,758	-	77,758	80,627	-	80,627
Staff training	20	-	20	494	-	494
Insurance	4,171	-	4,171	2,977	-	2,977
Office costs	6,509	-	6,509	5,080	-	5,080
Travel and subsistence	5,084	-	5,084	11,488	-	11,488
Promotional materials and exhibitions	1,029	-	1,029	453	-	453
Communications Strategy and Event Costs	22,750	-	22,750	-	-	-
Bank charges	228	-	228	297	-	297
Repairs and maintenance	10	-	10	487	-	487
Postage and stationery	531	-	531	359	-	359
Advertising and marketing	2,175	-	2,175	514	-	514
Other accountancy	4,016	-	4,016	2,400	-	2,400
Miscellaneous expenditure	3,384	-	3,384	1,160	-	1,160
Loss on disposal of fixed assets	50	-	50	-	-	-
Depreciation	1,151	-	1,151	1,647	-	1,647
	<u>128,866</u>	<u>-</u>	<u>128,866</u>	<u>107,983</u>	<u>-</u>	<u>107,983</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## NOTES TO THE FINANCIAL STATEMENTS

### 7. Analysis of grants

	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £
Grants to institutions - HI Bursaries <sup>1</sup>						
Boleh Trust	744	-	744	833	-	833
Cat Zero	668	-	668	828	-	828
Challenge Wales	2,360	-	2,360	4,090	-	4,090
Cirdan Sailing Trust	4,909	-	4,909	5,083	-	5,083
Combined Cadet Force	1,762	-	1,762	4,493	-	4,493
Dauntsey's School	2,814	-	2,814	2,408	-	2,408
Discovery Sailing Project	3,604	-	3,604	4,253	-	4,253
East Coast Sail Trust	948	-	948	657	-	657
Ellen MacArthur Cancer Trust	5,079	-	5,079	5,075	-	5,075
Excelsior Trust	972	-	972	1,570	-	1,570
Gordonstoun School	4,389	-	4,389	5,211	-	5,211
Gwennili Trust	2,343	-	2,343	1,887	-	1,887
Island Trust	5,310	-	5,310	6,031	-	6,031
Jubilee Sailing Trust	-	-	-	7,200	-	7,200
Marine Society and Sea Cadets	18,000	-	18,000	21,000	-	21,000
Maybe Sailing	2,134	-	2,134	2,186	-	2,186
Morning Star Trust	3,534	-	3,534	3,321	-	3,321
Morvargh Sailing Project	1,609	-	1,609	352	-	352
Ocean Youth Trust North	3,832	-	3,832	2,691	-	2,691
Ocean Youth Trust Scotland	8,967	-	8,967	8,188	-	8,188
Ocean Youth Trust South	4,756	-	4,756	4,920	-	4,920
Offshore	2,277	-	2,277	2,016	-	2,016
Pioneer Sailing Trust	1,451	-	1,451	1,495	-	1,495
Rona Sailing Project	8,967	-	8,967	9,541	-	9,541
Sailing Tectona	797	-	797	1,220	-	1,220
Sea Change Sailing Trust	979	-	979	1,204	-	1,204
Seas Your Future	7,456	-	7,456	11,103	-	11,103
Swan Trust	987	-	987	884	-	884
Tall Ships Youth Trust	16,883	-	16,883	17,742	-	17,742
UKSA	1,470	-	1,470	2,520	-	2,520
	<u>120,001</u>	<u>-</u>	<u>120,001</u>	<u>140,002</u>	<u>-</u>	<u>140,002</u>
Other grants						
To institutions						
Other - SSR grant to Island Trust	-	-	-	-	2,000	2,000
To individuals						
Trinity House <sup>2</sup>	-	18,418	18,418	-	26,386	26,386
Other - International exchanges	1,277	-	1,277	5,480	-	5,480
	<u>1,277</u>	<u>18,418</u>	<u>19,695</u>	<u>5,480</u>	<u>26,386</u>	<u>31,866</u>
	<u>121,278</u>	<u>18,418</u>	<u>139,696</u>	<u>145,482</u>	<u>26,386</u>	<u>171,868</u>

<sup>1</sup> HI Bursaries

Hammond Innes Bursaries to provide opportunities for young people and those with disabilities, or training for staff and volunteers.

<sup>2</sup> Trinity House

Grants to fund training for individuals

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## NOTES TO THE FINANCIAL STATEMENTS

### 8. Governance costs

	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £
Auditors remuneration	3,840	-	3,840	3,840	-	3,840
Trustees' travel expenses	2,971	-	2,971	1,421	-	1,421
	<u>6,811</u>	<u>-</u>	<u>6,811</u>	<u>5,261</u>	<u>-</u>	<u>5,261</u>

### 9. Auditors' remuneration

	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £
Audit	3,840	-	3,840	3,840	-	3,840
Accounting services	4,016	-	4,016	2,400	-	2,400

### 10. Wages and salary cost

	2024 Total Funds £	2023 Total Funds £
Gross wages	70,003	71,858
Employer's national insurance costs (inclusive of employer national insurance allowance)	2,155	3,229
Employer's pension contributions	5,600	5,540
Other benefits	-	94
	<u>77,758</u>	<u>80,721</u>

There were no employees with emoluments (excluding employer pension costs) above £60,000 in this or the preceding year

	2024	2023
The average number of employees analysed by function was:		
Administration of charitable activities	<u>2</u>	<u>2</u>
The number of employees to whom pension contributions are accruing:		
Administration of charitable activities	<u>2</u>	<u>2</u>

### 11. Related party transactions

None of the trustees received any remuneration during the year under review (2023: none). £2,971 (2023: £1,421) was reimbursed to or paid on behalf of the trustees listed on page 1 during the period under review.

The charity's key management personnel (set out on page 1) received employee benefits totalling £47,628 (2023: £76,958) consisting of gross pay and employer's pension contributions. Travel and subsistence costs of £5,028 (2023: £11,044) were reimbursed to or paid on behalf of the charity's key management personnel during the year under review. In the comparative year fees were paid to the husband of a member of key management personnel totalling £500 for photography.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## NOTES TO THE FINANCIAL STATEMENTS

### 12. Tangible fixed assets

	Leasehold property £	Office equipment £	Total £
<i>Cost</i>			
At 1 November 2023	61,293	7,785	69,078
Additions	-	-	-
Disposals	-	(4,727)	(4,727)
At 31 October 2024	<u>61,293</u>	<u>3,058</u>	<u>64,351</u>
<i>Depreciation</i>			
Accumulated at 1 November 2023	15,184	7,142	22,326
Charge for the year	836	316	1,152
On disposals	-	(4,677)	(4,677)
At 31 October 2024	<u>16,020</u>	<u>2,781</u>	<u>18,801</u>
Net book value at 31 October 2024	<u>45,273</u>	<u>277</u>	<u>45,550</u>
Net book value at 31 October 2023	<u>46,109</u>	<u>643</u>	<u>46,752</u>

### 13. Fixed assets investments

	Listed investments £	Cash £	2024 Total Funds £	2023 Total Funds £
<i>Reconciliation of movement on investments</i>				
Carrying (market) value brought forward	8,049,729	229,865	8,279,594	8,379,251
Additions at cost	2,457,032	-	2,457,032	1,235,272
Disposals at carrying value	(2,242,626)	-	(2,242,626)	(1,283,472)
Gain/(Loss) on revaluation	561,832	-	561,832	47,332
Net increase/(decrease) in cash	-	(14,251)	(14,251)	(98,789)
Carrying (market) value carried forward	<u>8,825,967</u>	<u>215,614</u>	<u>9,041,581</u>	<u>8,279,594</u>
<i>Gains/(losses) on investments</i>				
Unrealised (from above)	561,832	-	561,832	47,332
Realised on disposal of fixed asset investments	277,007	-	277,007	(64,772)
	<u>838,839</u>	<u>-</u>	<u>838,839</u>	<u>(17,440)</u>
<i>The investments above are analysed as follows:</i>				
Listed investments *1	8,825,967	-	8,825,967	8,049,729
Cash or cash equivalents	-	215,614	215,614	229,865
	<u>8,825,967</u>	<u>215,614</u>	<u>9,041,581</u>	<u>8,279,594</u>

\*1 Listed investments including pooled investment vehicles which invest in listed investments.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## NOTES TO THE FINANCIAL STATEMENTS

### 14. Debtors

	2024 Total Funds £	2023 Total Funds £
Trade debtors	280	1,049
Other debtors	1,551	701
Accrued income	-	250
Prepayments	2,300	-
	<u>4,131</u>	<u>2,000</u>

### 15. Creditors: amounts falling due within one year

	2024 Total Funds £	2023 Total Funds £
Trade creditors	2,819	-
Accrued expenses	4,721	5,642
Social security	1,104	1,033
Other creditors	832	46
	<u>9,476</u>	<u>6,721</u>

### 16. Analysis of net assets between funds

	Unrestricted Funds £	Restricted Funds £	2024 Total Funds £	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £
Tangible fixed assets	45,550	-	45,550	46,752	-	46,752
Fixed asset investments	9,041,581	-	9,041,581	8,279,594	-	8,279,594
Current assets	25,989	29,467	55,456	47,730	27,311	75,041
Current liabilities	(9,476)	-	(9,476)	(6,721)	-	(6,721)
	<u>9,103,644</u>	<u>29,467</u>	<u>9,133,111</u>	<u>8,367,355</u>	<u>27,311</u>	<u>8,394,666</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## NOTES TO THE FINANCIAL STATEMENTS

### 17. Analysis of net movement in funds

	Year ended 31 October 2024					
	Total funds brought forward £	Total incoming resources £	Total resources expended £	Transfers between funds £	Gains and (losses) on investments £	Total funds carried forward £
<i>Restricted funds</i>						
Trinity House Bursary	21,790	21,000	(19,658)	-	-	23,132
Cowes Small Ships Race	3,502	7,750	(6,936)	-	-	4,316
Passage Small Ships Race	-	3,000	(3,000)	-	-	-
Meeting Costs	-	5,580	(5,580)	-	-	-
Royal Standard Maritime Trust	2,019	-	-	-	-	2,019
<b>Total restricted funds</b>	<b>27,311</b>	<b>37,330</b>	<b>(35,174)</b>	<b>-</b>	<b>-</b>	<b>29,467</b>
<i>Unrestricted funds</i>						
<i>Designated funds</i>						
Fixed Asset Reserve	46,752	-	(1,151)	(50)	-	45,551
	46,752	-	(1,151)	(50)	-	45,551
Fair Value Reserve	391,754	-	-	-	634,021	1,025,775
General Fund	7,928,849	224,578	(325,977)	50	204,818	8,032,318
<b>Unrestricted funds</b>	<b>8,320,603</b>	<b>224,578</b>	<b>(325,977)</b>	<b>50</b>	<b>838,839</b>	<b>9,058,093</b>
<b>Total unrestricted funds</b>	<b>8,367,355</b>	<b>224,578</b>	<b>(327,128)</b>	<b>-</b>	<b>838,839</b>	<b>9,103,644</b>
<b>Total funds</b>	<b>8,394,666</b>	<b>261,908</b>	<b>(362,302)</b>	<b>-</b>	<b>838,839</b>	<b>9,133,111</b>

	Year ended 31 October 2023					
	Total funds brought forward £	Total incoming resources £	Total resources expended £	Transfers between funds £	Gains and (losses) on investments £	Total funds carried forward £
<i>Restricted funds</i>						
Trinity House Bursary	48,176	-	(26,386)	-	-	21,790
Cowes Small Ships Race	247	11,470	(8,215)	-	-	3,502
Royal Standard Maritime Trust	2,019	-	-	-	-	2,019
<b>Total restricted funds</b>	<b>50,442</b>	<b>11,470</b>	<b>(34,601)</b>	<b>-</b>	<b>-</b>	<b>27,311</b>
<i>Unrestricted funds</i>						
<i>Designated funds</i>						
Fixed Asset Reserve	48,399	-	(1,647)	-	-	46,752
	48,399	-	(1,647)	-	-	46,752
Fair Value Reserve	395,142	-	-	-	(3,388)	391,754
General Fund	8,009,436	247,454	(313,989)	-	(14,052)	7,928,849
<b>Unrestricted funds</b>	<b>8,404,578</b>	<b>247,454</b>	<b>(313,989)</b>	<b>-</b>	<b>(17,440)</b>	<b>8,320,603</b>
<b>Total unrestricted funds</b>	<b>8,452,977</b>	<b>247,454</b>	<b>(315,636)</b>	<b>-</b>	<b>(17,440)</b>	<b>8,367,355</b>
<b>Total funds</b>	<b>8,503,419</b>	<b>258,924</b>	<b>(350,237)</b>	<b>-</b>	<b>(17,440)</b>	<b>8,394,666</b>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## NOTES TO THE FINANCIAL STATEMENTS

---

### 18. Description of funds

Trinity House Bursary	Funds received to provide grants under the Trinity House Career Development Scheme, providing training for Sail Training staff and volunteers.
Cowes Small Ships Race	Funds received to organise and run annual small ships races at Cowes.
Passage Small Ships Race	Funds received to organise and run the small ships race between Guernsey and Poole.
Meeting costs	Funds received as a contribution to meeting costs and room hire expenses.
Royal Standard Maritime Trust	Funds received following the closure of registered charity to be spent in furtherance of the closed charity's objects.
Fixed Asset Reserve	Designated funds representing the net book value of fixed assets.
Fair Value Reserve	Representing the variance between cost and fair value of the charity's investment assets.

### 19. Pension scheme

The charity operates a defined contribution pension scheme for its employees. The total payable for the year under review was £5,600 (2023: £5,540). There were no amounts outstanding at the end of the current period or comparative financial year.

### 20. Commitments under operating lease

	<b>2024</b>	<b>2023</b>
	<b>Total</b>	<b>Total</b>
	<b>Funds</b>	<b>Funds</b>
	<b>£</b>	<b>£</b>
At 31 October the charity had total minimum lease payments under a non-cancellable operating lease as follows:		
Not later than one year	607	607
Later than one year not later than five years	-	607
	<u>607</u>	<u>1,214</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## NOTES TO THE FINANCIAL STATEMENTS

---

### 21. Financial instruments

The carrying amounts of the charity's financial instruments are as follows:

	<b>2024</b>	<b>2023</b>
	<b>Total</b>	<b>Total</b>
	<b>Funds</b>	<b>Funds</b>
	<b>£</b>	<b>£</b>
<i>Financial assets</i>		
Measured at fair value through net income/(expenditure):		
Fixed asset investments	9,041,581	8,279,594
	<u>9,041,581</u>	<u>8,279,594</u>

The income, expense, net gains and net losses attributable to the charity's financial instruments are summarised as follows:

	<b>2024</b>	<b>2023</b>
	<b>Total</b>	<b>Total</b>
	<b>Funds</b>	<b>Funds</b>
	<b>£</b>	<b>£</b>
<i>Income and expense</i>		
Financial assets measured at fair value through net income/(expenditure)		
Investment income	202,285	218,572
Investment management fees	(43,137)	(40,788)
	<u>159,148</u>	<u>177,784</u>
<i>Net gains and losses (including changes in fair value)</i>		
Financial assets measured at fair value through net income/(expenditure)		
Unrealised gains/(losses) on investments	561,832	47,332
Realised gains/(losses) on investments	277,007	(64,772)
	<u>838,839</u>	<u>(17,440)</u>

Fixed asset investments are held at fair value with valuations obtained using closing mid-market price.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2024

## NOTES TO THE FINANCIAL STATEMENTS

### 22. Comparative statement of financial activities

	Note	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £
<b>INCOME AND ENDOWMENTS FROM:</b>				
Donations and legacies	1	22,231	10,450	32,681
Investments	2	218,572	-	218,572
Charitable activities	3	6,498	1,020	7,518
Other		153	-	153
<b>Total</b>		<b>247,454</b>	<b>11,470</b>	<b>258,924</b>
<b>EXPENDITURE ON:</b>				
Raising funds - Investment management costs	4	40,788	-	40,788
Charitable activities	5	274,848	34,601	309,449
<b>Total</b>		<b>315,636</b>	<b>34,601</b>	<b>350,237</b>
Net gains/(losses) on investment assets	13	(17,440)	-	(17,440)
<b>Net Income/(expenditure)</b>		<b>(85,622)</b>	<b>(23,131)</b>	<b>(108,753)</b>
<b>Transfers between funds</b>	17	-	-	-
<b>Net movement in funds</b>		<b>(85,622)</b>	<b>(23,131)</b>	<b>(108,753)</b>
<b>RECONCILIATION OF FUNDS</b>				
<b>Total funds brought forward</b>	17	<b>8,452,977</b>	<b>50,442</b>	<b>8,503,419</b>
<b>Total funds carried forward</b>	17	<b>8,367,355</b>	<b>27,311</b>	<b>8,394,666</b>

**THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS**

England & Wales - Charity number 1083059

---

# Accounts

---

# The Association of Sail Training Organisations

Limited by Guarantee

## **Trustees Report and Financial Statements**

for the year ended 31 October 2023

**Registered Charity Number 1083059  
Registered Company Number 04084476**



# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## CONTENTS

---

	<b>Page</b>
<b>Charity information</b>	<b>1</b>
<b>Chair's foreword</b>	<b>3</b>
<b>Trustees' report</b>	<b>4</b>
<b>Independent auditors' report</b>	<b>9</b>
<b>Statement of financial activities</b>	<b>12</b>
<b>Balance sheet</b>	<b>13</b>
<b>Accounting policies</b>	<b>14</b>
<b>Notes to the financial statements</b>	<b>17</b>

---

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## CHARITY INFORMATION

---

<b>Patron</b>	HRH The Duchess of Edinburgh GCVO
<b>President</b>	Rear Admiral J S Lang
<b>Vice President for life</b>	John H Hamilton OBE
<b>Trustees</b>	M Todd (Chair) C B Burton A J Butcher MBE R J Cockrem T J James J B H Johnson CBE H R Maywood N V Northmore D G Snelson CB
<b>Registered office</b>	Unit 10, North Meadow Royal Clarence Yard Gosport Hampshire PO12 1BP
<b>Registered charity number</b>	1083059
<b>Registered company number</b>	04084476
<b>Company secretary</b>	K J McMillan from 20.04.2023 L C Gross Mudie to 20.04.2023
<b>Auditor</b>	Blue Spire Limited Cawley Priory South Pallant Chichester West Sussex PO19 1SY
<b>Bankers</b>	The Co-operative Bank
<b>Investment managers</b>	Rathbones Investment Management Ltd Port of Liverpool Building Pier Head Liverpool L3 1NW
<b>Solicitors</b>	Charles Russell Speechlys LLP 5 Fleet Place London EC4M 7RD

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## CHARITY INFORMATION

---

### Full members

Cat Zero  
Challenge Wales  
Cirdan Sailing Trust  
Dauntsey's School  
Discovery Sailing Project  
Ellen MacArthur Cancer Trust  
Excelsior Trust  
Gordonstoun School  
Island Trust  
Jubilee Sailing Trust  
Marine Society and Sea Cadets  
Morning Star Trust  
Ocean Youth Trust North  
Ocean Youth Trust Scotland  
Ocean Youth Trust South  
Offshore  
Pioneer Sailing Trust  
Rona Sailing Project  
Sailing Tectona  
Sea Change Sailing Trust  
Seas Your Future  
Swan Trust  
Tall Ships Youth Trust

### Associate members

Boleh Trust  
Combined Cadet Force  
Disabled Sailors Association  
East Coast Sail Trust  
Gwennili Trust  
Maybe Sailing  
Morvargh Sailing Project  
Portsmouth Sail Training Trust  
UKSA

### Honorary members

Sail Training International  
RYA Sailability

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## CHAIR'S FOREWORD

---

As I write this, we are preparing for the UK Sail Training conference. This inspiring annual event is when around 120 people from across the UK Sail Training fleet come together to network, share plans, and learn about ever better ways of delivering high quality Sail Training. In 2023 we had a great mix of thought-provoking speakers from within and beyond our sector, covering a wide range of topics including mentoring young trainees and lower carbon options for vessels.

This year has seen some changes at ASTO UK Sail Training: after twelve years Lucy Grodie, General Manager, has moved to work for one of our member organisations. I thank her for the hard work she did - particularly in supporting the sector during the pandemic. I warmly welcome Kerry McMillan as our new General Manager, who brings a wealth of experience to help drive UK Sail Training forward. At this time of change the Trustees have started working with our members to develop a new strategy to ensure that UK Sail Training remains relevant, that we identify how we can best support the sector's work with young people and how we let the wider world know more about the great benefits of Sail Training experiences.

The past year has had its challenges. The Sail Training sector has been affected by the adverse economic headwinds that many organisations are experiencing. Increasing costs and challenges in fundraising and giving makes things very tough. Despite this our members delivered over 54,000 days of Sail Training to over 11,600 people. ASTO and our members are grateful for the support from our donors at a time when they may well be seeing their return on investments suffer or their disposable income fall. Likewise, we understand that when times are hard, it can be difficult to find the time to volunteer and everyone's contribution has so much more value when set against this trying backdrop. Likewise, ASTO's investments have been challenged by the market conditions. However, with careful stewardship the Trustees remain confident in ASTO's ability to continue our role in supporting and developing UK Sail Training.

It is clear that Sail Training is needed more than ever. The issues affecting young people today are well-reported: poor mental health, lack of employment opportunities, body image issues, substance abuse, the burden of materialism, negative stereotyping, the pressures of social media, family problems - not to mention the uncertainty of the world we live in. The benefits of being outside and "blue health" – the positive impact of time spent by the water - are becoming increasingly well known. Sail Training has a real role in helping young people cope and develop skills to create a positive future. I couldn't put it better than the words of a young person after sailing with one of our members about the impact that a Sail Training voyage has:

" I've learnt a lot from sailing, but sailing has also taught me a lot about myself! Before my first voyage I was naughty in school and horrible to the people around me but being on the voyage helped me to realise there's more to life than being naughty and being horrible to the people around me.

On my first voyage I got over my fear of boats, learning how to get along with people I didn't know, helping people, working as a team, and becoming the best version of myself. I also learnt that I have a passion for sailing and there was nothing to be scared of and I love it.

After the voyage I went back to school I was good and had respect for the people around me and wanted to do well. This year I started school, keeping my head down and being the best version of myself. I was kindly offered to come back and go on another voyage; I accepted the offer in a heartbeat because I love sailing.

Being on this voyage taught me a lot more about sailing and the sea! However, sailing also taught me a lot more about myself that I didn't know and now I'll keep on using the life skills I learnt in sailing. The staff taught me a lot and I'll forever be thankful for that. So, thank you for helping me be the best person I can be, you guys really did help me!"

*Mark Todd*

**M Todd, Chair**  
**Association of Sail Training Organisations**

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## TRUSTEES' REPORT

---

The trustees have pleasure in presenting their annual report, incorporating the directors' report, for the purposes of the Charities Act 2011 and Sections 415 to 419 of the Companies Act 2006, together with the accounts for the year ended 31 October 2023. The trustees have adopted the provisions of the Statement of Recommended Practice (SORP) "Accounting and Reporting by Charities" (FRS 102) in preparing the annual report and financial statements of the charity.

### STRUCTURE, GOVERNANCE AND MANAGEMENT

The Association of Sail Training Organisations (ASTO) is a charity limited by guarantee (registered company number: 04084476), incorporated on 27 September 2000 under a Memorandum and Articles of Association (as amended by special resolution 23 April 2009) and registered as a charity (registered charity number: 1083059) on 27 October 2000.

The governing document states that the Board of Directors shall consist of not less than 5 and not more than 15 persons. The directors are appointed either by the members at the AGM, or by the board in which case the director has to retire at the next AGM and may be reappointed by the members. One-third of the number of directors must retire from office (by time rotation) at each AGM but may be reappointed. The chair is appointed by the members from the board for a period of up to 3 years and upon expiry of such a period may be reappointed.

Trustees, who are also the directors for the purpose of company law, who have served during the year, and since the year-end, are listed on the charity information page. None of the trustees has any beneficial interest in the company.

The board manages the charity on behalf of its members by holding not less than three board meetings each year in addition to the Annual General Meeting. The AGM usually takes place on the same day as the annual conference in January. Other meetings are held as required.

The rules and criteria for the different types of membership are contained in ASTO's 'Regulations and Guidelines' which have been drawn up under the provision of Article 67. Sail Training organisations seeking membership are closely vetted to ensure that they meet the criteria for membership.

Members of the company guarantee to contribute £1 each in the event of a winding up. A list of members is shown on the legal and administrative page.

#### Trustee induction and training

Most new trustees are already familiar with ASTO's role and activities. New trustees are briefed at the ASTO office by the Chair and General Manager. The briefing covers the activities of the charity, trustees' obligations under charity and company law, the Charity Commission's guidance on Public Benefit, content of the Memorandum and Articles of Association, the committee and decision making process and the business plan and budget. New trustees are given a welcome pack with copies of these documents, the current Annual Report and Accounts, copies of the minutes of previous board meetings and publications including the Charity Commission's "The Essential Trustee" and the Charity Governance Code. Following the induction process, new trustees sign a declaration confirming that they are eligible to act as a trustee and where necessary ASTO conducts a Disclosure and Barring check.

#### Arrangements for setting pay

The remuneration of the charity's key management personnel is set by the trustees, with rates and increases applied by reference to pay scales in similar organisations.

#### Assessment and management of risk

The trustees regularly review the major risks affecting or which might affect ASTO. The trustees believe that these risks are mitigated by the prudent investment of ASTO's assets, the preparation and production of appropriate and audited accounts, the maintenance of suitable insurance, the obtaining of any necessary legal advice or other expert advice, and the holding of regular board and general meetings as prescribed by law. A risk register exists which identifies the major risks to which the charity is exposed and details the systems and procedures to manage these risks.

The trustees continue to monitor the standards of sea training safety of ASTO members by means of a Compliance Declaration which members have to complete each year, confirming that the vessels used comply with the relevant MCA Code of Practice and that their certification is in date. ASTO's General Manager carries out review visits to members on a routine basis to ensure that they continue to comply with the criteria for membership.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## TRUSTEES' REPORT

---

### OBJECTIVES AND ACTIVITIES

The objects for public benefit are to:

- promote the provision of opportunities for sea training under sail or power ("Sail Training");
- provide instruction to young persons and to adults with disabilities in the principles of responsibility, resourcefulness, loyalty and team endeavour; and
- advance education in the art of seamanship.

In furtherance of these objects ASTO has various powers, set out in the Memorandum of Association, amongst which are the following:

- To support and encourage Sail Training and adventure afloat generally and particularly by those otherwise unable to afford to do so by the provision of bursaries.
- To create public awareness of the opportunities available for Sail Training and adventure afloat by means of lectures, meetings, demonstrations, exhibitions, pamphlets, books and such other media as may be appropriate.
- To represent the interests and negotiate on behalf of bodies providing opportunities for Sail Training with Government departments and other appropriate bodies in all matters relating to Sail Training generally and particularly in relation to safety, classification of vessels, certification and proficiency of personnel.
- To act as a forum for all Sail Training organisations in the UK with similar objectives.

### Grant making policy

ASTO makes bursary grants to member organisations to benefit young people up to the age of 25 and adults with disabilities ('Hammond Innes bursary'). The Board of Directors considers the forecast income return in conjunction with the business plan for the following year in deciding the size of the bursary fund. Members are allocated a proportion of the total available fund on an equitable numerical basis, dependent on the number of young people or vulnerable adults they have taken to sea. The detailed distribution of grants to the final beneficiary is managed by the members. The grant allocations may also be used to defray the cost of course fees for instructors or leaders of any age to obtain necessary qualifications.

### Volunteers

ASTO continues to rely on volunteers at board level to direct the affairs of the organisation. ASTO are greatly indebted to all of our volunteers for their time commitment during 2023 which we estimate is the equivalent of one full time employee.

### The Public Benefit resulting from Sail Training

There is anecdotal evidence about the benefits that accrue from a Sail Training voyage, which is validated by academic research.

- An international study commissioned with the University of Edinburgh to assess the value of Sail Training found measurable improvements in social confidence and the ability to work with others, and that these benefits were sustained over time after the voyage had ended.
- A study carried out by the University of Sydney found that Sail Training succeeds in fostering networks and alliances which are the basis of the development of social capital. It also found that it achieves this in a shorter, more concentrated programme than other similar schemes.
- An international study into Sail Training conducted by the University of Otago in New Zealand reported that, "Sharing the pleasures, hardships and camaraderie that develop out of life at sea has a profound impact on strengthening character, fortitude and confidence. The importance of mutual respect, perseverance, responsibility and teamwork towards others and nature present a great sense of existence, self discovery and accomplishment."
- ASTO's own Theory of Change and measurement framework shows that Sail Training has a positive effect on people from all backgrounds. Surveys supporting the Theory of Change have found that:
  - 92% of surveyed trainees felt they learnt a new skill;
  - 93% said their team worked well together;
  - 91% said they had to do something important for the ship;
  - 93% learnt to stick to the ships routine; and
  - 92% did things even though they were difficult.

These activities resulted in self-reported increases in their self-confidence, resilience, time-management, problem solving and locus of control (self-efficacy). At least some of these outcomes will be maintained over time, leading to

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## TRUSTEES' REPORT

---

young people with higher aspirations and a can-do attitude. ASTO's full Theory of Change and survey results are on the website.

### ACHIEVEMENTS AND PERFORMANCE

All of ASTO's charitable activities are undertaken in furtherance of our charitable objects and for public benefit according to the guidance set out in the Charity Commission's general guidance on public benefit. The main strategies and activities for achieving these objects in 2023 are listed below.

ASTO was able to support UK Sail Training through the following activities.

- The awarding of close to £140,000 in Hammond Innes bursaries to assist young people up to the age of 25 and adults with disabilities with their berth fees. The allocations may also be used to defray the cost of course fees for instructors or leaders of any age to obtain necessary qualifications. The bursary beneficiaries included a wide cross section of young people from all cultural, religious and social backgrounds, including many who are disadvantaged or disabled.
- The organisation of the annual UK Sail Training Conference to act as a forum for all UK stakeholders. The 2023 conference was held in person in January. The conference attracted 141 delegates from all over the UK who discussed topics including mentoring young sailors, promoting maritime careers and marketing and communications as well as hearing presentations on lower carbon options for vessels and cyber security. ASTO is very grateful to the Portsmouth Naval Base Property Trust for providing the venue and being so supportive of the conference.
- The administration of the Trinity House Career Development Bursary Scheme to defray the costs of members' staff and volunteers gaining the necessary qualifications to progress their Sail Training careers. In 2023 bursaries were awarded to 11 candidates.
- The organisation of the annual Small Ships Race in Cowes in October in which 17 boats and 160 young people took part. The ideal racing conditions for the 2023 race allowed for a confidence building yet competitive day on the water. ASTO would like to thank the Royal London Yacht Club, the Royal Yacht Squadron, Cowes Yacht Haven and others for their support.
- The annual members' meeting in autumn. The meeting is open to senior personnel and is an opportunity for a confidential discussion on Sail Training and associated matters of concern or interest. The 2023 meeting was again held at Trinity House and was attended by representatives of 17 member organisations.
- Acting as a Disclosure and Barring Service (DBS) umbrella body to administer applications for vetting of members' potential staff and volunteers. In March 2023 the system moved online and ASTO dealt with 272 applications for criminal record checks during the year.
- Being a member of the Outdoor Advisory Board, a new umbrella body encompassing a broad range of outdoor learning providers.
- Providing online courses to members. These include courses on safeguarding, child protection and food hygiene and can be taken for very little cost. ASTO also offer the RYA PPR course at a reduced cost. During the year 114 online courses and 14 PPR courses were taken up by members.
- Ongoing liaison with the Maritime and Coastguard Agency (MCA) and the Royal Yachting Association (RYA). ASTO Chair Mark Todd and ASTO President John Lang are members of the RYA Yachtmaster Qualification Panel. ASTO is very grateful to the RYA for their continued support for all Sail Training organisations.
- Ongoing liaison with the MCA regarding the two MCA awards for professionalism within Sail Training. 'Best Potential Sail Training Skipper' recognises the individual who shows the best potential for command ability, seamanship and the capability of fulfilling the youth development aims of Sail Training. 'Sail Training Vessel of the Year' recognises an operator for fulfilling both the Sail Training aspirations of ASTO and the seamanship and safety requirements of the MCA. The awards were presented at the conference in January 2023.
- Providing UK national support for Sail Training International (STI). ASTO is a founding member of STI and the ASTO Chair is the UK Country Representative on the STI Council. ASTO staff and member organisations attended the three UK ports in the 2023 Tall Ships Races to talk to visitors about the opportunities for getting involved in Sail Training across the UK.
- Providing support to the UK representative for the STI Youth committee.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## TRUSTEES' REPORT

---

### FINANCIAL REVIEW

Total incoming resources for the year ended 31 October 2023 were £258,924 (2022: £277,632) and the charity's principal funding sources continued to be investment income, donations and grants. Total resources expended were £350,237 (2022: £434,648) with the majority of expenditure being in the form of grants, race costs and promotional costs in furtherance of the charity's objects.

This gave rise to a deficit for the year of £91,313 (2022 deficit: £157,016) before losses on investments of £17,440 (2022 losses: £654,115).

#### Reserves policy

As at 31 October 2023, the charity's total funds amounted to £8,394,666 of which £27,311 is restricted for purposes as set out in notes 17 and 18. The level of reserves available for the charity's use (i.e. in unrestricted funds and not represented by fixed assets) was £8,320,603 (2022: £8,404,578) inclusive of investments totalling £8,279,594 (2022: £8,379,251).

The Association is heavily dependent on the income generated by its investments and therefore the trustees consider it is necessary to hold all of these investments within the charity in order to be able to generate income to fund the Association's activities. The trustees believe this level of investment is necessary to generate income to fund the Association's activities for the indefinite future.

#### Investment policy

The investment strategy of the trustees is a prudent one with the aim to maximise income whilst maintaining the value of investments in real terms. Each year the trustees withdraw from the portfolio an amount approximately equal to investment income received for the continued provision of the Hammond Innes bursaries and to cover some administrative expenses. The administrative expenses are largely fixed so the policy means bursaries are subject to annual adjustment up/down or constant depending on the income achieved and the underlying value of the investments when the directors agree the annual budget. In discussion with the investment managers the trustees have approved a risk profile for the management of the investments which is suitable for a portfolio invested for the long term and which is in line with that adopted by other charities with similar investment objectives.

During the year under review the charity's investments generated £218,572 (2022: £220,492). The portfolio shrank in value from £8,379,251 to £8,279,594 in the year to 31 October 2023.

### FUNDRAISING STANDARDS INFORMATION

The charity does not solicit funds from the general public nor does it engage any third parties to act on its behalf in raising funds for the charity. As such the charity is not bound by any scheme for regulating fundraising.

### PLANS FOR THE FUTURE

Strategies and activities for achieving the objects of the charity in 2024 include:

- Continued liaison with the outdoor learning sector to raise the profile of Sail Training with government agencies.
- The development of ASTO's strategy to grow awareness of the Sail Training sector and the benefits that its activities can bring.
- Further promoting the benefits of Sail Training through communications campaigns and publicity.
- Further encouraging members to measure their outcomes and improve good practice.
- The annual Cowes Small Ships' Race in autumn
- Organizing a Small Ships Race in August 2024 in support of and in partnership with the RNLI, to celebrate their bicentenary

### STATEMENT OF TRUSTEES' RESPONSIBILITIES

The trustees 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).

The law applicable to charities in England & Wales 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 charity and of the incoming resources and

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## TRUSTEES' REPORT

---

application of resources of the charity for that period. In preparing these financial statements, the trustees are required to:

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

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Charities Act 2011, the Charity (Accounts and Reports) Regulations 2008 and the provisions of the trust deed. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

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

### APPOINTMENT OF AUDITORS

The charity's auditors, Blue Spire Limited, have expressed their willingness to stand for reappointment and a resolution proposing their reappointment will be put forward at the Annual General Meeting of the charity.

### SMALL COMPANIES PROVISIONS

This report has been prepared in accordance with the small companies regime under the Companies Act 2006.

Approved by the trustees and signed on their behalf.

*Mark Todd*

25 January 2024

M Todd, Chair  
Trustee

Date

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## INDEPENDENT AUDITOR'S REPORT

---

### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

We have audited the financial statements of The Association of Sail Training Organisations (the 'charitable company') for the year ended 31 October 2023 which comprise the Statement of Financial Activities, the Balance Sheet and notes to the financial statements, including 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 charitable company's affairs as at 31 October 2023, and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### 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 responsibilities for the audit of the financial statements section of our report. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC'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

In auditing the financial statements, we have concluded that the trustees' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the charitable company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue. Our responsibilities and the responsibilities of the trustees with respect to going concern are described in the relevant sections of this report.

#### Other information

The other information comprises the information included in the trustees' annual report, other than the financial statements and our auditor's report thereon. The trustees are responsible for the other information. 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. 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 course of 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 this gives rise to a material misstatement in the financial statements themselves. 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, which includes the directors' report prepared for the purposes of company law, for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report included within the trustees' report has been prepared in accordance with applicable legal requirements.

## INDEPENDENT AUDITOR'S REPORT

---

### Matters on which we are required to report by exception

In the light of the knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report included within the trustees' report. We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

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

In preparing the financial statements, the trustees are responsible for assessing the 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 charitable company or to cease operations, or have no realistic alternative but to do so.

### Auditor responsibilities for the audit of the financial statements

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.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

Based on our understanding of the Charity and the sector in which it operates, we identified the principal laws and regulations that directly affect the financial statements to be the Charities Act, Companies Act, and Employment Act. We assessed the extent of compliance with these laws and regulations as part of our procedures on the related financial statement items.

In addition, the Charity is subject to many other laws and regulations where the consequences of non-compliance could have a material effect on amounts or disclosures in the financial statements, for instance through the imposition of fines or litigation. As primarily an investment funded grantmaker there is a limitation to areas most likely to have such an effect. Auditing standards limit the required audit procedures to identify non-compliance with these laws and regulations to enquiry of the Trustees and other management and inspection of regulatory and legal correspondence if any.

Audit procedures performed by the engagement team included:

- Enquiry of management, those charged with governance around actual and potential litigation and claims;
- Enquiry of entity staff to identify any instances of non-compliance with laws and regulations;
- Reviewing minutes of meetings of those charged with governance;
- Reviewing financial statement disclosures and testing to supporting documentation to assess compliance with applicable laws and regulations.
- Performing audit work over the risk of management override of controls, including testing of journal entries and other adjustments for appropriateness, evaluating the business rationale of significant transactions outside the normal course of business and reviewing accounting estimates for bias.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## INDEPENDENT AUDITOR'S REPORT

---

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

A further description of our responsibilities is available on the FRC's website at: <https://www.frc.org.uk/auditors/audit-assurance/auditor-s-responsibilities-for-the-audit-of-the-fi/description-of-the-auditor%E2%80%99s-responsibilities-for>. 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. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.



Geoffrey Frost BSc(Hons) FCA, Senior Statutory Auditor  
For and on behalf of Blue Spire Limited, Statutory Auditor

Cawley Priory  
South Pallant  
Chichester  
West Sussex  
PO19 1SY

Date 26 January 2024

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## STATEMENT OF FINANCIAL ACTIVITIES (INCLUDING INCOME AND EXPENDITURE ACCOUNT)

	Note	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	2022 Total Funds £
<b>INCOME AND ENDOWMENTS FROM:</b>					
Donations and legacies	1	22,231	10,450	32,681	50,211
Investments	2	218,572	-	218,572	220,492
Charitable activities	3	6,498	1,020	7,518	6,929
Other		153	-	153	-
<b>Total</b>		<u>247,454</u>	<u>11,470</u>	<u>258,924</u>	<u>277,632</u>
<b>EXPENDITURE ON:</b>					
Raising funds - Investment management costs	4	40,788	-	40,788	42,325
Charitable activities	5	274,848	34,601	309,449	392,323
<b>Total</b>		<u>315,636</u>	<u>34,601</u>	<u>350,237</u>	<u>434,648</u>
Net gains/(losses) on investment assets	13	(17,440)	-	(17,440)	(654,115)
<b>Net Income/(expenditure)</b>		(85,622)	(23,131)	(108,753)	(811,131)
<b>Transfers between funds</b>	17	-	-	-	-
<b>Net movement in funds</b>		<u>(85,622)</u>	<u>(23,131)</u>	<u>(108,753)</u>	<u>(811,131)</u>
<b>RECONCILIATION OF FUNDS</b>					
<b>Total funds brought forward</b>	17	8,452,977	50,442	8,503,419	9,314,550
<b>Total funds carried forward</b>	17	<u>8,367,355</u>	<u>27,311</u>	<u>8,394,666</u>	<u>8,503,419</u>

The statement of financial activities includes all gains and losses recognised during the year.  
All of the above results are derived from continuing activities.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## BALANCE SHEET AS AT 31 OCTOBER 2023

		2023		2022	
	Note	£	£	£	£
<b>FIXED ASSETS</b>					
Tangible assets	12	46,752		48,399	
Investments	13	<u>8,279,594</u>		<u>8,379,251</u>	
			8,326,346		8,427,650
<b>CURRENT ASSETS</b>					
Debtors	14	2,000		10,698	
Cash at hand and in bank		<u>73,041</u>		<u>73,003</u>	
<b>Total current assets</b>		75,041		83,701	
<b>CURRENT LIABILITIES</b>					
Creditors: amounts falling due within one year	15	<u>6,721</u>		<u>7,932</u>	
<b>Net current assets/(liabilities)</b>			68,320		75,769
<b>Net assets/(liabilities)</b>			<u>8,394,666</u>		<u>8,503,419</u>
<b>THE FUNDS OF THE CHARITY</b>					
<b>Restricted funds</b>	17		27,311		50,442
Designated Funds			46,752		48,399
Fair Value Reserve			391,754		395,142
General Funds			<u>7,928,849</u>		<u>8,009,436</u>
<b>Unrestricted funds</b>	17		<u>8,367,355</u>		<u>8,452,977</u>
<b>Total charity funds</b>			<u>8,394,666</u>		<u>8,503,419</u>

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

The financial statements on pages 12 to 25 were approved and authorised for issue by the trustees on 24 January 2024 and signed on their behalf by:

*Mark Todd*

.....  
M Todd, Chair  
Trustee

The Association of Sail Training Organisations  
Registered Charity Number 1083059  
Registered Company Number 04084476

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## ACCOUNTING POLICIES

---

### General information, scope and basis of the financial statements

The Association of Sail Training Organisations is an incorporated charity, limited by guarantee, incorporated in England with the company number 04084476. In the event of the charity being wound up, the liability in respect of the guarantee is limited to £1 per member of the charity. The address of the registered office is given in the charity information page of these financial statements. The nature of the charity's operations and principal activities are outlined in the trustees' report.

The charity constitutes a public benefit entity as defined by FRS 102. The financial statements have been prepared in accordance with 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 issued in October 2019, the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), the Charities Act 2011, the Companies Act 2006 and UK Generally Accepted Accounting Practice.

The financial statements are prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value. The financial statements are presented in sterling which is the functional currency of the charity and rounded to the nearest £.

The significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented unless otherwise stated.

### Statement of cash flows

The charity does not include a statement of cash flows on the grounds that it is applying FRS 102 Section 1A.

### Incoming resources

All incoming resources are included in the Statement of Financial Activities (SOFA) when the Charity is legally entitled to the income after any performance conditions have been met, the amount can be measured reliably and it is probable that the income will be received.

For donations to be recognised the Charity will have been notified of the amounts and the settlement date in writing. If there are conditions attached to the donation and this requires a level of performance before entitlement can be obtained then income is deferred until those conditions are fully met or the fulfilment of those conditions is within the control of the Charity and it is probable that they will be fulfilled.

Income from trading activities includes income earned from fundraising events and trading activities to raise funds for the Charity. Income is received in exchange for supplying goods and services in order to raise funds and is recognised when entitlement has occurred.

Income from government and other grants are recognised at fair value when the Charity has entitlement after any performance conditions have been met, it is probable that the income will be received and the amount can be measured reliably. If entitlement is not met then these amounts are deferred.

Investment income is earned through holding assets for investment purposes such as shares and cash deposits. It includes dividends and interest. Where it is not practicable to identify investment management costs incurred within a scheme with reasonable accuracy the investment income is reported net of these costs. It is included when the amount can be measured reliably. Interest income is recognised using the effective interest method and dividend income is recognised as the Charity's right to receive payment is established.

### Resources expended

All expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to the category. Expenditure is recognised where there is a legal or constructive obligation to make payments to third parties, it is probable that the settlement will be required and the amount of the obligation can be measured reliably. It is categorised under the following headings:

- costs of raising funds; which includes the costs of organising events and investment management fees
- expenditure on charitable activities; which includes grants made to beneficiaries and costs incurred to support those activities

Grants payable to third parties are within the charitable objectives. Where unconditional grants are offered, this is accrued as soon as the recipient is notified of the grant, as this gives rise to a reasonable expectation that the recipient will receive the grants. Where grants are conditional relating to performance then the grant is only accrued when any unfulfilled conditions are outside of the control of the Charity.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## ACCOUNTING POLICIES

---

### Resources expended (continued)

#### Support cost allocation

Support costs are those that assist the work of the Charity but do not directly represent charitable activities and include office costs, governance costs, administrative payroll costs. They are incurred directly in support of expenditure on the objects of the charity. Where support costs cannot be directly attributed to particular headings they have been allocated to cost of raising funds and expenditure on charitable activities on a basis consistent with use of the resources.

The analysis of these costs is included in Note 6.

### 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.

### Pension costs

The charity operates a defined contribution pension scheme. Contributions to the scheme are charged to the statement of financial activities on a payable basis.

### VAT

The Charity is not registered for VAT and is unable to recover VAT incurred. On this basis costs are recorded inclusive of VAT within the SOFA.

### Taxation

The charity is considered to pass the tests set out in sections 466 to 493 Corporation Tax Act 2010 (CTA 2010), as such no income tax is payable on the charity's activities.

### Fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation and accumulated impairment losses. Cost includes costs directly attributable to making the asset capable of operating as intended.

Depreciation is provided on all tangible fixed assets, at rates calculated to write off the cost, less estimated residual value, of each asset on a systematic basis over its expected useful life as follows:

Computer equipment	33⅓% straight line
Fixtures and fittings	15% straight line
Leasehold land and buildings	2% straight line (over the period of the lease)

### Fixed asset investments

Investments are recognised initially at fair value which is normally the transaction price excluding transaction costs. Subsequently, they are measured at fair value with changes recognised in 'net gains/(losses) on investments' in the SOFA if the shares are publicly traded or their fair value can otherwise be measured reliably.

### Debtors and creditors receivable / payable within one year

Debtors and creditors with no stated interest rate and receivable or payable within one year are recorded at transaction price. Any losses arising from impairment are recognised in expenditure.

### Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and call deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of change in value. In addition it includes cash at bank and in hand and cash balances within the investment portfolio available for investment transaction purposes.

### Operating leases

Rentals payable under operating leases are charged in the statement of financial activities on a straight line basis over the lease term.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## ACCOUNTING POLICIES

---

### **Fund accounting**

Unrestricted funds are available for use at the discretion of the trustees in furtherance of the general objectives of the Charity 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 Charity for particular purposes. The cost 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.

Further details of each fund are disclosed in Note 18.

### **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.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 1. Donations and legacies

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Donations and grants	11,754	10,450	22,204	9,191	22,950	32,141
Royalties	8,777	-	8,777	6,420	-	6,420
Membership	1,700	-	1,700	1,650	-	1,650
Legacies	-	-	-	10,000	-	10,000
	<u>22,231</u>	<u>10,450</u>	<u>32,681</u>	<u>27,261</u>	<u>22,950</u>	<u>50,211</u>

### 2. Income from investments

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Income from investment holdings	218,572	-	218,572	220,492	-	220,492
	<u>218,572</u>	<u>-</u>	<u>218,572</u>	<u>220,492</u>	<u>-</u>	<u>220,492</u>

### 3. Income from charitable activities

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
UK Sail Training Conference fees	3,370	-	3,370	3,244	-	3,244
Training	3,128	-	3,128	2,205	-	2,205
Small Ships Race	-	1,020	1,020	-	1,480	1,480
	<u>6,498</u>	<u>1,020</u>	<u>7,518</u>	<u>5,449</u>	<u>1,480</u>	<u>6,929</u>

### 4. Raising funds - Investment management fees

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Investment management fees	40,788	-	40,788	42,325	-	42,325
	<u>40,788</u>	<u>-</u>	<u>40,788</u>	<u>42,325</u>	<u>-</u>	<u>42,325</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 5. Charitable activities

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Hammond Innes grants (see note 7)	140,002	-	140,002	219,730	-	219,730
Trinity House grants (see note 7)	-	26,386	26,386	-	22,188	22,188
Other grants (see note 7)	5,480	2,000	7,480	3,433	-	3,433
<i>Total grants</i>	<u>145,482</u>	<u>28,386</u>	<u>173,868</u>	<u>223,163</u>	<u>22,188</u>	<u>245,351</u>
Race and event costs	10,857	6,215	17,072	10,019	6,042	16,061
Instruction and training	5,265	-	5,265	2,664	-	2,664
Support costs (see note 6)	107,983	-	107,983	123,760	-	123,760
Governance costs (see note 8)	5,261	-	5,261	4,487	-	4,487
<i>Other charitable activities</i>	<u>129,366</u>	<u>6,215</u>	<u>135,581</u>	<u>140,930</u>	<u>6,042</u>	<u>146,972</u>
	<u>274,848</u>	<u>34,601</u>	<u>309,449</u>	<u>364,093</u>	<u>28,230</u>	<u>392,323</u>

### 6. Support costs

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Wages and salaries (see note 10)	80,627	-	80,627	107,586	-	107,586
Life assurance and staff training	494	-	494	-	-	-
Insurance	2,977	-	2,977	2,973	-	2,973
Office costs	4,817	-	4,817	6,299	-	6,299
Travel and subsistence	11,488	-	11,488	1,939	-	1,939
Promotional materials and exhibitions	453	-	453	621	-	621
Bank charges	297	-	297	331	-	331
Repairs and maintenance	487	-	487	-	-	-
Postage and stationery	622	-	622	602	-	602
Advertising and marketing	514	-	514	690	-	690
Other accountancy	2,400	-	2,400	-	-	-
Miscellaneous expenditure	1,160	-	1,160	928	-	928
Depreciation	1,647	-	1,647	1,791	-	1,791
	<u>107,983</u>	<u>-</u>	<u>107,983</u>	<u>123,760</u>	<u>-</u>	<u>123,760</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 7. Analysis of grants

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Grants to institutions - HI Bursaries <sup>1</sup>						
Boleh Trust	833	-	833	314	-	314
Cat Zero	828	-	828	1,457	-	1,457
Challenge Wales	4,090	-	4,090	6,307	-	6,307
Cirdan Sailing Trust	5,083	-	5,083	10,673	-	10,673
Combined Cadet Force	4,493	-	4,493	7,120	-	7,120
Dauntsey's School	2,408	-	2,408	3,331	-	3,331
Discovery Sailing Project	4,253	-	4,253	5,320	-	5,320
East Coast Sail Trust	657	-	657	880	-	880
Ellen MacArthur Cancer Trust	5,075	-	5,075	7,028	-	7,028
Excelsior Trust	1,570	-	1,570	1,468	-	1,468
Gordonstoun School	5,211	-	5,211	7,131	-	7,131
Gwennili Trust	1,887	-	1,887	2,610	-	2,610
Island Trust	6,031	-	6,031	8,525	-	8,525
Jubilee Sailing Trust	7,200	-	7,200	10,399	-	10,399
Marine Society and Sea Cadets	21,000	-	21,000	38,674	-	38,674
Maybe Sailing	2,186	-	2,186	5,431	-	5,431
Morning Star Trust	3,321	-	3,321	3,682	-	3,682
Morvargh Sailing Project	352	-	352	-	-	-
Ocean Youth Trust North	2,691	-	2,691	4,129	-	4,129
Ocean Youth Trust Scotland	8,188	-	8,188	14,174	-	14,174
Ocean Youth Trust South	4,920	-	4,920	8,906	-	8,906
Offshore	2,016	-	2,016	5,020	-	5,020
Pioneer Sailing Trust	1,495	-	1,495	3,523	-	3,523
Portsmouth Sail Training Trust	-	-	-	-	-	-
Rona Sailing Project	9,541	-	9,541	18,961	-	18,961
Sea Sanctuary	-	-	-	85	-	85
Sea Change Sailing Trust	1,204	-	1,204	1,586	-	1,586
Seas Your Future	11,103	-	11,103	13,541	-	13,541
Swan Trust	884	-	884	1,194	-	1,194
Tall Ships Youth Trust	17,742	-	17,742	24,065	-	24,065
Tectona	1,220	-	1,220	3,131	-	3,131
UKSA	2,520	-	2,520	1,065	-	1,065
	<u>140,002</u>	<u>-</u>	<u>140,002</u>	<u>219,730</u>	<u>-</u>	<u>219,730</u>
Other grants						
To institutions						
Other - SSR grant to Island Trust	-	2,000	2,000	-	-	-
To individuals						
Trinity House <sup>2</sup>	-	26,386	26,386	-	22,188	22,188
Other - International exchanges	5,480	-	5,480	3,433	-	3,433
	<u>5,480</u>	<u>26,386</u>	<u>31,866</u>	<u>3,433</u>	<u>22,188</u>	<u>25,621</u>
	<u>145,482</u>	<u>26,386</u>	<u>171,868</u>	<u>223,163</u>	<u>22,188</u>	<u>245,351</u>

<sup>1</sup> HI Bursaries

Hammond Innes Bursaries to provide opportunities for young people and those with disabilities, or training for staff and volunteers.

<sup>2</sup> Trinity House

Grants to fund training for individuals

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 8. Governance costs

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Auditors remuneration	3,840	-	3,840	3,840	-	3,840
Trustees' travel expenses	1,421	-	1,421	647	-	647
	<u>5,261</u>	<u>-</u>	<u>5,261</u>	<u>4,487</u>	<u>-</u>	<u>4,487</u>

### 9. Auditors' remuneration

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Audit	3,840	-	3,840	3,840	-	3,840
Accounting services	2,400	-	2,400	-	-	-
	<u>2,400</u>	<u>-</u>	<u>2,400</u>	<u>-</u>	<u>-</u>	<u>-</u>

### 10. Wages and salary cost

	2023 Total Funds £	2022 Total Funds £
Gross wages	71,858	94,966
Employer's national insurance costs (inclusive of employer national insurance allowance)	3,229	4,881
Employer's pension contributions	5,540	7,597
Other benefits	94	142
	<u>80,721</u>	<u>107,586</u>

There were no employees with emoluments (excluding employer pension costs) above £60,000 in this or the preceding year

	2023	2022
The average number of employees analysed by function was:		
Administration of charitable activities	<u>2</u>	<u>3</u>
The number of employees to whom pension contributions are accruing:	<u>2</u>	<u>3</u>
Administration of charitable activities	<u>2</u>	<u>3</u>
	<u>2</u>	<u>3</u>

### 11. Related party transactions

None of the trustees received any remuneration during the year under review (2022: £nil). £1,421 (2022: £647) was reimbursed to or paid on behalf of the trustees listed on page 1 during the period under review.

The charity's key management personnel (set out on page 1) received employee benefits totalling £76,958 (2022: £76,382) consisting of gross pay and employer's pension contributions with £11,044 (2022: £1,371) was reimbursed to or paid on behalf of the charity's key management personnel during the year under review for travel and subsistence. In addition, fees were paid to the husband of a member of key management personnel totalling £500 (2022: £700) for photography.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 12. Tangible fixed assets

	Leasehold property £	Office equipment £	Total £
<i>Cost</i>			
At 1 November 2022	61,293	7,785	69,078
Additions	-	-	-
Disposals	-	-	-
At 31 October 2023	<u>61,293</u>	<u>7,785</u>	<u>69,078</u>
<i>Depreciation</i>			
Accumulated at 1 November 2022	14,348	6,331	20,679
Charge for the year	836	811	1,647
On disposals	-	-	-
At 31 October 2023	<u>15,184</u>	<u>7,142</u>	<u>22,326</u>
Net book value at 31 October 2023	<u>46,109</u>	<u>643</u>	<u>46,752</u>
Net book value at 31 October 2022	<u>46,945</u>	<u>1,454</u>	<u>48,399</u>

### 13. Fixed assets investments

	Listed investments £	Cash £	2023 Total Funds £	2022 Total Funds £
<i>Reconciliation of movement on investments</i>				
Carrying (market) value brought forward	8,050,597	328,654	8,379,251	9,176,419
Additions at cost	1,235,272	-	1,235,272	2,876,588
Disposals at carrying value	(1,283,472)	-	(1,283,472)	(3,429,264)
Gain/(Loss) on revaluation	47,332	-	47,332	(557,353)
Net increase/(decrease) in cash	-	(98,789)	(98,789)	312,861
Carrying (market) value carried forward	<u>8,049,729</u>	<u>229,865</u>	<u>8,279,594</u>	<u>8,379,251</u>
<i>Gains/(losses) on investments</i>				
Unrealised (from above)	47,332	-	47,332	(557,353)
Realised on disposal of fixed asset investments	(64,772)	-	(64,772)	(96,762)
	<u>(17,440)</u>	<u>-</u>	<u>(17,440)</u>	<u>(654,115)</u>
<i>The investments above are analysed as follows:</i>				
Listed investments *1	8,049,729	-	8,049,729	8,050,597
Cash or cash equivalents	-	229,865	229,865	328,654
	<u>8,049,729</u>	<u>229,865</u>	<u>8,279,594</u>	<u>8,379,251</u>

\*1 Listed investments including pooled investment vehicles which invest in listed investments.

### 14. Debtors

	2023 Total Funds £	2022 Total Funds £
Trade debtors	1,049	698
Other debtors	701	-
Accrued income	250	10,000
	<u>2,000</u>	<u>10,698</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 15. Creditors: amounts falling due within one year

	2023 Total Funds £	2022 Total Funds £
Accrued expenses	6,092	5,479
Other creditors	629	2,453
	<u>6,721</u>	<u>7,932</u>

### 16. Analysis of net assets between funds

	Unrestricted Funds £	Restricted Funds £	2023 Total Funds £	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
Tangible fixed assets	46,752	-	46,752	48,399	-	48,399
Fixed asset investments	8,279,594	-	8,279,594	8,379,251	-	8,379,251
Current assets	47,730	27,311	75,041	33,259	50,442	83,701
Current liabilities	(6,721)	-	(6,721)	(7,932)	-	(7,932)
	<u>8,367,355</u>	<u>27,311</u>	<u>8,394,666</u>	<u>8,452,977</u>	<u>50,442</u>	<u>8,503,419</u>

### 17. Analysis of net movement in funds

	Year ended 31 October 2023					Total funds carried forward £
	Total funds brought forward £	Total incoming resources £	Total resources expended £	Transfers between funds £	Gains and (losses) on investments £	
<i>Restricted funds</i>						
Trinity House Bursary	48,176	-	(26,386)	-	-	21,790
Cowes Small Ships Race	247	11,470	(8,215)	-	-	3,502
Royal Standard Maritime Trust	2,019	-	-	-	-	2,019
<i>Total restricted funds</i>	<u>50,442</u>	<u>11,470</u>	<u>(34,601)</u>	<u>-</u>	<u>-</u>	<u>27,311</u>
<i>Unrestricted funds</i>						
<i>Designated funds</i>						
Fixed asset reserve	48,399	-	(1,647)	-	-	46,752
	<u>48,399</u>	<u>-</u>	<u>(1,647)</u>	<u>-</u>	<u>-</u>	<u>46,752</u>
Fair Value Reserve	395,142	-	-	-	(3,388)	391,754
General Fund	8,009,436	247,454	(313,989)	-	(14,052)	7,928,849
<i>Unrestricted funds</i>	<u>8,404,578</u>	<u>247,454</u>	<u>(313,989)</u>	<u>-</u>	<u>(17,440)</u>	<u>8,320,603</u>
<i>Total unrestricted funds</i>	<u>8,452,977</u>	<u>247,454</u>	<u>(315,636)</u>	<u>-</u>	<u>(17,440)</u>	<u>8,367,355</u>
<b>Total funds</b>	<u>8,503,419</u>	<u>258,924</u>	<u>(350,237)</u>	<u>-</u>	<u>(17,440)</u>	<u>8,394,666</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 17. Analysis of net movement in funds (continued)

	Year ended 31 October 2022					Total funds carried forward £
	Total funds brought forward £	Total incoming resources £	Total resources expended £	Transfers between funds £	Gains and (losses) on investments £	
<i>Restricted funds</i>						
Trinity House Bursary	49,364	21,000	(22,188)	-	-	48,176
Cowes Small Ships Race	2,859	3,430	(6,042)	-	-	247
Royal Standard Maritime Trust	2,019	-	-	-	-	2,019
<b>Total restricted funds</b>	<b>54,242</b>	<b>24,430</b>	<b>(28,230)</b>	<b>-</b>	<b>-</b>	<b>50,442</b>
<i>Unrestricted funds</i>						
<i>Designated funds</i>						
Fixed asset reserve	50,053	-	(1,791)	137	-	48,399
	<u>50,053</u>	<u>-</u>	<u>(1,791)</u>	<u>137</u>	<u>-</u>	<u>48,399</u>
Fair Value Reserve	1,958,869	-	-	-	(1,563,727)	395,142
General Fund	7,251,386	253,202	(404,627)	(137)	909,612	8,009,436
<b>Unrestricted funds</b>	<b>9,210,255</b>	<b>253,202</b>	<b>(404,627)</b>	<b>(137)</b>	<b>(654,115)</b>	<b>8,404,578</b>
<b>Total unrestricted funds</b>	<b>9,260,308</b>	<b>253,202</b>	<b>(406,418)</b>	<b>-</b>	<b>(654,115)</b>	<b>8,452,977</b>
<b>Total funds</b>	<b>9,314,550</b>	<b>277,632</b>	<b>(434,648)</b>	<b>-</b>	<b>(654,115)</b>	<b>8,503,419</b>

### 18. Description of funds

Trinity House Bursary	Funds received to provide grants under the Trinity House Career Development Scheme, providing training for Sail Training staff and volunteers.
Cowes Small Ships Race	Funds received to organise and run annual small ships races at Cowes.
Royal Standard Maritime Trust	Funds received following the closure of registered charity to be spent in furtherance of the closed charity's objects.
Fixed Asset Reserve	Designated funds representing the net book value of fixed assets.
Fair Value Reserve	Representing the variance between cost and fair value of the charity's investment assets.

### 19. Pension scheme

The charity operates a defined contribution pension scheme for its employees. The total payable for the year under review was £5,540 (2022: £7,597). There were no amounts outstanding at the end of the current period or comparative financial year.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 20. Commitments under operating lease

	<b>2023</b>	<b>2022</b>
	<b>Total</b>	<b>Total</b>
	<b>Funds</b>	<b>Funds</b>
	<b>£</b>	<b>£</b>
At 31 October the charity had total minimum lease payments under a non-cancellable operating lease as follows:		
Not later than one year	607	607
Later than one year not later than five years	607	1,314
	<u>1,214</u>	<u>1,921</u>

### 22. Financial instruments

The carrying amounts of the charity's financial instruments are as follows:

	<b>2023</b>	<b>2022</b>
	<b>Total</b>	<b>Total</b>
	<b>Funds</b>	<b>Funds</b>
	<b>£</b>	<b>£</b>
<i>Financial assets</i>		
Measured at fair value through net income/(expenditure):		
Fixed asset investments	8,279,594	8,379,251
	<u>8,279,594</u>	<u>8,379,251</u>

The income, expense, net gains and net losses attributable to the charity's financial instruments are summarised as follows:

	<b>2023</b>	<b>2022</b>
	<b>Total</b>	<b>Total</b>
	<b>Funds</b>	<b>Funds</b>
	<b>£</b>	<b>£</b>
<i>Income and expense</i>		
Financial assets measured at fair value through net income/(expenditure)		
Investment income	218,572	220,492
Investment management fees	(40,788)	(42,325)
	<u>177,784</u>	<u>178,167</u>
<i>Net gains and losses (including changes in fair value)</i>		
Financial assets measured at fair value through net income/(expenditure)		
Unrealised gains/(losses) on investments	47,332	(557,353)
Realised gains/(losses) on investments	(64,772)	(96,762)
	<u>(17,440)</u>	<u>(654,115)</u>

Fixed asset investments are held at fair value with valuations obtained using closing mid-market price.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2023

## NOTES TO THE FINANCIAL STATEMENTS

### 23. Comparative statement of financial activities

	Note	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £
<b>INCOME AND ENDOWMENTS FROM:</b>				
Donations and legacies	1	27,261	22,950	50,211
Investments	2	220,492	-	220,492
Charitable activities	3	5,449	1,480	6,929
<b>Total</b>		<b>253,202</b>	<b>24,430</b>	<b>277,632</b>
<b>EXPENDITURE ON:</b>				
Raising funds - Investment management costs	4	42,325	-	42,325
Charitable activities	5	364,093	28,230	392,323
<b>Total</b>		<b>406,418</b>	<b>28,230</b>	<b>434,648</b>
Net gains/(losses) on investment assets	13	(654,115)	-	(654,115)
<b>Net Income/(expenditure)</b>		<b>(807,331)</b>	<b>(3,800)</b>	<b>(811,131)</b>
<b>Transfers between funds</b>	17	-	-	-
<b>Net movement in funds</b>		<b>(807,331)</b>	<b>(3,800)</b>	<b>(811,131)</b>
<b>RECONCILIATION OF FUNDS</b>				
<b>Total funds brought forward</b>	17	9,260,308	54,242	9,314,550
<b>Total funds carried forward</b>	17	<b>8,452,977</b>	<b>50,442</b>	<b>8,503,419</b>

**THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS**

England & Wales - Charity number 1083059

---

# Accounts

---

# The Association of Sail Training Organisations

Limited by Guarantee

## **Trustees Report and Financial Statements**

for the year ended 31 October 2022

**Registered Charity Number 1083059**  
**Registered Company Number 04084476**



# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## CONTENTS

---

	<b>Page</b>
<b>Charity information</b>	<b>1</b>
<b>Chair's foreword</b>	<b>3</b>
<b>Trustees' report</b>	<b>4</b>
<b>Independent auditors' report</b>	<b>9</b>
<b>Statement of financial activities</b>	<b>12</b>
<b>Balance sheet</b>	<b>13</b>
<b>Accounting policies</b>	<b>14</b>
<b>Notes to the financial statements</b>	<b>17</b>

---

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## CHARITY INFORMATION

---

<b>Patron</b>	HRH The Countess of Wessex GCVO
<b>President</b>	Rear Admiral J S Lang
<b>Vice President for life</b>	John H Hamilton OBE
<b>Trustees</b>	M Todd (Chair) C B Burton A J Butcher MBE R J Cockrem T J James H R Maywood N V Northmore P J Russell D G Snelson CB
<b>Registered office</b>	Unit 10, North Meadow Royal Clarence Yard Gosport Hampshire PO12 1BP
<b>Registered charity number</b>	1083059
<b>Registered company number</b>	04084476
<b>Company secretary</b>	L C Gross Mudie
<b>Auditors</b>	Blue Spire Limited Cawley Priory South Pallant Chichester West Sussex PO19 1SY
<b>Bankers</b>	The Co-operative Bank
<b>Investment managers</b>	Rathbones Investment Management Ltd Port of Liverpool Building Pier Head Liverpool L3 1NW
<b>Solicitors</b>	Charles Russell Speechlys LLP 5 Fleet Place London EC4M 7RD

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## CHARITY INFORMATION

---

### Full members

Cat Zero  
Challenge Wales  
Cirdan Sailing Trust  
Dauntsey's School  
Discovery Sailing Project  
Ellen MacArthur Cancer Trust  
Excelsior Trust  
Gordonstoun School  
Island Trust  
Jubilee Sailing Trust  
Marine Society and Sea Cadets  
Morning Star Trust  
Ocean Youth Trust North  
Ocean Youth Trust Scotland  
Ocean Youth Trust South  
Offshore  
Pioneer Sailing Trust  
Rona Sailing Project  
Sailing Tectona (full member on 8 April 2022)  
Sea Change Sailing Trust  
Seas Your Future  
Swan Trust  
Tall Ships Youth Trust

### Associate members

Boleh Trust  
Combined Cadet Force  
Disabled Sailors Association (associate member on 14 January 2022)  
East Coast Sail Trust  
Gwennili Trust  
Maybe Sailing  
Morvargh Sailing Project  
Portsmouth Sail Training Trust  
Sea Sanctuary  
UKSA

### Honorary members

Sail Training International  
RYA Sailability

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## CHAIR'S FOREWORD

---

It has been a heartening year to see all our ASTO members' vessels back on the water doing what they do best: developing and enhancing people's wellbeing. The demand - and need - for our services has never been greater. The significant negative impact which the pandemic has had on people is very clear to see: the world around us still proves to be very challenging, and UK Sail Training has a role to play in helping people cope. For some this might be by helping develop resilience; for others, allowing them a much-needed respite from illness, caring duties or a challenging home environment.

As someone who occasionally skips an ASTO members' vessels, I have seen this year how troubled many people are, as well as the benefits that can be conferred by taking part in a voyage. I know how a Sail Training voyage can help people with anxiety and confidence issues; but a voyage may also help identify families who are not coping, and we as sail trainers can flag this with other agencies. This need might not have been identified if that person had not had the opportunity to sail - and a safe space to talk about their life. It is a tribute to the sailing staff and to our member organisations that they do such valuable work.

I remain convinced, as ever, that Sail Training embodies the five steps to improve your mental and physical wellbeing as identified by New Economics Foundation, promoted by the NHS and MIND. Every one of these five steps is a natural part of a Sail Training voyage. The steps are:

1. Connect with other people
2. Be physically active
3. Take notice and pay attention to the present moment
4. Learn new skills
5. Give to others.

I think all operators have received overwhelming feedback from parents, carers and professionals on the positive effects a Sail Training voyage has had on those in their care. ASTO will continue supporting this great industry and I am proud to be Chair of an organisation whose members are doing such incredible work, whose impact is perhaps best summed up by the words from a young person who sailed this year:

"I have just had the most amazing time and met some absolutely wonderful people. I started the sailing trip numb because of personal trauma and it has definitely improved my mental health and helped me be more myself".



Mark Todd, Chair  
Association of Sail Training Organisations

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## TRUSTEES' REPORT

---

The trustees have pleasure in presenting their annual report, incorporating the directors' report, for the purposes of the Charities Act 2011 and Sections 415 to 419 of the Companies Act 2006, together with the accounts for the year ended 31 October 2022. The trustees have adopted the provisions of the Statement of Recommended Practice (SORP) "Accounting and Reporting by Charities" (FRS 102) in preparing the annual report and financial statements of the charity.

### STRUCTURE, GOVERNANCE AND MANAGEMENT

The Association of Sail Training Organisations (ASTO) is a charity limited by guarantee (registered company number: 04084476), incorporated on 27 September 2000 under a Memorandum and Articles of Association (as amended by special resolution 23 April 2009) and registered as a charity (registered charity number: 1083059) on 27 October 2000.

The governing document states that the Board of Directors shall consist of not less than 5 and not more than 15 persons. The directors are appointed either by the members at the AGM, or by the board in which case the director has to retire at the next AGM and may be reappointed by the members. One-third of the number of directors must retire from office (by time rotation) at each AGM but may be reappointed. The chair is appointed by the members from the board for a period of up to 3 years and upon expiry of such a period may be reappointed.

Trustees, who are also the directors for the purpose of company law, who have served during the year, and since the year-end, are listed on the charity information page. None of the trustees has any beneficial interest in the company.

The board manages the charity on behalf of its members by holding not less than three board meetings each year in addition to the Annual General Meeting. The AGM usually takes place on the same day as the annual conference which this year was held in March. Other meetings are held as required.

The rules and criteria for the different types of membership are contained in ASTO's 'Regulations and Guidelines' which have been drawn up under the provision of Article 67. Sail Training organisations seeking membership are closely vetted to ensure that they meet the criteria for membership.

Members of the company guarantee to contribute £1 each in the event of a winding up. A list of members is shown on the legal and administrative page.

#### Trustee induction and training

Most new trustees are already familiar with ASTO's role and activities. New trustees are briefed at the ASTO office by the Chair and General Manager. The briefing covers the activities of the charity, trustees' obligations under charity and company law, the Charity Commission's guidance on Public Benefit, content of the Memorandum and Articles of Association, the committee and decision making process and the business plan and budget. New trustees are given a welcome pack with copies of these documents, the current Annual Report and Accounts, copies of the minutes of previous board meetings and publications including the Charity Commission's "The Essential Trustee" and the Charity Governance Code. Following the induction process, new trustees sign a declaration confirming that they are eligible to act as a trustee and where necessary ASTO conducts a Disclosure and Barring check.

#### Arrangements for setting pay

The remuneration of the charity's key management personnel is set by the trustees, with rates and increases applied by reference to pay scales in similar organisations.

#### Assessment and Management of Risk

The trustees regularly review the major risks affecting or which might affect ASTO. The trustees believe that these risks are mitigated by the prudent investment of ASTO's assets, the preparation and production of appropriate and audited accounts, the maintenance of suitable insurance, the obtaining of any necessary legal advice or other expert advice, and the holding of regular board and general meetings as prescribed by law. A risk register exists which identifies the major risks to which the charity is exposed and details the systems and procedures to manage these risks.

The trustees continue to monitor the standards of sea training safety of ASTO members by means of a Compliance Declaration which members have to complete each year, confirming that the vessels used comply with the relevant

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## TRUSTEES' REPORT

---

MCA Code of Practice and that their certification is in date. ASTO's General Manager carries out review visits to members on a routine basis to ensure that they continue to comply with the criteria for membership.

### OBJECTIVES AND ACTIVITIES

The objects for public benefit are:

- to promote the provision of opportunities for sea training under sail or power ("Sail Training").
- to provide instruction to young persons and to adults with disabilities in the principles of responsibility, resourcefulness, loyalty and team endeavour, and
- to advance education in the art of seamanship.

In furtherance of these objects ASTO has various powers, set out in the Memorandum of Association, amongst which are the following:

- to support and encourage Sail Training and adventure afloat generally and particularly by those otherwise unable to afford to do so by the provision of bursaries.
- to create public awareness of the opportunities available for Sail Training and adventure afloat by means of lectures, meetings, demonstrations, exhibitions, pamphlets, books and such other media as may be appropriate.
- to represent the interests and negotiate on behalf of bodies providing opportunities for Sail Training with Government departments and other appropriate bodies in all matters relating to Sail Training generally and particularly in relation to safety, classification of vessels, certification and proficiency of personnel.
- to act as a forum for all Sail Training organisations in the UK with similar objectives.

### Grant making policy

ASTO makes bursary grants to member organisations to benefit young people up to the age of 25 and adults with disabilities ('Hammond Innes bursary'). The Board of Directors considers the forecast income return in conjunction with the business plan for the following year in deciding the size of the bursary fund. Members are allocated a proportion of the total available fund on an equitable numerical basis, dependent on the number of young people or vulnerable adults they have taken to sea. The detailed distribution of grants to the final beneficiary is managed by the members. The grant allocations may also be used to defray the cost of course fees for instructors or leaders of any age to obtain necessary qualifications.

Sailing activity returned to normal in 2022 after the Covid pandemic, and ASTO will use 2022 berth day numbers to calculate the bursary for 2023.

### Volunteers

ASTO continues to rely on volunteers at board level to direct the affairs of the organisation. ASTO are greatly indebted to all of our volunteers for their time commitment during 2022 which we estimate is the equivalent of one full time employee.

### The Public Benefit resulting from Sail Training

There is anecdotal evidence about the benefits that accrue from a Sail Training voyage, which is validated by academic research:

- an international study commissioned with the University of Edinburgh to assess the value of Sail Training found measurable improvements in social confidence and the ability to work with others, and that these benefits were sustained over time after the voyage had ended
- a study carried out by the University of Sydney found that Sail Training succeeds in fostering networks and alliances which are the basis of the development of social capital. It also found that it achieves this in a shorter, more concentrated programme than other similar schemes
- an international study into Sail Training conducted by the University of Otago in New Zealand reported that, "Sharing the pleasures, hardships and camaraderie that develop out of life at sea has a profound impact on strengthening character, fortitude and confidence. The importance of mutual respect, perseverance, responsibility and teamwork towards others and nature present a great sense of existence, self discovery and accomplishment."
- ASTO's own Theory of Change and measurement framework shows that Sail Training has a positive effect on people from all backgrounds. Surveys supporting the Theory of Change have found that
  - 92% of surveyed trainees felt they learnt a new skill
  - 93% said their team worked well together
  - 91% said they had to do something important for the ship

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## TRUSTEES' REPORT

---

- 93% learnt to stick to the ships routine and
- 92% did things even though they were difficult.

These activities resulted in self-reported increases in their self-confidence, resilience, time-management, problem solving and locus of control (self-efficacy). At least some of these outcomes will be maintained over time, leading to young people with higher aspirations and a can-do attitude. ASTO's full Theory of Change and survey results are on the website.

## ACHIEVEMENTS AND PERFORMANCE

All of ASTO's charitable activities are undertaken in furtherance of our charitable objects and for public benefit according to the guidance set out in the Charity Commission's general guidance on public benefit. The main strategies and activities for achieving these objects in 2022 are listed below.

All Covid 19 restrictions were lifted in 2022, resulting in a return to a normal sailing season for all of our members. ASTO was able to support UK Sail Training through the following activities:

- the awarding of almost £220,000 in Hammond Innes bursaries to assist young people up to the age of 25 and adults with disabilities with their berth fees. The allocations may also be used to defray the cost of course fees for instructors or leaders of any age to obtain necessary qualifications. The bursary beneficiaries included a wide cross section of young people from all cultural, religious and social backgrounds, including many who are disadvantaged or disabled.
- the organisation of the annual UK Sail Training Conference to act as a forum for all UK stakeholders. The 2022 conference was held in person in March, after Covid incidence had reduced. The conference attracted 106 Sail Trainers from all over the UK who discussed topics including diversity, mental health and safeguarding, as well as hearing presentations on conservation work ongoing in the Historic Dockyard. ASTO is very grateful to the Portsmouth Naval Base Property Trust for providing the venue and being so supportive of the conference.
- the administration of the Trinity House Career Development Bursary Scheme to defray the costs of members' staff and volunteers gaining the necessary qualifications to progress their Sail Training careers. In 2022, bursaries were awarded to 9 candidates.
- the organisation of the annual Small Ships Race in Cowes in October in which 19 boats and 150 young people took part. The 2022 race was back to its usual format including a prize giving at Cowes Yacht Haven. ASTO would like to thank the Royal London Yacht Club, the Royal Yacht Squadron, Cowes Yacht Haven and others for their support.
- the annual members' meeting in autumn. The meeting is open to CEOs and operations managers and is an opportunity for a confidential discussion on Sail Training and associated matters of concern. The 2022 meeting was again held at Trinity House and was attended by representatives of 21 member organisations.
- acting as a Disclosure and Barring Service (DBS) umbrella body to administer applications for vetting of members' potential staff and volunteers. In 2022 ASTO dealt with 235 applications for criminal record checks.
- joining as a member of the Outdoor Council, a new umbrella body encompassing other types of outdoor learning
- providing online courses to members. These include courses on safeguarding, child protection, dealing with difficult behaviour and food hygiene and can be taken for very little cost. ASTO also offer the RYA PPR course at a reduced cost. 99 online courses and 11 PPR courses were taken up by members in the year.
- continuing liaison with the Maritime and Coastguard Agency (MCA) and the Royal Yachting Association (RYA). ASTO Chair Mark Todd is a member of the RYA Yachtmaster Qualification Panel and ASTO President John Lang is also a panel member. ASTO is very grateful to the RYA for their continued support for all Sail Training organisations.
- continued liaison with the MCA regarding the awards which recognise the professionalism within Sail Training. The two MCA awards are 'Best Potential Sail Training Skipper': to reward the mate or other staff member who shows the best potential, not just for command ability and seamanship but also for the capability of fulfilling the youth development aims of Sail Training; and 'Sail Training Vessel of the Year' to reward an operator for fulfilling both the Sail Training aspirations of ASTO and the seamanship and safety requirements of the MCA. The awards were presented at the conference in March 2022.
- the development of further awards, including Social Media Star, Environmental Excellence, and Best Shorebased Staff. These were also awarded at the conference and will be an annual event.
- providing UK national support for Sail Training International (STI). ASTO is a founding member of STI

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## TRUSTEES' REPORT

---

and the ASTO Chair is the UK Country Representative on the STI Council. ASTO's General Manager Lucy Grodie is on the executive committee of the STI Small Ships Forum.

- providing support to the UK representative for the STI Youth committee. A new committee member was recruited in 2022 who will attend the next STI conferences.

## FINANCIAL REVIEW

Total incoming resources for the year ended 31 October 2022 were £277,632 (2021: £249,718) and the charity's principal funding sources continued to be investment income, donations and grants. Total resources expended were £434,648 (2021: £1,152,246) with the majority of expenditure being in the form of grants, race costs and promotional costs in furtherance of the charity's objects.

This gave rise to a deficit for the year of £157,016 (2021: £902,528) before losses on investments of £654,115 (2021 gains on investments: £1,389,058).

### Reserves policy

As at 31 October 2022, the charity's total funds amounted to £8,503,419 of which £50,442 is restricted for purposes as set out in notes 17 and 18. The level of reserves available for the charity's use (i.e. in unrestricted funds and not represented by fixed assets) was £8,404,578 (2021: £9,210,255) inclusive of investments totalling £8,379,251 (2021: £9,176,419).

The Association is heavily dependent on the income generated by its investments and therefore the trustees consider it is necessary to hold all of these investments within the charity in order to be able to generate income to fund the Association's activities. The trustees believe this level of investment is necessary to generate income to fund the Association's activities for the indefinite future.

### Investment policy

The investment strategy of the trustees is a prudent one with the aim to maximise income whilst maintaining the value of investments in real terms. Each year the trustees withdraw from the portfolio an amount approximately equal to investment income received for the continued provision of the Hammond Innes bursaries and to cover some administrative expenses. The administrative expenses are largely fixed so the policy means bursaries are subject to annual adjustment up/down or constant depending on the income achieved and the underlying value of the investments when the directors agree the annual budget in January. In discussion with the investment managers the trustees have approved a risk profile for the management of the investments which is suitable for a portfolio invested for the long term and which is in line with that adopted by other charities with similar investment objectives.

During the year under review the charity's investments generated £220,492 (2021: £204,064). The portfolio shrank in value from £9,176,419 to £8,379,251 in the year to 31 October 2022.

## FUNDRAISING STANDARDS INFORMATION

The charity does not solicit funds from the general public nor does it engage any third parties to act on its behalf in raising funds for the charity. As such the charity is not bound by any scheme for regulating fundraising.

## PLANS FOR THE FUTURE

Strategies and activities for achieving the objects of the charity in 2023 include:

- Continued liaison with the outdoor learning sector to raise the profile of Sail Training with government agencies.
- Reviewing and updating ASTO's strategy and Memorandum and Articles of Association
- Further promoting the benefits of Sail Training through social media campaigns and publicity.
- Further encouraging members to measure their outcomes and improve good practice.
- Maximising the opportunities for publicity presented by having 3 UK Tall Ships Race host ports in 2023
- The annual Cowes Small Ships' Race in autumn
- Organizing a Small Ships Race in August 2024 in support and partnership with the RNLI, to celebrate their bicentenary

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## TRUSTEES' REPORT

---

### STATEMENT OF TRUSTEES' RESPONSIBILITIES

The trustees 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).

The law applicable to charities in England & Wales 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 charity and of the incoming resources and application of resources of the charity for that period. In preparing these financial statements, the trustees are required to:

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

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Charities Act 2011, the Charity (Accounts and Reports) Regulations 2008 and the provisions of the trust deed. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

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

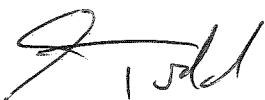
### APPOINTMENT OF AUDITORS

The charity's auditors, Blue Spire Limited, have expressed their willingness to stand for reappointment and a resolution proposing their reappointment will be put forward at the Annual General Meeting of the charity.

### SMALL COMPANIES PROVISIONS

This report has been prepared in accordance with the small companies regime under the Companies Act 2006.

Approved by the trustees and signed on their behalf.



M Todd, Chair  
Trustee

Date

26/11/23

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## INDEPENDENT AUDITOR'S REPORT

---

### INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

#### Opinion

We have audited the financial statements of The Association of Sail Training Organisations (the 'charitable company') for the year ended 31 October 2022 which comprise the Statement of Financial Activities, the Balance Sheet and notes to the financial statements, 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 charitable company's affairs as at 31 October 2022, and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### 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 charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC'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

In auditing the financial statements, we have concluded that the trustees' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the charitable company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the trustees with respect to going concern are described in the relevant sections of this report.

#### Other information

The other information comprises the information included in the Report of the Trustees, other than the financial statements and our auditor's report thereon. The trustees are responsible for the other information contained within the Report of the Trustees. 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. 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 course of 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 this gives rise to a material misstatement in the financial statements themselves. 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.

## INDEPENDENT AUDITOR'S REPORT

---

### Matters on which we are required to report by exception

In the light of our knowledge and understanding of the 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 the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of 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 statement of trustees' responsibilities, 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.

In preparing the financial statements, the trustees are responsible for assessing the 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 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

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.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The specific procedures for this engagement and the extent to which these are capable of detecting irregularities, including fraud is detailed below.

Based on our understanding of the Charity and the sector in which it operates, we identified the principal laws and regulations that directly affect the financial statements to be the Charities Act, Companies Act, and Employment Act. We assessed the extent of compliance with these laws and regulations as part of our procedures on the related financial statement items.

In addition, the Charity is subject to many other laws and regulations where the consequences of non-compliance could have a material effect on amounts or disclosures in the financial statements, for instance through the imposition of fines or litigation. As an investment and donation funded grantmaker there is a limitation to areas most likely to have such an effect. Auditing standards limit the required audit procedures to identify non-compliance with these laws and regulations to enquiry of the Trustees and other management and inspection of regulatory and legal correspondence if any.

Audit procedures performed by the engagement team included:

- Enquiry of management, those charged with governance around actual and potential litigation and claims;
- Enquiry of entity staff to identify any instances of non-compliance with laws and regulations;
- Reviewing minutes of meetings of those charged with governance;
- Reviewing financial statement disclosures and testing to supporting documentation to assess compliance with applicable laws and regulations.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## INDEPENDENT AUDITOR'S REPORT

---


- Performing audit work over the risk of management override of controls, including testing of journal entries and other adjustments for appropriateness, evaluating the business rationale of significant transactions outside the normal course of business and reviewing accounting estimates for bias.

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

A further description of our responsibilities is available on the FRC's website at: <https://www.frc.org.uk/auditors/audit-assurance/auditor-s-responsibilities-for-the-audit-of-the-fi/description-of-the-auditor%E2%80%99s-responsibilities-for> 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. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.



Geoffrey Frost BSc(Hons) FCA, Senior Statutory Auditor  
For and on behalf of Blue Spire Limited, Statutory Auditors

Cawley Priory  
South Pallant  
Chichester  
West Sussex  
PO19 1SY

Date

27/11/2023

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## STATEMENT OF FINANCIAL ACTIVITIES (INCLUDING INCOME AND EXPENDITURE ACCOUNT)

	Note	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £	2021 Total Funds £
<b>INCOME AND ENDOWMENTS FROM:</b>					
Donations and legacies	1	27,261	22,950	50,211	39,731
Investments	2	220,492	-	220,492	204,064
Charitable activities	3	5,449	1,480	6,929	2,750
Other - Furlough grants (unrestricted)		-	-	-	3,173
<b>Total</b>		<u>253,202</u>	<u>24,430</u>	<u>277,632</u>	<u>249,718</u>
<b>EXPENDITURE ON:</b>					
Raising funds - Investment management costs	4	42,325	-	42,325	42,670
Charitable activities	5	364,093	28,230	392,323	1,109,576
<b>Total</b>		<u>406,418</u>	<u>28,230</u>	<u>434,648</u>	<u>1,152,246</u>
Net gains/(losses) on investment assets	13	(654,115)	-	(654,115)	1,389,058
<b>Net Income/(expenditure)</b>		(807,331)	(3,800)	(811,131)	486,530
<b>Transfers between funds</b>	17	-	-	-	-
<b>Net movement in funds</b>		<u>(807,331)</u>	<u>(3,800)</u>	<u>(811,131)</u>	<u>486,530</u>
<b>RECONCILIATION OF FUNDS</b>					
<b>Total funds brought forward</b>	17	9,260,308	54,242	9,314,550	8,828,020
<b>Total funds carried forward</b>	17	<u>8,452,977</u>	<u>50,442</u>	<u>8,503,419</u>	<u>9,314,550</u>

The statement of financial activities includes all gains and losses recognised during the year.  
All of the above results are derived from continuing activities.


**THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS**  
 FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

**BALANCE SHEET AS AT 31 OCTOBER 2022**

	Note	2022		2021	
		£	£	£	£
<b>FIXED ASSETS</b>					
Tangible assets	12	48,399		50,053	
Investments	13	<u>8,379,251</u>		<u>9,176,419</u>	
			8,427,650		9,226,472
<b>CURRENT ASSETS</b>					
Debtors	14	10,698		-	
Cash at hand and in bank		<u>73,003</u>		<u>92,095</u>	
<b>Total current assets</b>		<u>83,701</u>		<u>92,095</u>	
<b>CURRENT LIABILITIES</b>					
Creditors: amounts falling due within one year	15	<u>7,932</u>		<u>4,017</u>	
<b>Net current assets/(liabilities)</b>			75,769		88,078
<b>Net assets/(liabilities)</b>			<u><u>8,503,419</u></u>		<u><u>9,314,550</u></u>
<b>THE FUNDS OF THE CHARITY</b>					
<b>Restricted funds</b>	17		50,442		54,242
Designated Funds			48,399		50,053
Fair Value Reserve			395,142		1,958,869
General Funds			<u>8,009,436</u>		<u>7,251,386</u>
<b>Unrestricted funds</b>	17		<u>8,452,977</u>		<u>9,260,308</u>
<b>Total charity funds</b>			<u><u>8,503,419</u></u>		<u><u>9,314,550</u></u>

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

The financial statements on pages 12 to 26 were approved and authorised for issue by the trustees on 26 January 2023 and signed on their behalf by:

  
 .....  
 M Todd, Chair  
 Trustee

The Association of Sail Training Organisations  
 Registered Charity Number 1083059  
 Registered Company Number 04084476

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## ACCOUNTING POLICIES

---

### General information, scope and basis of the financial statements

The Association of Sail Training Organisations is an incorporated charity, limited by guarantee, incorporated in England with the company number 04084476. In the event of the charity being wound up, the liability in respect of the guarantee is limited to £1 per member of the charity. The address of the registered office is given in the charity information page of these financial statements. The nature of the charity's operations and principal activities are outlined in the trustees' report.

The charity constitutes a public benefit entity as defined by FRS 102. The financial statements have been prepared in accordance with 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 issued in October 2019, the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), the Charities Act 2011, the Companies Act 2006 and UK Generally Accepted Accounting Practice.

The financial statements are prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value. The financial statements are presented in sterling which is the functional currency of the charity and rounded to the nearest £.

The significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented unless otherwise stated.

### Statement of cash flows

The charity does not include a statement of cash flows on the grounds that it is applying FRS 102 Section 1A.

### Incoming resources

All incoming resources are included in the Statement of Financial Activities (SOFA) when the Charity is legally entitled to the income after any performance conditions have been met, the amount can be measured reliably and it is probable that the income will be received.

For donations to be recognised the Charity will have been notified of the amounts and the settlement date in writing. If there are conditions attached to the donation and this requires a level of performance before entitlement can be obtained then income is deferred until those conditions are fully met or the fulfilment of those conditions is within the control of the Charity and it is probable that they will be fulfilled.

Income from trading activities includes income earned from fundraising events and trading activities to raise funds for the Charity. Income is received in exchange for supplying goods and services in order to raise funds and is recognised when entitlement has occurred.

Income from government and other grants are recognised at fair value when the Charity has entitlement after any performance conditions have been met, it is probable that the income will be received and the amount can be measured reliably. If entitlement is not met then these amounts are deferred.

Investment income is earned through holding assets for investment purposes such as shares and cash deposits. It includes dividends and interest. Where it is not practicable to identify investment management costs incurred within a scheme with reasonable accuracy the investment income is reported net of these costs. It is included when the amount can be measured reliably. Interest income is recognised using the effective interest method and dividend income is recognised as the Charity's right to receive payment is established.

### Resources expended

All expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to the category. Expenditure is recognised where there is a legal or constructive obligation to make payments to third parties, it is probable that the settlement will be required and the amount of the obligation can be measured reliably. It is categorised under the following headings:

- costs of raising funds; which includes the costs of organising events and investment management fees
- expenditure on charitable activities; which includes grants made to beneficiaries and costs incurred to support those activities

Grants payable to third parties are within the charitable objectives. Where unconditional grants are offered, this is accrued as soon as the recipient is notified of the grant, as this gives rise to a reasonable expectation that the recipient will receive the grants. Where grants are conditional relating to performance then the grant is only accrued when any unfulfilled conditions are outside of the control of the Charity.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## ACCOUNTING POLICIES

---

### Resources expended (continued)

#### *Support cost allocation*

Support costs are those that assist the work of the Charity but do not directly represent charitable activities and include office costs, governance costs, administrative payroll costs. They are incurred directly in support of expenditure on the objects of the charity. Where support costs cannot be directly attributed to particular headings they have been allocated to cost of raising funds and expenditure on charitable activities on a basis consistent with use of the resources.

The analysis of these costs is included in Note 6.

### 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.

### Pension costs

The charity operates a defined contribution pension scheme. Contributions to the scheme are charged to the statement of financial activities on a payable basis.

### VAT

The Charity is not registered for VAT and is unable to recover VAT incurred. On this basis costs are recorded inclusive of VAT within the SOFA.

### Taxation

The charity is considered to pass the tests set out in sections 466 to 493 Corporation Tax Act 2010 (CTA 2010), as such no income tax is payable on the charity's activities.

### Fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation and accumulated impairment losses. Cost includes costs directly attributable to making the asset capable of operating as intended.

Depreciation is provided on all tangible fixed assets, at rates calculated to write off the cost, less estimated residual value, of each asset on a systematic basis over its expected useful life as follows:

Computer equipment	33 $\frac{1}{3}$ % straight line
Fixtures and fittings	15% straight line
Leasehold land and buildings	2% straight line (over the period of the lease)

### Fixed asset investments

Investments are recognised initially at fair value which is normally the transaction price excluding transaction costs. Subsequently, they are measured at fair value with changes recognised in 'net gains/(losses) on investments' in the SOFA if the shares are publicly traded or their fair value can otherwise be measured reliably.

### Debtors and creditors receivable / payable within one year

Debtors and creditors with no stated interest rate and receivable or payable within one year are recorded at transaction price. Any losses arising from impairment are recognised in expenditure.

### Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and call deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of change in value. In addition it includes cash at bank and in hand and cash balances within the investment portfolio available for investment transaction purposes.

### Operating leases

Rentals payable under operating leases are charged in the statement of financial activities on a straight line basis over the lease term.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## ACCOUNTING POLICIES

---

### **Fund accounting**

Unrestricted funds are available for use at the discretion of the trustees in furtherance of the general objectives of the Charity 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 Charity for particular purposes. The cost 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.

Further details of each fund are disclosed in Note 18.

### **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.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## NOTES TO THE FINANCIAL STATEMENTS

### 1. Donations and legacies

	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £
Donations and grants	9,191	22,950	32,141	5,425	25,555	30,980
Royalties	6,420	-	6,420	7,151	-	7,151
Membership	1,650	-	1,650	1,600	-	1,600
Legacies	10,000	-	10,000	-	-	-
	<u>27,261</u>	<u>22,950</u>	<u>50,211</u>	<u>14,176</u>	<u>25,555</u>	<u>39,731</u>

### 2. Income from investments

	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £
Income from investment holdings	220,492	-	220,492	204,064	-	204,064
	<u>220,492</u>	<u>-</u>	<u>220,492</u>	<u>204,064</u>	<u>-</u>	<u>204,064</u>

### 3. Income from charitable activities

	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £
UK Sail Training Conference fees	3,244	-	3,244	-	-	-
Training	2,205	-	2,205	1,330	-	1,330
Small Ships Race	-	1,480	1,480	-	1,420	1,420
	<u>5,449</u>	<u>1,480</u>	<u>6,929</u>	<u>1,330</u>	<u>1,420</u>	<u>2,750</u>

### 4. Raising funds - Investment management fees

	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £
Investment management fees	42,325	-	42,325	42,670	-	42,670
	<u>42,325</u>	<u>-</u>	<u>42,325</u>	<u>42,670</u>	<u>-</u>	<u>42,670</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## NOTES TO THE FINANCIAL STATEMENTS

### 5. Charitable activities

	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £
Hammond Innes grants (see note 7)	219,730	-	219,730	210,002	-	210,002
Lifeboat grant (see note 7)	-	-	-	747,068	-	747,068
Trinity House grants (see note 7)	-	22,188	22,188	-	10,432	10,432
Other grants (see note 7)	3,433	-	3,433	480	-	480
<i>Total grants</i>	<u>223,163</u>	<u>22,188</u>	<u>245,351</u>	<u>957,550</u>	<u>10,432</u>	<u>967,982</u>
Race and event costs	10,019	6,042	16,061	6,775	11,472	18,247
Instruction and training	2,664	-	2,664	812	-	812
Support costs (see note 6)	123,760	-	123,760	118,303	-	118,303
Governance costs (see note 8)	4,487	-	4,487	4,232	-	4,232
<i>Other charitable activities</i>	<u>140,930</u>	<u>6,042</u>	<u>146,972</u>	<u>130,122</u>	<u>11,472</u>	<u>141,594</u>
	<u>364,093</u>	<u>28,230</u>	<u>392,323</u>	<u>1,087,672</u>	<u>21,904</u>	<u>1,109,576</u>

### 6. Support costs

	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £
Wages and salaries (see note 9)	107,586	-	107,586	104,056	-	104,056
Insurance	2,973	-	2,973	2,500	-	2,500
Office costs	6,299	-	6,299	4,783	-	4,783
Travel and subsistence	1,939	-	1,939	2,622	-	2,622
Promotional materials and exhibitions	621	-	621	1,138	-	1,138
Bank charges	331	-	331	323	-	323
Repairs and maintenance	-	-	-	-	-	-
Postage and stationery	602	-	602	831	-	831
Advertising and marketing	690	-	690	159	-	159
Miscellaneous expenditure	928	-	928	378	-	378
Depreciation	1,791	-	1,791	1,513	-	1,513
	<u>123,760</u>	<u>-</u>	<u>123,760</u>	<u>118,303</u>	<u>-</u>	<u>118,303</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## NOTES TO THE FINANCIAL STATEMENTS

### 7. Analysis of grants

	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £
Grants to institutions - HI Bursaries <sup>1</sup>						
Boleh Trust	314	-	314	277	-	277
Cat Zero	1,457	-	1,457	1,285	-	1,285
Challenge Wales	6,307	-	6,307	5,565	-	5,565
Cirdan Sailing Trust	10,673	-	10,673	9,417	-	9,417
Combined Cadet Force	7,120	-	7,120	6,282	-	6,282
Dauntsey's School	3,331	-	3,331	2,939	-	2,939
Discovery Sailing Project	5,320	-	5,320	4,694	-	4,694
East Coast Sail Trust	880	-	880	776	-	776
Ellen MacArthur Cancer Trust	7,028	-	7,028	6,201	-	6,201
Excelsior Trust	1,468	-	1,468	1,295	-	1,295
Gordonstoun School	7,131	-	7,131	6,292	-	6,292
Gwennili Trust	2,610	-	2,610	2,303	-	2,303
Island Trust	8,525	-	8,525	7,522	-	7,522
Jubilee Sailing Trust	10,399	-	10,399	22,558	-	22,558
Marine Society and Sea Cadets	38,674	-	38,674	34,125	-	34,125
Maybe Sailing	5,431	-	5,431	4,792	-	4,792
Morning Star Trust	3,682	-	3,682	3,249	-	3,249
Ocean Youth Trust North	4,129	-	4,129	3,643	-	3,643
Ocean Youth Trust Scotland	14,174	-	14,174	12,506	-	12,506
Ocean Youth Trust South	8,906	-	8,906	7,858	-	7,858
Offshore	5,020	-	5,020	4,430	-	4,430
Pioneer Sailing Trust	3,523	-	3,523	3,108	-	3,108
Portsmouth Sail Training Trust	-	-	-	238	-	238
Rona Sailing Project	18,961	-	18,961	16,730	-	16,730
Sea Sanctuary	85	-	85	75	-	75
Sea Change Sailing Trust	1,586	-	1,586	1,399	-	1,399
Seas Your Future	13,541	-	13,541	11,948	-	11,948
Swan Trust	1,194	-	1,194	1,054	-	1,054
Tall Ships Youth Trust	24,065	-	24,065	23,739	-	23,739
Tectona	3,131	-	3,131	2,763	-	2,763
UKSA	1,065	-	1,065	939	-	939
	<u>219,730</u>	<u>-</u>	<u>219,730</u>	<u>210,002</u>	<u>-</u>	<u>210,002</u>
Grants to individuals						
Trinity House <sup>2</sup>	-	22,188	22,188	-	10,432	10,432
Other - International exchanges	3,433	-	3,433	-	-	-
Other - Business skills training	-	-	-	480	-	480
	<u>3,433</u>	<u>22,188</u>	<u>25,621</u>	<u>480</u>	<u>10,432</u>	<u>10,912</u>
	<u>223,163</u>	<u>22,188</u>	<u>245,351</u>	<u>210,482</u>	<u>10,432</u>	<u>220,914</u>

<sup>1</sup> HI Bursaries

Hammond Innes Bursaries to provide opportunities for young people and those with disabilities, or training for staff and volunteers.

<sup>2</sup> Trinity House

Grants to fund training for individuals

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## NOTES TO THE FINANCIAL STATEMENTS

### 7. Analysis of grants (continued)

	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £
Grants to institutions - Lifeboat grants						
Cat Zero	-	-	-	7,442	-	7,442
Challenge Wales	-	-	-	32,222	-	32,222
Cirdan Sailing Trust	-	-	-	54,527	-	54,527
Discovery Sailing Project	-	-	-	20,000	-	20,000
Ellen MacArthur Cancer Trust	-	-	-	20,000	-	20,000
Excelsior Trust	-	-	-	7,498	-	7,498
Island Trust	-	-	-	43,554	-	43,554
Jubilee Sailing Trust	-	-	-	130,624	-	130,624
Marine Society and Sea Cadets	-	-	-	12,068	-	12,068
Morning Star Trust	-	-	-	18,000	-	18,000
Ocean Youth Trust North	-	-	-	21,097	-	21,097
Ocean Youth Trust Scotland	-	-	-	72,413	-	72,413
Ocean Youth Trust South	-	-	-	45,499	-	45,499
Offshore	-	-	-	25,649	-	25,649
Pioneer Sailing Trust	-	-	-	18,000	-	18,000
Rona Sailing Project	-	-	-	92,658	-	92,658
Sea Change Sailing Trust	-	-	-	8,103	-	8,103
Seas Your Future	-	-	-	50,000	-	50,000
Swan Trust	-	-	-	6,100	-	6,100
Tall Ships Youth Trust	-	-	-	61,614	-	61,614
	-	-	-	747,068	-	747,068

#### Lifeboat grants

Grants to support and ensure the future availability of Sail Training opportunities for young people, following on from the crisis caused by the Coronavirus pandemic in 2020.

### 8. Governance costs

	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £
Auditors remuneration - current year	3,840	-	3,840	3,840	-	3,840
Trustees' travel expenses	647	-	647	392	-	392
	4,487	-	4,487	4,232	-	4,232

### 9. Wages and salary cost

	2022 Total Funds £	2021 Total Funds £
Gross wages	94,966	91,603
Employer's national insurance costs (inclusive of employer national insurance allowance)	4,881	4,990
Employer's pension contributions	7,597	7,328
Other benefits	142	136
Furlough receipts	-	(3,173)
	107,586	104,057

There were no employees with emoluments (excluding employer pension costs) above £60,000 in this or the preceding year

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## NOTES TO THE FINANCIAL STATEMENTS

### 9. Wages and salary cost (continued)

	2022	2021
The average number of employees analysed by function was:		
Administration of charitable activities	3	3
	<u>3</u>	<u>3</u>
The number of employees to whom pension contributions are accruing:		
Administration of charitable activities	3	3
	<u>3</u>	<u>3</u>

### 10. Auditors' remuneration

	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £
Auditors' remuneration - audit	3,840	-	3,840	3,840	-	3,840

### 11. Related party transactions

None of the trustees received any remuneration during the year under review (2021: £nil). £647 (2021: £392) was reimbursed to or paid on behalf of the trustees listed on page 1 during the period under review.

During the comparative year donations totalling £2,000 were received from the charity's trustees without conditions.

The charity's two (2021: two) key management personnel received employee benefits totalling £76,382 (2021: £73,677) consisting of gross pay and employer's pension contributions with £1,371 (2021: £2,528) was reimbursed to or paid on behalf of the charity's key management personnel during the year under review for travel and subsistence. In addition, fees were paid to the husband of a member of key management personnel totalling £700 (2021: £700) for photography.

### 12. Tangible fixed assets

	Leasehold property £	Office equipment £	Total £
<i>Cost</i>			
At 1 November 2021	61,293	7,648	68,941
Additions	-	137	137
Disposals	-	-	-
At 31 October 2022	<u>61,293</u>	<u>7,785</u>	<u>69,078</u>
<i>Depreciation</i>			
Accumulated at 1 November 2021	13,512	5,376	18,888
Charge for the year	836	955	1,791
On disposals	-	-	-
At 31 October 2022	<u>14,348</u>	<u>6,331</u>	<u>20,679</u>
Net book value at 31 October 2022	<u>46,945</u>	<u>1,454</u>	<u>48,399</u>
Net book value at 31 October 2021	<u>47,781</u>	<u>2,272</u>	<u>50,053</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## NOTES TO THE FINANCIAL STATEMENTS

### 13. Fixed assets investments

	Listed investments £	Cash £	2022 Total Funds £	2021 Total Funds £
<i>Reconciliation of movement on investments</i>				
Carrying (market) value brought forward	9,160,626	15,793	9,176,419	8,700,006
Additions at cost	2,876,588	-	2,876,588	1,537,545
Disposals at carrying value	(3,429,264)	-	(3,429,264)	-
Gain/(Loss) on revaluation	(557,353)	-	(557,353)	-
Net increase/(decrease) in cash	-	312,861	312,861	(1,061,132)
Carrying (market) value carried forward	<u>8,050,597</u>	<u>328,654</u>	<u>8,379,251</u>	<u>9,176,419</u>
<i>Gains/(losses) on investments</i>				
Unrealised (from above)	(557,353)	-	(557,353)	-
Realised on disposal of fixed asset investments	(96,762)	-	(96,762)	1,389,058
	<u>(654,115)</u>	<u>-</u>	<u>(654,115)</u>	<u>1,389,058</u>
<i>The investments above are analysed as follows:</i>				
Listed investments *1	8,050,597	-	8,050,597	9,160,626
Cash or cash equivalents	-	328,654	328,654	15,793
	<u>8,050,597</u>	<u>328,654</u>	<u>8,379,251</u>	<u>9,176,419</u>

\*1 Listed investments including pooled investment vehicles which invest in listed investments.

### 14. Debtors

	2022 Total Funds £	2021 Total Funds £
Trade debtors	698	-
Accrued legacy income	10,000	-
	<u>10,698</u>	<u>-</u>

### 15. Creditors: amounts falling due within one year

	2022 Total Funds £	2021 Total Funds £
Accrued expenses	5,479	3,840
Other creditors	2,453	177
	<u>7,932</u>	<u>4,017</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## NOTES TO THE FINANCIAL STATEMENTS

### 16. Analysis of net assets between funds

	Unrestricted Funds £	Restricted Funds £	2022 Total Funds £	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £
Tangible fixed assets	48,399	-	48,399	50,053	-	50,053
Fixed asset investments	8,379,251	-	8,379,251	9,176,419	-	9,176,419
Current assets	33,259	50,442	83,701	37,853	54,242	92,095
Current liabilities	(7,932)	-	(7,932)	(4,017)	-	(4,017)
	<u>8,452,977</u>	<u>50,442</u>	<u>8,503,419</u>	<u>9,260,308</u>	<u>54,242</u>	<u>9,314,550</u>

### 17. Analysis of net movement in funds

	Year ended 31 October 2022					
	Total funds brought forward £	Total incoming resources £	Total resources expended £	Transfers between funds £	Gains and (losses) on investments £	Total funds carried forward £
<i>Restricted funds</i>						
Trinity House Bursary	49,364	21,000	(22,188)	-	-	48,176
Cowes Small Ships Race	2,859	3,430	(6,042)	-	-	247
Small Ships Race other	-	-	-	-	-	-
Trainee Bursary Fund	-	-	-	-	-	-
Royal Standard Maritime Trust	2,019	-	-	-	-	2,019
<i>Total restricted funds</i>	<u>54,242</u>	<u>24,430</u>	<u>(28,230)</u>	<u>-</u>	<u>-</u>	<u>50,442</u>
<i>Unrestricted funds</i>						
<i>Designated funds</i>						
Fixed asset reserve	50,053	-	(1,791)	137	-	48,399
	<u>50,053</u>	<u>-</u>	<u>(1,791)</u>	<u>137</u>	<u>-</u>	<u>48,399</u>
Fair Value Reserve	1,958,869	-	-	-	(1,563,727)	395,142
General Fund	7,251,386	253,202	(404,627)	(137)	909,612	8,009,436
Unrestricted funds	<u>9,210,255</u>	<u>253,202</u>	<u>(404,627)</u>	<u>(137)</u>	<u>(654,115)</u>	<u>8,404,578</u>
<i>Total unrestricted funds</i>	<u>9,260,308</u>	<u>253,202</u>	<u>(406,418)</u>	<u>-</u>	<u>(654,115)</u>	<u>8,452,977</u>
Total funds	<u>9,314,550</u>	<u>277,632</u>	<u>(434,648)</u>	<u>-</u>	<u>(654,115)</u>	<u>8,503,419</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## NOTES TO THE FINANCIAL STATEMENTS

### 17. Analysis of net movement in funds (continued)

	Year ended 31 October 2021					
	Total funds brought forward £	Total incoming resources £	Total resources expended £	Transfers between funds £	Gains and (losses) on investments £	Total funds carried forward £
<i>Restricted funds</i>						
Trinity House Bursary	38,796	21,000	(10,432)	-	-	49,364
Cowes Small Ships Race	1,509	5,255	(3,905)	-	-	2,859
Small Ships Race other	-	720	(7,567)	6,847	-	-
Trainee Bursary Fund	5	-	-	(5)	-	-
Royal Standard Maritime Trust	2,014	-	-	5	-	2,019
<b>Total restricted funds</b>	<b>42,324</b>	<b>26,975</b>	<b>(21,904)</b>	<b>6,847</b>	<b>-</b>	<b>54,242</b>
<i>Unrestricted funds</i>						
<i>Designated funds</i>						
Fixed asset reserve	50,153	-	(1,513)	1,413	-	50,053
	50,153	-	(1,513)	1,413	-	50,053
Fair Value Reserve	830,484	-	-	-	1,128,385	1,958,869
General Fund	7,905,059	222,743	(1,128,829)	(8,260)	260,673	7,251,386
<b>Unrestricted funds</b>	<b>8,735,543</b>	<b>222,743</b>	<b>(1,128,829)</b>	<b>(8,260)</b>	<b>1,389,058</b>	<b>9,210,255</b>
<b>Total unrestricted funds</b>	<b>8,785,696</b>	<b>222,743</b>	<b>(1,130,342)</b>	<b>(6,847)</b>	<b>1,389,058</b>	<b>9,260,308</b>
<b>Total funds</b>	<b>8,828,020</b>	<b>249,718</b>	<b>(1,152,246)</b>	<b>-</b>	<b>1,389,058</b>	<b>9,314,550</b>

### 18. Description of funds

Trinity House Bursary	Funds received to provide grants under the Trinity House Career Development Scheme, providing training for Sail Training staff and volunteers.
Cowes Small Ships Race	Funds received to organise and run annual small ships races at Cowes.
Small Ships Race other	Funds received to organise and run small ships races.
Trainee Bursary Fund	Funds received to provide bursaries for young people to enable them to participate in sail training events.
Royal Standard Maritime Trust	Funds received following the closure of registered charity to be spent in furtherance of the closed charity's objects.
Fixed Asset Reserve	Designated funds representing the net book value of fixed assets.
Fair Value Reserve	Representing the variance between cost and fair value of the charity's investment assets.

### 19. Pension scheme

The charity operates defined contribution pension scheme for its employees. The total payable for the year under review was £7,597 (2021: £7,328). There were no amounts outstanding at the end of the current period or comparative financial year.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## NOTES TO THE FINANCIAL STATEMENTS

### 20. Commitments under operating lease

	2022 Total Funds £	2021 Total Funds £
At 31 October the charity had total minimum lease payments under a non-cancellable operating lease as follows:		
Not later than one year	607	607
Later than one year not later than five years	1,314	1,921
	<u>1,921</u>	<u>2,528</u>

### 22. Financial instruments

The carrying amounts of the charity's financial instruments are as follows:

	2022 Total Funds £	2021 Total Funds £
<i>Financial assets</i>		
Measured at fair value through net income/(expenditure):		
Fixed asset investments	8,379,251	9,176,419
	<u>8,379,251</u>	<u>9,176,419</u>

The income, expense, net gains and net losses attributable to the charity's financial instruments are summarised as follows:

	2022 Total Funds £	2021 Total Funds £
<i>Income and expense</i>		
Financial assets measured at fair value through net income/(expenditure)		
Investment income	220,492	204,064
Investment management fees	(42,325)	(42,670)
	<u>178,167</u>	<u>161,394</u>
<i>Net gains and losses (including changes in fair value)</i>		
Financial assets measured at fair value through net income/(expenditure)		
Unrealised gains/(losses) on investments	(557,353)	-
Realised gains/(losses) on investments	(96,762)	1,389,058
	<u>(654,115)</u>	<u>1,389,058</u>

Fixed asset investments are held at fair value with valuations obtained using closing mid-market price.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2022

## NOTES TO THE FINANCIAL STATEMENTS

### 23. Comparative statement of financial activities

	Note	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £
<b>INCOME AND ENDOWMENTS FROM:</b>				
Donations and legacies	1	14,176	25,555	39,731
Investments	2	204,064	-	204,064
Charitable activities	3	1,330	1,420	2,750
Other - Furlough grants (unrestricted)		3,173	-	3,173
<b>Total</b>		<b>222,743</b>	<b>26,975</b>	<b>249,718</b>
<b>EXPENDITURE ON:</b>				
Raising funds - Investment management costs	4	42,670	-	42,670
Charitable activities	5	1,087,672	21,904	1,109,576
<b>Total</b>		<b>1,130,342</b>	<b>21,904</b>	<b>1,152,246</b>
Net gains/(losses) on investment assets	13	1,389,058	-	1,389,058
<b>Net Income/(expenditure)</b>		<b>481,459</b>	<b>5,071</b>	<b>486,530</b>
<b>Transfers between funds</b>	17	<b>(6,847)</b>	<b>6,847</b>	<b>-</b>
<b>Net movement in funds</b>		<b>474,612</b>	<b>11,918</b>	<b>486,530</b>
<b>RECONCILIATION OF FUNDS</b>				
<b>Total funds brought forward</b>	17	<b>8,785,696</b>	<b>42,324</b>	<b>8,828,020</b>
<b>Total funds carried forward</b>	17	<b>9,260,308</b>	<b>54,242</b>	<b>9,314,550</b>

**THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS**

England & Wales - Charity number 1083059

---

# Accounts

---

# The Association of Sail Training Organisations

Limited by Guarantee

## **Trustees Report and Financial Statements**

for the year ended 31 October 2021

**Registered Charity Number 1083059**  
**Registered Company Number 04084476**



# **THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS**

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## **CONTENTS**

---

	<b>Page</b>
<b>Charity information</b>	<b>1</b>
<b>Chair's foreword</b>	<b>3</b>
<b>Trustees' report</b>	<b>4</b>
<b>Independent auditors' report</b>	<b>9</b>
<b>Statement of financial activities</b>	<b>12</b>
<b>Balance sheet</b>	<b>13</b>
<b>Accounting policies</b>	<b>14</b>
<b>Notes to the financial statements</b>	<b>17</b>

---

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## CHARITY INFORMATION

---

<b>Patron</b>	HRH The Countess of Wessex GCVO
<b>President</b>	Rear Admiral J S Lang
<b>Vice President for life</b>	John H Hamilton OBE
<b>Trustees</b>	J E Stevens (Chair) (retired 23 <sup>rd</sup> April 2021) M Todd (Chair from 23 <sup>rd</sup> April 2021) C B Burton A J Butcher MBE R J Cockrem (appointed 15 <sup>th</sup> January 2021) T J James H R Maywood G R Mills (retired 23 <sup>rd</sup> April 2021) N V Northmore P J Russell D G Snelson CB
<b>Registered office</b>	Unit 10, North Meadow Royal Clarence Yard Gosport Hampshire PO12 1BP
<b>Registered charity number</b>	1083059
<b>Registered company number</b>	04084476
<b>Company secretary</b>	L C Gross Mudie
<b>Auditors</b>	Blue Spire Limited Cawley Priory South Pallant Chichester West Sussex PO19 1SY
<b>Bankers</b>	The Co-operative Bank
<b>Investment managers</b>	Rathbones Investment Management Ltd Port of Liverpool Building Pier Head Liverpool L3 1NW
<b>Solicitors</b>	Charles Russell Speechlys LLP 5 Fleet Place London EC4M 7RD

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## CHARITY INFORMATION

---

### Full members

Cat Zero  
Challenge Wales  
Cirdan Sailing Trust  
Dauntsey's School  
Discovery Sailing Project  
Ellen MacArthur Cancer Trust  
Excelsior Trust  
Gordonstoun School  
Island Trust  
Jubilee Sailing Trust  
Marine Society and Sea Cadets  
Morning Star Trust  
Ocean Youth Trust North  
Ocean Youth Trust Scotland  
Ocean Youth Trust South  
Offshore (formerly Adventures Offshore)  
Pioneer Sailing Trust  
Rona Sailing Project  
Sea Change Sailing Trust  
Seas Your Future (formerly Adventure Under Sail)  
Swan Trust  
Tall Ships Youth Trust

### Associate members

Boleh Trust  
Combined Cadet Force  
East Coast Sail Trust  
Gwennili Trust  
Maybe Sailing  
Morvargh Sailing Project  
Portsmouth Sail Training Trust  
Sailing Tectona  
Sea Sanctuary  
UKSA

### Honorary members

Sail Training International  
RYA Sailability

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## CHAIR'S FOREWORD

---

'Sail Training has so much to offer to people - and to the communities in which we live. This has never been more true than in these times of huge challenges presented by the coronavirus.

As with other charities, ASTO and our members, staff and volunteers have all shared in the pain this pandemic has brought. It has had immense consequences for our work and it has also touched so many people on a personal level. However, this has brought out all the best traits of resilience, determination and support for others and teamwork: all the skills and qualities that Sail Training aims to develop in those who sail with us. It has been heartening that this year ASTO and our members have been able to play a part in helping the country recover and heal from the effects of lockdown.

Research by the New Economics Foundation, promoted by the NHS and MIND, has found evidence of five steps that can improve your mental health and wellbeing. The NHS says that "Trying these things could help you feel more positive and able to get the most out of life." Every one of these five steps is a natural part of a Sail Training voyage. The steps are:

1. Connect with other people
2. Be physically active
3. Take notice and pay attention to the present moment
4. Learn new skills
5. Give to others.

This year we've heard many stories from those who have sailed with ASTO members – as well as their parents, carers, teachers, support workers etc. - about how their wellbeing or the wellbeing of someone they care about has been radically improved by a Sail Training voyage.

Although we are by no means out of the pandemic, Sail Training continues to play a valuable part in improving people's wellbeing, along with the well-known benefits of teamwork, personal achievement and adventure. '

Mark Todd, Chair  
Association of Sail Training Organisations

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## TRUSTEES' REPORT

---

The trustees have pleasure in presenting their annual report, incorporating the directors' report, for the purposes of the Charities Act 2011 and Sections 415 to 419 of the Companies Act 2006, together with the accounts for the year ended 31 October 2021. The trustees have adopted the provisions of the Statement of Recommended Practice (SORP) "Accounting and Reporting by Charities" (FRS 102) in preparing the annual report and financial statements of the charity.

### STRUCTURE, GOVERNANCE AND MANAGEMENT

The Association of Sail Training Organisations (ASTO) is a charity limited by guarantee (registered company number: 04084476), incorporated on 27 September 2000 under a Memorandum and Articles of Association (as amended by special resolution 23 April 2009) and registered as a charity (registered charity number: 1083059) on 27 October 2000.

The governing document states that the Board of Directors shall consist of not less than 5 and not more than 15 persons. The directors are appointed either by the members at the AGM, or by the board in which case the director has to retire at the next AGM and may be reappointed by the members. One-third of the number of directors must retire from office (by time rotation) at each AGM but may be reappointed. The chair is appointed by the members from the board for a period of up to 3 years and upon expiry of such a period may be reappointed.

Trustees, who are also the directors for the purpose of company law, who have served during the year, and since the year-end, are listed on the charity information page. None of the trustees has any beneficial interest in the company.

The board manages the charity on behalf of its members by holding not less than three board meetings each year in addition to the Annual General Meeting. The AGM usually takes place on the same day as the annual conference in January, although it was held in April for 2021. Other meetings are held as required.

The rules and criteria for the different types of membership are contained in ASTO's 'Regulations and Guidelines' which have been drawn up under the provision of Article 67. Sail Training organisations seeking membership are closely vetted to ensure that they meet the criteria for membership.

Members of the company guarantee to contribute £1 each in the event of a winding up. A list of members is shown on the legal and administrative page.

#### Trustee induction and training

Most new trustees are already familiar with ASTO's role and activities. New trustees are briefed at the ASTO office by the Chair and General Manager. The briefing covers the activities of the charity, trustees' obligations under charity and company law, the Charity Commission's guidance on Public Benefit, content of the Memorandum and Articles of Association, the committee and decision making process and the business plan and budget. New trustees are given a welcome pack with copies of these documents, the current Annual Report and Accounts, copies of the minutes of previous board meetings and publications including the Charity Commission's "The Essential Trustee" and the Charity Governance Code. Following the induction process, new trustees sign a declaration confirming that they are eligible to act as a trustee and where necessary ASTO conducts a Disclosure and Barring check.

#### Arrangements for setting pay

The pay and remuneration of the charity's key management personnel is set by the trustees, with rates and increases applied by reference to pay scales in similar organisations.

#### Assessment and Management of Risk

The trustees regularly review the major risks affecting or which might affect ASTO. The trustees believe that these risks are mitigated by the prudent investment of ASTO's assets, the preparation and production of appropriate and audited accounts, the maintenance of suitable insurance, the obtaining of any necessary legal advice or other expert advice, and the holding of regular board and general meetings as prescribed by law. A risk register exists which identifies the major risks to which the charity is exposed and details the systems and procedures to manage these risks.

The trustees continue to monitor the standards of sea training safety of ASTO members by means of a Compliance Declaration which members have to complete each year, confirming that the vessels used comply with the relevant MCA Code of Practice and that their certification is in date. ASTO's General Manager carries out review visits to members on a routine basis to ensure that they continue to comply with the criteria for membership.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## TRUSTEES' REPORT

---

### OBJECTIVES AND ACTIVITIES

The objects for public benefit are:

- to promote the provision of opportunities for sea training under sail or power ("Sail Training").
- to provide instruction to young persons and to adults with special needs, in the principles of responsibility, resourcefulness, loyalty and team endeavour, and
- to advance education in the art of seamanship.

In furtherance of these objects ASTO has various powers, set out in the Memorandum of Association, amongst which are the following:

- to support and encourage Sail Training and adventure afloat generally, and particularly by those otherwise unable to afford to do so, by the provision of bursaries.
- to create public awareness of the opportunities available for Sail Training and adventure afloat by means of lectures, meetings, demonstrations, exhibitions, pamphlets, books and such other media as may be appropriate.
- to represent the interests and negotiate on behalf of bodies providing opportunities for Sail Training with Government departments and other appropriate bodies in all matters relating to Sail Training generally and particularly in relation to safety, classification of vessels, certification and proficiency of personnel.
- to act as a forum for all Sail Training organisations in the UK with similar objectives.

### Grant making policy

ASTO makes bursary grants to member organisations to benefit young people up to the age of 25 and adults with disabilities ('Hammond Innes bursary'). The Board of Directors considers the forecast income return in conjunction with the business plan for the following year in deciding the size of the bursary fund. Members are allocated a proportion of the total available fund on an equitable numerical basis, dependent on the number of young people or vulnerable adults they have taken to sea. The detailed distribution of grants to the final beneficiary is managed by the members. The grant allocations may also be used to defray the cost of course fees for instructors or leaders of any age to obtain necessary qualifications. Due to vessels being unable to sail in 2020, the 2021 allocation of the Hammond Innes bursary was calculated using the 'berth days' for the 2019 sailing season.

Covid restrictions continued to limit sailing activity in 2021. While organisations in England were able to offer some residential sailing from July, organisations in Scotland and Wales were more restricted. In 2020, the ASTO Trustees had decided to issue emergency grants to ensure the future provision of Sail Training through our member organisations. The second such 'Lifeboat grant' was made in November 2020 which is reflected in these accounts.

### Volunteers

ASTO continues to rely on volunteers at board level to direct the affairs of the organisation. ASTO are greatly indebted to all of our volunteers for their time commitment during 2021 which we estimate is the equivalent of one full time employee.

### The Public Benefit resulting from Sail Training

There is anecdotal evidence about the benefits that accrue from a Sail Training voyage, which is validated by academic research:

- an international study commissioned with the University of Edinburgh to assess the value of Sail Training found measurable improvements in social confidence and the ability to work with others, and that these benefits were sustained over time after the voyage had ended
- a study carried out by the University of Sydney found that Sail Training succeeds in fostering networks and alliances which are the basis of the development of social capital. It also found that it achieves this in a shorter, more concentrated programme than other similar schemes
- an international study into Sail Training conducted by the University of Otago in New Zealand reported that, "Sharing the pleasures, hardships and camaraderie that develop out of life at sea has a profound impact on strengthening character, fortitude and confidence. The importance of mutual respect, perseverance, responsibility and teamwork towards others and nature present a great sense of existence, self discovery and accomplishment."

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## TRUSTEES' REPORT

---

- ASTO's own Theory of Change and measurement framework shows that Sail Training has a positive effect on people from all backgrounds. Surveys supporting the Theory of Change have found that more than 90% of surveyed trainees felt they learnt a new skill, their team worked well together, they had to do something important, they learnt to stick to the ships routine and they did things even though they were difficult. These activities resulted in self-reported increases in their self-confidence, resilience, time-management, problem solving and locus of control (self-efficacy). At least some of these outcomes will be maintained over time, leading to young people with higher aspirations and a can-do attitude. ASTO's full Theory of Change and survey results are on the website.

## ACHIEVEMENTS AND PERFORMANCE

All of our charitable activities are undertaken in furtherance of our charitable objects and for public benefit according to the guidance set out in the Charity Commission's general guidance on public benefit. The main strategies and activities for achieving these objects in 2021 are listed below.

Covid 19 restrictions continued to prevent normal operations in the 2021 sailing season. Residential sailing was possible in England from mid-July, while member organisations in Wales and Scotland were under tighter restrictions. ASTO was able to support UK Sail Training through the following activities:

- the awarding of a total of £210,002 in Hammond Innes bursaries to assist young people up to the age of 25 and adults with disabilities with their berth fees. The allocations may also be used to defray the cost of course fees for instructors or leaders of any age to obtain necessary qualifications. The bursary beneficiaries included a wide cross section of young people from all cultural, religious and social backgrounds, including many who are socially, physically or mentally disadvantaged.
- due to the Coronavirus pandemic, ASTO set up an emergency fund to support and ensure the future availability of Sail Training opportunities for young people. Approximately half of this fund was paid out in April 2020. A further £747,068 was paid out to full ASTO members during this financial year.
- the organisation of the annual UK Sail Training Conference to act as a forum for all UK stakeholders. The 2021 conference was held entirely online and attracted over 100 Sail Trainers from all parts of the UK. The principal speaker was Professor Mike Tipton from Portsmouth University, speaking about hypothermia and drowning. Topics of discussion included Maritime Careers, mental health and Covid secure operations.
- the administration of the Trinity House Career Development Bursary Scheme to defray the costs of members' staff and volunteers gaining the necessary qualifications to progress their Sail Training careers. In 2021, bursaries were awarded to 6 candidates.
- the updating of the UK Sail Training website, to make it more user friendly and more appealing. The new website was created in-house by ASTO's Social Media and Marketing Manager Tom Palmer.
- joining the School Travel Sector Stakeholder group, together with providers and umbrella bodies of other types of residential outdoor learning. The STSSG liaised with the Department of Education to find ways of safely re-opening residential during Covid. Following the sector reopening, the STSSG will continue to meet to improve engagement with government.
- supporting and guiding our members to operate in a Covid-safe manner through discussions on Whatsapp, Zoom and the creation of a document with possible mitigation measures.
- the organisation of the delayed Mayflower 400 Small Ships Race. 12 Vessels and 100 young people took part in the event commemorating 401 years since the Mayflower sailed to the New World. ASTO would like to thank MDL Marinas, the Royal Southampton Yacht Club, the Royal Dart Yacht Club, the Dartmouth Mayflower organisation and John Ellwood for their invaluable assistance and support in organising this event.
- the organisation of the annual Small Ships Race in Cowes in October, with 11 boats being able to take part. The 2021 race was back to its usual format although without a prize giving, to reduce mixing amongst the crews. ASTO would like to thank the Royal London Yacht Club, the Royal Yacht Squadron and Cowes Yacht Haven for their support.
- the annual members meeting in autumn. The meeting is open to CEOs and operations managers and is an opportunity for a confidential discussion on Sail Training and any matters of concern. The 2021 meeting was held at Trinity House and was attended by representatives of 16 member organisations.
- acting as a Disclosure and Barring Service (DBS) umbrella body to administer applications for vetting of members' potential staff and volunteers. In 2021 ASTO dealt with 125 applications for criminal record checks.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## TRUSTEES' REPORT

---

- the provision of online courses to members. These include courses on safeguarding, child protection, dealing with difficult behaviour and food hygiene and can be taken for very little cost. ASTO also offer the RYA PPR course at a reduced cost. 134 online courses and 14 PPR courses were taken up by members in the year.
- continuing liaison with the Maritime and Coastguard Agency (MCA) and the Royal Yachting Association (RYA). ASTO Chair Mark Todd is a member of the RYA Yachtmaster Qualification Panel and ASTO President John Lang is also a panel member. Advice from the RYA was particularly welcome this year as they interpreted the government guidelines that allowed some sailing, despite the Covid restrictions. ASTO is very grateful to the RYA for their continued support for all Sail Training organisations.
- continued liaison with the MCA regarding the awards which recognise the professionalism within Sail Training. The two awards are 'Best Potential Sail Training Skipper': to reward the mate or other staff member who shows the best potential, not just for command ability and seamanship but also for the capability of fulfilling the youth development aims of Sail Training; and 'Sail Training Vessel of the Year' to reward an operator for fulfilling both the Sail Training aspirations of ASTO and the seamanship and safety requirements of the MCA. The next awards will be presented at the conference in 2022.
- providing UK national support for Sail Training International (STI). ASTO is a founding member of STI and the ASTO Chair is the UK Country Representative on the STI Council. ASTO's General Manager Lucy Grodie is on the executive committee of the STI Small Ships Forum.
- providing support to the UK representative for the STI Youth committee.

## FINANCIAL REVIEW

Total incoming resources for the year ended 31 October 2021 were £249,718 (2020: £295,350) and the charity's principal funding sources continued to be investment income, donations and grants. Total resources expended were £1,152,246 (2020: £1,327,627) with the majority of expenditure being in the form of grants, race costs and promotional costs in furtherance of the charity's objects. This includes the exceptional emergency grant of £747,068 (2020: £628,825) (Lifeboat Fund) that was set up to support full members through the crisis caused by Covid-19. This gave rise to a deficit for the year of £902,528 (2020: £1,032,277) before gains on investments of £1,389,058 (2020 losses on investments: £704,739).

### Reserves policy

As at 31 October 2021, the charity's total funds amounted to £9,314,550 of which £54,242 is restricted for purposes as set out in notes 17 and 18. The level of reserves available for the charity's use (i.e. in unrestricted funds and not represented by fixed assets) was £9,210,255 (2020: £8,735,542) inclusive of investments totalling £9,176,419 (2020: £8,700,006).

The Association is heavily dependent on the income generated by its investments and therefore the trustees consider it is necessary to hold all of these investments within the charity in order to be able to generate income to fund the Association's activities. The trustees believe this level of investment is necessary to generate income to fund the Association's activities for the indefinite future.

### Investment policy

The investment strategy of the trustees is a prudent one with the aim to maximise income whilst maintaining the value of investments in real terms. Each year the trustees withdraw from the portfolio an amount approximately equal to investment income received for the continued provision of the Hammond Innes bursaries and to cover some administrative expenses. In discussion with the investment managers the trustees have approved a risk profile for the management of the investments which is suitable for a portfolio invested for the long term and which is in line with that adopted by other charities with similar investment objectives.

During the year under review the charity's investments generated £204,064 (2020: £227,364). The portfolio grew in value from £8,700,006 to £9,176,419 in the year to 31 October 2021.

## FUNDRAISING STANDARDS INFORMATION

The charity does not solicit funds from the general public nor does it engage any third parties to act on its behalf in raising funds for the charity. As such the charity is not bound by any scheme for regulating fundraising.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## TRUSTEES' REPORT

---

### PLANS FOR THE FUTURE

Strategies and activities for achieving the objects of the charity in 2022 include:

- continued liaison with the outdoor learning sector to raise the profile with government agencies
- further supporting our members through working groups into diversity, mental health and staffing
- further promoting the benefits of Sail Training through social media campaigns and publicity.
- further encouraging members to measure their outcomes and improve good practice.
- the annual Cowes Small Ships' Race in autumn which is a favourite on the Sail Training calendar and is growing in recognition year on year.

### STATEMENT OF TRUSTEES' RESPONSIBILITIES

The trustees 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).

The law applicable to charities in England & Wales 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 charity and of the incoming resources and application of resources of the charity for that period. In preparing these financial statements, the trustees are required to:

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

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Charities Act 2011, the Charity (Accounts and Reports) Regulations 2008 and the provisions of the trust deed. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

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

### APPOINTMENT OF AUDITORS

The charity's auditors, Blue Spire Limited, have expressed their willingness to stand for reappointment and a resolution proposing their reappointment will be put forward at the Annual General Meeting of the charity.

### SMALL COMPANIES PROVISIONS

This report has been prepared in accordance with the small companies regime under the Companies Act 2006.

Approved by the trustees and signed on their behalf.



M Todd, Chair  
Trustee

Date

10<sup>th</sup> February 2022

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## INDEPENDENT AUDITOR'S REPORT

---

### Independent auditor's report to the members of The Association of Sail Training Organisations

#### Opinion

We have audited the financial statements of The Association of Sail Training Organisations (the 'charitable company') for the year ended 31 October 2021 which comprise the Statement of Financial Activities, the Balance Sheet and notes to the financial statements, 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 charitable company's affairs as at 31 October 2021, and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### 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 charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC'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

In auditing the financial statements, we have concluded that the trustees' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the charitable company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the trustees with respect to going concern are described in the relevant sections of this report.

#### Other information

The other information comprises the information included in the Report of the Trustees, other than the financial statements and our auditor's report thereon. The trustees are responsible for the other information contained within the Report of the Trustees. 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. 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 course of 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 this gives rise to a material misstatement in the financial statements themselves. 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.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## INDEPENDENT AUDITOR'S REPORT

---

### Matters on which we are required to report by exception

In the light of our knowledge and understanding of the 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 the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of 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 statement of trustees' responsibilities, 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.

In preparing the financial statements, the trustees are responsible for assessing the 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 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

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.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The specific procedures for this engagement and the extent to which these are capable of detecting irregularities, including fraud is detailed below:

- Enquiry of management, those charged with governance around actual and potential litigation and claims;
- Enquiry of entity staff to identify any instances of non-compliance with laws and regulations;
- Reviewing minutes of meetings of those charged with governance;
- Reviewing financial statement disclosures and testing to supporting documentation to assess compliance with applicable laws and regulations.
- Performing audit work over the risk of management override of controls, including testing of journal entries and other adjustments for appropriateness, evaluating the business rationale of significant transactions outside the normal course of business and reviewing accounting estimates for bias.

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## INDEPENDENT AUDITOR'S REPORT

---

A further description of our responsibilities is available on the Financial Reporting Council's website at: <https://www.frc.org.uk/Our-Work/Audit/Audit-and-assurance/Standards-and-guidance/Standards-and-guidance-for-auditors/Auditors-responsibilities-for-audit/Description-of-auditors-responsibilities-for-audit.aspx>. 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. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.



Geoffrey Frost BSc(Hons) FCA, Senior Statutory Auditor  
For and on behalf of Blue Spire Limited, Statutory Auditors

Cawley Priory  
South Pallant  
Chichester  
West Sussex  
PO19 1SY

Date 16 March 2022

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## STATEMENT OF FINANCIAL ACTIVITIES (INCLUDING INCOME AND EXPENDITURE ACCOUNT)

	Note	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £	2020 Total Funds £
<b>INCOME AND ENDOWMENTS FROM:</b>					
Donations and legacies	1	14,176	25,555	39,731	56,995
Investments	2	204,064	-	204,064	227,364
Charitable activities	3	1,330	1,420	2,750	4,259
Other - Furlough grants (unrestricted)		3,173	-	3,173	6,732
<b>Total</b>		<u>222,743</u>	<u>26,975</u>	<u>249,718</u>	<u>295,350</u>
<b>EXPENDITURE ON:</b>					
Raising funds - Investment management costs	4	42,670	-	42,670	43,222
Charitable activities	5	1,087,672	21,904	1,109,576	1,284,405
<b>Total</b>		<u>1,130,342</u>	<u>21,904</u>	<u>1,152,246</u>	<u>1,327,627</u>
Net gains/(losses) on investment assets	13	1,389,058	-	1,389,058	(704,739)
<b>Net Income/(expenditure)</b>		481,459	5,071	486,530	(1,737,016)
<b>Transfers between funds</b>	17	(6,847)	6,847	-	-
<b>Net movement in funds</b>		<u>474,612</u>	<u>11,918</u>	<u>486,530</u>	<u>(1,737,016)</u>
<b>RECONCILIATION OF FUNDS</b>					
<b>Total funds brought forward</b>	17	8,785,696	42,324	8,828,020	10,565,036
<b>Total funds carried forward</b>	17	<u>9,260,308</u>	<u>54,242</u>	<u>9,314,550</u>	<u>8,828,020</u>

The statement of financial activities includes all gains and losses recognised during the year.  
All of the above results are derived from continuing activities.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

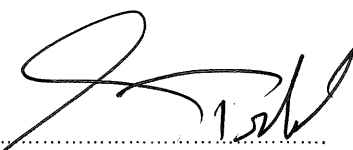
FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## BALANCE SHEET AS AT 31 OCTOBER 2021

	Note	2021		2020	
		£	£	£	£
<b>FIXED ASSETS</b>					
Tangible assets	12	50,053		50,154	
Investments	13	<u>9,176,419</u>		<u>8,700,006</u>	
			9,226,472		8,750,160
<b>CURRENT ASSETS</b>					
Debtors	14	-		1,932	
Cash at hand and in bank		<u>92,095</u>		<u>80,070</u>	
<b>Total current assets</b>		<u>92,095</u>		<u>82,002</u>	
<b>CURRENT LIABILITIES</b>					
Creditors: amounts falling due within one year	15	<u>4,017</u>		<u>4,142</u>	
<b>Net current assets/(liabilities)</b>			88,078		77,860
<b>Net assets/(liabilities)</b>			<u><u>9,314,550</u></u>		<u><u>8,828,020</u></u>
<b>THE FUNDS OF THE CHARITY</b>					
<b>Restricted funds</b>	17		54,242		42,324
Designated Funds			50,053		50,153
Fair Value Reserve			1,958,869		830,484
General Funds			<u>7,251,386</u>		<u>7,905,059</u>
<b>Unrestricted funds</b>	17		<u>9,260,308</u>		<u>8,785,696</u>
<b>Total charity funds</b>			<u><u>9,314,550</u></u>		<u><u>8,828,020</u></u>

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

The financial statements on pages 12 to 26 were approved and authorised for issue by the trustees on 14<sup>th</sup> January 2022 and signed on their behalf by:

  
 .....  
 M Todd, Chair  
 Trustee

The Association of Sail Training Organisations  
 Registered Charity Number 1083059  
 Registered Company Number 04084476

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## ACCOUNTING POLICIES

---

### General information, scope and basis of the financial statements

The Association of Sail Training Organisations is an incorporated charity, limited by guarantee, incorporated in England with the company number 04084476. In the event of the charity being wound up, the liability in respect of the guarantee is limited to £1 per member of the charity. The address of the registered office is given in the charity information page of these financial statements. The nature of the charity's operations and principal activities are outlined in the trustees' report.

The charity constitutes a public benefit entity as defined by FRS 102. The financial statements have been prepared in accordance with 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 issued in October 2019, the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), the Charities Act 2011, the Companies Act 2006 and UK Generally Accepted Accounting Practice.

The financial statements are prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value. The financial statements are presented in sterling which is the functional currency of the charity and rounded to the nearest £.

The significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented unless otherwise stated.

### Statement of cash flows

The charity does not include a statement of cash flows on the grounds that it is applying FRS 102 Section 1A.

### Incoming resources

All incoming resources are included in the Statement of Financial Activities (SOFA) when the Charity is legally entitled to the income after any performance conditions have been met, the amount can be measured reliably and it is probable that the income will be received.

For donations to be recognised the Charity will have been notified of the amounts and the settlement date in writing. If there are conditions attached to the donation and this requires a level of performance before entitlement can be obtained then income is deferred until those conditions are fully met or the fulfilment of those conditions is within the control of the Charity and it is probable that they will be fulfilled.

Income from trading activities includes income earned from fundraising events and trading activities to raise funds for the Charity. Income is received in exchange for supplying goods and services in order to raise funds and is recognised when entitlement has occurred.

Income from government and other grants are recognised at fair value when the Charity has entitlement after any performance conditions have been met, it is probable that the income will be received and the amount can be measured reliably. If entitlement is not met then these amounts are deferred.

Investment income is earned through holding assets for investment purposes such as shares and cash deposits. It includes dividends and interest. Where it is not practicable to identify investment management costs incurred within a scheme with reasonable accuracy the investment income is reported net of these costs. It is included when the amount can be measured reliably. Interest income is recognised using the effective interest method and dividend income is recognised as the Charity's right to receive payment is established.

### Resources expended

All expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to the category. Expenditure is recognised where there is a legal or constructive obligation to make payments to third parties, it is probable that the settlement will be required and the amount of the obligation can be measured reliably. It is categorised under the following headings:

- costs of raising funds; which includes the costs of organising events and investment management fees
- expenditure on charitable activities; which includes grants made to beneficiaries and costs incurred to support those activities

Grants payable to third parties are within the charitable objectives. Where unconditional grants are offered, this is accrued as soon as the recipient is notified of the grant, as this gives rise to a reasonable expectation that the recipient will receive the grants. Where grants are conditional relating to performance then the grant is only accrued when any unfulfilled conditions are outside of the control of the Charity.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## ACCOUNTING POLICIES

---

### Resources expended (continued)

#### Support cost allocation

Support costs are those that assist the work of the Charity but do not directly represent charitable activities and include office costs, governance costs, administrative payroll costs. They are incurred directly in support of expenditure on the objects of the charity. Where support costs cannot be directly attributed to particular headings they have been allocated to cost of raising funds and expenditure on charitable activities on a basis consistent with use of the resources.

The analysis of these costs is included in Note 6.

### 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.

### Pension costs

The charity operates a defined contribution pension scheme. Contributions to the scheme are charged to the statement of financial activities on a payable basis.

### VAT

The Charity is not registered for VAT and is unable to recover VAT incurred. On this basis costs are recorded inclusive of VAT within the SOFA.

### Taxation

The charity is considered to pass the tests set out in sections 466 to 493 Corporation Tax Act 2010 (CTA 2010), as such no income tax is payable on the charity's activities.

### Fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation and accumulated impairment losses. Cost includes costs directly attributable to making the asset capable of operating as intended.

Depreciation is provided on all tangible fixed assets, at rates calculated to write off the cost, less estimated residual value, of each asset on a systematic basis over its expected useful life as follows:

Computer equipment	33⅓% straight line
Fixtures and fittings	15% straight line
Leasehold land and buildings	2% straight line (over the period of the lease)

### Fixed asset investments

Investments are recognised initially at fair value which is normally the transaction price excluding transaction costs. Subsequently, they are measured at fair value with changes recognised in 'net gains/(losses) on investments' in the SOFA if the shares are publicly traded or their fair value can otherwise be measured reliably.

### Debtors and creditors receivable / payable within one year

Debtors and creditors with no stated interest rate and receivable or payable within one year are recorded at transaction price. Any losses arising from impairment are recognised in expenditure.

### Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and call deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of change in value. In addition it includes cash at bank and in hand and cash balances within the investment portfolio available for investment transaction purposes.

### Operating leases

Rentals payable under operating leases are charged in the statement of financial activities on a straight line basis over the lease term.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## ACCOUNTING POLICIES

---

### **Fund accounting**

Unrestricted funds are available for use at the discretion of the trustees in furtherance of the general objectives of the Charity 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 Charity for particular purposes. The cost 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.

Further details of each fund are disclosed in Note 18.

### **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.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## NOTES TO THE FINANCIAL STATEMENTS

### 1. Donations and legacies

	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £
Donations and grants	5,425	25,555	30,980	2,061	37,000	39,061
Royalties	7,151	-	7,151	16,384	-	16,384
Membership	1,600	-	1,600	1,550	-	1,550
	<u>14,176</u>	<u>25,555</u>	<u>39,731</u>	<u>19,995</u>	<u>37,000</u>	<u>56,995</u>

### 2. Income from investments

	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £
Income from investment holdings	204,064	-	204,064	227,364	-	227,364
	<u>204,064</u>	<u>-</u>	<u>204,064</u>	<u>227,364</u>	<u>-</u>	<u>227,364</u>

### 3. Income from charitable activities

	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £
UK Sail Training Conference fees	-	-	-	3,609	-	3,609
Training	1,330	-	1,330	710	-	710
Small Ships Race	-	1,420	1,420	-	(60)	(60)
	<u>1,330</u>	<u>1,420</u>	<u>2,750</u>	<u>4,319</u>	<u>(60)</u>	<u>4,259</u>

### 4. Raising funds - Investment management fees

	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £
Investment management fees	42,670	-	42,670	43,222	-	43,222
	<u>42,670</u>	<u>-</u>	<u>42,670</u>	<u>43,222</u>	<u>-</u>	<u>43,222</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## NOTES TO THE FINANCIAL STATEMENTS

### 5. Charitable activities

	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £
Hammond Innes grants (see note 7)	210,002	-	210,002	524,619	-	524,619
Lifeboat grant (see note 7)	747,068	-	747,068	628,825	-	628,825
Trinity House grants (see note 7)	-	10,432	10,432	-	16,686	16,686
Other grants (see note 7)	480	-	480	5,343	2,646	7,989
<i>Total grants</i>	<u>957,550</u>	<u>10,432</u>	<u>967,982</u>	<u>1,158,787</u>	<u>19,332</u>	<u>1,178,119</u>
Race and event costs	6,775	11,472	18,247	6,894	-	6,894
Instruction and training	812	-	812	1,281	-	1,281
Support costs (see note 6)	118,303	-	118,303	93,192	-	93,192
Governance costs (see note 8)	4,232	-	4,232	4,919	-	4,919
<i>Other charitable activities</i>	<u>130,122</u>	<u>11,472</u>	<u>141,594</u>	<u>106,286</u>	<u>-</u>	<u>106,286</u>
	<u>1,087,672</u>	<u>21,904</u>	<u>1,109,576</u>	<u>1,265,073</u>	<u>19,332</u>	<u>1,284,405</u>

### 6. Support costs

	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £
Wages and salaries (see note 9)	104,056	-	104,056	80,306	-	80,306
Insurance	2,500	-	2,500	2,197	-	2,197
Office costs	4,783	-	4,783	4,236	-	4,236
Travel and subsistence	2,622	-	2,622	1,504	-	1,504
Promotional materials and exhibitions	1,138	-	1,138	1,766	-	1,766
Bank charges	323	-	323	249	-	249
Repairs and maintenance	-	-	-	187	-	187
Postage and stationery	831	-	831	1,029	-	1,029
Advertising and marketing	159	-	159	474	-	474
Miscellaneous expenditure	378	-	378	200	-	200
Depreciation	1,513	-	1,513	1,044	-	1,044
	<u>118,303</u>	<u>-</u>	<u>118,303</u>	<u>93,192</u>	<u>-</u>	<u>93,192</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## NOTES TO THE FINANCIAL STATEMENTS

### 7. Analysis of grants

	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £
Grants to institutions - HI Bursaries <sup>1</sup>						
Boleh Trust	277	-	277	702	-	702
Cat Zero	1,285	-	1,285	3,256	-	3,256
Challenge Wales	5,565	-	5,565	14,097	-	14,097
Cirdan Sailing Trust	9,417	-	9,417	23,856	-	23,856
Combined Cadet Force	6,282	-	6,282	15,915	-	15,915
Dauntsey's School	2,939	-	2,939	1,064	-	1,064
Discovery Sailing Project	4,694	-	4,694	11,891	-	11,891
East Coast Sail Trust	776	-	776	1,967	-	1,967
Ellen MacArthur Cancer Trust	6,201	-	6,201	15,708	-	15,708
Excelsior Trust	1,295	-	1,295	3,280	-	3,280
Gordonstoun School	6,292	-	6,292	15,940	-	15,940
Gwennili Trust	2,303	-	2,303	5,834	-	5,834
Island Trust	7,522	-	7,522	19,055	-	19,055
Jubilee Sailing Trust	22,558	-	22,558	57,148	-	57,148
Marine Society and Sea Cadets	34,125	-	34,125	86,449	-	86,449
Maybe Sailing	4,792	-	4,792	12,139	-	12,139
Morning Star Trust	3,249	-	3,249	8,230	-	8,230
Ocean Youth Trust North	3,643	-	3,643	9,230	-	9,230
Ocean Youth Trust Scotland	12,506	-	12,506	31,681	-	31,681
Ocean Youth Trust South	7,858	-	7,858	19,906	-	19,906
Offshore	4,430	-	4,430	11,221	-	11,221
Pioneer Sailing Trust	3,108	-	3,108	7,875	-	7,875
Portsmouth Sail Training Trust	238	-	238	603	-	603
Rona Sailing Project	16,730	-	16,730	42,382	-	42,382
Sea Sanctuary	75	-	75	190	-	190
Sea Change Sailing Trust	1,399	-	1,399	3,545	-	3,545
Seas Your Future	11,948	-	11,948	30,268	-	30,268
Swan Trust	1,054	-	1,054	2,669	-	2,669
Tall Ships Youth Trust	23,739	-	23,739	60,139	-	60,139
Tectona	2,763	-	2,763	5,999	-	5,999
UKSA	939	-	939	2,380	-	2,380
	<u>210,002</u>	<u>-</u>	<u>210,002</u>	<u>524,619</u>	<u>-</u>	<u>524,619</u>
Grants to individuals						
Trinity House <sup>2</sup>	-	10,432	10,432	-	16,686	16,686
Other - International exchanges	-	-	-	1,900	-	1,900
Other - Other sail training projects	-	-	-	-	2,646	2,646
Other - Business skills training	480	-	480	3,443	-	3,443
	<u>480</u>	<u>10,432</u>	<u>10,912</u>	<u>5,343</u>	<u>19,332</u>	<u>24,675</u>
	<u>210,482</u>	<u>10,432</u>	<u>220,914</u>	<u>529,962</u>	<u>19,332</u>	<u>549,294</u>

<sup>1</sup> HI Bursaries

Hammond Innes Bursaries to provide opportunities for young people and those with disabilities, or training for staff and volunteers.

<sup>2</sup> Trinity House

Grants to fund training for individuals

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## NOTES TO THE FINANCIAL STATEMENTS

### 7. Analysis of grants (continued)

	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £
Grants to institutions - Lifeboat grants						
Cat Zero	7,442	-	7,442	7,442	-	7,442
Challenge Wales	32,222	-	32,222	32,222	-	32,222
Cirdan Sailing Trust	54,527	-	54,527	54,527	-	54,527
Discovery Sailing Project	20,000	-	20,000	14,400	-	14,400
Ellen MacArthur Cancer Trust	20,000	-	20,000	-	-	-
Excelsior Trust	7,498	-	7,498	7,498	-	7,498
Island Trust	43,554	-	43,554	43,534	-	43,534
Jubilee Sailing Trust	130,624	-	130,624	130,623	-	130,623
Marine Society and Sea Cadets	12,068	-	12,068	-	-	-
Morning Star Trust	18,000	-	18,000	7,000	-	7,000
Ocean Youth Trust North	21,097	-	21,097	21,000	-	21,000
Ocean Youth Trust Scotland	72,413	-	72,413	72,413	-	72,413
Ocean Youth Trust South	45,499	-	45,499	45,490	-	45,490
Offshore	25,649	-	25,649	25,649	-	25,649
Pioneer Sailing Trust	18,000	-	18,000	-	-	-
Rona Sailing Project	92,658	-	92,658	3,640	-	3,640
Sea Change Sailing Trust	8,103	-	8,103	8,103	-	8,103
Seas Your Future	50,000	-	50,000	69,184	-	69,184
Swan Trust	6,100	-	6,100	6,100	-	6,100
Tall Ships Youth Trust	61,614	-	61,614	80,000	-	80,000
	<u>747,068</u>	<u>-</u>	<u>747,068</u>	<u>628,825</u>	<u>-</u>	<u>628,825</u>

Lifeboat grants

Grants to support and ensure the future availability of Sail Training opportunities for young people, following on from the crisis caused by the Coronavirus pandemic in 2020.

### 8. Governance costs

	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £
Auditors remuneration - current year	3,840	-	3,840	3,840	-	3,840
Trustees' travel expenses	392	-	392	1,079	-	1,079
	<u>4,232</u>	<u>-</u>	<u>4,232</u>	<u>4,919</u>	<u>-</u>	<u>4,919</u>

### 9. Wages and salary cost

	2021 Total Funds £	2020 Total Funds £
Gross wages	91,603	71,674
Employer's national insurance costs (inclusive of employer national insurance allowance)	4,990	3,182
Employer's pension contributions	7,328	5,351
Other benefits	136	100
Furlough receipts	(3,173)	(6,732)
	<u>104,057</u>	<u>80,307</u>

There were no employees with emoluments (excluding employer pension costs) above £60,000 in this or the preceding year

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## NOTES TO THE FINANCIAL STATEMENTS

### 9. Wages and salary cost (continued)

The average number of employees analysed by function was:

Administration of charitable activities	3.00	2.25
	<u>3.00</u>	<u>2.25</u>

The number of employees to whom pension contributions are accruing:

Administration of charitable activities	3	2
	<u>3</u>	<u>2</u>

### 10. Auditors' remuneration

	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £
Auditors' remuneration - audit	<u>3,840</u>	<u>-</u>	<u>3,840</u>	<u>3,840</u>	<u>-</u>	<u>3,840</u>

### 11. Related party transactions

None of the trustees received any remuneration during the year under review (2020: £nil). £392 (2020: £1,079) was reimbursed to or paid on behalf of the trustees listed on page 1 during the period under review.

During the comparative year donations totalling £2,000 were received from the charity's trustees without conditions.

The charity's two (2020: two) key management personnel received remuneration as detailed in note 9 and £2,528 (2020: £808) was reimbursed to or paid on behalf of the charity's key management personnel during the year under review for travel and subsistence. In addition, fees were paid to the husband of a member of key management personnel totalling £700 (2020: £200) for photography.

### 12. Tangible fixed assets

	Leasehold property £	Office equipment £	Total £
<i>Cost</i>			
At 1 November 2020	61,293	6,236	67,529
Additions	-	1,412	1,412
Disposals	-	-	-
At 31 October 2021	<u>61,293</u>	<u>7,648</u>	<u>68,941</u>
<i>Depreciation</i>			
Accumulated at 1 November 2020	12,676	4,699	17,375
Charge for the year	836	677	1,513
On disposals	-	-	-
At 31 October 2021	<u>13,512</u>	<u>5,376</u>	<u>18,888</u>
Net book value at 31 October 2021	<u>47,781</u>	<u>2,272</u>	<u>50,053</u>
Net book value at 31 October 2020	<u>48,617</u>	<u>1,537</u>	<u>50,154</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## NOTES TO THE FINANCIAL STATEMENTS

### 13. Fixed assets investments

	Listed investments £	Cash £	2021 Total Funds £	2020 Total Funds £
<i>Reconciliation of movement on investments</i>				
Carrying (market) value brought forward	7,623,081	1,076,925	8,700,006	10,490,602
Additions at cost	1,537,545	-	1,537,545	1,029,961
Disposals at carrying value	-	-	-	(3,159,608)
Gain/(Loss) on revaluation	-	-	-	(472,896)
Net increase/(decrease) in cash	-	(1,061,132)	(1,061,132)	811,947
Carrying (market) value carried forward	<u>9,160,626</u>	<u>15,793</u>	<u>9,176,419</u>	<u>8,700,006</u>
<i>Gains/(losses) on investments</i>				
Unrealised (from above)	-	-	-	(472,896)
Realised on disposal of fixed asset investments	1,389,058	-	1,389,058	(231,843)
	<u>1,389,058</u>	<u>-</u>	<u>1,389,058</u>	<u>(704,739)</u>
<i>The investments above are analysed as follows:</i>				
Listed investments *1	9,160,626	-	9,160,626	7,623,081
Cash or cash equivalents	-	15,793	15,793	1,076,925
	<u>9,160,626</u>	<u>15,793</u>	<u>9,176,419</u>	<u>8,700,006</u>

\*1 Listed investments including pooled investment vehicles which invest in listed investments.

### 14. Debtors

	2021 Total Funds £	2020 Total Funds £
Other debtors	-	1,932
	<u>-</u>	<u>1,932</u>

### 15. Creditors: amounts falling due within one year

	2021 Total Funds £	2020 Total Funds £
Accrued expenses	3,840	3,840
Other creditors	177	302
	<u>4,017</u>	<u>4,142</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## NOTES TO THE FINANCIAL STATEMENTS

### 16. Analysis of net assets between funds

	Unrestricted Funds £	Restricted Funds £	2021 Total Funds £	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £
Tangible fixed assets	50,053	-	50,053	50,154	-	50,154
Fixed asset investments	9,176,419	-	9,176,419	8,700,006	-	8,700,006
Current assets	37,853	54,242	92,095	39,678	42,324	82,002
Current liabilities	(4,017)	-	(4,017)	(4,142)	-	(4,142)
	<u>9,260,308</u>	<u>54,242</u>	<u>9,314,550</u>	<u>8,785,696</u>	<u>42,324</u>	<u>8,828,020</u>

### 17. Analysis of net movement in funds

	Year ended 31 October 2021					
	Total funds brought forward £	Total incoming resources £	Total resources expended £	Transfers between funds £	Gains and (losses) on investments £	Total funds carried forward £
<i>Restricted funds</i>						
Trinity House Bursary	38,796	21,000	(10,432)	-	-	49,364
Cowes Small Ships Race	1,509	5,255	(3,905)	-	-	2,859
Small Ships Race other	-	720	(7,567)	6,847	-	-
Trainee Bursary Fund	5	-	-	(5)	-	-
Little Brigs	-	-	-	-	-	-
Royal Standard Maritime Trust	2,014	-	-	5	-	2,019
<i>Total restricted funds</i>	<u>42,324</u>	<u>26,975</u>	<u>(21,904)</u>	<u>6,847</u>	<u>-</u>	<u>54,242</u>
<i>Unrestricted funds</i>						
<i>Designated funds</i>						
Fixed asset reserve	50,153	-	(1,513)	1,413	-	50,053
	<u>50,153</u>	<u>-</u>	<u>(1,513)</u>	<u>1,413</u>	<u>-</u>	<u>50,053</u>
Fair Value Reserve	830,484	-	-	-	1,128,385	1,958,869
General Fund	7,905,059	222,743	(1,128,829)	(8,260)	260,673	7,251,386
Unrestricted funds	<u>8,735,543</u>	<u>222,743</u>	<u>(1,128,829)</u>	<u>(8,260)</u>	<u>1,389,058</u>	<u>9,210,255</u>
<i>Total unrestricted funds</i>	<u>8,785,696</u>	<u>222,743</u>	<u>(1,130,342)</u>	<u>(6,847)</u>	<u>1,389,058</u>	<u>9,260,308</u>
Total funds	<u>8,828,020</u>	<u>249,718</u>	<u>(1,152,246)</u>	<u>-</u>	<u>1,389,058</u>	<u>9,314,550</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## NOTES TO THE FINANCIAL STATEMENTS

### 17. Analysis of net movement in funds (continued)

	Year ended 31 October 2020					Total funds carried forward £
	Total funds brought forward £	Total incoming resources £	Total resources expended £	Transfers between funds £	Gains and (losses) on investments £	
<i>Restricted funds</i>						
Trinity House Bursary	18,482	37,000	(16,686)	-	-	38,796
Cowes Small Ships Race	1,569	(60)	-	-	-	1,509
Small Ships Race other	-	-	-	-	-	-
Trainee Bursary Fund	5	-	-	-	-	5
Little Brigs	2,646	-	(2,646)	-	-	-
Royal Standard Maritime Trust	2,014	-	-	-	-	2,014
<b>Total restricted funds</b>	<b>24,716</b>	<b>36,940</b>	<b>(19,332)</b>	<b>-</b>	<b>-</b>	<b>42,324</b>
<i>Unrestricted funds</i>						
<i>Designated funds</i>						
Fixed asset reserve	49,792	-	(1,045)	1,406	-	50,153
	49,792	-	(1,045)	1,406	-	50,153
Fair Value Reserve	1,793,147	-	-	-	(962,663)	830,484
General Fund	8,697,381	258,410	(1,307,250)	(1,406)	257,924	7,905,059
<b>Unrestricted funds</b>	<b>10,490,528</b>	<b>258,410</b>	<b>(1,307,250)</b>	<b>(1,406)</b>	<b>(704,739)</b>	<b>8,735,543</b>
<b>Total unrestricted funds</b>	<b>10,540,320</b>	<b>258,410</b>	<b>(1,308,295)</b>	<b>-</b>	<b>(704,739)</b>	<b>8,785,696</b>
<b>Total funds</b>	<b>10,565,036</b>	<b>295,350</b>	<b>(1,327,627)</b>	<b>-</b>	<b>(704,739)</b>	<b>8,828,020</b>

### 18. Description of funds

Trinity House Bursary	Funds received to provide grants under the Trinity House Career Development Scheme, providing training for Sail Training staff and volunteers.
Cowes Small Ships Race	Funds received to organise and run annual small ships races at Cowes.
Small Ships Race other	Funds received to organise and run small ships races.
Trainee Bursary Fund	Funds received to provide bursaries for young people to enable them to participate in sail training events.
Little Brigs project	Funds received to support sail training projects of the Association's members.
Royal Standard Maritime Trust	Funds received following the closure of registered charity to be spent in furtherance of the closed charity's objects.
Fixed Asset Reserve	Designated funds representing the net book value of fixed assets.
Fair Value Reserve	Representing the variance between cost and fair value of the charity's investment assets.

### 19. Pension scheme

The charity operates defined contribution pension scheme for its employees. The total payable for the year under review was £7,328 (2020: £5,351). There were no amounts outstanding at the end of the current period or comparative financial year.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## NOTES TO THE FINANCIAL STATEMENTS

### 20. Commitments under operating lease

	2021 Total Funds £	2020 Total Funds £
At 31 October the charity had total minimum lease payments under a non-cancellable operating lease as follows:		
Not later than one year	-	-
Later than one year not later than five years	-	-
	<u>-</u>	<u>-</u>

### 22. Financial instruments

The carrying amounts of the charity's financial instruments are as follows:

	2021 Total Funds £	2020 Total Funds £
<i>Financial assets</i>		
Measured at fair value through net income/(expenditure):		
Fixed asset investments	9,176,419	8,700,006
	<u>9,176,419</u>	<u>8,700,006</u>

The income, expense, net gains and net losses attributable to the charity's financial instruments are summarised as follows:

	2021 Total Funds £	2020 Total Funds £
<i>Income and expense</i>		
Financial assets measured at fair value through net income/(expenditure)		
Investment income	204,064	227,364
Investment management fees	(42,670)	(43,222)
	<u>161,394</u>	<u>184,142</u>
<i>Net gains and losses (including changes in fair value)</i>		
Financial assets measured at fair value through net income/(expenditure)		
Unrealised gains/(losses) on investments	-	(472,896)
Realised gains/(losses) on investments	1,389,058	(231,843)
	<u>1,389,058</u>	<u>(704,739)</u>

Fixed asset investments are held at fair value with valuations obtained using closing mid-market price.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

## NOTES TO THE FINANCIAL STATEMENTS

### 23. Comparative statement of financial activities

	Note	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £
<b>INCOME AND ENDOWMENTS FROM:</b>				
Donations and legacies	1	19,995	37,000	56,995
Investments	2	227,364	-	227,364
Charitable activities	3	4,319	(60)	4,259
Other - Furlough grants (unrestricted)		6,732	-	6,732
<b>Total</b>		<b>258,410</b>	<b>36,940</b>	<b>295,350</b>
<b>EXPENDITURE ON:</b>				
Raising funds - Investment management costs	4	43,222	-	43,222
Charitable activities	5	1,265,073	19,332	1,284,405
<b>Total</b>		<b>1,308,295</b>	<b>19,332</b>	<b>1,327,627</b>
Net gains/(losses) on investment assets	13	(704,739)	-	(704,739)
<b>Net Income/(expenditure)</b>		<b>(1,754,624)</b>	<b>17,608</b>	<b>(1,737,016)</b>
<b>Transfers between funds</b>	17	-	-	-
<b>Net movement in funds</b>		<b>(1,754,624)</b>	<b>17,608</b>	<b>(1,737,016)</b>
<b>RECONCILIATION OF FUNDS</b>				
<b>Total funds brought forward</b>	17	10,540,320	24,716	10,565,036
<b>Total funds carried forward</b>	17	<b>8,785,696</b>	<b>42,324</b>	<b>8,828,020</b>

**THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS**

England & Wales - Charity number 1083059

---

# Accounts

---

# The Association of Sail Training Organisations

Limited by Guarantee

## Trustees Report

## and Financial Statements

for the year ended 31 October 2020

**Registered Charity Number 1083059**

**Registered Company Number 04084476**



# **THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS**

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## **CONTENTS**

---

	<b>Page</b>
<b>Charity information</b>	<b>1</b>
<b>Trustees' report</b>	<b>3</b>
<b>Independent auditors' report</b>	<b>8</b>
<b>Statement of financial activities</b>	<b>10</b>
<b>Balance sheet</b>	<b>11</b>
<b>Accounting policies</b>	<b>12</b>
<b>Notes to the financial statements</b>	<b>15</b>

---

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## CHARITY INFORMATION

---

<b>Patron</b>	HRH The Countess of Wessex GCVO
<b>President</b>	Rear Admiral J S Lang
<b>Vice President for life</b>	John H Hamilton OBE
<b>Trustees</b>	J E Stevens (Chairman) C B Burton A J Butcher MBE T J James H R Maywood G R Mills N V Northmore (appointed 17th April 2020) P J Russell D G Snelson (appointed 17th April 2020) M Todd
<b>Registered office</b>	Unit 10, North Meadow Royal Clarence Yard Gosport Hampshire PO12 1BP
<b>Registered charity number</b>	1083059
<b>Registered company number</b>	04084476
<b>Company secretary</b>	L C Gross Mudie
<b>Auditors</b>	Blue Spire Limited Cawley Priory South Pallant Chichester West Sussex PO19 1SY
<b>Bankers</b>	The Co-operative Bank
<b>Investment managers</b>	Rathbones Investment Management Ltd Port of Liverpool Building Pier Head Liverpool L3 1NW
<b>Solicitors</b>	Charles Russell Speechlys LLP 5 Fleet Place London EC4M 7RD

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## CHARITY INFORMATION

---

### Full members

Adventures Offshore  
Adventure under Sail  
Cat Zero  
Challenge Wales  
Cirdan Sailing Trust  
Dauntsey's School  
Discovery Sailing Project  
Ellen MacArthur Cancer Trust  
Excelsior Trust  
Gordonstoun School  
Island Trust  
Jubilee Sailing Trust  
Leila Sailing Trust (Membership ceased 10<sup>th</sup> Jan 2020)  
Marine Society and Sea Cadets  
Morning Star Trust  
Ocean Youth Trust North  
Ocean Youth Trust Scotland  
Ocean Youth Trust South  
Pioneer Sailing Trust  
Rona Sailing Project  
Sea Change Sailing Trust  
Swan Trust  
Tall Ships Youth Trust  
Trinity Sailing Foundation (Membership ceased 10<sup>th</sup> Jan 2020)  
Westward Quest (Membership ceased 10<sup>th</sup> Jan 2020)

### Associate members

Boleh Trust  
Combined Cadet Force  
East Coast Sail Trust  
Gwennili Trust  
Maybe Sailing  
Morvargh Sailing Project (Associate members 16<sup>th</sup> Oct 2020)  
Portsmouth Sail Training Trust  
Sailing Tectona (Associate members 10<sup>th</sup> Jan 2020)  
Sea Sanctuary  
UKSA

### Honorary members

Sail Training International  
RYA Sailability

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## TRUSTEES' REPORT

---

The trustees have pleasure in presenting their annual report, incorporating the directors' report, for the purposes of the Charities Act 2011 and Sections 415 to 419 of the Companies Act 2006, together with the accounts for the year ended 31 October 2020. The trustees have adopted the provisions of the Statement of Recommended Practice (SORP) "Accounting and Reporting by Charities" (FRS 102) in preparing the annual report and financial statements of the charity.

### STRUCTURE, GOVERNANCE AND MANAGEMENT

The Association of Sail Training Organisations (ASTO) is a charity limited by guarantee (registered company number: 04084476), incorporated on 27 September 2000 under a Memorandum and Articles of Association (as amended by special resolution 23 April 2009) and registered as a charity (registered charity number: 1083059) on 27 October 2000.

The governing document states that the Board of Directors shall consist of not less than 5 and not more than 15 persons. The directors are appointed either by the members at the AGM, or by the board in which case the director has to retire at the next AGM and may be reappointed by the members. One-third of the number of directors must retire from office (by time rotation) at each AGM but may be reappointed. The chairman is appointed by the members from the board for a period of up to 3 years and upon expiry of such a period may be reappointed.

Trustees, who are also the directors for the purpose of company law, who have served during the year, and since the year-end, are listed on the charity information page. None of the trustees has any beneficial interest in the company.

The board manages the charity on behalf of its members by holding not less than three board meetings each year in addition to the Annual General Meeting. The AGM usually takes place on the same day as the annual conference in January, although this may change for 2021. Other meetings are held as required.

The rules and criteria for the different types of membership are contained in ASTO's 'Regulations and Guidelines' which have been drawn up under the provision of Article 67. Sail Training organisations seeking membership are closely vetted to ensure that they meet the criteria for membership.

Members of the company guarantee to contribute £1 each in the event of a winding up. A list of members is shown on the legal and administrative page.

#### Trustee induction and training

Most new trustees are already familiar with ASTO's role and activities. New trustees are briefed at the ASTO office by the Chairman and General Manager. The briefing covers the activities of the charity, trustees' obligations under charity and company law, the Charity Commission's guidance on Public Benefit, content of the Memorandum and Articles of Association, the committee and decision making process and the business plan and budget. New trustees are given a welcome pack with copies of these documents, the current Annual Report and Accounts, copies of the minutes of previous board meetings and publications including the Charity Commission's "The Essential Trustee" and the Charity Governance Code. Following the induction process, new trustees sign a declaration confirming that they are eligible to act as a trustee and where necessary ASTO conducts a criminal record check.

#### Arrangements for setting pay

The pay and remuneration of the charity's key management personnel is set by the trustees, with rates and increases applied by reference to pay scales in similar organisations.

#### Assessment and Management of Risk

The trustees regularly review the major risks affecting or which might affect ASTO. We believe that these risks are mitigated by the prudent investment of ASTO's assets, the preparation and production of appropriate and audited accounts, the maintenance of suitable insurance, the obtaining of any necessary legal advice or other expert advice, and the holding of regular board and general meetings as prescribed by law. A risk register exists which identifies the major risks to which the charity is exposed and details the systems and procedures to manage these risks.

The trustees continue to monitor the standards of sea training safety of ASTO members by means of a Compliance Declaration which members have to complete each year, confirming that the vessels used comply with the relevant MCA Code of Practice and that their certification is in date. ASTO's General Manager carries out review visits to members on a routine basis to ensure that they continue to comply with the criteria for membership.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## TRUSTEES' REPORT

---

### OBJECTIVES AND ACTIVITIES

The Objects for public benefit are:

- to promote the provision of opportunities for sea training under sail or power ("Sail Training").
- to provide instruction to young persons and to adults with special needs, in the principles of responsibility, resourcefulness, loyalty and team endeavour, and
- to advance education in the art of seamanship.

In furtherance of these objects ASTO has various powers, set out in the Memorandum of Association, amongst which are the following:

- to support and encourage Sail Training and adventure afloat generally and particularly by those otherwise unable to afford to do so by the provision of bursaries.
- to create public awareness of the opportunities available for Sail Training and adventure afloat by means of lectures, meetings, demonstrations, exhibitions, pamphlets, books and such other media as may be appropriate.
- to represent the interests and negotiate on behalf of bodies providing opportunities for Sail Training with Government departments and other appropriate bodies in all matters relating to Sail Training generally and particularly in relation to safety, classification of vessels, certification and proficiency of personnel.
- to act as a forum for all Sail Training organisations in the UK with similar objectives.

### Grant making policy

ASTO makes bursary grants to member organisations to benefit young people up to the age of 25, and adults with disabilities ('Hammond Innes bursary'). The Board of Directors considers the forecast income return in conjunction with the business plan for the following year in deciding the size of the bursary fund. Members are allocated a proportion of the total available fund on an equitable numerical basis, dependent on the number of young people or vulnerable adults they have taken to sea. The detailed distribution of grants to the final beneficiary is managed by the members. The grant allocations may also be used to defray the cost of course fees for instructors or leaders of any age to obtain necessary qualifications.

In 2020, member organisations were unable to sail and had a significantly reduced income due to Covid-19 restrictions. As a result ASTO members faced an existential crisis. ASTO trustees therefore decided, as an exceptional measure, to designate an additional emergency fund to support full member organisations. This fund was named the "Lifeboat Fund." Organisations could apply for up to 4 times their Hammond Innes allocation, and a panel of trustees assessed the applications, with final ratification by the full board. One tranche of monies was paid out in April 2020 in support. A second Lifeboat grant on a similar basis was made after the year end which will be reflected in next year's accounts.

### Volunteers

ASTO continues to rely on volunteers at board level to direct the affairs of the organisation. ASTO are greatly indebted to all of our volunteers for their time commitment during 2020 which we estimate is the equivalent of one full time employee.

### The Public Benefit resulting from Sail Training

There is anecdotal evidence about the benefits that accrue from a Sail Training voyage, which is validated by academic research:

- an international study commissioned with the University of Edinburgh to assess the value of Sail Training found measurable improvements in social confidence and the ability to work with others, and that these benefits were sustained over time after the voyage had ended
- a study carried out by the University of Sydney found that Sail Training succeeds in fostering networks and alliances which are the basis of the development of social capital. It also found that it achieves this in a shorter, more concentrated programme than other similar schemes
- an international study into Sail Training conducted by the University of Otago in New Zealand reported that, "Sharing the pleasures, hardships and camaraderie that develop out of life at sea has a profound impact on strengthening character, fortitude and confidence. The importance of mutual respect, perseverance, responsibility and teamwork towards others and nature present a great sense of existence, self discovery and accomplishment."

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## TRUSTEES' REPORT

---

- ASTO's own Theory of Change and measurement framework shows that Sail Training has a positive effect on people from all backgrounds. Surveys supporting the Theory of Change have found that more than 90% of surveyed trainees felt they learnt a new skill, their team worked well together, they had to do something important, they learnt to stick to the ships routine and they did things even though they were difficult. These activities resulted in self-reported increases in their self-confidence, resilience, time-management, problem solving and locus of control (self-efficacy). At least some of these outcomes will be maintained over time, leading to young people with higher aspirations and a can-do attitude. ASTO's full Theory of Change and survey results are on the website.

## ACHIEVEMENTS AND PERFORMANCE

All of our charitable activities are undertaken in furtherance of our charitable objects and for public benefit according to the guidance set out in the Charity Commission's general guidance on public benefit. The main strategies and activities for achieving these objects in 2020 are listed below.

Due to the widespread restrictions to stop the spread of Covid 19, many activities were not possible in 2020. Member organisations were unable to provide residential Sail Training, with only a handful of members being able to provide day sails. Only the following of ASTO's usual activities were therefore possible:

- the awarding of £300,000 in bursaries ('Hammond Innes bursary') to assist young people up to the age of 25 and adults with disabilities with their berth fees. The allocations may also be used to defray the cost of course fees for instructors or leaders of any age to obtain necessary qualifications. The bursary beneficiaries included a wide cross section of young people from all cultural, religious and social backgrounds, including many who are socially, physically or mentally disadvantaged.
- the awarding of a further £225,000 in Hammond Innes bursaries. This extra amount was awarded once it was clear the sailing season would be interrupted due to Covid-19. The restrictions on this extra bursary were lifted, enabling recipient organisations to use the funds in whichever way they felt would best support the organisation.
- the setting up of an emergency fund to support and ensure the future availability of Sail Training opportunities for young people, following on from the crisis caused by the Coronavirus pandemic. £ 1.6 Million from ASTO's reserves was allocated for this fund, approximately half to be granted in April 2020 with the other half later in the year. Only full ASTO members were able to apply for the fund, which paid out £628,825 during this financial year.
- the organisation of the annual UK Sail Training Conference in Southampton in January to act as a forum for all UK stakeholders. The 2020 conference attracted over 130 Sail Trainers from all parts of the UK. The principal speaker was Sarah Treseder from the RYA. Topics of discussion included financial risk management, sea staff wellbeing, equality and diversity, and discussions on what makes a good Sail Training voyage.
- the administration of the Trinity House Career Development Bursary Scheme to defray the costs of members' staff and volunteers gaining the necessary qualifications to progress their Sail Training careers. In 2020, bursaries were awarded to 17 candidates.
- The creating of a new position within ASTO, to manage social media and marketing. A recent graduate was recruited and started with ASTO in August. The main responsibility will be to raise awareness of Sail Training through all types of media including social media and magazine articles.
- the organisation of the much reduced Small Ships' Race in Cowes in October, with only 4 boats being able to take part. The race was organised at minimal cost to ASTO, with generous support from the Marine Society and Sea Cadets who provided their power vessel Jack Petchey as the media/committee vessel. A virtual online race was organised at the same time, to enable people to take part from at home. ASTO would like to thank Sailonline.org for their generous assistance with this for which there was no charge.
- the selection of 3 young people to take part in the International Exchange. Due to the pandemic it was not possible to organise this exchange in 2020, however the intention is for these candidates to travel in 2021.
- A members meeting in autumn that is now an annual event. The meeting is open to CEOs and operations managers and is an opportunity for a confidential discussion on Sail Training and any matters of concern. In 2020, the main topic of discussion was Covid-19 and how voyages could be run in a Covid-secure way. The 2020 meeting was held online, 23 of our member organisations attended.
- acting as a Disclosure and Barring Service (DBS) umbrella body to administer applications for vetting of members' potential staff and volunteers. In 2020 ASTO dealt with 177 applications for criminal record checks, representing a saving of about £1,062 for members.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## TRUSTEES' REPORT

---

- the provision of online courses to members. These include courses on safeguarding, child protection, dealing with difficult behaviour and food hygiene and can be taken for very little cost. ASTO also offer the RYA PPR course at a reduced cost. 54 online courses and 28 PPR courses were taken up by members in the year.
- continuing liaison with the Maritime and Coastguard Agency (MCA) and the Royal Yachting Association (RYA). ASTO Chairman James Stevens is Chairman of the RYA Yachtmaster Qualification Panel; ASTO President John Lang and OYT South CEO Mark Todd are also panel members. Advice from the RYA was particularly welcome this year as they interpreted the government guidelines that allowed some sailing, despite the Covid restrictions.
- continued liaison with the MCA regarding the awards which recognise the professionalism within Sail Training. The two awards are 'Best Potential Sail Training Skipper': to reward the mate or other staff member who shows the best potential, not just for command ability and seamanship but also for the capability of fulfilling the youth development aims of Sail Training; and 'Sail Training Vessel of the Year' to reward an operator for fulfilling both the Sail Training aspirations of ASTO and the seamanship and safety requirements of the MCA. The next awards will be presented at the conference in January 2020.
- providing UK national support for Sail Training International (STI). ASTO is a founding member of STI and the ASTO Chairman is the UK Country Representative on the STI Council. ASTO trustee, George Mills, is STI's Chief Vessel Safety Inspector and the General Manager Lucy Grodie is on the executive committee of the STI Small Ships Forum.
- providing support to the UK representative for the STI Youth committee.

## FINANCIAL REVIEW

Total incoming resources for the year ended 31 October 2020 were £295,350 (year to 31 October 2019: £376,012) and the charity's principal funding sources continued to be investment income, donations and grants. Total resources expended were £1,327,627 (2019: £556,730) with the majority of expenditure being in the form of grants, race costs and promotional costs in furtherance of the charity's objects. This includes the exceptional emergency grant of £628,825 (Lifeboat Fund) that was set up to support full members through the crisis caused by Covid-19. This gave rise to a deficit for the year of £1,032,277 (2019 deficit: £180,718) before a loss on investments of £704,739 (2019 gain: £563,114).

### Reserves policy

As at 31 October 2020, the charity's total funds amounted to £8,824,020 of which £42,324 is restricted for purposes as set out in notes 17 and 18. The level of reserves available for the charity's use (i.e. in unrestricted funds and not represented by fixed assets) was £8,735,542 (2019: £10,490,528) inclusive of investments totalling £8,700,006 (2019: £10,490,602).

The Association is heavily dependent on the income generated by its investments and therefore the trustees consider it is necessary to hold all of these investments within the charity in order to be able to generate income to fund the Association's activities. The trustees believe this level of investment is necessary to generate income to fund the Association's activities for the indefinite future.

### Investment policy

The investment strategy of the trustees is a prudent one with the aim to maximise income whilst maintaining the value of investments in real terms. Each year the trustees withdraw from the portfolio an amount approximately equal to investment income received for the continued provision of the Hammond Innes bursaries and to cover some administrative expenses. In discussion with the investment managers the trustees have approved a risk profile for the management of the investments which is suitable for a portfolio invested for the long term and which is in line with that adopted by other charities with similar investment objectives.

During the year under review the charity's investments generated £227,364. The portfolio shrank in value from £10,490,602 to £8,700,006 in the year to 31 October 2020.

## FUNDRAISING STANDARDS INFORMATION

The charity does not solicit funds from the general public nor does it engage any third parties to act on its behalf in raising funds for the charity. As such the charity is not bound by any scheme for regulating fundraising.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## TRUSTEES' REPORT

---

### PLANS FOR THE FUTURE

Strategies and activities for achieving the objects of the charity in 2021 include:

- Liaising with government agencies and other providers of outdoor learning to lift the restrictions that have made Sail Training almost impossible in 2020.
- awarding the second part of the Lifeboat grant to support full members through the Covid-19 crisis.
- further promoting the benefits of Sail Training through social media campaigns and publicity.
- updating the website to make it more fun and relevant.
- running the delayed Mayflower Small Ships Race, which was unable to be held in 2020.
- further encouraging members to measure their outcomes and improve good practice.
- the annual Cowes Small Ships' Race in October which is a favourite on the Sail Training calendar and is growing in recognition year on year.

### STATEMENT OF TRUSTEES' RESPONSIBILITIES

The trustees 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).

The law applicable to charities in England & Wales 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 charity and of the incoming resources and application of resources of the charity for that period. In preparing these financial statements, the trustees are required to:

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

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Charities Act 2011, the Charity (Accounts and Reports) Regulations 2008 and the provisions of the trust deed. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

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

### APPOINTMENT OF AUDITORS

The charity's auditors, Blue Spire Limited, have expressed their willingness to stand for reappointment and a resolution proposing their reappointment will be put forward at the Annual General Meeting of the charity.

### SMALL COMPANIES PROVISIONS

This report has been prepared in accordance with the small companies regime under the Companies Act 2006.

Approved by the trustees and signed on their behalf.

J E Stevens  
Trustee

 Date:

23/9/21

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## INDEPENDENT AUDITORS' REPORT

---

### Independent auditors' report to the members of The Association of Sail Training Organisations

#### Opinion

We have audited the financial statements of The Association of Sail Training Organisations (the 'charitable company') for the year ended 31 October 2020 which comprise the Statement of Financial Activities, the Balance Sheet and notes to the financial statements, 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 charitable company's affairs as at 31 October 2020, and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### 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 charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC'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 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.

#### Other information

The trustees are responsible for the other information. The other information comprises the information included in the trustees' 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.

**THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS**  
FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

**INDEPENDENT AUDITORS' REPORT**

---

**Matters on which we are required to report by exception**

In the light of our knowledge and understanding of the 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 the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of 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 statement of trustees' responsibilities, 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.

In preparing the financial statements, the trustees are responsible for assessing the 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 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**

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](http://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. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.



Geoffrey Frost BSc(Hons) FCA, Senior Statutory Auditor  
For and on behalf of Blue Spire Limited, Statutory Auditors

Cawley Priory  
South Pallant  
Chichester  
West Sussex  
PO19 1SY

Date

5 April 2021

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## STATEMENT OF FINANCIAL ACTIVITIES (INCLUDING INCOME AND EXPENDITURE ACCOUNT)

	Note	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	2019 Total Funds £
<b>INCOME AND ENDOWMENTS FROM:</b>					
Donations and legacies	1	19,995	37,000	56,995	68,803
Investments	2	227,364	-	227,364	299,932
Charitable activities	3	4,319	(60)	4,259	7,277
Other - Furlough grants (unrestricted)		6,732	-	6,732	-
<b>Total</b>		<u>258,410</u>	<u>36,940</u>	<u>295,350</u>	<u>376,012</u>
<b>EXPENDITURE ON:</b>					
Raising funds - Investment management costs	4	43,222	-	43,222	49,608
Charitable activities	5	1,265,073	19,332	1,284,405	507,122
<b>Total</b>		<u>1,308,295</u>	<u>19,332</u>	<u>1,327,627</u>	<u>556,730</u>
Net gains/(losses) on investment assets	13	(704,739)	-	(704,739)	563,114
<b>Net Income/(expenditure)</b>		(1,754,624)	17,608	(1,737,016)	382,396
<b>Transfers between funds</b>	17	-	-	-	-
<b>Net movement in funds</b>		<u>(1,754,624)</u>	<u>17,608</u>	<u>(1,737,016)</u>	<u>382,396</u>
<b>RECONCILIATION OF FUNDS</b>					
<b>Total funds brought forward</b>	17	10,540,320	24,716	10,565,036	10,182,640
<b>Total funds carried forward</b>	17	<u>8,785,696</u>	<u>42,324</u>	<u>8,828,020</u>	<u>10,565,036</u>

The charity has no recognised gains or losses other than those dealt with in the statement of financial activities.  
All of the above results are derived from continuing activities.

**THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS**  
**FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020**

**BALANCE SHEET AS AT 31 OCTOBER 2020**

	Note	2020		2019	
		£	£	£	£
<b>FIXED ASSETS</b>					
Tangible assets	12	50,154		49,792	
Investments	13	<u>8,700,006</u>		<u>10,490,602</u>	
			8,750,160		10,540,394
<b>CURRENT ASSETS</b>					
Debtors	14	1,932		243	
Cash at hand and in bank		<u>80,070</u>		<u>67,072</u>	
<b>Total current assets</b>		<u>82,002</u>		<u>67,315</u>	
<b>CURRENT LIABILITIES</b>					
Creditors: amounts falling due within one year	15	<u>4,142</u>		<u>42,673</u>	
<b>Net current assets/(liabilities)</b>			77,860		24,642
<b>Net assets/(liabilities)</b>			<u><u>8,828,020</u></u>		<u><u>10,565,036</u></u>
<b>THE FUNDS OF THE CHARITY</b>					
<b>Restricted funds</b>	17		42,324		24,716
Designated Funds			50,153		49,792
Fair Value Reserve			830,484		1,793,147
General Funds			<u>7,905,059</u>		<u>8,697,381</u>
<b>Unrestricted funds</b>	17		<u>8,785,696</u>		<u>10,540,320</u>
<b>Total charity funds</b>			<u><u>8,828,020</u></u>		<u><u>10,565,036</u></u>

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

The financial statements on pages 10 to 22 were approved and authorised for issue by the trustees on 23/4/21 and signed on their behalf by:



J E Stevens  
Trustee



M Todd  
Trustee

The Association of Sail Training Organisations  
 Registered Charity Number 1083059  
 Registered Company Number 04084476

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## ACCOUNTING POLICIES

---

### General information, scope and basis of the financial statements

The Association of Sail Training Organisations is an incorporated charity, limited by guarantee, incorporated in England with the company number 04084476. In the event of the charity being wound up, the liability in respect of the guarantee is limited to £1 per member of the charity. The address of the registered office is given in the charity information page of these financial statements. The nature of the charity's operations and principal activities are outlined in the trustees' report.

The charity constitutes a public benefit entity as defined by FRS 102. The financial statements have been prepared in accordance with 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 issued in October 2019, the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), the Charities Act 2011, the Companies Act 2006 and UK Generally Accepted Accounting Practice.

The financial statements are prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value. The financial statements are presented in sterling which is the functional currency of the charity and rounded to the nearest £.

The significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented unless otherwise stated.

### Statement of cash flows

The charity does not include a statement of cash flows on the grounds that it is applying FRS 102 Section 1A.

### Incoming resources

All incoming resources are included in the Statement of Financial Activities (SOFA) when the Charity is legally entitled to the income after any performance conditions have been met, the amount can be measured reliably and it is probable that the income will be received.

For donations to be recognised the Charity will have been notified of the amounts and the settlement date in writing. If there are conditions attached to the donation and this requires a level of performance before entitlement can be obtained then income is deferred until those conditions are fully met or the fulfilment of those conditions is within the control of the Charity and it is probable that they will be fulfilled.

Income from trading activities includes income earned from fundraising events and trading activities to raise funds for the Charity. Income is received in exchange for supplying goods and services in order to raise funds and is recognised when entitlement has occurred.

Income from government and other grants are recognised at fair value when the Charity has entitlement after any performance conditions have been met, it is probable that the income will be received and the amount can be measured reliably. If entitlement is not met then these amounts are deferred.

Investment income is earned through holding assets for investment purposes such as shares and cash deposits. It includes dividends and interest. Where it is not practicable to identify investment management costs incurred within a scheme with reasonable accuracy the investment income is reported net of these costs. It is included when the amount can be measured reliably. Interest income is recognised using the effective interest method and dividend income is recognised as the Charity's right to receive payment is established.

### Resources expended

All expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to the category. Expenditure is recognised where there is a legal or constructive obligation to make payments to third parties, it is probable that the settlement will be required and the amount of the obligation can be measured reliably. It is categorised under the following headings:

- costs of raising funds; which includes the costs of organising events and investment management fees
- expenditure on charitable activities; which includes grants made to beneficiaries and costs incurred to support those activities

Grants payable to third parties are within the charitable objectives. Where unconditional grants are offered, this is accrued as soon as the recipient is notified of the grant, as this gives rise to a reasonable expectation that the recipient will receive the grants. Where grants are conditional relating to performance then the grant is only accrued when any unfulfilled conditions are outside of the control of the Charity.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## ACCOUNTING POLICIES

---

### Resources expended (continued)

#### *Support cost allocation*

Support costs are those that assist the work of the Charity but do not directly represent charitable activities and include office costs, governance costs, administrative payroll costs. They are incurred directly in support of expenditure on the objects of the charity. Where support costs cannot be directly attributed to particular headings they have been allocated to cost of raising funds and expenditure on charitable activities on a basis consistent with use of the resources.

The analysis of these costs is included in Note 6.

### 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.

### Pension costs

The charity operates a defined contribution pension scheme. Contributions to the scheme are charged to the statement of financial activities on a payable basis.

### VAT

The Charity is not registered for VAT and is unable to recover VAT incurred. On this basis costs are recorded inclusive of VAT within the SOFA.

### Taxation

The charity is considered to pass the tests set out in sections 466 to 493 Corporation Tax Act 2010 (CTA 2010), as such no income tax is payable on the charity's activities.

### Fixed assets

Tangible fixed assets are stated at cost less accumulated depreciation and accumulated impairment losses. Cost includes costs directly attributable to making the asset capable of operating as intended.

Depreciation is provided on all tangible fixed assets, at rates calculated to write off the cost, less estimated residual value, of each asset on a systematic basis over its expected useful life as follows:

Computer equipment	33⅓% straight line
Fixtures and fittings	15% straight line
Leasehold land and buildings	2% straight line (over the period of the lease)

### Fixed asset investments

Investments are recognised initially at fair value which is normally the transaction price excluding transaction costs. Subsequently, they are measured at fair value with changes recognised in 'net gains/(losses) on investments' in the SOFA if the shares are publicly traded or their fair value can otherwise be measured reliably.

### Debtors and creditors receivable / payable within one year

Debtors and creditors with no stated interest rate and receivable or payable within one year are recorded at transaction price. Any losses arising from impairment are recognised in expenditure.

### Cash and cash equivalents

Cash and cash equivalents comprise cash on hand and call deposits, and other short-term highly liquid investments that are readily convertible to a known amount of cash and are subject to an insignificant risk of change in value. In addition it includes cash at bank and in hand and cash balances within the investment portfolio available for investment transaction purposes.

### Operating leases

Rentals payable under operating leases are charged in the statement of financial activities on a straight line basis over the lease term.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## ACCOUNTING POLICIES

---

### **Fund accounting**

Unrestricted funds are available for use at the discretion of the Trustees in furtherance of the general objectives of the Charity 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 Charity for particular purposes. The cost 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.

Further details of each fund are disclosed in Note 18.

### **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.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## NOTES TO THE FINANCIAL STATEMENTS

### 1. Donations and legacies

	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	Unrestricted Funds £	Restricted Funds £	2019 Total Funds £
Donations and grants	2,061	37,000	39,061	5,140	55,785	60,925
Royalties	16,384	-	16,384	6,228	-	6,228
Sponsorship	-	-	-	-	-	-
Membership	1,550	-	1,550	1,650	-	1,650
	<u>19,995</u>	<u>37,000</u>	<u>56,995</u>	<u>13,018</u>	<u>55,785</u>	<u>68,803</u>

### 2. Income from investments

	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	Unrestricted Funds £	Restricted Funds £	2019 Total Funds £
Income from investment holdings	227,364	-	227,364	299,932	-	299,932
	<u>227,364</u>	<u>-</u>	<u>227,364</u>	<u>299,932</u>	<u>-</u>	<u>299,932</u>

### 3. Income from charitable activities

	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	Unrestricted Funds £	Restricted Funds £	2019 Total Funds £
UK Sail Training Conference fees	3,609	-	3,609	2,845	-	2,845
Training	710	-	710	2,008	-	2,008
Other income	-	-	-	804	-	804
Small Ships Race	-	(60)	(60)	-	1,620	1,620
	<u>4,319</u>	<u>(60)</u>	<u>4,259</u>	<u>5,657</u>	<u>1,620</u>	<u>7,277</u>

### 4. Raising funds - Investment management fees

	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	Unrestricted Funds £	Restricted Funds £	2019 Total Funds £
Investment management fees	43,222	-	43,222	49,608	-	49,608
	<u>43,222</u>	<u>-</u>	<u>43,222</u>	<u>49,608</u>	<u>-</u>	<u>49,608</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## NOTES TO THE FINANCIAL STATEMENTS

### 5. Charitable activities

	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	Unrestricted Funds £	Restricted Funds £	2019 Total Funds £
Hammond Innes grants (see note 7)	524,619	-	524,619	278,057	-	278,057
Additional bursary awards (see note 7)	-	-	-	-	58,318	58,318
Lifeboat grant (see note 7)	628,825	-	628,825	-	-	-
Trinity House grants	-	16,686	16,686	-	29,049	29,049
STI Trainee grants	-	-	-	-	-	-
ASTO Trainee grants	-	-	-	-	-	-
Other grants	5,343	2,646	7,989	2,515	3,960	6,475
<b>Total grants</b>	<b>1,158,787</b>	<b>19,332</b>	<b>1,178,119</b>	<b>280,572</b>	<b>91,327</b>	<b>371,899</b>
Race and event costs	6,894	-	6,894	11,508	12,134	23,642
Instruction and training	1,281	-	1,281	2,501	-	2,501
Support costs (see note 6)	93,192	-	93,192	103,377	-	103,377
Governance costs (see note 8)	4,919	-	4,919	5,703	-	5,703
<b>Other charitable activities</b>	<b>106,286</b>	<b>-</b>	<b>106,286</b>	<b>123,089</b>	<b>12,134</b>	<b>135,223</b>
	<b>1,265,073</b>	<b>19,332</b>	<b>1,284,405</b>	<b>403,661</b>	<b>103,461</b>	<b>507,122</b>

### 6. Support costs

	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	Unrestricted Funds £	Restricted Funds £	2019 Total Funds £
Wages and salaries (see note 9)	80,306	-	80,306	74,539	-	74,539
Insurance	2,197	-	2,197	2,133	-	2,133
Office costs	4,236	-	4,236	4,285	-	4,285
Travel and subsistence	1,504	-	1,504	3,185	-	3,185
Promotional materials and exhibitions	1,766	-	1,766	1,834	-	1,834
Sail training research	-	-	-	13,445	-	13,445
Bank charges	249	-	249	277	-	277
Repairs and maintenance	187	-	187	150	-	150
Postage and stationery	1,029	-	1,029	861	-	861
Advertising and marketing	474	-	474	615	-	615
Miscellaneous expenditure	200	-	200	985	-	985
Depreciation	1,044	-	1,044	1,068	-	1,068
Loss on disposal of fixed assets	-	-	-	-	-	-
	<b>93,192</b>	<b>-</b>	<b>93,192</b>	<b>103,377</b>	<b>-</b>	<b>103,377</b>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## NOTES TO THE FINANCIAL STATEMENTS

### 7. Analysis of grants

	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	Unrestricted Funds £	Restricted Funds £	2019 Total Funds £
Grants to institutions						
Adventure Under Sail	30,268	-	30,268	6,448	-	6,448
Adventures Offshore	11,221	-	11,221	5,553	-	5,553
Boleh Trust	702	-	702	411	-	411
Cat Zero	3,256	-	3,256	1,831	-	1,831
Challenge Wales	14,097	-	14,097	5,788	-	5,788
Cirdan Sailing Trust	23,856	-	23,856	8,881	-	8,881
Combined Cadet Force	15,915	-	15,915	9,066	-	9,066
Dauntsey's School	1,064	-	1,064	3,767	-	3,767
Discovery Sailing Project	11,891	-	11,891	5,354	-	5,354
East Coast Sail Trust	1,967	-	1,967	796	-	796
Ellen MacArthur Cancer Trust	15,708	-	15,708	8,234	-	8,234
Excelsior Trust	3,280	-	3,280	2,207	2,083	4,290
Gordonstoun School	15,940	-	15,940	8,890	-	8,890
Gwennili Trust	5,834	-	5,834	2,917	-	2,917
Island Trust	19,055	-	19,055	11,572	18,546	30,118
Jubilee Sailing Trust	57,148	-	57,148	36,308	-	36,308
Leila Sailing Trust	-	-	-	579	-	579
Little Brig	-	-	-	-	-	-
Marine Society and Sea Cadets	86,449	-	86,449	47,828	-	47,828
Maybe Sailing	12,139	-	12,139	8,266	-	8,266
Morning Star Trust	8,230	-	8,230	4,359	-	4,359
Ocean Youth Trust North	9,230	-	9,230	5,851	13,305	19,156
Ocean Youth Trust Scotland	31,681	-	31,681	16,736	24,384	41,120
Ocean Youth Trust South	19,906	-	19,906	9,229	-	9,229
Pioneer Sailing Trust	7,875	-	7,875	3,039	-	3,039
Portsmouth Sail Training Trust	603	-	603	-	-	-
Rona Sailing Project	42,382	-	42,382	25,015	-	25,015
Sea Sanctuary	190	-	190	470	-	470
Sea Change Sailing Trust	3,545	-	3,545	2,790	-	2,790
Swan Trust	2,669	-	2,669	1,488	-	1,488
Tall Ships Youth Trust	60,139	-	60,139	29,206	-	29,206
Tectona	5,999	-	5,999	-	-	-
Trinity Sailing Foundation	-	-	-	4,093	-	4,093
UKSA	2,380	-	2,380	484	-	484
Westward Quest	-	-	-	601	-	601
	<u>524,619</u>	<u>-</u>	<u>524,619</u>	<u>278,057</u>	<u>58,318</u>	<u>336,375</u>
	*1	*2		*1	*2	
Grants to individuals						
Trinity House *3	-	16,686	16,686	-	29,049	29,049
STI Trainee	-	-	-	-	-	-
ASTO Trainee grants	-	-	-	-	-	-
Other *4	5,343	2,646	7,989	2,515	3,960	6,475
	<u>5,343</u>	<u>19,332</u>	<u>24,675</u>	<u>2,515</u>	<u>33,009</u>	<u>35,524</u>
	<u>529,962</u>	<u>19,332</u>	<u>549,294</u>	<u>280,572</u>	<u>91,327</u>	<u>371,899</u>

\*1 Hammond Innes

Grants to provide opportunities for young people and those with disabilities. Leila Sailing Trust and Trinity Sailing Foundation ceased operation during the comparative season.

\*2 Additional bursary awards

Grants to enable young people to experience the teamwork, communication and leadership required in managing a sailing yacht. Awarded for providing additional demographic information on those taking part in Sail Training.

\*3 Trinity House

Grants to fund training for individuals

\*4 Other

To foster international exchanges

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## NOTES TO THE FINANCIAL STATEMENTS

### 7. Analysis of grants (continued)

	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	Unrestricted Funds £	Restricted Funds £	2019 Total Funds £
Grants to institutions - Lifeboat grants						
Adventure Under Sail	69,184	-	69,184	-	-	-
Adventures Offshore	25,649	-	25,649	-	-	-
Cat Zero	7,442	-	7,442	-	-	-
Challenge Wales	32,222	-	32,222	-	-	-
Cirdan Sailing Trust	54,527	-	54,527	-	-	-
Discovery Sailing Project	14,400	-	14,400	-	-	-
Excelsior Trust	7,498	-	7,498	-	-	-
Island Trust	43,534	-	43,534	-	-	-
Jubilee Sailing Trust	130,623	-	130,623	-	-	-
Morning Star Trust	7,000	-	7,000	-	-	-
Ocean Youth Trust North	21,000	-	21,000	-	-	-
Ocean Youth Trust Scotland	72,413	-	72,413	-	-	-
Ocean Youth Trust South	45,490	-	45,490	-	-	-
Rona Sailing Project	3,640	-	3,640	-	-	-
Sea Change Sailing Trust	8,103	-	8,103	-	-	-
Swan Trust	6,100	-	6,100	-	-	-
Tall Ships Youth Trust	80,000	-	80,000	-	-	-
	<u>628,825</u>	<u>-</u>	<u>628,825</u>	<u>-</u>	<u>-</u>	<u>-</u>

Lifeboat grants

Grants to support and ensure the future availability of Sail Training opportunities for young people, following on from the crisis caused by the Coronavirus pandemic in 2020.

### 8. Governance costs

	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	Unrestricted Funds £	Restricted Funds £	2019 Total Funds £
Auditors remuneration - current year	3,840	-	3,840	3,840	-	3,840
Trustees' travel expenses	1,079	-	1,079	1,863	-	1,863
	<u>4,919</u>	<u>-</u>	<u>4,919</u>	<u>5,703</u>	<u>-</u>	<u>5,703</u>

### 9. Wages and salary cost

	2020 Total Funds £	2019 Total Funds £
Gross wages	71,674	65,571
Employer's national insurance costs (inclusive of employer national insurance allowance)	3,182	3,690
Employer's pension contributions	5,351	5,245
Other benefits	100	33
	<u>80,307</u>	<u>74,539</u>

There were no employees with emoluments (excluding employer pension costs) above £60,000 in this or the preceding year

The average number of employees analysed by function was:

Administration of charitable activities	2.25	2.00
	<u>2.25</u>	<u>2.00</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## NOTES TO THE FINANCIAL STATEMENTS

### 9. Wages and salary cost (continued)

The number of employees to whom pension contributions are accruing:

Administration of charitable activities	2	2
	<u>2</u>	<u>2</u>

### 10. Auditors' remuneration

	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	Unrestricted Funds £	Restricted Funds £	2019 Total Funds £
Auditors' remuneration - audit	<u>3,840</u>	<u>-</u>	<u>3,840</u>	<u>3,840</u>	<u>-</u>	<u>3,840</u>

### 11. Related party transactions

None of the trustees received any remuneration during the year under review (2019: £nil). £1,079 (2019: £1,863) was reimbursed to or paid on behalf of the trustees listed on page 1 during the period under review.

During the year under review donations totalling £2,000 (2019: £nil) were received from the charity's trustees without conditions.

The charity's two (2019: two) key management personnel received remuneration as detailed in note 9 and £808 (2019: £1,566) was reimbursed to or paid on behalf of the charity's key management personnel during the year under review for travel and subsistence. In addition, fees were paid to the husband of a member of key management personnel totalling £200 (2019: £372) for photography.

### 12. Tangible fixed assets

	Leasehold property £	Office equipment £	Total £
<i>Cost</i>			
At 1 November 2019	61,293	4,830	66,123
Additions	-	1,406	1,406
Disposals	-	-	-
At 31 October 2020	<u>61,293</u>	<u>6,236</u>	<u>67,529</u>
<i>Depreciation</i>			
Accumulated at 1 November 2019	11,841	4,490	16,331
Charge for the year	835	209	1,044
On disposals	-	-	-
At 31 October 2020	<u>12,676</u>	<u>4,699</u>	<u>17,375</u>
Net book value at 31 October 2020	<u>48,617</u>	<u>1,537</u>	<u>50,154</u>
Net book value at 31 October 2019	<u>49,452</u>	<u>340</u>	<u>49,792</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## NOTES TO THE FINANCIAL STATEMENTS

### 13. Fixed assets investments

	Listed investments £	Cash £	2020 Total Funds £	2019 Total Funds £
<i>Reconciliation of movement on investments</i>				
Carrying (market) value brought forward	10,225,624	264,978	10,490,602	10,112,165
Additions at cost	1,029,961	-	1,029,961	921,278
Disposals at carrying value	(3,159,608)	-	(3,159,608)	(948,165)
Transfer between managers	-	-	-	-
Gain/(Loss) on revaluation	(472,896)	-	(472,896)	559,246
Net increase/(decrease) in cash	-	811,947	811,947	(153,922)
Carrying (market) value carried forward	<u>7,623,081</u>	<u>1,076,925</u>	<u>8,700,006</u>	<u>10,490,602</u>
<i>Gains/(losses) on investments</i>				
Unrealised (from above)	(472,896)	-	(472,896)	559,246
Realised on disposal of fixed asset investments	(231,843)	-	(231,843)	3,868
	<u>(704,739)</u>	<u>-</u>	<u>(704,739)</u>	<u>563,114</u>
<i>The investments above are analysed as follows:</i>				
Listed investments *1	7,623,081	-	7,623,081	10,225,624
Cash or cash equivalents	-	1,076,925	1,076,925	264,978
	<u>7,623,081</u>	<u>1,076,925</u>	<u>8,700,006</u>	<u>10,490,602</u>

\*1 Listed investments including pooled investment vehicles which invest in listed investments.

### 14. Debtors

	2020 Total Funds £	2019 Total Funds £
Other debtors	1,932	-
Prepayments	-	243
	<u>1,932</u>	<u>243</u>

### 15. Creditors: amounts falling due within one year

	2020 Total Funds £	2019 Total Funds £
Accrued expenses	3,840	5,481
Grants payable	-	36,935
Other creditors	302	257
	<u>4,142</u>	<u>42,673</u>

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## NOTES TO THE FINANCIAL STATEMENTS

### 16. Analysis of net assets between funds

	Unrestricted Funds £	Restricted Funds £	2020 Total Funds £	2019 Total Funds £
Tangible fixed assets	50,154	-	50,154	49,792
Fixed asset investments	8,700,006	-	8,700,006	10,490,602
Current assets	39,678	42,324	82,002	67,315
Current liabilities	(4,142)	-	(4,142)	(42,673)
	<u>8,785,696</u>	<u>42,324</u>	<u>8,828,020</u>	<u>10,565,036</u>

### 17. Analysis of net movement in funds

	Total funds brought forward £	Total incoming resources £	Total resources expended £	Transfers between funds £	Gains and (losses) on investments £	Total funds carried forward £
<i>Restricted funds</i>						
Trinity House Bursary	18,482	37,000	(16,686)	-	-	38,796
Cowes Small Ships Race	1,569	(60)	-	-	-	1,509
Trainee Bursary Fund	5	-	-	-	-	5
Little Brigs	2,646	-	(2,646)	-	-	-
Royal Standard Maritime Trust	2,014	-	-	-	-	2,014
<i>Total restricted funds</i>	<u>24,716</u>	<u>36,940</u>	<u>(19,332)</u>	<u>-</u>	<u>-</u>	<u>42,324</u>
<i>Unrestricted funds</i>						
<i>Designated funds</i>						
Fixed asset reserve	49,792	-	(1,045)	1,406	-	50,153
	<u>49,792</u>	<u>-</u>	<u>(1,045)</u>	<u>1,406</u>	<u>-</u>	<u>50,153</u>
Fair Value Reserve	1,793,147	-	-	-	(962,663)	830,484
General Fund	8,697,381	258,410	(1,307,250)	(1,406)	257,924	7,905,059
Unrestricted funds	<u>10,490,528</u>	<u>258,410</u>	<u>(1,307,250)</u>	<u>(1,406)</u>	<u>(704,739)</u>	<u>8,735,543</u>
<i>Total unrestricted funds</i>	<u>10,540,320</u>	<u>258,410</u>	<u>(1,308,295)</u>	<u>-</u>	<u>(704,739)</u>	<u>8,785,696</u>
Total funds	<u>10,565,036</u>	<u>295,350</u>	<u>(1,327,627)</u>	<u>-</u>	<u>(704,739)</u>	<u>8,828,020</u>

### 18. Description of funds

Trinity House Bursary	Funds received to provide grants under the Trinity House Career Development Scheme, providing training for Sail Training staff and volunteers.
Cowes Small Ships Race	Funds received to organise and run annual small ships races at Cowes.
Trainee Bursary Fund	Funds received to provide bursaries for young people to enable them to participate in sail training events.
Little Brigs project	Funds received to support a sail training projects of the Association's members.
Royal Standard Maritime Trust	Funds received following the closure of registered charity to be spent in furtherance of the closed charity's objects.
Fixed Asset Reserve	Designated funds representing the net book value of fixed assets.
Fair Value Reserve	Representing the variance between cost and fair value of the charity's investment assets.

# THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2020

## NOTES TO THE FINANCIAL STATEMENTS

### 19. Pension scheme

The charity operates defined contribution pension scheme for its employees. The total payable for the year under review was £5,351 (2019: £5,245). There were no amounts outstanding at the end of the current period or comparative financial year.

### 20. Commitments under operating lease

At 31 October the charity had total minimum lease payments under a non-cancellable operating lease as follows:

	2020 Total Funds £	2019 Total Funds £
Not later than one year	-	244
Later than one year not later than five years	-	-
	<u>-</u>	<u>244</u>

### 22. Financial instruments

The carrying amounts of the charity's financial instruments are as follows:

	2020 Total Funds £	2019 Total Funds £
<i>Financial assets</i>		
Measured at fair value through net income/(expenditure):		
Fixed asset investments	<u>8,700,006</u>	<u>10,490,602</u>
	<u>8,700,006</u>	<u>10,490,602</u>

The income, expense, net gains and net losses attributable to the charity's financial instruments are summarised as follows:

	2019 Total Funds £	2018 Total Funds £
<i>Income and expense</i>		
Financial assets measured at fair value through net income/(expenditure)		
Investment income	227,364	299,932
Investment management fees	(43,222)	(49,608)
	<u>184,142</u>	<u>250,324</u>
<i>Net gains and losses (including changes in fair value)</i>		
Financial assets measured at fair value through net income/(expenditure)		
Unrealised gains/(losses) on investments	(472,896)	559,246
Realised gains/(losses) on investments	(231,843)	3,868
	<u>(704,739)</u>	<u>563,114</u>

Fixed asset investments are held at fair value with valuations obtained using closing mid-market price.