

Registered number: 04686048  
Charity number: 1096846

**SAIL TRAINING INTERNATIONAL**  
**(A Company Limited by Guarantee)**

**TRUSTEES' REPORT AND FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 MARCH 2021**

**SAIL TRAINING INTERNATIONAL**  
**(A Company Limited by Guarantee)**

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**REFERENCE AND ADMINISTRATIVE DETAILS OF THE CHARITY, ITS TRUSTEES AND ADVISERS  
FOR THE YEAR ENDED 31 MARCH 2021**

**Trustees**

J Cheshire (UK), Chairman  
E Corwin (Norway)  
D Galpin (UK)  
M Henstock (Australia)  
J Hughes (USA)  
A Ledwidge-O'Brien (Ireland)  
R MacDonald (UK)  
R Mimbacas (Spain)  
P Van Ommen (Netherlands)  
L Westerberg (Sweden)  
L Weweler (Germany)

**Company registered number**

04686048

**Charity registered number**

1096846

**Registered office**

Charles House, Gosport Marina, Mumby Road, Gosport, Hampshire, PO12 1AA

**Company secretary**

A James (UK)

**Chief operating officer**

G Brown (UK) - resigned 30 April 2021  
A James (UK) - appointed 30 April 2021

**Independent auditors**

James Cowper Kreston  
Chartered accountants  
9th Floor  
The White Building  
1-4 Cumberland Place  
Southampton  
Hampshire  
SO15 2NP

**Bankers**

Lloyds TSB plc, 20 High Street, Gosport, Hampshire, PO12 1DE

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

**Solicitors**

Paris Smith, 1 London Road, Southampton, SO15 2AE

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**TRUSTEES' REPORT**  
**FOR THE YEAR ENDED 31 MARCH 2021**

The Trustees are pleased to present their report together with the Financial Statements of the Charity for the period ended 31 March 2021.

The year has been very difficult for the Charity and its trading subsidiaries due to the global pandemic requiring all our planned events for 2020 to be cancelled or postponed. We have effectively lost an entire year's income which has resulted in the reserves being severely depleted. During the year the Charity sought external professional advice on going concern status. We are pleased to state both the Charity and the trading subsidiaries have remained going concerns throughout the period. It was deemed necessary to report the cancellation of our events as a serious incident to the Charity Commission.

Post year end it became evident that our three planned events for 2021 two of which had been postponed from 2020 would not be able to proceed due to the ongoing impact of the pandemic. Through successful collaboration with our contracting ports and our primary sponsor SCF the charity and its trading subsidiaries remain a going concern.

**1. Objectives and Public Benefit**

The objects of the Charity are to enable young people of all nationalities to develop their physical, mental, and spiritual capacity, through sail training, and embrace a healthier lifestyle so that they may grow to full maturity as individuals and useful members of society.

The principal activities through which it seeks to do so are:

- (a) the promotion and organisation of Tall Ships races and other regattas and events in all parts of the world.
- (b) assistance to young people for their participation in sail training activities including the provision of grants and bursaries (directly and indirectly) and by providing assistance to those otherwise unable to afford to do so.
- (c) acting as a forum for promoting co-operation between the National Sail Training Organisations who are the Members of the Charity and other organisations throughout the world involved in sail training or having similar objectives.
- (d) representing the interests of such organisations with international organisations, government departments and other appropriate bodies in all matters relating to sail training generally and particularly in relation to safety of participants, classification of vessels, certification and best practice and the proficiency of personnel.
- (e) carrying out, commissioning, or supporting research, surveys, studies, or other work relating to the benefits of sail training for the development of young people and publishing the results of such research and other ancillary written or other materials; and
- (f) the provision of support and encouragement for sail training generally.

In setting our policy for achieving our objectives our Trustees give serious consideration to the Charity Commission's general guidance on public benefit.

'Sail training' in this context means more than teaching people to sail. It describes the use of adventurous activities at sea to help young people develop confidence, trust in others, tolerance, and teamwork. It also, on board ship and in port, brings together people from many different nationalities, cultures, and faiths to promote international friendship and understanding.

Our activities are planned to enable young people to experience the benefits of sail training in particular by:

- Creating opportunities through events run by the Charity's trading subsidiaries
- Promoting and supporting other sail training opportunities
- Providing bursary funding to young people
- Encouraging host cities to support sail training
- Creating awareness of sail training with the public



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**TRUSTEES' REPORT (CONTINUED)**  
**FOR THE YEAR ENDED 31 MARCH 2021**

**2. Events and Related Activities**

The Charity, through its trading subsidiaries, continues to promote and organise Tall Ships Races and Regattas with the emphasis on the participation of young people of all nationalities.

Each year the involvement of Tall Ships from all over the world in our events provides the most visible example of the practical fulfilment of our objectives in three complementary ways:

- They create opportunities for young people to experience sailing on a Tall Ship and the personal development such an experience can offer,
- They generate funds both for the participating Tall Ships and for the Charity to use for bursary funding or research, and
- They foster best practice for sail trainers and promote sail training generally through exposure of the participating tall ships to the public when berthed in the race host ports.

**Events in 2020**

It was not possible to run any of the planned events in 2020 due to the restrictions imposed by the global pandemic. The two planned events TSR2020 and the SCF White Sails of Peace Regatta were postponed until 2021. This decision was taken in partnership with the participating ports and sponsors.

**Fundraising**

The Charity does not employ dedicated fundraising staff. The principal source of income is that generated by the subsidiaries through races and regattas.

The last year has seen an increased focus on fundraising and developing new streams of income and facilitation. We were able to create the infrastructure for fundraising through a range of digital channels and legacy donations. Additionally, applications to several foundations have been made for one off donations one of which to the Beaulieu Beaufort Foundation was successful and a one-off payment of £10,000 was received in June 2021.

These measures and initiatives have helped us to raise over £7,000 across various channels and have provided a solid foundation for extending and building upon in coming years.

In addition to the above the following donations were received:

€50,000 per annum for bursaries from the Sultanate of Oman.

£10,000 One off donation from estate of John E Burnett with the purpose of granting bursaries to disabled people of any age to take part in a Sail Training voyage.

**3. Bursaries**

In addition to operating Tall Ships Races and other events the Charity utilises its own funds to provide direct assistance to young people who might otherwise not be able to participate in and benefit from sail training.

**STI Bursary Schemes**

Our Host Port Bursary scheme whereby host ports commit in their contracts with us to provide funding for young people in their area to sail on board Tall Ships participating on our races, continues to provide a high number of local young trainees. Each host port finds its own way to meet their commitment to the scheme and we estimate that in an average year the Host Port bursary programme as a whole has an equivalent bursary value in excess of Euros 750,000 (Euros 378,000).

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**TRUSTEES' REPORT (CONTINUED)**  
**FOR THE YEAR ENDED 31 MARCH 2021**

**Sultanate of Oman Bursary Scheme**

The Charity is privileged to have enjoyed long term support from the Sultanate of Oman, which has operated a Tall Ship of its own for many years. The Sultanate has for the past 9 years funded a dedicated bursary scheme administered by the Charity with a worldwide reach. During 2020 the Sultanate of Oman committed to support the bursary scheme for a further 5 years.

**Rendez-Vous 2017 Legacy Fund**

The Canada Legacy Fund once again provided \$20,000CAN to support organisations (preferably non-profit) to help deliver youth sail training programmes to young Canadians. Recipients of the fund in 2021 were Brigs Youth Sail Training and EcoMaris.

Brigs Youth Sail Training's Set Sail for Success project has received \$5,000CAN from the Canada Legacy Fund. The programme will see the organisation partner with CityKidz Hamilton, a charity dedicated to improving the lives of children growing up with the challenges of poverty. The project will see participants take part in a four-weekend programme onboard TS Playfair.

Eco Maris from Montreal have been awarded \$10,000CAN for their Native River project. The goal of the program is to offer professional sailing internships to young people from different indigenous communities of Québec. During the programme, participants will take part in all aspects of sailing and use their experiences to develop a range of transferable life skills. Following the conclusion of the expedition, there will be a follow up throughout the year to continue support and help the development of skills learned whilst on board.

Adventure Under Sail were also awarded a further \$5,000CAN to continue support for their 2019/20 Canada Legacy Fund Bordeaux and Quebec exchange programme.

**John E Burnett Bursary Fund**

The John E. Burnett Bursary was launched for the first time in 2021, providing £10,000 in funding for disabled people of any age to take part in a Sail Training voyage. The bursary was able to be set up following the kind support of the estate of John E. Burnett, a supporter of access to Sail Training.

These funds appear under restricted funds within the Charity's accounts.

**4. Promotion of Sail Training Worldwide**

**International Conferences**

An important element of the Charity's activities is to host an international conference each year at which our members can interact with Tall Ships operators, sail trainers, port authorities and other maritime organisations. The Charity organises workshops and seminars on many aspects of sail training to encourage best practice and safety, as well as sharing the benefits of different approaches and methods for the development of young people in a sail training environment.

The Conference also provides the opportunity for all Trustees, subsidiary Board Members and Committees to hold their own meetings and meetings with volunteers and other groups to increase awareness of the issues that impact on the achievement of our objectives.

During 2020 there was no possibility to hold an in-person conference, but both the Charity and the Youth Council held virtual conferences that proved both popular and successful. The Youth Council conference attracted just under 400 participants from 33 countries across all seven continents.

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**TRUSTEES' REPORT (CONTINUED)**  
**FOR THE YEAR ENDED 31 MARCH 2021**

**Youth Development Fund**

The Youth Development Fund was launched in 2019 to encourage the development of more effective Sail Training programmes for young people from disadvantaged social backgrounds. Its purpose is to support organisations – preferably non-profit – to deliver Sail Training programmes that will reach young people from a mixture of backgrounds, particularly those who have been disadvantaged.

The Youth Development Fund returned in 2021 using funding from the Royal Navy of Oman and offered £25,000 in funding to support several projects fostering youth development. We received 20 high quality applications and were delighted to award funding to Portugal's NSTO Aporvela, UK Sail Training organisations CatZero, Offshore and Ocean Youth Trust South, and Italian not-for-profit organisation Vela Tradizionale.

**5. Research STI is funding currently**

Operators of Tall Ships in general have no doubts concerning the benefits that accrue to young people from a sail training voyage. However, it is important for those benefits to be validated by independent observers and academic research.

The activities of the Charity therefore include participation in, and some funding for, research projects. Through its members and the Tall Ships participating in its events, the Charity is well placed to assist in gathering data for such projects.

Drawing on the success of the first round, applications for the STI Research Grant Fund increased three-fold in 2019 and the successful applicants University of Otago and Grand Banks filed their respective Research reports in 2020.

Due to the Pandemic no new grants were authorised during 2020.

**6. FINANCIAL REVIEW**

The consolidated income of the charity and its wholly owned trading subsidiaries amounted to £497,951 (2020: £964,807). Income was reduced considerably year over year due to the postponement of the 2 events which limited the revenue that could be recognised. Expenditure during the period amounted to £698,399 (2020: £1,235,438). At the consolidated level this resulted in a reduction in reserves of £200,448 (2020: reduction in reserves £270,631). Reserves at the year-end stood at £251,020 (2020: £451,468).

The unrestricted reserves amounted to £53,243 at year end which would not meet any of the criteria established in the reserves policy.

Overall, our trading activities had a deficit of £83,155 (2020: £102,518 surplus).

Our principal source of trading income during the period comes, as in prior years, from sponsorship income and Host Port fees drawn from long term contracts for our events. This income decreased considerably due to the postponement of the two planned events for the year. To partially offset the reduction in income a cost reduction plan was implemented which resulted in the redundancy of four members of the permanent staff.

Considering the postponement of the events and the reduction in the cost base the Trustees regard the results achieved as satisfactory.

Enthusiasm among the sail training community for our events remains strong. The Trustees and Chief Executive can look ahead to Tall Ships Races and other events planned for the next few years and to identify opportunities which may become available and any major operational and strategic challenges that may arise.

These events include Races in the North Sea, the Iberian Sea, and the Baltic Sea along with a Regatta in the Far East. We are encouraged by the ongoing support for our events from host ports which continue to consider our events to be a worthwhile economic proposition for them and their communities as well as promoting the involvement of young people in sail training.



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**TRUSTEES' REPORT (CONTINUED)**  
**FOR THE YEAR ENDED 31 MARCH 2021**

**Post Balance Sheet Events**

The two postponed events from 2020 were due to take place in 2021 alongside the Tall Ships Race 2021. Unfortunately, due to the ongoing restrictions imposed by the global pandemic none of the three events were able to go ahead. Regarding the two 2020 events, we are still in discussion with the relevant ports and sponsor on how they wish to proceed regarding a further postponement or cancellation. Regarding the Tall Ships Race 2021 we were able to reach agreement with the five participating ports on mutually cancelling the event. A key element of that cancellation was that we could retain the port fee for the event. In return for this the ports were given automatic host port status for when the Tall Ships Races return to the Baltic in 2024 and a discounted host port fee.

This agreement has secured both the Charity and the Subsidiaries going concern status for the year ending March 2021.

The Trustees' strategic plans include devoting resources via its subsidiary trading company to increase sponsorship income for its events and thereby increase the Gift Aid income to the Charity.

**Sponsorship**

Our relationship with SCF Sovcomflot, a large Russian shipping company, continues to be successful. They have sponsored 3 events to date (Black Sea Tall Ships Regatta in 2014 and 2016 and the Far East Tall Ships Regatta 2018 centred on Vladivostok). A second edition of this event was contracted to take place in 2020 with plans to visit ports in South Korea, Japan as well as Vladivostok but due to the pandemic has been postponed until 2021.

The Trustees have reviewed the longer-term viability of the Charity in the light of the Gift Aid income from its trading subsidiaries. This in turn is dependent upon the prospective host port fee income and contracted sponsorship income relating to events. Though recognising that sponsorship income is uncertain and volatile, the Trustees are confident in securing adequate income for the next three years.

**Risk Management and Reserves**

The Trustees review the risks faced by the Charity and its subsidiaries annually by carrying out a risk mapping exercise for both the Charity and its subsidiaries in accordance with the recommendations of the Charity Commission. The main risk to the Charity is the ongoing profitability of its subsidiaries which, via gift aid, provide its main source of income. To alleviate this risk the Trustees, monitor the performance of the trading subsidiaries on a regular basis including regular reports to the Trustees and CEO on all key events being organised by the subsidiaries. The prime risk identified for the trading subsidiaries is the potential failure to contract host ports and sponsors for future events. This risk is addressed by seeking to contract ports as far in advance as possible of each event and adjusting the Race Series to reflect the relevant ports once contracted.

By their very nature the Tall Ships Races take place in international waters and could be subject to political and other events outside our control. The Boards of the trading subsidiaries and the Trustees therefore consider political and strategic risks when making decisions to organise events (particularly in new sea areas) and keep such issues under careful review on a regular basis. The ramifications of the pandemic and the need to postpone the planned events has brought to reality this identified risk.

The Trustees have recently reviewed the Charity's reserves policy, and in particular have looked at some of the factors that determine our requirements for achieving and maintaining certain levels of 'free' reserves. It has been agreed that reserve requirements should continue to be monitored with reference to three levels:

1. minimum level to cover the cost of 'winding up' the organization in the event of all funding coming to an end (this would include the cost of redundancies, lease commitments, and meeting short term liabilities);
2. intermediate level to allow for the continuation of 'core' activities for a 6–9-month period in the event of significant reductions in funding; and

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**FOR THE YEAR ENDED 31 MARCH 2021**

3. higher level to provide an endowment to fund bursary support for young people, research to further the aims of the Charity, and special projects to pilot different ways of promoting the personal development of young people and fostering international friendship and understanding. Achieving this level is a longer-term strategy (5-10 years).

For the purposes of 2 above, 'free' reserves are taken to include unrestricted funds and restricted funds to the extent that they support 'core' project activities and do not contravene funders' restrictions.

The Trustees will prioritise rebuilding the unrestricted reserves over the next 2 years to meet as a minimum the first criteria set above.

The Trustees are always mindful of the fact that the Charity operates in a changing environment which is sensitive to shifts in international relations and economic success in different cities and regions.

With this and the effects of the Covid outbreak in mind they will review annually the need to designate funds to cover short term reductions in funding, necessary changes to operational activities or organisational infrastructure and the transition to new funding arrangements which have an impact on short term cash flow.

The Trustees review the policy on a yearly basis to ensure that an appropriate level of reserves is maintained within the Charity, in accordance with Charity Commission guidelines.

**Investment Powers and Policy**

Under its constitution, the Charity has the power to make any investment which the Trustees see fit. The Trustees, having regard to the risk and liquidity requirements of organising races and events and to the reserves policy, have operated a prudent policy of keeping balances in a range of mainly short-term instruments selected to generate the best returns, consistent with security.

**7. STRUCTURE, GOVERNANCE AND MANAGEMENT**

As a result of the re-organisation implemented in 2015 the structure of the Group is as follows:

**Sail Training International / the Charity**

Sail Training International is a company limited by guarantee governed by its Memorandum and Articles of Association dated 4 March 2003 as amended in 2005. It is registered as a charity with the Charity Commission with Charity Number 1096846.

The **Members** of Sail Training International are the national or representative sail training organisations of:

Australia, Belgium, Bermuda, Canada, Croatia, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, India, Ireland, Italy, Japan, Latvia, Lithuania, Netherlands, New Zealand, Norway, Poland, Portugal, Russia, South Africa, Spain, Sweden, United Kingdom and United States of America.

The **Trustees** are responsible for policy making and are accountable for the Charity's activities and for ensuring that they are consistent with its charitable objectives. They are also responsible for managing the Charity's affairs and in this capacity appoint the Chief Executive and the directors of subsidiary companies. The Trustees receive no remuneration for their services.

The **Chairman** of the Trustees is directly elected by the Members for a three-year term but is eligible for re-election.

All **Trustees** are also elected by the Member organisations and the longest serving of them (being one third of the then current number) are required to resign each year at the Annual General meeting but are entitled to seek re-election. The Trustees also have power under the Articles of Association to appoint new Trustees at any time in the year to fill a vacancy, but any person so appointed must then be formally re-appointed by the Members at the next Annual General Meeting.



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**TRUSTEES' REPORT (CONTINUED)**  
**FOR THE YEAR ENDED 31 MARCH 2021**

The Trustees also appoint the Boards of Directors of the trading subsidiaries and set the terms of reference for other Committees and working groups. During the year there was no change in either the Trustee Board or the subsidiary Board of directors.

In this context the Trustees and the Chief Executive regularly consider the nature of the skills required by the Charity and review the skillsets of existing appointees, both as Trustees and as Directors of the subsidiaries, having regard to those who may be retiring in the near future. The reconstruction of the Group in 2015 was also an opportunity to ensure that the trading subsidiaries have Board Members suitable for the ongoing activities.

The Members are notified of the experience and skills requirements for new Trustees and can put forward candidates. They are also, prior to the next Annual General Meeting, provided with information on all Trustees who are seeking re-appointment or re-election at such meeting.

Many of the candidates for appointment as a Trustee will have a pre-existing connection with or knowledge of sail training but candidates are only put forward after the Trustees and the Company Secretary are satisfied that they understand their responsibilities and duties as a Trustee of a UK Charity. New Trustees are provided with such information as they require with the process and topics being tailored to each individual's background experience and knowledge. Trustees and Directors have access to the Company Secretary and from time to time receive additional training through attendance at workshops and seminars at International Conferences.

Many of the Trustees and Directors are active in and provide advice and assistance to the National Sail Training Organisation (NSTO), who are Members of the Charity, and other organisations within the sail training world.

The **Chief Executive** is responsible for the day-to-day management of the organisation's staff and co-ordinating the activities and achievement of the business plan and budget approved by the Trustees. He is in regular contact with the Chairs of the Charity and its subsidiaries concerning contractual and regulatory matters and attends all Trustees meetings and meetings of the subsidiary boards.

#### **Committees, Working Groups and Volunteers**

The **International Council** comprises a representative of each Member and other individuals, up to a third of the total International Council, who are nominated by the Trustees for their expertise and experience and must be approved by the International Council. Trustees are also entitled to attend such meetings but have no vote. The purpose of the International Council is to act as an advisory body to the Trustees and contribute to policies and projects for implementation by the Charity and the trading subsidiaries.

The **Ships' Council** was created as an advisory group and is open to all Tall Ship Operators who are involved with our events. The aspects considered by the Council include regulatory, operational and safety matters and other issues and future plans for the participation of Tall Ships in our events. A representative of the Trustees attends its meetings and reports back to the Trustees and the International Council.

The **Youth Council** assists the Trustees to identify and take account of the views of young people, already active in the sail training world, in developing strategies and activities for the future. Each of the Members is entitled to nominate a representative and a Trustee is responsible for liaison between the Trustees and STI Youth Council. The Chair of STI Youth Council reports directly to each International Council meeting.

The **Port Advisory Group** acts as conduit for the Charity and its trading company to receive input on its activities and events from this important stakeholder group.

All members of the above Committees and Working Groups are volunteers. In addition, the Trading Companies rely upon a dedicated cadre of volunteers to help deliver their events.

#### **Subsidiary Companies**

The Charity has three wholly owned subsidiaries which are separate trading companies to carry out different activities and which through Gift Aid pass all surplus income to the Charity to assist in enabling it to fulfil its objectives.



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**TRUSTEES' REPORT (CONTINUED)**  
**FOR THE YEAR ENDED 31 MARCH 2021**

The Chief Executive is a director of each trading subsidiary and, with the other Directors, responsible for managing their activities.

The remuneration for the CEO and other key employees is set by the Trustees having taken account of the ACEVO survey of executive pay awards, the current Cost of Living and other relevant indices. A majority of the directors of the trading subsidiaries are unpaid volunteers.

**Tall Ships Races International Limited** is responsible for staff and office infrastructure, the provision of financial and other services, managing publicity activities and materials, and organising the majority of the Tall Ships Races and seminars. It has particular responsibility for the race organisation and appoints a Race Committee for each race series to provide advice on maritime and safety issues. Its objectives are set by the Trustees of the Charity.

**Tall Ships International Limited** is responsible for other races and events the charity organises or is involved with worldwide that involve North America, including consultancy contracts. As there are no events under contract that fall into this category the company was made dormant during the year.

**Sail on Board** is currently a dormant company.

## **8. FINANCIAL STATEMENTS**

The Trustees are responsible for preparing the Trustees' Report and financial statements for each financial period in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) and for ensuring that such financial statements give a true and fair view of the state of affairs of the charitable company and the group, and of the incoming resources and application of resources, including the income and expenditure, of the charitable group for that period.

In preparing these financial statements, the Trustees are required to:

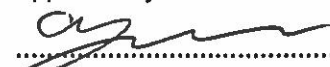
- select suitable accounting policies and then apply them consistently.
- observe the methods and principles in the Charities SORP.
- make judgements and estimates that are reasonable and prudent.
- state whether applicable UK Accounting Standards have been followed, subject to any material departures 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 charitable company will continue in business.

The Trustees are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that the financial statements comply with the Companies Act 2006. The Trustees are also responsible for safeguarding the assets of the charitable company and the group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities. The Trustees are aware of the Charity Commission's Governance Code and are reviewing the Charity's governance in light of the code.

So far as the Trustees are aware:

- There is no relevant audit information of which the charitable company's auditors are unaware; and
- The Trustees have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditors are aware of that information.

This report has been prepared in accordance with the special provisions for small companies under Part 15 of the Companies Act 2006.

Approved by order of the members of the board of Trustees on 10/11/21  
and signed on their behalf by:  
  
.....  
**A. James**  
Company Secretary

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**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF SAIL TRAINING INTERNATIONAL**

**Opinion**

We have audited the financial statements of Sail Training International (the 'parent charitable company') and its subsidiaries (the 'group') for the year ended 31 March 2021 which comprise the Consolidated Statement of Financial Activities, the Consolidated Balance Sheet, the Charity Balance Sheet, the Consolidated Statement of Cash Flows and the related notes, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the Group's and of the parent charitable company's affairs as at 31 March 2021 and of the Group's incoming resources and application of resources, including its income and expenditure for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006 and the Charities Act 2011.

**Basis for opinion**

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

**Conclusions relating to going concern**

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 Group's or the parent 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.

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**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF SAIL TRAINING INTERNATIONAL**  
**(CONTINUED)**

**Other information**

The other information comprises the information included in the Annual Report other than the financial statements and our Auditors' Report thereon. The Trustees are responsible for the other information contained within the Annual Report. 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.

**Opinion 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 for the financial year for which the financial statements are prepared is consistent with the financial statements.
- the Trustees' Report has been prepared in accordance with applicable legal requirements.

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

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

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

- the parent charitable company has not kept adequate and sufficient accounting records, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent charitable company financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of 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 Trustees' 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 Group's and the parent charitable company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Trustees either intend to liquidate the Group or the parent charitable company or to cease operations, or have no realistic alternative but to do so.



**SAIL TRAINING INTERNATIONAL**  
**(A Company Limited by Guarantee)**

**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF SAIL TRAINING INTERNATIONAL**  
**(CONTINUED)**

**Auditors' 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 Auditors' 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.

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 specific procedures for this engagement that we designed and performed to detect material misstatements in respect of irregularities, including fraud, were as follows:

- Enquiry of management and those charged with governance around actual and potential litigation and claims;
- Enquiry of management and those charged with governance to identify any material instances of non-compliance with laws and regulations;
- Reviewing financial statement disclosures and testing to supporting documentation to assess compliance with applicable laws and regulations;
- Performing audit work to address the risk of irregularities due to 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 evidence of bias.

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 Auditors' Report.

**Use of our report**

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

**SAIL TRAINING INTERNATIONAL**  
**(A Company Limited by Guarantee)**

**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF SAIL TRAINING INTERNATIONAL**  
**(CONTINUED)**



**Michael Farwell MA FCA DChA (Senior Statutory Auditor)**

for and on behalf of  
**James Cowper Kreston**

Chartered accountants

9th Floor

The White Building

1-4 Cumberland Place

Southampton

Hampshire

SO15 2NP

Date: 1/12/2021

**SAIL TRAINING INTERNATIONAL**  
(A Company Limited by Guarantee)

**CONSOLIDATED STATEMENT OF FINANCIAL ACTIVITIES (INCORPORATING INCOME AND  
EXPENDITURE ACCOUNT)  
FOR THE YEAR ENDED 31 MARCH 2021**

	Note	Unrestricted funds 2021 £	Restricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
<b>Income from:</b>					
Donations	4	2,814	58,682	61,496	48,783
Charitable activities	5	386,623	-	386,623	717,039
Other trading activities	6	5,498	-	5,498	194,123
Investments	7	540	-	540	4,862
Other income	8	43,794	-	43,794	-
		<u>439,269</u>	<u>58,682</u>	<u>497,951</u>	<u>964,807</u>
<b>Total income</b>					
<b>Expenditure on:</b>					
Raising funds		-	-	-	23,334
Charitable activities	9	661,831	36,568	698,399	1,212,104
		<u>661,831</u>	<u>36,568</u>	<u>698,399</u>	<u>1,235,438</u>
<b>Total expenditure</b>					
<b>Net (expenditure)/income</b>		<u>(222,562)</u>	<u>22,114</u>	<u>(200,448)</u>	<u>(270,631)</u>
Transfers between funds	19	8,945	(8,945)	-	-
		<u>(213,617)</u>	<u>13,169</u>	<u>(200,448)</u>	<u>(270,631)</u>
<b>Net movement in funds</b>					
<b>Reconciliation of funds:</b>					
Total funds brought forward		266,860	184,608	451,468	722,099
Net movement in funds		(213,617)	13,169	(200,448)	(270,631)
		<u>53,243</u>	<u>197,777</u>	<u>251,020</u>	<u>451,468</u>
<b>Total funds carried forward</b>					

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

The notes on pages 18 to 36 form part of these financial statements.



**SAIL TRAINING INTERNATIONAL**  
**(A Company Limited by Guarantee)**  
**REGISTERED NUMBER: 04686048**


**CONSOLIDATED BALANCE SHEET**  
**AS AT 31 MARCH 2021**

	Note	2021 £	2020 £
<b>Fixed assets</b>			
Tangible assets	14	37,376	42,977
<b>Current assets</b>			
Debtors	16	251,294	268,951
Cash at bank and in hand		1,338,261	1,229,909
		<u>1,589,555</u>	<u>1,498,860</u>
Current liabilities	17	(950,511)	(290,264)
<b>Net current assets</b>		<u>639,044</u>	<u>1,208,596</u>
<b>Total assets less current liabilities</b>		<u>676,420</u>	<u>1,251,573</u>
Creditors: amounts falling due after more than one year	18	(425,400)	(800,105)
<b>Total net assets</b>		<u><u>251,020</u></u>	<u><u>451,468</u></u>
<b>Charity funds</b>			
Restricted funds	19	197,777	184,608
Unrestricted funds	19	53,243	266,860
<b>Total funds</b>		<u><u>251,020</u></u>	<u><u>451,468</u></u>

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

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

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

  
.....  
J Cheshire  
Chairman  
Date: 29/11/21

**SAIL TRAINING INTERNATIONAL**  
**(A Company Limited by Guarantee)**  
**REGISTERED NUMBER: 04686048**

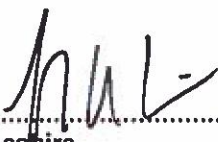
**CHARITY BALANCE SHEET**  
**AS AT 31 MARCH 2021**

	Note	2021 £	2020 £
<b>Fixed assets</b>			
Tangible assets	14	37,376	42,977
Investments	15	3	3
		<u>37,379</u>	<u>42,980</u>
<b>Current assets</b>			
Debtors	16	468	46,288
Cash at bank and in hand		252,992	595,321
		<u>253,460</u>	<u>641,609</u>
Current liabilities	17	(55,423)	(316,161)
<b>Net current assets</b>		<u>198,037</u>	<u>325,448</u>
<b>Total net assets</b>		<u><u>235,416</u></u>	<u><u>368,428</u></u>
<b>Charity funds</b>			
Restricted funds	19	197,777	184,608
Unrestricted funds	19	37,639	183,820
<b>Total funds</b>		<u><u>235,416</u></u>	<u><u>368,428</u></u>

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

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

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

  
 .....  
**J Cheshire**  
 Chairman

Date: 29/11/21

The notes on pages 18 to 36 form part of these financial statements.

**SAIL TRAINING INTERNATIONAL**  
**(A Company Limited by Guarantee)**

**CONSOLIDATED STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDED 31 MARCH 2021**

	2021 £	2020 £
<b>Cash flows from operating activities</b>		
Net cash used in operating activities	115,652	(215,569)
	<hr/>	<hr/>
<b>Cash flows from investing activities</b>		
Loss on disposal of tangible fixed assets	136	-
Purchase of tangible fixed assets	(7,436)	(40,003)
	<hr/>	<hr/>
<b>Net cash used in investing activities</b>	(7,300)	(40,003)
	<hr/>	<hr/>
<b>Cash flows from financing activities</b>		
	<hr/>	<hr/>
<b>Net cash provided by financing activities</b>	-	-
	<hr/>	<hr/>
<b>Change in cash and cash equivalents in the year</b>	108,352	(255,572)
Cash and cash equivalents at the beginning of the year	1,229,909	1,485,481
	<hr/>	<hr/>
<b>Cash and cash equivalents at the end of the year</b>	1,338,261	1,229,909
	<hr/> <hr/>	<hr/> <hr/>

The notes on pages 18 to 36 form part of these financial statements

**SAIL TRAINING INTERNATIONAL**  
**(A Company Limited by Guarantee)**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 MARCH 2021**

**1. Accounting policies**

**1.1 Basis of preparation of financial statements**

The financial statements have been prepared in accordance with the Charities SORP (FRS 102) - Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 October 2019), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Companies Act 2006.

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

The Consolidated Statement of Financial Activities (SOFA) and Consolidated Balance Sheet consolidate the financial statements of the Charity and its subsidiary undertakings. The results of the subsidiaries are consolidated on a line by line basis

The Charity has taken advantage of the exemption allowed under section 408 of the Companies Act 2006 and has not presented its own Statement of Financial Activities in these financial statements.

**1.2 Basis of consolidation**

The Consolidated Statement of Financial Activities (SOFA) and Consolidated Balance Sheet consolidate the financial statements of the Charity and its subsidiary undertakings. The results of the subsidiaries are consolidated on a line by line basis.

The Charity has taken advantage of the exemption allowed under section 408 of the Companies Act 2006 and has not presented its own Statement of Financial Activities in these financial statements.

The Charity has taken advantage of the exemption contained within section 408 of the Companies Act 2006 not to present its own Income and Expenditure Account.

**1.3 Going concern**

The directors have considered the impact of the global Covid-19 pandemic on the ability of the Company to continue trading for the foreseeable future. The effect of the pandemic has resulted in all events in this accounting year being postponed and subsequently the postponement of the planned 2021 events.

The Company has continually assessed the impact of the pandemic and updated its financial forecasts and projections accordingly up to the date of signing the financial statements. The financial forecasts have been rigorously stress-tested in house coupled with receiving external financial advice which has been sought throughout the period regarding going concern status.

The support of the Company's stakeholders throughout this period up to the point of signing the financial statements has been key to navigating through this difficult period.

Based on this review and taken together with existing financing facilities the directors believe that the financial statements have been prepared appropriately on the going concern basis.

**SAIL TRAINING INTERNATIONAL**  
**(A Company Limited by Guarantee)**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 MARCH 2021**

**1. Accounting policies (continued)**

**1.4 Fund accounting**

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

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

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

**1.5 Income**

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

The Group organises annual races from European ports and one off races and other events in other parts of the world. The host ports for each annual race in Europe contract with the Group up to four years before the race takes place and make annual payments on account. The Group is engaged in planning and marketing activities throughout the four year period for each race. Accordingly the Group recognises as income part of the port fees received in each of the years leading up to the race, the balance being taken in the year the race is held.

The Group organises races and events in other geographical areas which generally have a shorter lead time. To recognise the larger initial costs involved in these one-off races or events the company takes to income an amount to cover its costs in each year prior to the race, the balance being taken in the year of the race.

The Group seeks sponsorship income for its races and events. Where such income is received it is recognised in the year of the race or event to which it relates.

The Group organises an annual conference. Income is received from delegates attending the conference and from organisations sponsoring the conference. All such income is taken in the year that the conference takes place.

Any income from donations received by the charity is recognised in the period in which they are received.

The value of services provided by volunteers is not incorporated in these accounts as the economic benefit cannot be measured reliably.



**SAIL TRAINING INTERNATIONAL**  
**(A Company Limited by Guarantee)**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 MARCH 2021**

**1. Accounting policies (continued)**

**1.6 Expenditure**

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

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

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

Expenditure on raising funds includes all expenditure incurred by the Group to raise funds for its charitable purposes and includes costs of all fundraising activities events and non-charitable trading.

Expenditure on charitable activities is incurred on directly undertaking the activities which further the Group's objectives, as well as any associated support costs.

**1.7 Allocated overheads**

All salaries and overheads for the Charity are paid by Tall Ships Races International Limited, which makes an overhead allocation charge to the Charity and each trading subsidiary. This charge is based upon time costs spent in relation to the activities of the Charity and each trading subsidiary.

**1.8 Interest receivable**

Interest on funds held on deposit is included when receivable and the amount can be measured reliably by the Group; this is normally upon notification of the interest paid or payable by the institution with whom the funds are deposited.

**1.9 Taxation**

The Charity is considered to pass the tests set out in Paragraph 1 Schedule 6 of the Finance Act 2010 and therefore it meets the definition of a charitable company for UK corporation tax purposes. Accordingly, the Charity is potentially exempt from taxation in respect of income or capital gains received within categories covered by Chapter 3 Part 11 of the Corporation Tax Act 2010 or Section 256 of the Taxation of Chargeable Gains Act 1992, to the extent that such income or gains are applied exclusively to charitable purposes.

The subsidiary companies are liable to corporation tax to the extent that their profits are not gifted to the Charity.



**SAIL TRAINING INTERNATIONAL**  
**(A Company Limited by Guarantee)**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 MARCH 2021**

**1. Accounting policies (continued)**

**1.10 Tangible fixed assets and depreciation**

Tangible fixed assets costing £250 or more are capitalised and recognised when future economic benefits are probable and the cost or value of the asset can be measured reliably.

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

Tangible fixed assets are initially recognised at cost. After recognition, under the cost model, tangible fixed assets are measured at cost less accumulated depreciation and any accumulated impairment losses. All costs incurred to bring a tangible fixed asset into its intended working condition should be included in the measurement of cost.

Depreciation is charged so as to allocate the cost of tangible fixed assets less their residual value over their estimated useful lives, using the straight-line method.

Depreciation is provided on the following bases:

Office equipment	- 5 years straight line
Computer equipment	- 3 years straight line

**1.11 Investments**

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

**1.12 Financial instruments**

The Charity only enters into basic financial instrument transactions that result in the recognition of financial assets and liabilities like trade and other debtors and creditors, loans from banks and other third parties, loans to related parties and investments in ordinary shares.

Short term debtors and creditors are measured at the transaction price. Other financial instruments, including loans, are measured initially at fair value, net of transaction costs, and are measured subsequently at amortised cost using the effective interest method, less any impairment.

**1.13 Cash at bank and in hand**

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

**SAIL TRAINING INTERNATIONAL**  
**(A Company Limited by Guarantee)**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 MARCH 2021**

**1. Accounting policies (continued)**

**1.14 Liabilities and provisions**

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

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

Provisions are measured at the best estimate of the amounts required to settle the obligation. Where the effect of the time value of money is material, the provision is based on the present value of those amounts, discounted at the pre-tax discount rate that reflects the risks specific to the liability. The unwinding of the discount is recognised in the Consolidated Statement of Financial Activities as a finance cost.

**1.15 Operating leases: the Group as a lessee**

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

**1.16 Foreign currencies**

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at rates of exchange ruling at the reporting date.

Transactions in foreign currencies are translated into sterling at the rate ruling on the date of the transaction.

Exchange gains and losses are recognised in the Consolidated Statement of Financial Activities.

**1.17 Pensions**

**Defined Contribution Scheme**

The Group operates a defined contribution pension scheme and the pension charge represents the amounts payable by the Group to the fund in respect of the year.

**SAIL TRAINING INTERNATIONAL**  
(A Company Limited by Guarantee)

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 MARCH 2021**

**2. Judgements in applying accounting policies and key sources of estimation uncertainty**

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported for assets and liabilities as at the balance sheet date and the amounts reported for revenues and expenses during the year. However, the nature of estimation means that actual outcomes could differ from those estimates. The following judgements have had the most significant effect on amounts recognised in the financial statements.

**Tangible fixed assets**

Tangible fixed assets are depreciated over their useful lives taking into account residual values, where appropriate. The actual lives of the assets and residual values are assessed annually and may vary depending on a number of factors. Residual value assessments consider issues such as the remaining life of the asset and projected disposal values.

**Revenue recognition and deferred income**

The Group recognises revenue in line with its accounting policy detailed at note 1.5 and where income relates to more than one financial period, it is spread across those periods. Any difference between amounts received and costs incurred is classed as deferred income and the balance is released in the year in which the associated event occurs.

**3. Legal status of the charity**

The Charity is a company limited by guarantee and has no share capital. The liability of each member in the event of winding up is limited to £1.

**4. Income from donations**

	Unrestricted funds 2021 £	Restricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Donations	2,814	58,682	61,496	48,783
Total 2020	500	48,283	48,783	

**SAIL TRAINING INTERNATIONAL**  
(A Company Limited by Guarantee)

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 MARCH 2021**

**5. Income from charitable activities**

	Unrestricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Organisation of Tall Ships Races	386,623	386,623	646,719
Annual conference	-	-	69,621
Recharged costs	-	-	699
	<u>386,623</u>	<u>386,623</u>	<u>717,039</u>
Total 2020	<u>717,039</u>	<u>717,039</u>	

**6. Income from generating funds**

**Income from fundraising events**

	Unrestricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Other income	5,498	5,498	3,245
Sponsorship income	-	-	190,878
	<u>5,498</u>	<u>5,498</u>	<u>194,123</u>
Total 2020	<u>194,123</u>	<u>194,123</u>	

**7. Investment income**

	Unrestricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Bank interest	540	540	4,862
Total 2020	<u>4,862</u>	<u>4,862</u>	

**SAIL TRAINING INTERNATIONAL**  
**(A Company Limited by Guarantee)**

**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED 31 MARCH 2021**

**8. Other income**

	Unrestricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
CJRS income	43,794	43,794	-

**9. Analysis of expenditure on charitable activities**

	Activities undertaken directly 2021 £	Support costs 2021 £	Total funds 2021 £	Total funds 2020 £
Organisation of Tall Ships Races	482,302	58,125	540,427	699,716
Charity operating costs	75,817	26,048	101,865	284,497
Annual Conference	189	-	189	47,887
Project costs	25,240	-	25,240	59,565
Bursary costs	11,328	-	11,328	71,700
Governance costs	19,350	-	19,350	48,739
	<u>614,226</u>	<u>84,173</u>	<u>698,399</u>	<u>1,212,104</u>
Total 2020	<u>1,101,547</u>	<u>110,557</u>	<u>1,212,104</u>	

**SAIL TRAINING INTERNATIONAL**  
(A Company Limited by Guarantee)

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 MARCH 2021**

**9. Analysis of expenditure on charitable activities (continued)**

**Analysis of support costs**

	<b>Tall Ships Races 2021 £</b>	<b>Charity trading activities 2021 £</b>	<b>Governance 2021 £</b>	<b>Total funds 2021 £</b>	<b>Total funds 2020 £</b>
Office costs	45,615	14,489	-	60,104	68,831
Depreciation	-	12,929	-	12,929	12,837
Exchange losses / (gains)	661	(1,396)	-	(735)	10,791
Postage, printing and communications	11,849	26	-	11,875	18,098
	<u>58,125</u>	<u>26,048</u>	<u>-</u>	<u>84,173</u>	<u>110,557</u>
<b>Total 2020</b>	<u>49,360</u>	<u>57,720</u>	<u>3,477</u>	<u>110,557</u>	

**10. Governance costs**

	<b>2021 £</b>	<b>2020 £</b>
Legal and professional fees	388	3,952
Audit fees	4,000	8,000
Other accounting fees	2,000	4,000
IT costs	-	1,077
Staff and support costs	12,213	31,710
Training	749	-
	<u>19,350</u>	<u>48,739</u>

**11. Net expenditure**

This is stated after charging:

	<b>2021 £</b>	<b>2020 £</b>
Depreciation of tangible fixed assets	12,929	12,834
Auditors' remuneration - audit	8,031	8,000
Auditors' remuneration - other services	4,015	4,000
Operating lease rentals	21,726	24,674



**SAIL TRAINING INTERNATIONAL**  
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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 MARCH 2021**

**12. Staff costs**

	Group 2021 £	Group 2020 £	Company 2021 £	Company 2020 £
Wages and salaries	435,574	448,770	67,947	157,364
Social security costs	37,379	54,007	6,200	14,350
Defined contribution pension scheme costs	37,164	61,387	6,119	14,164
	<u>510,117</u>	<u>564,164</u>	<u>80,266</u>	<u>185,878</u>

The above staff costs include £7,947 (2020: £10,390) incurred in respect of staff medical cover.

During the year 4 people were made redundant, the redundancy payment included within wages and salaries totalled £50,216.

There were no staff costs incurred by the charity in the prior year as they were all recharged.

The average number of persons employed by the Charity during the year was as follows:

	Group 2021 No.	Group 2020 No.	Company 2021 No.	Company 2020 No.
Charitable activities	6	9	-	-
Administration	3	3	1	-
	<u>9</u>	<u>12</u>	<u>1</u>	<u>-</u>

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

	Group 2021 No.	Group 2020 No.
In the band £60,001 - £70,000	1	1
In the band £70,001 - £80,000	-	1

The executive management personnel of the parent charity and the Group comprise Trustees, company directors, the Chief Executive Officer, Head of Race Directorate, and the Commercial Director. The salary costs of the executive management personnel for the year ended 31 March 2021 were £207,495 (2020: £205,767).

**13. Trustees' remuneration and expenses**

During the year, no Trustees received any remuneration or other benefits (2020 - £NIL).

During the year ended 31 March 2021, expenses totalling £NIL were reimbursed or paid directly to Trustee (2020 - £6,479 to 9 Trustees).

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**NOTES TO THE FINANCIAL STATEMENTS  
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**14. Tangible fixed assets**

**Group**

	Office equipment £	Computer equipment £	Total £
<b>Cost or valuation</b>			
At 1 April 2020	22,332	48,635	70,967
Additions	-	7,436	7,436
Disposals	(17,572)	(5,946)	(23,518)
At 31 March 2021	<u>4,760</u>	<u>50,125</u>	<u>54,885</u>
<b>Depreciation</b>			
At 1 April 2020	19,470	8,520	27,990
Charge for the year	1,429	11,472	12,901
On disposals	(17,572)	(5,810)	(23,382)
At 31 March 2021	<u>3,327</u>	<u>14,182</u>	<u>17,509</u>
<b>Net book value</b>			
At 31 March 2021	<u><u>1,433</u></u>	<u><u>35,943</u></u>	<u><u>37,376</u></u>
At 31 March 2020	<u><u>2,862</u></u>	<u><u>40,115</u></u>	<u><u>42,977</u></u>

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**14. Tangible fixed assets (continued)**

**Charity**

	Office equipment £	Computer equipment £	Total £
<b>Cost or valuation</b>			
At 1 April 2020	22,332	48,635	70,967
Additions	-	7,436	7,436
Disposals	(17,572)	(5,946)	(23,518)
At 31 March 2021	<u>4,760</u>	<u>50,125</u>	<u>54,885</u>
<b>Depreciation</b>			
At 1 April 2020	19,470	8,520	27,990
Charge for the year	1,429	11,472	12,901
On disposals	(17,572)	(5,810)	(23,382)
At 31 March 2021	<u>3,327</u>	<u>14,182</u>	<u>17,509</u>
<b>Net book value</b>			
At 31 March 2021	<u>1,433</u>	<u>35,943</u>	<u>37,376</u>
At 31 March 2020	<u>2,862</u>	<u>40,115</u>	<u>42,977</u>

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**15. Fixed asset investments (Charity only)**

	<b>Investments in subsidiary companies £</b>
<b>Charity</b>	
<b>Cost or valuation</b>	
At 1 April 2020	<b>3</b>
	<hr/>
At 31 March 2021	<b>3</b>
	<hr/> <hr/>
<b>Net book value</b>	
At 31 March 2021	<b>3</b>
	<hr/>
At 31 March 2020	<b>3</b>
	<hr/> <hr/>

**16. Debtors: Amounts falling due within one year**

	<b>Group 2021 £</b>	<b>Group 2020 £</b>	<b>Company 2021 £</b>	<b>Company 2020 £</b>
<b>Due within one year</b>				
Trade debtors	<b>222,615</b>	176,373	-	-
Other debtors	<b>15,929</b>	15,940	<b>210</b>	2,288
Prepayments and accrued income	<b>12,750</b>	76,638	<b>258</b>	44,000
	<hr/> <b>251,294</b> <hr/>	<hr/> 268,951 <hr/>	<hr/> <b>468</b> <hr/>	<hr/> 46,288 <hr/>



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**17. Creditors: Amounts falling due within one year**

	<b>Group 2021 £</b>	<b>Group 2020 £</b>	<b>Company 2021 £</b>	<b>Company 2020 £</b>
Trade creditors	47,120	42,734	21,495	14,894
Amounts owed to group undertakings	-	-	6,079	264,666
Corporation tax	-	19,478	-	-
Other taxation and social security	26,822	12,783	-	-
Accruals and deferred income	876,569	215,269	27,849	36,601
	<u>950,511</u>	<u>290,264</u>	<u>55,423</u>	<u>316,161</u>

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

	<b>Group 2021 £</b>	<b>Group 2020 £</b>
Accruals and deferred income	<u>425,400</u>	<u>800,105</u>

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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 MARCH 2021**

**19. Statement of funds**

**Statement of funds - 2021**

	Balance at 1 April 2020 £	Income £	Expenditure £	Transfers in/out £	Balance at 31 March 2021 £
<b>Unrestricted funds</b>					
General Funds	266,860	439,269	(661,831)	8,945	53,243
<b>Restricted funds</b>					
Sultan of Oman bursary fund	47,628	44,358	(25,000)	(8,945)	58,041
Ross MacDonald fund	3,911	-	-	-	3,911
Aalborg Commune fund	1,267	-	(240)	-	1,027
Canadian Legacy fund	127,519	-	(11,328)	-	116,191
STAG fund	4,283	4,324	-	-	8,607
Burnett fund	-	10,000	-	-	10,000
	184,608	58,682	(36,568)	(8,945)	197,777
<b>Total of funds</b>	<b>451,468</b>	<b>497,951</b>	<b>(698,399)</b>	<b>-</b>	<b>251,020</b>

**Statement of funds - 2020**

	Balance at 1 April 2019 £	Income £	Expenditure £	Balance at 31 March 2020 £
<b>Unrestricted funds</b>				
General Funds	536,531	916,524	(1,186,195)	266,860
<b>Restricted funds</b>				
Sultan of Oman bursary fund	37,779	44,000	(34,151)	47,628
Ross MacDonald fund	3,911	-	-	3,911
Aalborg Commune fund	2,545	-	(1,278)	1,267
Canadian Legacy fund	141,333	-	(13,814)	127,519
STAG fund	-	4,283	-	4,283
	185,568	48,283	(49,243)	184,608

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**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 MARCH 2021**

**19. Statement of funds (continued)**

<b>Total of funds</b>	722,099	48,283	(1,235,438)	451,468
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**Restricted funds**

**Sultan of Oman bursary fund**

Support and assist the participation of young people in race events organised by Sail Training International.

**Ross MacDonald fund**

To be spent in the advancement of sail training on specific items jointly agreed between STI and Ross MacDonald.

**Aalborg Kommune fund**

To be spent assisting the Sail Training International Youth Council activities promoting and delivering Sail Training.

**Canadian Legacy fund**

Support and assist the participation of young Canadians in Sail Training.

**STAG fund**

To be spent assisting the Sail Training International Youth Council activities promoting and delivering Sail Training.

**20. Analysis of net assets between funds**

**Analysis of net assets between funds - 2021**

	<b>Unrestricted funds 2021 £</b>	<b>Restricted funds 2021 £</b>	<b>Total funds 2021 £</b>
Tangible fixed assets	37,376	-	37,376
Current assets	1,391,778	197,777	1,589,555
Creditors due within one year	(950,511)	-	(950,511)
Creditors due in more than one year	(425,400)	-	(425,400)
<b>Total</b>	<b>53,243</b>	<b>197,777</b>	<b>251,020</b>

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**20. Analysis of net assets between funds (continued)**

**Analysis of net assets between funds - 2020**

	Unrestricted funds 2020 £	Restricted funds 2020 £	Total funds 2020 £
Tangible fixed assets	42,977	-	42,977
Current assets	1,314,252	184,608	1,498,860
Creditors due within one year	(290,264)	-	(290,264)
Creditors due in more than one year	(800,105)	-	(800,105)
<b>Total</b>	<b>266,860</b>	<b>184,608</b>	<b>451,468</b>

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

	Group 2021 £	Group 2020 £
Net expenditure for the year (as per Statement of Financial Activities)	(200,448)	(270,631)
<b>Adjustments for:</b>		
Depreciation charges	12,901	12,834
(Increase) in debtors	17,657	(37,216)
Increase in creditors	305,020	79,444
<b>Net cash provided by/(used in) operating activities</b>	<b>135,130</b>	<b>(215,569)</b>



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**22. Analysis of cash and cash equivalents**

	Group 2021 £	Group 2020 £
Cash in hand	<u>1,338,261</u>	<u>1,229,909</u>

**23. Cashflow reconciliation**

	At 1 April 2020 £	Cash flows £	At 31 March 2021 £
Cash at bank and in hand	<u>1,229,909</u>	<u>108,352</u>	<u>1,338,261</u>

**24. Pension commitments**

The Group operate a defined contribution pension scheme. The assets of the scheme are held separately from those of the Group in an independently administered fund. The pension cost charge represents contributions payable by the Company to the fund and amounted to £37,164 (2020: £45,623). There were no outstanding contributions (2020: £Nil) payable to the fund at the balance sheet date.

**25. Operating lease commitments**

At 31 March 2021 the Group and the Charity had commitments to make future minimum lease payments under non-cancellable operating leases as follows:

	Group 2021 £	Group 2020 £	Company 2021 £	Company 2020 £
Not later than 1 year	20,000	20,000	20,000	20,000
Later than 1 year and not later than 5 years	36,667	56,667	36,667	56,667
	<u>56,667</u>	<u>76,667</u>	<u>56,667</u>	<u>76,667</u>

**26. Related party transactions**

Ross MacDonald, a trustee, made a donation in 2008 to the charity of £10,000 for the provision of bursaries to young people. As at 31 March 2021, £3,911 (2020: £3,911) of this donation remained unspent and is included within restricted reserves.

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**27. Principal subsidiaries**

The following were subsidiary undertakings of the Charity:

<b>Names</b>	<b>Company number</b>	<b>Holding</b>	<b>Included in consolidation</b>
Tall Ships Races International Limited	04894646	100%	Yes
Tall Ships International Limited	05025229	100%	Yes
Sail On Board Limited	10501077	100%	Yes

The financial results of the subsidiaries for the year were:

<b>Names</b>	<b>Income £</b>	<b>Expenditure £</b>	<b>Profit/(Loss) / Surplus/ (Deficit) for the year £</b>	<b>Net assets £</b>
Tall Ships Races International Limited	386,623	(454,059)	(67,436)	15,605
Tall Ships International Limited	-	-	-	1
Sail On Board Limited	-	-	-	1