

**Registered Charity No. 1154609**

**HOME-START GUILDFORD**

**Financial Statements**

**For the Year  
Ended 31 March 2022**

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## **LEGAL & ADMINISTRATION**

### **Registered and Office Address**

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### **Bankers**

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Surrey  
GU1 4AF

### **Independent Examiner**

Pierre Okusi  
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336 London Road  
Cricket Green  
Mitcham  
CR4 3UD

## **REPORT OF THE TRUSTEES FOR THE YEAR ENDED 31 MARCH 2022**

The Trustees present their report with the financial statements of the charity for the year ended 31 March 2022. The Trustees have adopted the provisions of the Statement of Recommended Practice known as FRS 102 (SORP).

### **OBJECTIVES AND ACTIVITIES**

Home-Start Guildford provides support and friendship to help parents to give their children the best possible start in life. It is about parents helping other parents. We train volunteers to visit parents who have young families (at least one child under 6), are facing difficulties and live in the Guildford Borough. We deal with a wide range of family difficulties: for example, post-natal depression, isolation, illness of parent or child, disability, or lack of parenting skills and confidence.

The support we provide is tailored to the needs of the family, with regular support offered each week, for as long as the support is needed, which is on average 9-12 months. During the past year, the typical length of support has increased as families have, understandably, needed more help. We carefully review the support provided to each family to ensure that it continues to be effective. It is remarkable how much difference can be made to the lives of children and families by this relatively small amount of time, committed on a regular basis. We also run a Family Group at Pirbright to provide support to army families, and in April 2021 we opened a new family group at the Family Centre in Bellfields.

Home-Start Guildford is a local, independent charity which celebrates 25 years of support to vulnerable families in 2022. We are part of a network of over 180 Home-Start schemes in the UK and the central organisation, Home-Start UK, provides a framework of policies, standards and Quality Assurance to which we adhere. This central support reduces the need for us to devise these things ourselves, but we get no financial support from the centre (in fact we pay £2,600 per annum to HS-UK). We have to find all our running costs ourselves.

Expenditure for the year totaled **£179,354**. Over 87% of expenditure is accounted for by staff salaries and rent. We received about 25% of this total expense from two contracts: one with Surrey County Council (SCC) which is delivered in partnership with Surrey Care Trust (SCT) and the second from the Surrey Heartlands CCG (NHS). The rest we receive from applications to grant-giving bodies, donations and normally, from fund-raising events. As in 2020/21 our fundraising plans were significantly affected by the Covid pandemic as we were unable to run planned fund-raising events.

During 2021/22, we had 6 staff for most of the year (4.8 full-time equivalents): the Manager and 2 Co-ordinators working with families, training and supporting volunteers, matching volunteers to families and monitoring the support; 2 part-time staff supporting families at the Pirbright Family Group and at Hazel Avenue, one of whom also supports recently referred families directly and an administrator in the office. The Trustees and home-visiting volunteers give their time freely which means we can run the organisation very cost-efficiently.



Families are generally referred to us by Health Visitors, Family Centre workers, schools and Social Workers but they can also self-refer. During the pandemic in 2020/21, referral numbers dropped but there was a significant increase in referrals from the first quarter of 2021/22 onwards. About a third of our families have very 'complex' needs – they may have multiple problems, mental health issues, domestic abuse or the children may be subject to a Child in Need or Child Protection Plan.

### **ACHIEVEMENTS AND PERFORMANCE**

This past year has continued to be influenced by the Covid pandemic, but in comparison to the previous year, we have been able to provide support in a much more normal way. The continuing challenges posed by the pandemic have included cases of Covid and required isolation for staff, volunteers and families. In the latter cases this is clearly difficult for the families concerned and also complicates our planning and provision of support.

Clearly, the last year has been continued to be very difficult for the vulnerable families that we support. With the significant bounce-back in referral numbers our staff and volunteers have been able to help 174 families, (compared with 115 in the previous year) through home visiting support, through our Family Groups on the Army base in Pirbright and in Hazel Avenue and directly by our Home-Start Support Worker who joined us in September.

### **Contracts with Surrey County Council and Heartlands CCG**

From the middle of January 2020, a new contract was awarded to Surrey Care Trust, with Guildford and the other seven Home-Start schemes in Surrey acting as sub-contractors with responsibility, within their own boroughs, for providing support to families with at least one child under the age of six.

The income that we received in 2021/22 from this contract was about £26,000. We have been informed that this contract will be extended for a further two years from April 2022.

Along with four other Home-Start schemes in Surrey we were awarded a contract by the Heartlands CCG for support to families in Guildford borough, also covering children under 6, with an annual value of about £22,000. The contract runs from September 2020 to the end of August 2022.

Home-Start Surrey continues to look at ways to share best practice and to gain efficiencies through working together, through regular meetings of the Chairs and of the Managers of the eight Home-Starts across Surrey.

### **Families supported**

We were convinced in 2021/21 that the demand for our support was as high as ever, despite the inevitable difficulties which prevented families from being referred and

this has proven to be the case. We have invested in our staff capacity to meet this increased demand. The opening of the second family group and the recruitment to the new post of Home-Start Support Worker mean that our staff capacity is more than 20% higher than pre-Covid levels. The statistics below show the number of families supported in 2021/22 in different ways (*Last year's figures are in brackets*):

- 174 families supported (115) in total
- 75 families supported with home-visiting volunteers (71),
- 39 families supported by the Pirbright Family Group, including 5 with volunteers or the Support Worker (28)
- 32 families supported at the Hazel Avenue Family Group, including 12 with volunteers or the Support Worker
- 35 families received staff support and on-line group support (22). 11 of these families were awaiting volunteer support at the year-end.
- 108 initial visits were carried out (46), on average 2 weeks from referral.
- 40 new families were matched with a volunteer (21).
- 10 families were matched to the Support Worker
- 34 families were closed from receiving regular volunteer support (34); for 77% of the families (88%) overall the support was considered by the family to be either 'Very Effective' or 'Effective'. For 6 families support was considered to have 'limited impact' (C), which is slightly higher than last year and is generally associated with short periods of support. Feedback from referrers continues to be very positive.
- All volunteers report monthly on their support visits/calls, so we keep track of how the support is progressing. With complex families, the reporting may be more frequent, and staff attend any multi-professional meetings for the family to ensure the support is well coordinated.

### **Events**

We were delighted to be able to resume normal family activities, including an afternoon in Stoke Park at the end of July, which was attended by 21 families and a trip to Bocketts Farm which was enjoyed by over 30 families and 60 children. We are very grateful to all the staff and volunteers who make these events so successful.

### **Pirbright Family Group**

Our Family Group, which meets on Tuesdays at the community centre in Pirbright continues to provide very valuable support to families whose partners are often away from the base for long periods and whose own families may also be a long way away. Our work at Pirbright camp is very highly regarded by Health Visitors, and by the Army Welfare Officers and senior Army staff. In turn, we really value the co-operation and support of the Army staff, including Major England and Captain O'Gara.



Over the year 39 families received support from the Group (including 5 who also had volunteer support) with an average of 12 adults and 13 children attending each week. The Family Group had some informative and exciting sessions over the year with highlights including meeting the outreach worker from Wisley, an Easter Egg hunt, a visit to the Watts Gallery and a visit from Father Christmas. Families continue to greatly appreciate the supportive group atmosphere and play opportunities for their children and the consistency of support when so many other groups have been disrupted.

### **Hazel Avenue Family Group**

This opened at the end of April, 2021 and was immediately very busy, confirming the need for this support. Over the course of the rest of the year, 32 families attended the group, including 12 who also had support from a home visiting volunteer or the Support Worker. On average the group was attended by 8 adults and 9 children. The programme of activities was broadly similar to that provided in Pirbright but with some local variation. There are also differences between the two groups, in particular, the higher proportion of Hazel Avenue families who have additional support from volunteers or staff. There was a wonderful Christmas Party at the group in December attended by 14 families and with gifts for all the children and boxes of biscuits donated by Waitrose.

### **FORWARD LOOK**

The context within which we were working in 2021/22 continued to be very challenging. However, we are always aware that whatever difficulties we face as a charity, they are as nothing compared with the challenges faced by most of the families whom we support.

Our Strategy Day in March 2022 focused on trying to increase our resilience. We recognise that, as a small charity, we can be vulnerable to unexpected changes, whether in our staffing, financial position or availability of volunteers. We are planning actions which will increase our overall profile (with benefits in terms of volunteer recruitment and fundraising) and to build more capacity to raise money. We continue to challenge ourselves to identify other needs in our borough which we feel we may be best placed to meet and then to work out how to raise the money required, while retaining a prudent level of reserves.

We appreciate that fundraising is becoming increasingly competitive and we hope to resume a more normal balance between seeking funds from grants and via events in 2023/24 when, we hope, the pandemic will be well behind us.

### **Our Strategy**

Our strategy remains essentially unchanged from previous years but is included here for reference.

We will remain focused on our core mission and will seek to grow in a balanced way.

Focusing on the core mission means continuing to do wonderful work through our home visiting volunteers and the family groups. By remaining focused in this way, we believe that we can continue to deliver services of such quality and cost-effectiveness that we will be the obvious choice for funding bodies such as SCC.

Growing in a balanced way means meeting what we believe is an increasing demand for our support by balancing our resources in terms of volunteers, staff capacity and financial resources.

Our financial strategy is to balance the funding which we receive from SCC via Surrey Care Trust and from the Heartlands CCG with money from grants, events, corporate and individual donors. Our aim is not to be over-reliant on one source and to hold sufficient reserves to enable us to continue to operate and provide support even in the event of a significant (but temporary) drop in funding.

We also have an overall risk management plan which attempts to anticipate and evaluate risks and provide mitigation strategies, to further enhance our resilience and ensure, as far as possible, that our support for families will remain constant.

Overall, the Trustees feel very positive about the future and our belief that the demand for our services was growing despite the temporary drop in referrals during the first year of the pandemic has been borne out. We have a great team of staff who deliver a very professional service and we have very committed groups of trustees, patrons, volunteers and supporters. We have an excellent track record of being able to raise the money we need so our optimism about the future is reasonably grounded.

## **STRUCTURE, GOVERNANCE AND MANAGEMENT**

### **Charitable Incorporated Organisation (CIO)**

Home-Start Guildford was registered as a CIO in November 2013, and this has been our operational status since 1 April 2014. The objects of the charity can be seen in full on the Charity Commission website under our registration number 1154609.

**Trustees:** Home-Start Guildford is run by a Management Committee of Trustees. We meet every 6 weeks. The Trustees are:

- Hugh Shanks – Chair
- Ann Taylor, CBE - Vice Chair (Vice-Chair until February 2022, continuing as a Trustee)
- Adam Grant – Hon Treasurer
- Kate Mutton (until September 2021)
- Charlotte French
- Shen Lee
- Claire Wilkinson
- Katie McGuire- Vice Chair (from February 2022)
- Caroline Dore (from December 2021)

In addition, Vicky Robertson, who is a current home visiting volunteer, continues as an adviser, working with Charlotte French on volunteer support and training. Ruth



Jubert, BEM, (former Chair and Vice Chair and now a Patron) continues to play a key role coordinating the activities of the Patrons of Home-Start Guildford.

I would like to thank all my colleagues on the Management Committee for their hard work in support of Home-Start Guildford and their strong commitment to our scheme.

**Our Staff:** We are very lucky to have such a great team of staff in supporting families, in our office and at Pirbright and Hazel Avenue. The staff team is:

- Liz Westwood - Scheme Manager (until June 2022)
- Sarah Black –Scheme Manager (from June 2022)
- Lorraine Macdonald - Senior Co-ordinator
- Jenny Hanson - Family Group Co-ordinator
- Sandra Durand - Co-ordinator (from January 2021)
- Andrea Stockford - Family Group Assistant Co-ordinator (until July 2021)
- Lelani Pereira - Administrator
- Francesca Bone – Home-Start Support Worker (from September 2021)

We can be very proud of the support we give to families and of the professional service we run in training volunteers, matching them to families and monitoring our work and in our delivery of a very supportive and friendly family groups. Our team has strong links with other care professionals in the borough and we work in partnership with Guildford Family Centre and other charities and services for the benefit of our families.

**Volunteers:** Our volunteers are at the centre of what Home-Start does. We are extremely grateful to them for putting themselves forward for this work and for the impact they have on the lives of young families. As noted earlier, the amount of time they spend with families may seem relatively small (two-three hours per week) but the fact that it is a regular commitment, allied to the sensitivity and skill of our volunteers makes an enormous, in some cases, life-changing difference.

Parents supporting other parents is a very simple idea – but it works. At the end of the year, we had 58 home-visiting volunteers on our books. We ran a Volunteer Preparation course in Spring 2021 for 8 new recruits on Zoom. This was completed with a final in-person session in May. A second Preparation course was run, in-person, in the Autumn, with 9 volunteers. In between these two courses we held a wonderful summer celebration and thank-you event for volunteers in the garden of our patron Diana Jones, attended by 31 volunteers, along with staff, trustees and patrons.

I am very grateful to Charlotte French and Vicky Robertson on the Management Committee for the programme of on-going training and development for volunteers which they have put together over the past year. The programme of events is balanced between training, peer support and fun and although it has inevitably still been affected by the pandemic, several successful training sessions were delivered including on mental health awareness, safeguarding and parenting. We were also able to hold a Christmas lunch party for volunteers with 19 able to participate. There were

also a number of sociable, supportive 'coffee and catch up' volunteer support sessions.

**Fundraising:** As noted above, our focus has continued to be less on events and more on seeking grants from trusts and other charitable organisations. The 100 Club continues to be a valuable support with over 100 members, who pay a monthly subscription of £5 into a prize fund, from which 40% is paid out and 60% retained by the charity. In addition, the Guildford Community Lottery continues to provide an additional source of regular income from the sale of tickets to our supporters.

**Patrons:** We remain very grateful for the ongoing support of our patrons and look forward to being able to involve them more in our profile and fundraising activities going forwards. Our patrons are:

- The Rt Hon Anne Milton, former MP for Guildford
- The Very Reverend Dianna Gwilliams, Dean of Guildford Cathedral
- Councillor Pauline Searle
- Ruth Jubert
- Councillor Diana Jones, philanthropist
- Caroline Breckell, MVO DL, Under Sheriff of Surrey
- Jane Derbyshire



## **FINANCIAL REVIEW**

Income for the year totalled **£138,537**.

We are extremely grateful for all the support we receive to fund our scheme.

Generous donors this year have included The Matthew 25:35 Trust, the Army Training Centre Pirbright, Guildford Cathedral, Maybrook Properties, Pennington Manches Cooper LLP, Charles Russell Speechlys, the Royal Warrant Holders Association, Servium, Waitrose Guildford (Community Matters), West Byfleet Golf Club, the RHS Wisley, St Martin's Church, East Horsley, JE Fergusson, Tom and Margaret Sharp, Jo and Rob Kelly and Louise and Richard Wynne-Griffith. We have also benefitted from some generous anonymous donations.

Statutory support was received from Surrey County Council and Surrey Heartlands CCG totalling **£49,683**. We are also grateful to Guildford Borough Council for a grant of £5,000. We also received a significant grant from the Community Foundation for Surrey while vital on-going charitable trust support included Army Central Fund, BBC Children in Need, The Borrowes Trust, St Faith's Trust, The Beatrice Laing Trust, and Guildford Poyle Charities. Fundraising through our 100 Club, Guildford Lottery and Just Giving donations raised a net **£6,842**.

Expenditure was **£179,534, an increase of £35,047 on 2020/21**, largely because that year included additional costs associated with the exceptional fundraising events. This produced an overall deficit for 2022/22 of **£40,767**.

### **Reserves Policy and Risk Management**

Overall reserves **total £137,766 including £15,545** which are restricted funds to cover specific programmes at the charity. The remaining **£122,291** represents approximately **6 months** operating expenditure, though our total budgeted expenditure in 2022/23 is **£193,816**.

The Trustees consider that there are sufficient reserves to maintain service through 2022/23.

The safeguarding of children is also a key risk, given the nature of our work. We follow the strict Safeguarding policies set by Home-Start UK and we have strong links with local safeguarding professionals. Our Safeguarding lead Trustee is Katie McGuire, Vice-Chair. All cases of concern are reported to me by the Scheme Manager and to the Management Committee.



## **The Financial Statements**

Charity law requires the Trustees to prepare financial statements that give a true and fair view of the state of affairs of the charity at the end of each financial year and of its surplus or deficit for the financial year. In doing so, the Trustees are required to:

- Select suitable accounting policies and apply them consistently,
- Make judgements and estimates that are reasonable and prudent,
- Prepare the financial statements on a going concern basis unless it is inappropriate to assume that the charity will continue in business.

The Trustees are responsible for maintaining proper accounting records which disclose with reasonable accuracy at any time the financial position of the charity and which enable them to ensure that the financial statements comply with the Charities Act 2011. The Trustees are also responsible for the safeguarding of the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

## **Reference and Administration**

Legal and reference information, as shown after the contents page, forms part of this report.

The financial statements comply with the current statutory requirements, the charity's governing document and the SORP 'Accounting and Reporting by Charities'.

On behalf of the Trustees,



Hugh Shanks  
Chair

## **Report of the Independent Examiner**

I report on the accounts of the charity for the year to 31 March 2021 which are set out on pages 14 to 19.

### **Respective responsibilities of trustees and examiner**

As the charity's trustees, you are responsible for the preparation of the accounts. You consider that the audit requirements of the Charities Act 2011 (the Act) do not apply.

It is my responsibility to state, based on procedures specified in the General Directions given by the Charities Commission under s145(5)(b) of the Act, whether particular matters have come to my attention.

### **Basis of the independent examiner's report**

My examination was carried out in accordance with the General Directions given by the Charity Commissioners. An examination includes a review of the accounting records kept by the charity and a comparison of the accounts presented with those records. It also includes consideration of any unusual items or disclosures in the accounts, and the seeking of explanations from you as trustees concerning any such matters. The procedures undertaken do not provide all the evidence that would be required in an audit and, consequently I do not express an audit opinion on the view given by the accounts.

### **Independent examiner's statement**

In connection with my examination, no matter has come to my attention:

1. which gives me reasonable cause to believe that, in any material respect, the requirements:
  - a) to keep accounting records in accordance with Section 130 of the Act; and
  - b) to prepare accounts which accord with the accounting records and to comply with the accounting requirements of the Act have not been met; or
2. to which, in my opinion, attention should be drawn in order to enable a proper understanding of the accounts to be reached.

Pierre Okusi  
Vestry Hall  
336 London Road  
Cricket Green  
Mitcham  
CR4 3UD

Signed:  .....

Date: 4th October 2022 .....

**HOME-START GUILDFORD**  
**Statement of Financial Activities for Year Ended 31 March 2022**

	Note	Unrestricted	Restricted	Total	Total
		£	£	£	£
		2022	2022	2022	2021
<b>Income and Endowments</b>	<b>2</b>				
Statutory Grants		54,683	0	54,683	43,441
Charitable Trusts		0	56,250	56,250	74,725
Fundraising Events		6,842	0	6,842	8,264
Donations, legacies & other		20,421	0	20,421	14,681
Bank Interest		390	0	390	978
<b>Total Income</b>		<b>82,337</b>	<b>56,250</b>	<b>138,537</b>	<b>142,089</b>
<b>Resources Expended</b>					
Expenditure on raising funds	<b>3</b>	9,240	0	9,240	9,000
Expenditure on Charitable activities		117,539	52,575	170,114	134,947
<b>Total resources expended</b>		<b>126,779</b>	<b>52,575</b>	<b>179,354</b>	<b>143,947</b>
<b>Net incoming/outgoing resources</b>		<b>(44,442)</b>	<b>3,675</b>	<b>(40,767)</b>	<b>(1,858)</b>
Funds brought forward at 1 April 2021		166,733	11,800	178,533	178,533
Prior year adjustment		0	0	0	0
<b>Funds carried forward at 31 March 2022</b>		<b>122,291</b>	<b>15,545</b>	<b>137,766</b>	<b>178,533</b>

The statement of Financial Activities has been prepared on the basis that all operations are continuing operations. The Charity has no gains or losses other than dealt with in the Statement of Financial Activities.

The notes on pages 16 – 19 form part of these financial statements.



# HOME-START GUILDFORD

## Balance Sheet as at 31 March 2021

	<i>Note</i>	£ 2022	£ 2021
<b>Fixed Assets</b>			
Tangible Assets	6	0	0
<b>Current Assets</b>			
Debtors		0	20
Cash at Bank		138,637	179,577
<b>Liabilities</b>			
Creditors: Amounts falling due in 1 year	7	871	1,044
Deferred income		0	0
<b>Net Assets</b>		<b>137,766</b>	<b>178,533</b>
<b>The Funds of the Charity</b>			
Unrestricted funds		122,291	166,733
Restricted Funds	9	15,545	11,800
<b>Total Charity Funds</b>		<b>137,766</b>	<b>178,533</b>

The notes on the following pages form part of these financial statements.



Hugh Shanks  
Chair



Adam Grant  
Hon. Treasurer

DATE

## HOME-START GUILDFORD

### Notes to the Financial Statements as at 31 March 2022

#### 1 Basis of Preparation

The financial statements have been prepared under the historic cost convention, following the recommendations of the Statement of Recommended Practice known as FRS 102 introduced in 2014 covering charities with a year-end after January 2015.

#### 2 Accounting Policies

##### a) Income

All income is accounted for on an accrual basis, except for voluntary donations, which are taken into account when received.

Grants are recognised in full during the year that they are received.

Incoming receipts from tax reclaims are included in the SOFA at the same time as the gift to which they relate.

##### b) Fixed Assets

Fixed assets are stated at cost and depreciation is provided at rates calculated to write off the cost of each asset over its expected useful life.

Computer equipment and office equipment 25% straight line basis. It is the Charity's policy to capitalise fixed assets that are above a de-minimus level of £500.

##### c) Pensions

Pension costs charged in the financial statements represent contributions payable by the charity in the year in accordance with FRS 17.

The pension scheme is administered by The Pension Trust.

##### d) Funds held for restricted purposes

Restricted funds represent income received by the Charity for specific purposes or areas.

##### e) Resources expended

Resources are accounted for on an accruals basis. Expenditure is appointed to cost categories based on the amount attributable during the year, including the cost of generating funds and charitable activities.

Governance costs include legal costs and Trustee meetings only.

f) **Recognition of Liabilities**

These financial statements recognise all liabilities that the charity has responsibility for. The charity is not aware of any contingent liabilities.

**3 Costs of Generating Voluntary Income**

Our fundraising was focused on on-line activities and grant applications, with support from our freelance fundraiser, Dan Read.

Direct costs of events are charged to fundraising, together with an element of staff time in supporting donor development and the preparation of grant applications.

The cost of raising funds is noted below:

	2022	2021
	£	£
a) direct costs of the fundraising events	2,540	2,316
b) departmental costs	6,700	6,684
<b>Total</b>	<b>9,240</b>	<b>9,000</b>

**4 Staff Costs and Emoluments**

	2022	2021
	£	£
Wages and salaries	135,132	109,521
Social Security Costs	7,705	5,349
Staff Pension Costs	6,478	4,826
<b>Total</b>	<b>149,315</b>	<b>119,696</b>

There were no employees with emoluments in excess of £60,000 per annum.

The average full time equivalent employees during the year was **4.8 heads**.

**5 Trustee Expenses**

No expenses were claimed by Trustees.



## 6 Tangible Fixed Assets

No tangible assets held during the year.

## 7 Creditors

Comprise general creditors all due for settlement within 12 months.

## 8 Lease

The charity has an annual lease for premises within the Astolat complex in Guildford, at a cost, inclusive of light, heat and power of £4,287 pa.

A new lease has just been signed until March 2023.

## 9 Restricted Funds

	Balance 31.3.21	Additions in year	Charge for year	Balance 31.3.22
	£	£	£	£
BBC Children in Need	0	3,750	3,750	0
Anonymous	0	2,000	2,000	0
Army Central Fund	4,000	5,500	5,100	4,400
Beatrice Laing	4,500	6,000	6,000	4,500
Guildford Poyle Charity	0	7,000	7,000	0
St Faith's Trust	3,300	10,000	10,000	3,300
Community Foundation for Surrey	0	11,500	8,225	3,275
RHS Wisley	0	500	500	0
The Borrows Trust	0	10,000	10,000	0
<b>Balances</b>	<b>11,800</b>	<b>56,250</b>	<b>52,575</b>	<b>15,475</b>

The balance at 31.3.22 will be used within the current financial year.

## 10 Analysis of group net assets between funds

Funds at 31 March 2022 are represented by:

	Unrestricted funds	Restricted funds	Total funds
	£	£	£
Tangible fixed assets	0		0
Debtors	0		0
Bank deposits	123,162	15,475	138,637
Current liabilities	(871)		(871)
<b>Total Assets</b>	<b>122,291</b>	<b>15,475</b>	<b>137,766</b>

