

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

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THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

CHARITY INFORMATION

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

THE ASSOCIATION OF SAIL TRAINING ORGANISATIONS

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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

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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."

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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.

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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

10th 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

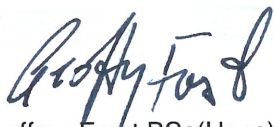
FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

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 £ |
|---|------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| INCOME AND ENDOWMENTS FROM: | | | | | |
| 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 |
| Total | | 222,743 | 26,975 | 249,718 | 295,350 |
| EXPENDITURE ON: | | | | | |
| 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 |
| Total | | 1,130,342 | 21,904 | 1,152,246 | 1,327,627 |
| Net gains/(losses) on investment assets | 13 | 1,389,058 | - | 1,389,058 | (704,739) |
| Net Income/(expenditure) | | 481,459 | 5,071 | 486,530 | (1,737,016) |
| Transfers between funds | 17 | (6,847) | 6,847 | - | - |
| Net movement in funds | | 474,612 | 11,918 | 486,530 | (1,737,016) |
| RECONCILIATION OF FUNDS | | | | | |
| Total funds brought forward | 17 | 8,785,696 | 42,324 | 8,828,020 | 10,565,036 |
| Total funds carried forward | 17 | 9,260,308 | 54,242 | 9,314,550 | 8,828,020 |

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

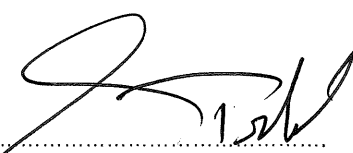
FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 OCTOBER 2021

BALANCE SHEET AS AT 31 OCTOBER 2021

| | Note | 2021 £ | 2020 £ |
|--|------|-------------------------|-------------------------|
| FIXED ASSETS | | | |
| 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 |
| CURRENT ASSETS | | | |
| Debtors | 14 | - | 1,932 |
| Cash at hand and in bank | | <u>92,095</u> | <u>80,070</u> |
| Total current assets | | <u>92,095</u> | <u>82,002</u> |
| CURRENT LIABILITIES | | | |
| Creditors: amounts falling due within one year | 15 | <u>4,017</u> | <u>4,142</u> |
| Net current assets/(liabilities) | | 88,078 | 77,860 |
| Net assets/(liabilities) | | <u><u>9,314,550</u></u> | <u><u>8,828,020</u></u> |
| THE FUNDS OF THE CHARITY | | | |
| Restricted funds | 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> |
| Unrestricted funds | 17 | <u>9,260,308</u> | <u>8,785,696</u> |
| Total charity funds | | <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 14th 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 ¹ | | | | | | |
| 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 ² | - | 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> |

¹ HI Bursaries

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

² 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 | <u>1,389,058</u> | <u>-</u> | <u>1,389,058</u> | <u>(231,843)</u> |
| | <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 | <u>-</u> | <u>15,793</u> | <u>15,793</u> | <u>1,076,925</u> |
| | <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 | <u>177</u> | <u>302</u> |
| | <u>4,017</u> | <u>4,142</u> |

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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 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 |
| Small Ships Race other | - | - | - | - | - | - |
| 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><u>10,565,036</u></u> | <u><u>295,350</u></u> | <u><u>(1,327,627)</u></u> | <u><u>-</u></u> | <u><u>(704,739)</u></u> | <u><u>8,828,020</u></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. |
| 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 £ |
|---|------|----------------------------|--------------------------|-----------------------------|
| INCOME AND ENDOWMENTS FROM: | | | | |
| 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 |
| Total | | 258,410 | 36,940 | 295,350 |
| EXPENDITURE ON: | | | | |
| Raising funds - Investment management costs | 4 | 43,222 | - | 43,222 |
| Charitable activities | 5 | 1,265,073 | 19,332 | 1,284,405 |
| Total | | 1,308,295 | 19,332 | 1,327,627 |
| Net gains/(losses) on investment assets | 13 | (704,739) | - | (704,739) |
| Net Income/(expenditure) | | (1,754,624) | 17,608 | (1,737,016) |
| Transfers between funds | 17 | - | - | - |
| Net movement in funds | | (1,754,624) | 17,608 | (1,737,016) |
| RECONCILIATION OF FUNDS | | | | |
| Total funds brought forward | 17 | 10,540,320 | 24,716 | 10,565,036 |
| Total funds carried forward | 17 | 8,785,696 | 42,324 | 8,828,020 |