

The Dedanists' Foundation

Report and Financial Statements

Year ended 31 July 2023

Charity number - 1145526

Company number - 7715011

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The Dedanists' Foundation

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Reference and administrative information

Trustees and Directors

The following Trustees and Directors have served during the year:

David Mills, Chairman

John Farrall

Julian Wilkinson, Secretary

Simon Roundell

Simon Mansfield

Francis Moore

Daniel Jones

Graham Defries

Michael Rummel (appointed 4 July 2023)

Principal Office

Queen's Club

Palliser Road

London W14 9EQ

Charity Number

1145526

Company Number

7715011

Independent accounting examiners

SBM Associates Limited, 24 Wandsworth Road, London, SW8 2JW

Honorary Solicitor

Graham Defries

Bankers

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

Website

www.dedanistsfoundation.org

Email

info@dedanistsfoundation.org

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Report of the Directors for the year ended 31 July 2023

The Directors present their annual report and financial statements of the Foundation for the year ended 31 July 2023. The financial statements comply with the Charities Act 2011, the Companies Act 2006, the Memorandum and Articles of Association, and Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2019).

Structure, governance and management

The Dedanists' Foundation (the "Foundation") was formed on 22 July 2011 as a private company limited by guarantee (company number 7715011) and registered as a charity (charity number 1145526). It is governed by its Memorandum and Articles of Association, company and charity law. It seeks to undertake its chosen charitable work through the deployment of its existing funds (both income and capital). It has nine directors (2022 – eight), who act as trustees of the Foundation.

The existing directors will appoint new directors where necessary to complement the skills available to the board. The Memorandum and Articles of Association require a minimum of two directors, with no maximum number. As required by the Memorandum and Articles of Association, one third of the directors must retire by rotation at each annual general meeting. David Mills, John Farrall and Simon Roundell will retire at the annual general meeting of the Foundation held to consider these accounts and, being eligible, offer themselves for re-election.

New directors are provided with information on their responsibilities as directors and trustees and are briefed on the areas of activity of the Foundation.

Directors' meetings are held to discuss strategy, policy and major grants. Day-to-day administration, such as reviewing grant applications, monitoring grant recipients, bookkeeping, finance and general administration is handled by the Chairman and the responsible Directors. All the Directors give their time and no remuneration was paid in the year. None of the Directors has claimed any expenses nor are there any related party transactions, except as noted in these accounts.

Risk management

The Directors have considered the major risks to which the Foundation is exposed and have discussed how to manage those risks. They consider the principal risks to be as follows:

The prime risk to the Foundation is that funds raised fail to meet spending objectives. This risk is mitigated as the Directors will only approve grants to the extent that they are confident that they will have the funds to make payments over the agreed grant period and the expectation that new donors will be found as the grant recipients continue to deliver clear evidence of success.

A further risk to the work of the Foundation is that money is granted for activities which are unsuccessful in achieving the Foundation's goals. The Directors have considered this risk and concluded that it is an

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important aspect of the Foundation's work that it should make grants to untried and untested charitable activities which use innovative approaches. This risk is mitigated by a two-stage review process. Before the grant is made the proposal is reviewed thoroughly by the Foundation and clear objectives established. Once the grant is made, close contact is maintained with the recipient to ensure objectives are being met. Written reports are provided to the Directors at both stages and, where needed, adjustments made to the programme.

Objectives and activities for the public benefit

The object of the Foundation is the promotion of community participation in particular by the provision of facilities for the playing of real tennis and other indoor racquet-based sports. In determining how to achieve this objective, the Directors have complied with their obligation to have proper regard to the guidance on public benefit published by the Charities Commission in exercising their powers or fulfilling their duties.

Grant making policy

The Foundation's objective is to persuade young people from all backgrounds to try real tennis and become regular players. The Foundation seeks to achieve this objective primarily by working with and through real tennis clubs that have their own court and the capacity to reach out to young people and schools in their local community. Most grants to clubs are made to help pay for the direct costs of recruiting and coaching juniors. In exceptional circumstances and where there is a benefit to junior tennis, the Foundation also awards grants to improve the general viability of individual clubs and to increase the number and quality of club professionals.

Typically, a Director or Ambassador of the Foundation approaches individual clubs to propose that they should recruit more young people to play real tennis. The proposal includes a template plan for how to do so and the offer of practical help in the form of cash grants, training, marketing materials, sponsored events and direct intervention on-site by Foundation specialists and professionals. The template includes a description of resources needed such as equipment, club facilities, transport and trained professionals; a list of the accreditations and statutory compliance required for working with young people; samples of the marketing, management and administrative tools that have worked for other clubs; and an example of a project plan, timetable and budget. Cash grants and other practical help are awarded to clubs to support specific activities over a specific period of time. Cash grants typically range from £500 to £2,000 and from 50% to 100% of programme cost where 100% may be awarded to clubs launching new programmes of high potential into previously uncharted territory. Foundation grants are intended to be seed funding for new programmes. As programmes mature, the Foundation expects them, in most cases, to become entirely funded by the fees charged to participants and by club subsidy. The Foundation can then transfer funding to new and emerging initiatives.

If a club wishes seriously to consider the Foundation's proposal, key members of its management team (chairman, committee and/or head professional) meet a director of the Foundation to review the club's current state and objectives with regard to junior real tennis, to scope a first draft plan for launching viable new junior programmes and to assess the club's readiness to implement against the Foundation's checklist. If satisfied with the club's commitment and the feasibility of the plan, the Foundation director will recommend to fellow directors that they award a cash grant and attach appropriate conditions. Such

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conditions might include the requirement that club professionals complete relevant training, that the club bears a specified proportion of programme cost and that it reports regularly on progress and outcomes. Grants are typically awarded up-front but paid in arrears on the submission of invoices for goods and services (e.g. equipment, court & coaching time) actually delivered. The Foundation awards initial grants in a manner that encourages clubs to try new initiatives. It links further awards to actual performance in order to control for quality and value for money.

Achievements and Performance

The Foundation works primarily with real tennis clubs with courts. There are twenty four such clubs in the UK. They provide the courts on which to play, the club professionals to recruit, coach and organise young people and the club members to help with funding, administration and community contacts. The Foundation directs most of its funding towards helping these clubs to recruit and retain the children of club members and the pupils of local schools.

The Foundation also funds a number of student real tennis clubs at universities that have no court. It funds student travel, court fees and coaching.

The health of junior tennis depends on the viability of individual clubs and on the number and quality of club professionals. The Foundation has awarded grants in support of both of these factors.

SUPPORT TO CLUBS WITH COURTS

We support clubs with courts in the following manner:

(i) Planning & Best Practice

Template plans for developing junior tennis which include the following best practice gleaned from past experience:

- *Target participants*
Target the children of club members and their friends. Target local schools, state and private. Target parents to become club members too.
- *Schedule of regular coaching & match play*
Publish and consistently deliver a programme of coaching and match play during school terms and holidays so that youngsters, parents and schools can plan ahead and develop routines that include real tennis.
- *Open days*
Hold club open days in order to introduce local youngsters, parents and schools to the game and as an opportunity to sign them up to a programme of regular attendance at coaching and match play.
- *Affordable pricing*
Subsidise pricing so that youngsters can afford to play and schools and parents are happy to fund.
- *Club members*

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Give members a role in developing junior tennis. Appoint one of them as a Youth Development Officer to work with the head professional.

(ii) Cash Grants

We award cash grants to clubs for these purposes:

- *To recruit and coach new young players*

We provide cash grants for 50% or more of initial court, coaching, marketing and set-up costs, plus additional grants for transport and state schools. These grants and awards are paid to clubs to subsidise the development and delivery of recruitment, coaching and activity programmes directed primarily at local schools, university students and the offspring of club members. Wellington, Cambridge, Oratory, Bristol and Seacourt have done a particularly good job of recruiting state schools.

Examples of grants paid for these purposes in 2022/3 are: Cambridge £5,100 - Bristol £2,200 - Jesmond Dene £2,200 - Oratory £2,100 - Seacourt £1,500 - Moreton Morrell £1,300 - Wellington £1,100.

We also partner with the T&RA in a national programme to recruit new youngsters to the game by offering them a free lesson at their local court. During the Christmas and Easter school holidays, 64 youngsters took advantage of this offer and introduced themselves to 12 different clubs across the UK.

- *To support trainees & young professionals (partnering with the T&RA & Dedanists' Society)*

We have worked in the past with the T&RA and Dedanists' Society to award cash grants for this purpose and are open to doing so again in the future.

(iii) Training

Recruiting, coaching and organising juniors requires specialist skills and knowledge. It means working with parents, schools and child protection rules. It means coaching groups of young players on court and delivering a mix of structure, teaching, entertainment and competition that goes beyond what adults require. Two of our Ambassadors, Dan Jones and Paul Weaver, deliver formal, practical, on-court training for club professionals and selected club members (youth development officers) that directly address these challenges.

(iv) Materials & Equipment

The Foundation provides most of the materials that a club will need to start its own junior programme. These include marketing materials and videos, equipment such as junior racquets and eye protection goggles and templates for player registration, performance tracking and administration.

We design and print posters and brochures for clubs. We have a promotional video for use at school assemblies and other events. We lend out a kit bag of equipment for clubs to use when starting junior programmes and running open days. We fund the 'Smart Grille' as an innovation to delight the young at heart. It flashes when hit by a well-struck ball.

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(v) Tournaments & Competition

Tournaments and competitions motivate juniors. They help club professionals to structure coaching programmes and set performance targets. They help to create the social networks of juniors, parents and professionals that enrich the game for all participants.

We sponsor 4 junior tournaments, half of which we devised and run ourselves:

- *Peter Luck-Hille Cup*

A national handicap tournament for club junior teams whose players are relatively new to the game (age 12 to 15 and handicap 50 to 90) - similar format to the Brodie Cup - this year, 12 club teams and 40+ players participated.

- *British Junior Handicap Doubles (Dedanists' Foundation Cup)*

The first year of new Under 15 and Under 19 handicap doubles tournaments played over a long weekend at Bristol - 24 juniors from 8 different clubs participated.

- *British Junior Handicap Singles*

Played over a long weekend at Wellington - 28 players participated.

- *Inter-University Championships*

Played by students over a long weekend at Cambridge - 42 players from 6 universities participated.

(vi) Practical Help

Starting junior tennis from scratch and launching new programmes can generate peaks of activity and demand skills that are beyond the capacity of a club's existing professionals. We will provide practical and, in case of need, on-site help through our directors, our Ambassadors (Paul Weaver Nick Wood and Chris Bray), tennis professionals and marketing specialists.

(vii) Publicity & Communications

We communicate with clubs and the real tennis community as a whole through our website (www.dedanistsfoundation.org) newsletters and the publicity associated with the events that we sponsor. Paul Weaver manages the website and its content. Tory Wall manages content presentation and graphics design.

(viii) Programme Management

Josh Farrall and Paul Weaver manage the development and delivery of Foundation programmes and co-ordinate our interaction with clubs.

SUPPORT TO STUDENTS & STUDENT CLUBS

We advertise to school leavers, especially those going to university, that they should contact us for an introduction to and free lesson at the nearest real tennis club. We encourage students, especially at universities without a court of their own, to set up their own real tennis club and to play at their nearest local court. We subsidise court fees, coaching and travel. We typically pay grants of up to £1,000 per year to student clubs at the universities of Bristol, Cambridge, Durham, Exeter, Middlesex, Newcastle,

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Northumbria, St Andrews and York. We also subsidise Cambridge to run the annual Inter-University Tournament which is now a highlight of the university real tennis season.

IN CONCLUSION

Measures of success for the Foundation include the number of clubs that engage with its programmes, the number of youngsters that play in its tournaments, the extent to which it connects with new groups of youngsters and the value of the cash grants that it pays out to clubs.

In 2022/3, 90% of UK clubs with courts engaged with Foundation grants or tournaments. As the Foundation has pulled more youngsters into real tennis, so the number entering junior tournaments has continued to rise. The number of juniors entering the British Junior Singles Championships at Queen's in August has almost doubled over the last two years (up 83% from 23 to 42 players). Through working with the T&RA, the Foundation can now connect directly with 2,000+ T&RA members and offer their offspring a first and special experience of real tennis. Through Petworth, the Foundation is starting to test national opportunities for engaging with the Scout Association. In the last year, the value of cash grants paid by the Foundation to clubs increased by 21%. This all augurs well for the future.

The directors of the Foundation are grateful to our ambassadors for their hard work and to our Founder Patrons for their encouragement and financial support.

Financial Review

In the year under review Founder Patrons pledged £58,750 including gift aid (2022- £49,250 pledged) which at the year-end increased the amounts pledged to £540,203 of which £424,015 had been received (2022- £481,453 of which £374,828 had been received). Other donations in the year amounted to £350 (2022- £728).

Expenditure on charitable activities included grants of £22,544 (2022 - £18,115). Other charitable expenditure of £11,872 (2022 - £11,683) included Ambassadors' fees and expenses, the cost of the junior tournament "The Peter Luck-Hille Cup" and training and development expenses. Governance costs amounted to £5,265 (2022- £5,764). The surplus for the year amounted to £11,569 (2022 - £4,686).

Investment policy and performance

The Foundation currently holds sufficient assets to cover over four years of normal outgoings in bank accounts in cash. Available funds are in interest-bearing accounts as the trustees do not consider that they could justify the risks associated with higher investment returns.

The cash holdings of the Foundation at the year-end were £165,561 (2022 - £161,346). Bank interest receivable amounted to £1,713 (2022 - £46).

Reserves policy

Reserves are needed to bridge the gap between the spending and receiving of income and to cover unplanned expenditure. The trustees consider that the minimum level of free reserves at 31 July 2023 would be £60,000.

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Plans for the future.

We will continue to work primarily through those clubs with courts that are committed to developing junior real tennis. We will provide them with the cash grants and support services that they need. We will encourage them to adopt best practice and to innovate. We will support clubs in reaching out to schools in their local community, especially state schools, and to youth organisations such as The Scout Association. We will seek to work with sports organisations, such as the T&RA and MCC that are gateways to contact with youngsters who have an aptitude for ball games and are more readily recruitable to real tennis. We will support the growth of girls' tennis, especially at enthusiastic clubs and co-ed schools with courts, namely Wellington, Oratory and Canford.

Directors' responsibilities in relation to the financial statements

The Directors are responsible for preparing the Directors' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

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

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

The Directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

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

Approved by the Directors on 18 September 2023 and signed on their behalf by:


David Mills
Chairman

The Dedanists' Foundation

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INDEPENDENT EXAMINER'S REPORT TO THE MEMBERS OF THE DEDANISTS' FOUNDATION FOR THE YEAR ENDED 31 JULY 2023

I report to the Charity Trustees on my examination of the financial statements of The Dedanists' Foundation (the charity) for the year ended 31 July 2023.

Responsibilities and basis of report

As the Charity Trustees (and also its directors for the purposes of company law) you are responsible for the preparation of the financial statements in accordance with the requirements of the Companies Act 2006 (the 2006 Act).

Having satisfied myself that the financial statements of the charity are not required to be audited under Part 16 of the 2006 Act and are eligible for independent examination, I report in respect of my examination of the charity's financial statements carried out under section 145 of the Charities Act 2011 (the 2011 Act). In carrying out my examination I have followed all the applicable Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

Independent examiner's statement

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

- 1) accounting records were not kept in respect of the charity as required by section 386 of the 2006 Act; or
- 2) the financial statements do not accord with those records; or
- 3) the financial statements do not comply with the accounting requirements of section 396 of the 2006 Act other than any requirement that the accounts give a true and fair view which is not a matter considered as part of an independent examination; or
- 4) the financial statements have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the financial statements to be reached.



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

5 December 2023

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STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 JULY 2023

	Note	Year to 31 July 2023	Year to 31 July 2022
Income:			
Donations		49,537	40,202
Investment income – bank interest receivable		1,713	46
Total income		51,250	40,248
Expenditure:			
Expenditure on raising funds		-	-
Expenditure on charitable activities:	3	39,681	35,562
Total expenditure		39,681	35,562
Net income being net movement in funds		11,569	4,686
Reconciliation of Funds	8		
Unrestricted Funds brought forward at 1 August 2022		149,761	145,075
Unrestricted Funds carried forward at 31 July 2023		161,330	149,761

The above results are derived from continuing activities and relate to the unrestricted income fund. There were no other recognised gains or losses other than those stated above.

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Company Number - 7715011

BALANCE SHEET AT 31 JULY 2023

	Note	31 July 2023	31 July 2022
Current assets			
Debtors	6	1,822	1,685
Cash at bank and in hand		165,561	161,346
Total current assets		167,383	163,031
Liabilities			
Creditors, amounts falling due within one year	7	6,053	13,270
Net current assets		161,330	149,761
Net assets		161,330	149,761
The funds of the Foundation:			
Unrestricted income funds	8	161,330	149,761
Total Foundation funds		161,330	149,761

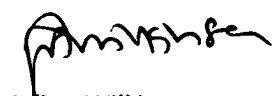
For the year ending 31 July 2023 the Foundation was entitled to exemption from audit under section 477 of the Companies Act 2006.

The members have not required the Foundation to obtain an audit of its accounts for the period in question in accordance with section 476 of the Companies Act 2006

The directors acknowledge their responsibilities for a) ensuring that the charitable company keeps accounting records that comply with Sections 386 and 387 of the Companies Act 2006: and b) preparing financial statements which give a true and fair view of the state of affairs of the charitable company as at the end of each financial year and of its surplus or deficit for each financial year in accordance with the requirements of Sections 394 and 395 and which otherwise comply with the requirements of the Companies Act 2006 relating to financial statements, so far as applicable to the charitable company

These financial statements have been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small charitable companies.

Approved by the Directors on 18 September 2023 and signed on their behalf by:



Julian Wilkinson

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NOTES TO THE ACCOUNTS

1. Accounting Policies

(a) Basis of preparation

The financial statements of the charitable company, which is a public benefit entity under FRS 102, have been prepared in accordance with the Charities SORP (FRS 102) 'Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2019)', Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

Financial reporting standard 102 - reduced disclosure exemptions

The Foundation has taken advantage of the following disclosure exemptions in preparing these financial statements, as permitted by FRS 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland':

- the requirements of Section 7 Statement of Cash Flows;
- the requirement of Section 3 Financial Statement Presentation para 3.17(d);
- the requirements of Section 11 Financial Instruments paras 11.39 -11.48A
- the requirements of Section 12 Other Financial Instruments paras 12.26-12.29

(b) Funds structure

The Foundation has only one fund, an unrestricted income fund. The Directors may, at their discretion, allocate any part of the fund to the purposes of the Foundation.

(c) Income recognition policies

Items of income are recognised once the Foundation becomes legally entitled to the income, it is probable that the income will be received, any performance conditions have been met or are fully within the control of the Foundation and the amount can be measured reliably.

(d) Expenditure recognition

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the Foundation to the expenditure, it is probable that settlement will be required and the amount of the obligation can be measured reliably.

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NOTES TO THE ACCOUNTS (Continued)

(e) Expenditure recognition (continued)

Grants payable are recognised when they are approved by the Directors and the beneficiaries have been notified, whether orally or in writing, that the grants have been approved. Where multi-stage grants are approved and communicated to recipients and subsequent stages are dependent on a satisfactory review, the nature of which is defined in the communication to the recipient, only the approved and reviewed stages are accounted for.

(f) Allocation of overhead and support costs

Since the Directors are not paid and do not reclaim their expenses for operating as Directors, all support costs and overheads relate to governance costs. These costs are analysed in note 5.

2. Related Party transactions and Directors' remuneration

The Directors received no emoluments and reclaimed no expenses during the year (2022 – nil).

3. Expenditure on charitable activities

	Note	2023 £	2022 £
Grants	4	22,544	18,115
Ambassadors' fees		10,500	10,500
Junior tournament - Peter Luck-Hille Cup		801	211
Training development and expenditure		-	716
Prizes		571	256
Governance costs	5	5,265	5,764
		<u>39,681</u>	<u>35,562</u>

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NOTES TO THE ACCOUNTS (Continued)

4. Grants Payable

	2023	2022
	£	£
Cambridge University Real Tennis Club	4,381	4,000
Bristol Real Tennis Club	1,518	3,000
Canford Real Tennis Club	60	57
Holyport Real Tennis Club	470	-
Jesmond Dene Real Tennis Club	2,847	-
Leamington Tennis Court Club	678	667
Seacourt Tennis Club	1,055	1,500
Middlesex University Real Tennis Club	1,114	-
Moreton Morrell Tennis Court Club	246	2,000
Oratory Real Tennis Club	2,100	3,753
Petworth House Tennis Court Limited	394	-
The Hyde Tennis Club	605	210
Wellington College Real Tennis Club	1,145	376
Bristol University	455	196
Durham University	1,230	-
Exeter University	-	800
Middlesex University	800	800
Newcastle University	460	-
Northumbria University	230	-
Manchester University	-	600
St. Andrews University	800	-
York University	1,342	-
The Tennis and Rackets Association Ltd.	1,274	528
Ladies Real Tennis Association	68	60
Grants written back	(728)	(432)
	22,544	18,115

5. Allocation of support costs and overheads

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

	2023	2022
	£	£
Independent examiner's remuneration	540	360
Marketing, media and website	3,158	3,112
Printing, stationery and other costs	1,396	1,942
Other including honours board	171	350
	5,265	5,764

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NOTES TO THE ACCOUNTS (Continued)

6. Debtors

	2023	2022
	£	£
Other debtors	800	1,685
Prepayments and accrued income	1,022	-
	1,822	1,685

7. Creditors, amounts falling due within one year

	2023	2022
	£	£
Grants	4,225	10,170
Accruals and deferred income	1,827	3,100
	6,053	13,270

8. Analysis of funds

	2023	2022
	£	£
	Unrestricted income fund	Unrestricted income fund
Fund brought forward at 1 August	149,761	145,075
Add: Income	51,250	40,248
Less: Expenditure	(39,681)	(35,562)
Add/Less: Gains and losses	-	-
Fund carried forward at 31 July	161,330	149,761

9. Legal status

The Dedanists' Foundation is a company limited by guarantee. The liability of each member in the event of a winding up is limited to £10.