

# OUR IMPACT

## ADVOCACY ALLIANCE

Advocacy Alliance has an impact on:

Clients, volunteers, staff and the local community

## WHAT IMPACT DO WE HAVE:

Increased self-confidence

Improved wellbeing

Improved resilience

Decreased social isolation

Improved communication

Reduced anxiety

Improved skills

Increased knowledge

Increased awareness of services

Improved mental health

## WE HAVE AN IMPACT ON OTHER SERVICES:

Increased community offering

Excellent partnership working

Working together to support clients

Working together to identify local community needs

It's a great service!!

1000/10 - brilliant service. Couldn't have done without Advocacy Alliance's help.

Makes him feel good and at ease. Good to know they are on the end of phone.

Absolutely great. Massive difference as school started listening. Think because a professional! Amazing that there was no charge.

I didn't know where to turn. Advocacy made it clearer and listened brilliantly.

Really grateful for the support. Told other people. Pass thanks on to Advocate.

Would have been stuck without Advocacy Service. Weight off my shoulders

Just being there was huge, and their presence made a big difference in the way people spoke to me and my husband.

Think Advocacy should be given more power. Doing a wonderful job.

It was very good. I got support to take the issue as far as we could. Good service to serve the people.

Helped to write letters. School not listening to me. Attended meetings with me. Helped through the complaint's procedure.

Wonderful people - superb. It was good. Brilliant service.

I'd use the service again in a flash. Mentioned to family about Advocacy.



ADVOCACY  
ALLIANCE

REPORT OF THE TRUSTEES AND FINANCIAL REPORT  
FOR THE YEAR ENDED 31ST MARCH 2024

CHARITY REGISTRATION NUMBER

**1163787**

(England & Wales)



CHAMPLEYS

Chartered Certified Accountants

Champleys Mews

Market Place

Pickering

YO18 7AE



**Trustees**

Angela McKeown  
Ben Sellers  
Callum Walker  
Helen Fortnum  
Patricia Anne Kemp  
Sam Woods-Peel  
Steve Arnott

**Accountants**

Champleys Chartered Certified Accountants  
Champleys Mews  
Market Place  
Pickering  
YO18 7AE

**Bankers**

Natwest  
3, Westborough  
Scarborough  
YO11 1UJ  
  
Cambridge and Counties Bank  
Charnwood Court  
5B New Walk  
Leicester  
LE1 6TE

**Principal Operating Address**

Office 28  
The Street  
12, Lower Clark Street  
Scarborough  
YO12 7PW

The trustees present their report and the financial statements for the for the year ended 31st March 2024.

### **Background and Structure**

The Charity is a Charitable Incorporated Organisaion (CIO), and is registered with the Charity Commission (No: 1163787). The Charity was formed on 1st October 2015 and started trading on 1st April 2016 by inheriting the assets of the previous Charity (Advocacy Alliance No: 1014398).

### **Summary of the purposes and activities of the Charity**

The aim of the Charity is to promote, assist and develop the representation of all people in need of such help by virtue of their age, mental health, physical or learning disability, and to help them overcome any disadvantage that flows from their personal circumstances by the provision of a service designed to:

- assist the above people to obtain their rights and privileges as a citizen
- provide support
- provide support on a one to one basis to the above people in the area of benefit, whether living in residential care or residing independently in their own home or with relatives
- representing the needs and views of members to statutory authorities, charitable groups and others who provide services

### **Public Benefit Statement**

Throughout the year the Advocacy Alliance Board of Trustees had regard the guidelines on public benefit as set out by the Charity Commission when exercising powers or duties to which the guidance is relevant.

### **Trustees**

The following persons served as Trustees during the year ended 31st March 2024:

| <b>Trustee</b>     | <b>Office</b>                         | <b>Trustee Appointments/Resignations</b> |
|--------------------|---------------------------------------|------------------------------------------|
| Michael Goode      | Chair - Resigned 31st December 2023   | Resigned 31st December 2023              |
| Steve Arnott       | Treasurer                             | -                                        |
| Angela McKeown     | Co-Chair - Appointed 1st January 2024 | -                                        |
| Ben Sellers        |                                       | -                                        |
| Callum Walker      |                                       | -                                        |
| Helen Fortnum      |                                       | -                                        |
| Patricia Anne Kemp | Co-Chair - Appointed 1st January 2024 | -                                        |
| Sam Woods-Peel     | Vice Chair                            | -                                        |

### **Staff, Management and Selection of Trustees**

Trustees are appointed at the annual general meeting and are recruited from people who have an interest in the Charity. The Charity is controlled and directed by the elected members of the Board of Trustees.

### **Risk Management**

The Board of Trustees continue to examine the principal areas of the Charity's operations to review the major risks which may arise in each area. In the opinion of the board, this review enables such risks to be identified and allows them to be mitigated to an acceptable level in the Charity's day to day activities.

**Review of the Charity's achievements and performance, including the difference the Charity has made to the beneficiaries and to wider society throughout the year**

During the course of 2023 to 2024 Advocacy Alliance continued with its core mission to provide free, independent and confidential advocacy support to vulnerable adults living in Scarborough, Whitby and Ryedale.

Over the course of the year Advocacy Alliance delivered advocacy support to people with a learning disability and/or autism – funded by the Henry Smith Trust and an Advocacy for All service funded by the National Lottery Reaching Communities Fund.

The year also saw the organisation continue with the delivery of the Social Prescribing Contract in partnership with Age UK North Yorkshire Coast and Moors for three local Primary Care Networks. Towards the end of the financial year, it became clear that the social prescribing service would be moving to a new method of delivery. At this time Advocacy Alliance's trustee board made the decision to withdraw from the contract and allow Age UK North Yorkshire Coast and Moors to continue delivering the amended service.

In December 2023 the long standing chair of the trustee board Mr Michael Goode made the decision to step down from the board and focus on his family and his trains. The trustee board and all involved with Advocacy Alliance wish him all the best for the future and know that his presence will be missed.

Following Michael's decision to resign, the trustees made the decision to move forward with two co-chairs of the board. These co-chairs have introduced a new agenda forecast for the year, and introduced a number of standing agenda items.

During the course of the year the trustees made the decision to hold a local 'This is Advocacy Conference'. This conference was a real success with many individuals attending in either a professional or personal capacity. The event involved speakers in from both national advocacy organisations, national funders and local individuals involved in direct service delivery for Advocacy Alliance. Feedback from conference attendees has encouraged the trustee board to consider holding similar events in the future, subject to funding.

Also, during the year, the organisation was approached by a local supported living provider to help them consider the needs of individuals they support who have profound and multiple learning disabilities (PMLD). Advocacy staff were able to attend services supporting these individuals and offer feedback on provision. A staff member also attended their customer consultation activities to offer suggestions on how people with PMLD could be more meaningfully involved.

During the year the trustee board continued to consider the dilemmas raised by the use of social media, particularly in relation to raising awareness of the difference that advocacy support makes to individuals. In relation to this the trustees developed and introduced a social media policy.

Towards the end of the financial year, Advocacy Alliance stakeholders began to discuss the possibility of a new marketing campaign, including consideration of a name change. The trustees decided to wait for funding decisions before making any formal plans.



### Financial Review

The financial position of the Charity as at 31st March 2024 as more fully detailed in the accounts, can be summarised as follows:

|                       | 2024      | 2023      |
|-----------------------|-----------|-----------|
|                       | £         | £         |
| Income                | 249,262   | 209,499   |
| Expenditure           | (232,055) | (184,214) |
| Net Surplus/(Deficit) | 17,207    | 25,285    |
| Unrestricted Funds    | 46,306    | 30,927    |
| Restricted Funds      | 44,806    | 42,978    |
| Designated Funds      | 75,000    | 75,000    |
| Total Funds           | 166,112   | 148,905   |

The results for the year show a surplus of £17,207. The unrestricted funds available to the Charity as at 31st March 2024 were £46,306.

The financial performance of the Charity in the year indicates that the Charity is sustainable. Total funds have increased from the prior year (although the surplus has decreased). This surplus should be viewed in the context that the timing of incoming funds and projects can significantly impact the accounting figures.

The Unrestricted Funds are crucial to the operation of the Charity. The Restricted and Designated funds are not always available for the Charity to use, and may have already been allocated to fund specific projects.

### Reserves Policy

The reserves at the end of the financial year were £75,000 (prior year: £75,000). The Trustees are aware of the need to develop a strong financial position for the Charity. An objective has been set of building adequate reserves to cover six months forward operating costs and to be able to continue to operate under the following circumstances:

- during periods of lower income
- in the case of unexpected events
- in the case of redundancies or any emergencies (e.g. long term sick leave)

The reserves policy also provides an opportunity to reserve money for future projects.

The Trustees are confident the Charity can continue as a going concern, and the reserve policy is an important part of the Charity's long term survival and ability to adapt to changing circumstances.

**Statement of Trustees' Responsibilities**

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

The law applicable to charities in England and Wales requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the Charity and of the incoming resources and application of resources of the Charity for that year. 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;
- prepare the financial statement on the ongoing concern basis unless it is inappropriate to presume that the charity will continue in operation.

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

This report was approved by Advocacy Alliance trustees on and is signed on their behalf by:

  
Patricia Anne Kemp  
Co-Chair

Dated

19/11/2024



As a practising member firm of the Association of Chartered Certified Accountants, we are subject to its ethical and other professional requirements which are detailed at <http://rulebook.accaglobal.com/>

I report on the accounts of Advocacy Alliance for the year ended 31st March 2024, which are set out on pages 7 to 12.

### Respective Responsibilities of Trustees and Examiner

The Charity's Trustees are responsible for the preparation of the accounts. The Charity's Trustees consider that an audit is not required for this year under section 144 of the Charities Act 2011 (the 2011 Act) and that an independent examination is needed.

It is my responsibility to:

- examine the accounts under section 145 of the 2011 Act;
- to follow the procedures laid down in the general Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act; and
- to state 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 Commission. 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 seeking 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 no opinion is given as to whether the accounts present a 'true and fair view' and the report is limited to those matters set out in the statement below.

### 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:
  - to keep accounting records in accordance with section 130 of the 2011 Act; or
  - to prepare accounts which accord with the accounting records; or
  - concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 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.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.



Michael Richmond FCCA  
Champleys Chartered Certified Accountants  
Champleys Mews  
Market Place  
Pickering  
YO18 7AE

16th September 2024

# ADVOCACY ALLIANCE

## RECEIPTS AND PAYMENTS ACCOUNT FOR THE YEAR ENDED 31ST MARCH 2024

|                                         | Notes    | 2024 Breakdown By Fund |                |               | 2024           | 2023           |
|-----------------------------------------|----------|------------------------|----------------|---------------|----------------|----------------|
|                                         |          | Unrestricted           | Restricted     | Designated    | Total          | Total          |
|                                         |          | £                      | £              | £             | £              | £              |
| <b>Receipts</b>                         |          |                        |                |               |                |                |
| Bank Interest                           |          | 2,584                  | -              | -             | 2,584          | 94             |
| Donations, Legacies and Grants          | 3        | 8,176                  | 235,072        | -             | 243,248        | 205,548        |
| Other Income                            | 4        | 3,430                  | -              | -             | 3,430          | 3,857          |
| <b>Total Receipts</b>                   |          | <b>14,190</b>          | <b>235,072</b> | <b>-</b>      | <b>249,262</b> | <b>209,499</b> |
| <b>Payments</b>                         |          |                        |                |               |                |                |
| Charitable Activities                   | 5        | 311                    | 213,853        | -             | 214,164        | 164,248        |
| Support Costs                           | 6        | -                      | 15,564         | -             | 15,564         | 18,455         |
| Governance and Administration           | 7        | -                      | 2,327          | -             | 2,327          | 1,511          |
| <b>Total Payments</b>                   |          | <b>311</b>             | <b>231,744</b> | <b>-</b>      | <b>232,055</b> | <b>184,214</b> |
| <b>Reconciliation of Funds</b>          |          |                        |                |               |                |                |
| Total Funds Brought Forward             | 8        | 30,927                 | 42,978         | 75,000        | 148,905        | 123,620        |
| Transfers Between Funds                 |          | -                      | -              | -             | -              | -              |
| <b>Surplus / (Deficit) for the Year</b> |          | <b>13,879</b>          | <b>3,328</b>   | <b>-</b>      | <b>17,207</b>  | <b>25,285</b>  |
| <b>Total Funds Carried Forward</b>      | <b>9</b> | <b>44,806</b>          | <b>46,306</b>  | <b>75,000</b> | <b>166,112</b> | <b>148,905</b> |

## ADVOCACY ALLIANCE

## STATEMENT OF ASSETS AND LIABILITIES AS AT 31ST MARCH 2024

**B1 Cash Funds**

|                    | 2024           | 2023           |
|--------------------|----------------|----------------|
|                    | £              | £              |
| <b>Accounts</b>    |                |                |
| Current Account    | 46,403         | 148,780        |
| Deposit Account    | 119,584        | -              |
| Cash               | 125            | 125            |
| <b>TOTAL FUNDS</b> | <b>166,112</b> | <b>148,905</b> |

**Represented by Funds**

|                    |                |                |
|--------------------|----------------|----------------|
| Unrestricted       | 46,306         | 30,927         |
| Restricted         | 44,806         | 42,978         |
| Designated         | 75,000         | 75,000         |
| <b>TOTAL FUNDS</b> | <b>166,112</b> | <b>148,905</b> |

**B2 Other Monetary Assets**

£Nil                      £Nil

**B3 Investment Assets**

£Nil                      £Nil

For and on behalf of all the Trustees

Patricia Anne Kemp  
Co-Chair

Dated

19/11/2024



**1 Basis of Accounting**

These accounts have been prepared on the Receipts and Payments basis in accordance with Section 144(2) of the Charities Act 2011.

**Donated Goods, Services and Facilities**

Donated goods, services and facilities are measured at fair value (the amount for which the asset could be exchanged) unless impractical to do so.

**Governance and Support Costs**

Support costs have been allocated between governance costs and other support. Governance costs comprise all costs involving public accountability of the charity and its compliance with regulation and good practice.

**Volunteer Help**

The value of any voluntary help is not included in the accounts, but is described in the trustees' annual report.

**Fixed Assets for use by Charity**

The accounts have been prepared under the historical cost convention. Assets are shown on the statements of assets and liabilities if they can be used for more than one year, and cost at least £300.

**2 Nature and Purpose of Funds****Unrestricted Funds**

Funds that may be used at the discretion of the trustees in furtherance of the objects of the charity.

**Restricted Funds**

Funds that may only be used for specific purposes. Restrictions arise when specified by the donor or when funds are raised for specific purposes.

**Designated Funds**

A reserve set aside to cover possible closure costs that could arise sometime in the future if there was a need. This figure is the current estimate of such costs. There has been no change in this financial year.

**3 Breakdown of Donations, Legacies and Grants**

|                            | 2024 Breakdown    |                 |                 | 2024           | 2023           |
|----------------------------|-------------------|-----------------|-----------------|----------------|----------------|
|                            | Unrestricted<br>£ | Restricted<br>£ | Designated<br>£ | Total<br>£     | Total<br>£     |
| Awards for All             | -                 | -               | -               | -              | 9,940          |
| Henry Smith                | -                 | 53,400          | -               | 53,400         | 54,200         |
| Hillards                   | -                 | -               | -               | -              | 1,000          |
| Masonic                    | -                 | 5,000           | -               | 5,000          | 5,000          |
| National Lottery           | -                 | 86,970          | -               | 86,970         | 77,993         |
| Social Prescribing         | 7,569             | 89,702          | -               | 97,271         | 56,113         |
| Other Grants and Donations | 607               | -               | -               | 607            | 1,302          |
| <b>Total</b>               | <b>8,176</b>      | <b>235,072</b>  | <b>-</b>        | <b>243,248</b> | <b>205,548</b> |

ADVOCACY ALLIANCE

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31ST MARCH 2024

4 Other Income

|                        | 2024 Breakdown |            |            | 2024         | 2023         |
|------------------------|----------------|------------|------------|--------------|--------------|
|                        | Unrestricted   | Restricted | Designated | Total        | Total        |
|                        | £              | £          | £          | £            | £            |
| Conferences            | 120            | -          | -          | 120          | -            |
| Fundraising Activities | 546            | -          | -          | 546          | -            |
| Services Provided      | 2,744          | -          | -          | 2,744        | 3,857        |
| Sundry Income          | 20             | -          | -          | 20           | -            |
| <b>Total</b>           | <b>3,430</b>   | <b>-</b>   | <b>-</b>   | <b>3,430</b> | <b>3,857</b> |

5 Breakdown of Expenditure on Charitable Activities

|                             | Notes | 2024 Breakdown |                |            | 2024           | 2023           |
|-----------------------------|-------|----------------|----------------|------------|----------------|----------------|
|                             |       | Unrestricted   | Restricted     | Designated | Total          | Total          |
|                             |       | £              | £              | £          | £              | £              |
| Activities and Promotion    |       | 175            | 922            | -          | 1,097          | 386            |
| Travel and Related Expenses | 10    | 136            | 4,913          | -          | 5,049          | 6,349          |
| Volunteer Expenses          |       | -              | 1,202          | -          | 1,202          | 1,330          |
| Wages and Salaries          | 11    | -              | 206,816        | -          | 206,816        | 156,183        |
| <b>Total</b>                |       | <b>311</b>     | <b>213,853</b> | <b>-</b>   | <b>214,164</b> | <b>164,248</b> |

6 Breakdown of Expenditure on Support Costs

|                                  | 2024 Breakdown |               |            | 2024          | 2023          |
|----------------------------------|----------------|---------------|------------|---------------|---------------|
|                                  | Unrestricted   | Restricted    | Designated | Total         | Total         |
|                                  | £              | £             | £          | £             | £             |
| Insurance                        | -              | 1,869         | -          | 1,869         | 1,980         |
| IT and Software Costs            | -              | 1,376         | -          | 1,376         | 972           |
| Licensing and Subscriptions      | -              | 1,514         | -          | 1,514         | 281           |
| Printing, Stationery and Postage | -              | 933           | -          | 933           | 769           |
| Repairs and Equipment Expensed   | -              | 611           | -          | 611           | 1,054         |
| Rent of Premises                 | -              | 1,354         | -          | 1,354         | 8,122         |
| Telephone and Internet           | -              | 4,574         | -          | 4,574         | 4,053         |
| Training and Welfare             | -              | 3,300         | -          | 3,300         | 728           |
| Other General Expenditure        | -              | 33            | -          | 33            | 496           |
| <b>Total</b>                     | <b>-</b>       | <b>15,564</b> | <b>-</b>   | <b>15,564</b> | <b>18,455</b> |

**7 Breakdown of Expenditure on Governance and Administration**

|                                    | 2024 Breakdown    |                 |                 | 2024       | 2023       |
|------------------------------------|-------------------|-----------------|-----------------|------------|------------|
|                                    | Unrestricted<br>£ | Restricted<br>£ | Designated<br>£ | Total<br>£ | Total<br>£ |
| Accountancy and IE Report          | -                 | 900             | -               | 900        | 730        |
| Payroll and Pension Administration | -                 | 1,427           | -               | 1,427      | 780        |
| <b>Total</b>                       | -                 | 2,327           | -               | 2,327      | 1,510      |

**8 Breakdown of Fund Movements (2023 - Prior Year)**

|                                   | B/Fwd<br>£ | Receipts<br>£ | Payments<br>£ | Transfers<br>£ | C/Fwd<br>£ |
|-----------------------------------|------------|---------------|---------------|----------------|------------|
| <b>Restricted</b>                 |            |               |               |                |            |
| Awards for All                    | 4,325      | 9,940         | (10,096)      | -              | 4,169      |
| Henry Smith                       | -          | 54,200        | (38,504)      | -              | 15,696     |
| Masonic                           | -          | 5,000         | (5,000)       | -              | -          |
| National Lottery                  | -          | 77,993        | (57,479)      | -              | 20,514     |
| Scurrah Wainwright                | 4,800      |               | (4,800)       | -              | -          |
| Social Prescribing                | 14,821     | 56,113        | (68,335)      | -              | 2,599      |
|                                   | 23,946     | 203,246       | (184,214)     | -              | 42,978     |
| <b>Designated Funds</b>           |            |               |               |                |            |
| Managed Closure and Refurbishment | 60,000     | -             | -             | 15,000         | 75,000     |
| <b>Unrestricted Funds</b>         | 39,674     | 6,253         | -             | (15,000)       | 30,927     |
| <b>Total Funds</b>                | 123,620    | 209,499       | (184,214)     | -              | 148,905    |

**9 Breakdown of Fund Movements (2024 - Current Year)**

|                                   | B/Fwd<br>£ | Receipts<br>£ | Payments<br>£ | Transfers<br>£ | C/Fwd<br>£ |
|-----------------------------------|------------|---------------|---------------|----------------|------------|
| <b>Restricted</b>                 |            |               |               |                |            |
| Awards for All                    | 4,169      | -             | (4,169)       | -              | -          |
| Henry Smith                       | 15,696     | 53,400        | (50,796)      | -              | 18,300     |
| Masonic                           | -          | 5,000         | (4,192)       | -              | 808        |
| National Lottery                  | 20,514     | 86,970        | (81,786)      | -              | 25,698     |
| Social Prescribing                | 2,599      | 88,702        | (91,301)      | -              | -          |
|                                   | 42,978     | 234,072       | (232,244)     | -              | 44,806     |
| <b>Designated Funds</b>           |            |               |               |                |            |
| Managed Closure and Refurbishment | 75,000     | -             | -             | -              | 75,000     |
| <b>Unrestricted Funds</b>         | 30,927     | 15,690        | (311)         | -              | 46,306     |
| <b>Total Funds</b>                | 148,905    | 249,762       | (232,555)     | -              | 166,112    |



**10 Trustee Expenses and Related Party Transactions**

No trustee received a remuneration for services rendered. The Trustee's claim for reimbursed expenses - primarily travel expenses. No Trustee, or anyone connected with a Trustee, has a material interest in any of the Charity's transactions.

**11 Staff Numbers, Payroll and Pension Costs**

There were an average of nine employees in the year to 31st March 2024 (2023 : 9). All staff are payroll employed.

|                                | 2024 Breakdown |            |            | 2024    | 2023    |
|--------------------------------|----------------|------------|------------|---------|---------|
|                                | Unrestricted   | Restricted | Designated | Total   | Total   |
|                                | £              | £          | £          | £       | £       |
| <b>Advocacy</b>                |                |            |            |         |         |
| Direct Wages                   | -              | 107,807    | -          | 107,807 | 85,849  |
| Employer Pension Contributions | -              | 1,976      | -          | 1,976   | 1,561   |
| Employer National Insurance    | -              | 8,318      | -          | 8,318   | 3,975   |
|                                | -              | 118,101    | -          | 118,101 | 91,385  |
| <b>Social Prescribing</b>      |                |            |            |         |         |
| Direct Wages                   | -              | 80,982     | -          | 80,982  | 60,873  |
| Employer Pension Contributions | -              | 1,484      | -          | 1,484   | 1,107   |
| Employer National Insurance    | -              | 6,249      | -          | 6,249   | 2,818   |
|                                |                | 88,715     | -          | 88,715  | 64,798  |
| <b>Total</b>                   | -              | 206,816    | -          | 206,816 | 156,183 |