# TRUSTEES' REPORT AND FINANCIAL STATEMENTS

# **FOR THE YEAR ENDED 31 MARCH 2021**

**COMPANY NO: 08238969** 

**CHARITY NO: 1150806** 

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

# REFERENCE AND ADMINISTRATIVE INFORMATION

The Company was formed on 3 October 2012 and commenced operations on 1 April 2013, on which date the activities and assets of the British Association of Psychotherapists, the Lincoln Clinic and Centre for Psychotherapy and the London Centre for Psychotherapy were merged through transfer to this newly formed company.

#### **Directors**

The board members who served as directors from 1 April 2020 were as follows:

Appointed 21 November 2020 David Vincent (Chair) Passed away 4 October 2020 Jean Carr (Chair) Mary Pat Campbell (Vice Chair) Appointed 21 November 2020 Ruth Calland Appointed 21 November 2020 Liza Catan Joanne de Waal Appointed 21 November 2020 Appointed 21 November 2020 Jean Knox Resigned 21 November 2020 Hester McFarlan Solomon Eleanor Mongey Appointed 21 November 2020 Annie Peskin

Annie Peskin Appointed 21 November 2020 Susannah Rose Appointed 21 November 2020 Sarah Spitzfaden Appointed 21 November 2020 Ferelyth Watt

Chief Executive Officer Michael Owen, Interim CEO (May 2018 to December

2020)

Jan Barlow, CEO (from December 2020)

**Principal & Registered Office** 37 Mapesbury Road

London NW2 4HJ

**Charity Registration Number** 1150806

Company Number 08238969

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#### **Bankers**

The Co-operative Bank P.O.Box Skelmersdale Lancs WN8 6WT

# **Investment Managers**

Sarasin & Partners LLP 250 Juxon House 100 St Paul's Churchyard London EC4M 8BU

CAF Bank Ltd 25 Kings Hill Avenue Kings Hill West Malling Kent ME19 4JQ CCLA Senator House 85 Queen Victoria London EC4V 4ET

Triodos Bank Deanery Road Bristol BS1 5AS

#### **Solicitors**

Russell-Cooke 2 Putney Hill Putney London SW15 6AB

Bates Wells 10 Queen Street Place London EC4R 1BE

# **Auditors**

Knox Cropper LLP Chartered Accountants 65 Leadenhall Street London EC3A 2AD

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

#### Chair's statement

2020/21 was a year when we mourned the loss of some close colleagues, as well as welcoming a number of new trustees and staff to the organisation, all set against a backdrop of a global pandemic, the impact of which changed all of our lives for a far longer period than any of us could have imagined at the start of the first national lockdown in March 2020.

In October 2020, Jean Carr, the Chair of *bpf*, passed away following diagnosis of a very aggressive cancer. The speed and nature of her passing came as an enormous shock to everyone in the organisation, not least those who knew her well. She made a huge contribution to the *bpf* and she will be much missed. I would like to record thanks on behalf of the whole organisation to Mary Pat Campbell, Eleanor Mongey, Hester Solomon and Ferelyth Watt, the trustees on the board at the time of Jean's passing, for their enormous contribution in keeping the organisation moving forward at that time

In June 2021 **bpf** also mourned the loss of Laura Paynter, the IPCAPA Business Manager, also following diagnosis of an aggressive cancer. Laura had worked for the organisation for many years, and her loss has been felt deeply by colleagues across the whole organisation.

At the November 2020 AGM, nine new trustees were elected to the board, including myself as the new Chair, bringing the total number of current trustees to eleven. We have been meeting monthly and working hard to get to know each other and work effectively as a team. In December 2020 we also welcomed Jan Barlow as **bpf**'s new Chief Executive, taking over from Mike Owen who had been Interim Chief Executive since May 2018. We would like to record our thanks to Mike for all his work during his two and a half years with the organisation. In December 2020 **bpf**'s Finance Director, Bella Hailemariam, also left the organisation and we would like to thank her for all her work during her many years at **bpf**. We have been pleased to have John Axon working with us as Interim Finance Director since her departure.

The Covid-19 pandemic and the first national lockdown at the end of March 2020 necessitated all *bpf*'s activities being moved online and staff needing to work from home, which has continued into the new financial year. As a result, in many ways 2020/21 was a year of ensuring the charity could continue to function effectively given Government restrictions on individuals and organisations. I would like to thank everyone in the organisation, including staff, members, and teaching staff, for their enormous contribution in supporting the new ways of working.

The move to online working was a success for *bpf*. We saw the number of trainees and participants in our courses increase, as providing teaching online attracted participants from further afield, as the need to travel to London for teaching was removed. As life returns to normal, we will consider carefully the ways in which we can continue to attract participants from outside Greater London and the South East.

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The move to working and delivering all **bpf**'s activities online highlighted the limitations of **bpf**'s existing IT systems and the need to upgrade and update them. In April 2021 we were therefore pleased to move to a new Cloud-based system, as well as upgrading our hardware and connectivity. As with all systems upgrades, there were some teething problems in the early days, but the upgrade has improved speed and reliability of system access for staff and has future-proofed our IT.

The board continued to be mindful of the ongoing need to reduce the organisation's financial deficit. In recent years overhead costs have been reduced significantly, including reducing staff numbers. However, the board recognises that if it continues to cut infrastructure, it will ultimately affect the organisation's ability to function effectively. The board has therefore decided that the charity needs to focus its efforts on growing the organisation and increasing its income as opposed to just cutting costs. It intends to appoint to a newly created post of Training & Membership Director to assist with this task during 2021/22.

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David Vincent Chair

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

The Trustees, who are the trustees of the charitable company for the purpose of charity law and directors for the purpose of company law, present their statutory report together with the financial statements of the British Psychotherapy Foundation (*bpf*) for the year ended 31 March 2021.

The **bpf** (the charity) is constituted as a company limited by guarantee and is therefore governed by a Memorandum and Articles of Association dated 3 October 2012 which was amended at a General Meeting on 13 December 2014 and on 19 July 2019. It is registered as a charity with the Charity Commission.

This report has been prepared in accordance with Part VIII of the Charities Act 2011 and constitutes a directors' report for the purposes of company law.

The financial statements have been prepared in accordance with the principal accounting policies set out on pages 32 and 33 and comply with the charity's Memorandum and Articles of Association, the Charities Act 2011, and Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their financial statements in accordance with the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102 second edition).

The objects of the Charity (the "Objects") are for the public benefit to preserve the mental health and relieve mental distress particularly through psychotherapy in all or any of its aspects by:

- advancing the education, training, study and practice of analytic therapies and psychoanalysis (the "therapy");
- increasing the public knowledge of therapies;
- advancing the therapies as a method of treatment;
- advancing the practice of the therapies as a profession;
- providing easier and affordable access to psychotherapy treatment; and
- undertaking any other charitable purpose for the public benefit approved by the Trustees.

The charity met its objectives during the period.

# Organisational and decision making structure

The *bpf* board has overall responsibility for the charity and meets regularly to ensure the affairs of the charity are effectively managed. It holds additional meetings to address specific strategic and governance matters. It delegates day-to-day operational management to a Chief Executive Officer, who is assisted by full and part time staff, volunteers and a number of member-based committees and working groups in delivering the organisation's activities.

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Psychotherapy training is conducted across three psychotherapy disciplines: Psychoanalytic Psychotherapy; Jungian Analysis; and Child and Adolescent Psychotherapy. Three training programmes rooted in each of these disciplines are primarily delivered via three specific associations within the *bpf*, with wider cross-disciplinary training programmes also offered by the *bpf*.

The board ensures it has the systems and procedures in place to be able to properly exercise its responsibilities and authority over the activities of its associations.

#### **Trustee induction**

The **bpf** is committed to ensuring that its trustees receive a good induction as part of assuming the responsibility of trustee of a charity and a director of a limited company. It believes that a good induction prepares new trustees to be effective. Opportunities for new trustees to spend time in the organisation including shadowing staff are provided. Supplying new trustees with key information about the organisation and about the responsibilities of being a trustee is at the heart of the induction. The information supplied includes constitutional and governance documents, Charity Commission guidance, information about the organisation, its finances, and administration.

# Relationships with stakeholders and partners

The main stakeholders of the organisation are its professional psychotherapists and trainee psychotherapy members, students on its MSc courses and patients. Other stakeholders are people who participate in *bpf* courses, events and conferences, and funders. The major funders are Health Education England (HEE) which funds the child and adolescent training, and London University (Birkbeck College), which funds the MSc in Psychodynamics of Human Development. The clinical doctorate offered to those undertaking the Child and Adolescent Training is in partnership with the Anna Freud National Centre for Children and Families and University College London (UCL). The *bpf* has a partnership with the University of Exeter for an MSc in Psychological Therapies Practice and Research (Psychodynamic/Psychoanalytic Therapy) which then leads into the Qualifying Training in Psychodynamic Psychotherapy or Qualifying Training in Psychoanalytic Therapy.

Members are *bpf* qualified psychotherapists, retired *bpf* psychotherapists and trainee psychotherapists. There were 540 members at 31 March 2021. Qualified members are registered with the British Psychoanalytic Council (BPC) or the Association of Child Psychotherapists (ACP) and fully conform to their requirements. Jungian analysts are also members of the International Association for Analytical Psychology (IAAP). Child and Adolescent psychotherapy trainees work within the NHS, usually in funded posts, and are eligible for NHS work on qualification.

Members receive a regular e-newsletter with information about developments and activities in the organisation and relevant events for professionals. They also receive regular mailings

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and invitations to attend members' meetings where matters of topical importance are discussed. Such regular communication helps to ensure that the membership is informed and up to date with internal and external activities and developments.

#### **Contribution of Volunteers**

Significant numbers of members contribute generously of their time and expertise in a voluntary capacity to deliver education and trainings, to provide CPD activities for members, and to provide a range of public engagement activities. These contributions are important in enabling the *bpf* to retain its standing in the world of psychotherapy and to contribute to the work of the BPC. These members bring a wide array of expertise as they include not only psychotherapists but also workers in a variety of professions including medicine, psychology and academia, or in other organisations such as in the private sector, and public services such as the NHS and social services.

#### The vision

The **bpf**'s vision is of a society in which psychotherapy is available to everyone who needs it to promote their emotional well-being and mental health.

#### The mission

The **bpf**'s mission is to be a vibrant professional organisation, providing access to psychotherapy information and treatment for the public, comprehensive support to our members, and education and training to the next generation of psychotherapists. It aims to ensure that its activities:

- are accessible to people from all sectors of British society who are interested in accessing psychotherapy treatment, training or understanding;
- offer a range of **high quality**, specialist clinical training and academic services;
- demonstrate a commitment to equality and diversity.

#### **Values**

The **bpf**'s leading principles include the following:

#### Equality & fairness

The **bpf** is committed to the development and implementation of policies and procedures that ensure fairness, with the aims of promoting equality, valuing diversity and removing any unfair discrimination shaping its activities.

#### Accountability

The **bpf** is committed to communicating clearly how it has taken its members, trainees, patients, staff and other stakeholders' views into consideration in developing and managing its activities and policies. The **bpf** Board is committed to demonstrating high standards of governance.

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# Efficiency

The *bpf* is committed to fostering a culture of innovation and continuous improvement, using its resources efficiently and seeking to achieve further efficiencies without compromising the quality of its activities.

#### **Public Benefit**

The **bpf** meets its requirement for public benefit by training psychotherapists who help to alleviate the mental and psychological distress of members of the public. The **bpf** also offers low cost psychotherapy for members of the public who would not normally be able to afford these treatments. The trustees are mindful of the Charity Commission's guidance on public benefit when planning its activities.

The **bpf** aims to achieve public benefit through the following:

- improving public knowledge and understanding of the benefits of psychotherapy by providing information, and by offering a range of courses, events and outreach work in statutory and non-statutory settings. This educational work not only aims to inform the public about psychotherapy but makes available to the public perspectives and ways of thinking that help people manage complex areas of their own lives such as relationships, parenting, employment, bereavement, trauma and retirement.
- engaging in research on the processes involved in psychotherapy and disseminating research through the British Journal of Psychotherapy, other journals and professional events. This promotes the growth of knowledge about the theory and practice of psychotherapy and improves the practice of psychotherapists who treat members of the public.
- providing access to treatment, aimed at relieving mental distress and promoting emotional well being and mental health within the UK.
- providing rigorous training and continuing professional development which aims to ensure that there is a continuing supply of well-qualified psychotherapists available to work in the public sector, voluntary sector and in private practice for the benefit of members of the public who need treatment.
- delivering training for the continuing development of psychotherapists, short courses and conferences open to other professionals in the mental health and related fields.
   These encourage the development of skills and understanding in other professionals working directly with members of the public in a range of settings.
- aiming to be accessible to the general public, i.e. anyone interested in psychotherapy treatment or training, regardless of background and location. The organisation provides a low-cost treatment scheme for patients and bursaries for trainees in need of financial support.

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

# **Objectives, Achievements, Impact and Future Plans**

# **Objectives**

The **bpf**'s aim is to promote, provide and increase, for the benefit of the public, the knowledge and skills relating to the practice of psychotherapy and thereby to relieve mental distress and improve mental wellbeing. To achieve this it provides training and post-qualification opportunities for people wanting to practise as psychotherapists. Its members are registered with, and regulated by, the British Psychoanalytic Council or the Association of Child Psychotherapists. The **bpf** seeks to advance psychotherapy as a profession in all or any of its aspects through training and development of individual psychotherapists as well as liaison with other statutory and voluntary organisations in this field.

The **bpf** also provides psychotherapy to members of the public, including a Low Fee service for people who might not otherwise be able to access psychotherapy services. The **bpf** also provides courses for continuous professional development of psychotherapists and other professional and mental health practitioners, together with events and courses aimed at giving an understanding of psychotherapy and its application.

#### **Activities & Achievements**

#### **Membership & Education**

There are three associations within *bpf* covering a range of modalities with specific training and career paths: Independent Psychoanalytic Child & Adolescent Psychotherapy Association; British Jungian Analytic Association; and Psychoanalytic Psychotherapy Association.

# Independent Psychoanalytic Child & Adolescent Psychotherapy Association (IPCAPA)

#### **Training**

A total of 41 trainees progressed through their four years of training with IPCAPA in the year.

Eight final year trainees (one who returned from maternity leave and joined that year group) successfully achieved their clinical graduation and became eligible for ACP and *bpf* full membership.

All trainees in other years have progressed well with their clinical and academic requirements.

All graduates from our doctoral programme with UCL, apart from than those on maternity leave, gained posts in Child and Adolescent Mental Health Services or in charities working with young people.

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Two of the 2019 graduates and one of the 2020 graduates achieved their doctorates in the timescale of this report, while others are due to submit their theses in the coming year.

Interest in issues of diversity has come more to the fore. Increasing the diversity of the trainees, particularly with respect to ethnicity and geographical location, has become a focus for IPCAPA, along with all ACP recognised training schools. This includes ensuring that the curriculum adequately reflects and promotes the diversity of our communities in the UK.

In the face of the Covid-19 lockdown, following a tremendous amount of hard work, it has been possible to continue to deliver the training online, and to support the trainees who have also had to work remotely with many of their patients.

The Covid-19 pandemic presented IPCAPA with huge challenges in term of delivering the training. IPCAPA has responded with tremendous commitment and effort from all staff, showing their capacity for adaptability, resourcefulness and creativity in the face of uncertainty on all fronts. The challenges were ones related to the technology required with minimal infrastructure for such a need, and the difficulties of continuing to provide an experience of continuity, reliability and containment for the trainees in the context of personal and professional challenges for trainees and staff.

# Other activity

The IPCAPA Executive met regularly during this period, working to support the Clinical Course Director and colleagues implement the changes necessary for the training to continue effectively.

Very sadly we lost a member of our Executive to illness during this period. She was a **bpf** member who contributed to the training through teaching and her work supporting trainees during their training, as a Progress Advisor. She was also an important link between the IPCAPA training and the BJAA.

Another member of the Executive became seriously ill and had to withdraw from the Executive and her senior post at the *bpf*, specifically designated to manage the IPCAPA training. These sad events have had an emotional impact on staff and trainees who have needed additional support. In addition, IPCAPA staff have stepped in to take up as much of the postholder's work as possible. This is very much appreciated.

In relation to the teaching work and Progress Advisor role, other staff from within the teaching pool have taken up her duties with longer term arrangements then put in place for the next intake in October 2021.

In relation to the senior postholder, staff already in post took up the weight of her work during her illness. This post will be advertised and appointed to in the coming months, in order to ensure that the IPCAPA training is in a strong position to continue to provide a high-quality training in a highly competitive NHS commissioning environment.

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In addition, the current Clinical Course Director, who had been in post for 8 years, retired in mid-September 2021. This essential and influential role was advertised and successfully recruited to.

IPCAPA members contributed to the planning and presentation of papers at the highly successful **bpf** conference, "The Violent Human". In addition, IPCAPA will be strongly represented in the organisation, co-chairing and giving presentations at the Association of Child Psychotherapy Annual Conference in June.

Two IPCAPA trainees started an innovative series called "Without Borders" which was designed to share and explore the global diversity of psychoanalytic theory and practice across the *bpf*. This began as a pilot, with a view to being developed further, perhaps extending to audiences beyond the *bpf*. The series has been well received and involved IPCAPA members as well as others from the *bpf*. We hope to encourage more *bpf*-wide sharing of expertise in relation to our thinking and clinical practice.

# **British Jungian Analytic Association (BJAA)**

The BJAA Jungian analytic adult training currently has seven trainees, with two or three who will hopefully qualify 2021, and one new trainee possibly starting in the Autumn term. Despite low numbers, BJAA continues to deliver a high quality training program that has led to a flourishing relationship with IPCAPA trainees on the Jungian pathway, who now choose to attend the majority of BJAA theory seminars in addition to their own academic programme.

The *bpf* Open Day was held online in May and a joint presentation was given with the Chair of PPA, which was well received and has led to a number of enquiries regarding training with BJAA. Our new BPC external examiner, Anna Bravesmith, is now in post and is in the process of preparing her first report. The BJAA training and postgraduate committee faces challenges in recruitment and resources that have led us to rethink the structure of the committee, with a bi-monthly rolling Chair that the trainee cohort have responded to favourably. We are also restructuring other roles in the committee to make them more flexible and less onerous, and more attractive to new members. There is also much energy going into modernising the curriculum, which will benefit both current and future trainees. In 2020/21 we approved two Training Analysts, namely David Gardiner and Jane Johnson.

# **Psychoanalytic Psychotherapy Association (PPA)**

# **Training Committee**

#### Covid-19

The last year has been challenging for the PPA training, needing to adapt to the pandemic and modify the model of training accordingly.

The Training Committee had to make multiple decisions very rapidly to ensure the continuation of the training in a format that would be safe for our trainees and their patients.

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We moved within a week from in-person to on-line seminars. Working groups within the Training Committee developed guidelines for working remotely and for returning to work in person and these were circulated to all trainees.

# New & qualifying Trainees

We had a particularly large intake of trainees for the full training for 2021, with 7 new trainees who started in January 2021, and one MES (Modified Entry Scheme) trainee, while there are others currently undergoing selection interviews.

There are currently 29 trainees on the PPA course, both on the full training and MES. Eight new members qualified in November 2020, and five more have qualified since then.

# Hybrid working: on-line and in-person seminars and supervision

As a result of the move to digital working, we have recognised the potential to continue to run some seminars remotely even after we are able to return to in-person training. A survey with trainees was carried out. They are keen to have a hybrid/melded model of training involving both on-line and in-person seminars.

#### Pilot study: online supervision

This will give trainees access to training supervisors who are based in areas that they would find hard to get to in person on a weekly basis. In light of this, we plan to pilot a new model of training (once Covid restrictions are lifted and the situation is safer), which will involve both on-line and in-person seminars. The pilot will run for two terms, during which time we will evaluate what works well, and what less so, and this will inform the model that we agree for delivery of the training.

#### Curriculum

A review of the curriculum and other aspects of the training is being carried out to ensure that it is "fit for purpose" in a multi-ethnic, multi-cultural diverse society in the  $21^{\rm st}$  Century. We are in the process of developing a "faculty" of regular seminar leaders/teachers who will contribute to this. We remain keen to ensure that our training is accessible to all who may wish to train.

#### **External Examiner**

The training has had excellent support for the last three and a half years from our external examiner who is due to step down from this role at the end of this year. We are looking to recruit someone to replace her. She has kindly offered to help with this.

#### **Tutor Group**

The PPA tutor group is working to capacity, and with some tutors planning to retire from the training committee in the next year or two, we will need to recruit more PPA members into the group as tutors and committee members, particularly if our intake continues to grow.

#### Selection

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This has for some years been co-ordinated by Ann Morris, who is now wishing to step back. We need to recruit someone new into this role.

# Re-accreditation

PPA are due to undergo re-accreditation by the BPC in 2022.

Throughout this difficult time, the committee and the trainees have been supported by Lydia Hortyn, the PPA Training Co-ordinator, who has been key to the success of these changes. Our thanks go to her.

# **Therapist & Supervisors' Committee**

Following the departure of three committee members, two new members have joined. The membership is now: Karl Figlio (chair), Richard Morgan-Jones, Susan Rodgers and Christina Wieland.

The work of this committee has consisted mainly of the routine processing of applications and continually reviewing our procedures. In the past year:

- 10 applications processed
- 6 applications accepted, of which 1 has decided not to join the list at this time
- 3 applications rejected
- 1 application pending
- 7 enquiries are pending, at various stages of pre-application.

# **Post Qualifying Committee**

The new Advanced Clinical Course which leads to Senior Membership of the PPA has been organised and will run from January 2022 to December 2023. The curriculum has been agreed, seminar leaders appointed and the course has been advertised. It is hoped that participants will benefit from new arrangements, including Saturday seminars and online teaching.

The Committee is exploring the idea of reviving a modest programme of CPD events, in conjunction with the PPA Training Committee. The committee hopes to provide courses of interest to recently qualified PPA members, and to longer qualified members towards senior membership in the future.

#### **IPA Working Group**

The IPA (International Psychoanalytic Association) working group has met a couple of times this year to collate and consider the various IPA guidelines and procedures for making an application for IPA accreditation of the PPA intensive training. The working group has had an informal discussion with the Head of International New Groups at the IPA. The history of the split of the BPA was discussed and highlighted as something we do not want to repeat. The working group is waiting to hear back from the IPA and has followed up with them in July 2021.

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#### **Liaison New PPA Members**

A virtual meeting was held in May 2021 for those PPA members who have qualified in the last two years. Members of the Executive met nine attendees to welcome them and let them know more about the workings of the PPA and the *bpf* and provide a forum for networking with each other.

The event was a success and the feedback positive. It was agreed that events like this, aimed at helping new members to feel a sense of belonging and a space in which to network, were important. Further meetings are being planned to take place twice or three times a year.

# **MSc Psychodynamics of Human Development**

The MSc Psychodynamics of Human Development is a two year, part-time course consisting of the working partnership between the *bpf* and the Psychosocial Studies Department at Birkbeck College, as well as the collaboration between the Psychoanalytic and Jungian streams of the course.

Enrolments in the academic year 2020/21 spanned 47 students across both years of the course: 20 students enrolled in 2019 progressed to the second year, 27 students enrolled in September 2020. Recruitment for 2021/22 suggests a strong cohort will begin in September.

Five students were expected to graduate with an MSc this year, completing dissertations on a wide range of topics including Identity, Politics and Brexit, Death, Fascination for Evil, Ecopsychology and others. Four students are expected to graduate with a PgDip. Ten students have deferred the submission of their dissertation and are expected to graduate next year. Students deferring submission of their dissertation have all submitted Mitigating Circumstances claims. All were impacted by the pandemic, either with home teaching of children, loss of work, etc.

The 2020/21 academic year has been marked by the ongoing pandemic, recurring lockdowns and the closure of the College and the *bpf* building. All the teaching this academic year was done online. We will continue to teach remotely for at least the first term of the new academic year.

Following the March 2020 lockdown, all Infant Observations were done remotely. Following the government's latest guidelines on social distancing the MSc is now recommending that observations should take place in person, if families allow it. The change is family led. Students are asked to revert to online observations if it is not possible to meet with the family in person.

Feedback from students over the last academic year has been very positive about the quality of teaching, including the range of topics covered in the syllabus, but also about the transformative impact of the course due to its experiential components. Comments from

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the two appointed external examiners have been equally favourable regarding the quality of assessed papers and the coherent structure of the course.

Students have expressed regret that they were not able to come together when lockdown ended. We have encouraged them to create opportunities to meet and work together outside of the course. The *bpf* and the College are in discussion over offering a blended teaching of online weekly seminars and onsite study days. This is not yet confirmed.

# "Psychotherapy Today" course: An Introduction to Psychoanalytic and Jungian thought

This course provides a general introduction to psychoanalytic and Jungian thought and is aimed at people who might be thinking of beginning training in these fields or members of the public who simply would like to learn more about the subject in terms of how the ideas relate to society and personal development. The course has been run in the format of ten Saturdays over a period of nine months.

Over the academic year 2020/21 the course managed to attract 31 students in total. Two students withdrew half way through the course and 29 students were retained. The students have given the course and those who run it very positive feedback. They have all expressed how held they felt by the course leaders, mentors and in turn the *bpf*. The course was run successfully online due to the coronavirus pandemic and this allowed students from different parts of the country to join. For the next academic year, the staff would like to offer a blended learning option so the course can still be made available online when the *bpf* house re-opens and study days can be take place face to face.

Some of the students indicated their wish to seek to clinically train in some capacity and many have gone on to accept places on the Birkbeck and Exeter MSc courses run in conjunction with the *bpf*. There is interest from 5 students in the Clinical Analytic Skills course which will help bridge the gap between Psychotherapy Today and the PPA and BJAA analytic training.

It was Urvashi Chand, Course Leader and Coordinator's first year in the role and she felt very well supported by the Psychotherapy Today team of discussion facilitators: Sally Arthur, Eleanor Mongey and Toni Harvey and by Serena Willmott and Jo-anne Carlyle. Sadly, Sally Arthur is stepping down from her role this summer, and grateful thanks is due to her. Psychotherapy Today is currently seeking her replacement.

Options for future development of the course continue to be considered, including the opportunity for accreditation. In such thinking the many, key strengths of the course must not be lost, including providing much interpersonal informal contact and building of bonds of trust between course students, as well as the opportunity to get to know and talk to varied Clinical Psychotherapists in a range of contexts. (Traditionally, many students may only have access to their Mentors virtually or by phone due to geographic distances).

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Following the presentation of Psychotherapy Today at the *bpf* online Open Day in the spring 2020, we also have a promotional Psychotherapy Today *Meet-up* online Zoom event in July and September for anyone who is curious about Psychoanalytic and Jungian thinking and/or was thinking about training and wanted to explore which route to take - psychoanalytic, Jungian or other. We are keen that the uptake on this meet-up is as strong as it was last year when we attracted 93 signs ups and 35-40 people attended the meeting.

# **Scientific and Applied Activities**

The Scientific and Applied Activities Committee (Sci-App) aims to fulfil a major role in the creative and intellectual life of **bpf** by ensuring access for members to a rich programme of events relevant to the theory and practice of psychoanalysis and psychoanalytic psychotherapy, and to their application in the wider sphere of human activity, from art and literature, to politics and world affairs.

The Sci-App Committee endeavours to recruit representatives from each of the Associations as well as from other interest groups (eg research, regional members) and key constituencies across the organisation such as the BJP and, ideally, a current member of the Board.

In addition to events commissioned by Sci-App itself, the Committee welcomes proposals from individual members or groups and is available to support and advise on the progression, scheduling and promotion of such initiatives. The Committee endeavours to keep an overview of all planned and forthcoming events across the organisation and to be mindful of potential date clashes or overloading of the calendar.

Achieving these goals on behalf of the organisation necessitates close liaison with event organisers, and with *bpf* staff in the areas of marketing, IT and finance, encouraging the use of a standard Event Submission Form developed specifically for this purpose.

During the 2020/21 academic year, Sci-App commissioned nine events between September and July. At least six of these were open to the wider public. Most were half day events which took place on Saturday mornings. The exception was the Annual Conference on "The Violent Human" which took place over Thursday evening and all day Friday and Saturday. All of these events were necessarily held on the **bpf** online platform and all attracted healthy audiences.

Several events directly addressed highly topical issues at the forefront of the public mind and with specific challenges for our profession as psychotherapists:

- Angela Foster's paper and discussion *The Vulnerability of and Risks to Workers in the Mental Health Services during the Covid 19 lockdown*
- A Thinking Space On Decolonising Psychotherapy a participatory discussion confronting the lack of ethnic diversity within our own profession

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

• Helen Morgan's intensely thought-provoking Annual **bpf** Lecture "We All Fall Down...? What role for psychoanalysis in the search for healing?"

The Violent Human Conference, where Race, Gangs and Youth Violence and The Psychology of Ecocide were just two of the items that touched a very current raw nerve in our psychoanalytic examination of the human predilection for violence.

Other events focused on specific aspects of clinical theory or practice and on training and research:

- An Audience with Authors on Celia Harding's book "Dissecting the Superego: Moralities under the Psychoanalytic Microscope"
- Penny Pickles' presentation, Endings, Unexpected and Planned: cliff edge or soft landing?
- Jean Knox's presentation/discussion, *The Psychoanalytic Institute as a Psychic Retreat: Why we need to include Research Evidence in our Clinical Trainings*

Two memorable presentations, both of them firmly rooted in psychoanalytic thinking, fulfilled our brief as 'Applied' events:

- Psychoanalytic Reflections on Dante's Divine Comedy, on the Seventh Centenary of his Death, with presentations by psychoanalysts Giovanna di Ceglie and David Black
- An Audience with Authors: Robert Snell in conversation with Richard Morgan-Jones on Robert's book "Cézanne and the post-Bionian field: an exploration and a meditation" (Routledge 2021)

The Annual Conference "The Violent Human" took place in March as an online event, having been postponed from September 2020 when it had been scheduled to take place at the Royal College of Nursing. Nine excellent online presentations and discussions over the two and a half days was a challenge of stamina for the audience but the conference as a whole was enthusiastically applauded. The open-ended morning discussions, called "Afterthoughts" and the interpolation of pre-recorded readings, music and minidramatisations leavened the tough demands at the screen and made for a different and more immersive experience and provided a connecting thread for the conference themes. The execution of such a technically complicated Conference relied on exemplary teamwork from members of the Sci-App Committee and members of the **bpf** staff team.

The Covid pandemic has altered the landscape for **bpf** events, propelling us into reliance on digital platforms, but also opening up access to events for **bpf** members who live far from London. The last event of the year – the Audience with Authors on *Cézanne and the post-Bionian field* - attracted colleagues from the USA, Greece and Italy.

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

By no means all events put on by **bpf** have involved the Sci-App Committee. Individual initiatives are a welcome indication of the creativity within the organisation. Mention must also be made of the **bpf** Wessex Public Programme – a legacy of the BAP's Wessex Training programme. This is the only formal **bpf** programme held outside of London. The programme has run a number of successful events.

Looking forward, it is a pleasure to welcome Poul Rohleder as the new Chair of the Sci-App Committee, his nomination having received unanimous support from the current committee members. The organisation's sincere thanks go to Tim Fox, the outgoing Chair, for all his tremendous work in leading the Committee.

Two members of the Committee, Ann Scott and Judith Trowell, have lately retired from the Committee, having made an excellent contribution to its work over the past three years, and the Committee is very pleased to welcome two new members in their place, Jackie Charbit-Middleton and Joao Betis.

# Publications - British Journal of Psychotherapy

The *British Journal of Psychotherapy* (BJP) has continued to develop in the last year. Submissions in 2020 and 2021 have held steady, despite the pandemic. Like other journals in the field, the *BJP* continues to receive submissions on Covid-19, by both UK and international authors. International submissions continue to be well represented as a whole.

The Journal continues as a member of the **bpf**'s Scientific and Applied Activities Committee, now chaired by Poul Rohleder (who is also Reviews Editor of the *BJP*). The journal's **bpf** representative, Toby Dantzic, represents the journal on the Committee. We are continuing the close link between the journal and **bpf** Marketing and the Library, which ensures that *BJP* articles are regularly highlighted in **bpf** communications to the membership.

Editorially, the Journal can record significant achievements in 2020/21. As mentioned in last year's Annual Report, we were proud to publish two fast-tracked papers on the Covid crisis by international colleagues — an interview with Gillian Isaacs Russell on remote working, and a "Letter from Northern Italy" by Federica Facchin - in the August 2020 edition. The two pieces were among the most downloaded *BJP* articles in 2020. We are delighted that Isaacs Russell and Facchin are offering their further thoughts a year later, in the August 2021 edition. Once again we are grateful to Wiley for making these papers free to access.

Early this year we announced a new prize in honour of Estela Welldon, co-sponsored with the International Association for Forensic Psychotherapy. The prize complements the journal's established Rozsika Parker Prize's focus on creativity by taking as its focus work on the shadow or 'dark' side of humanity, in keeping with the forensic context of Estela's work. The first cohort of papers is currently with the judges. The journal was also proud to publish an important contribution by Estela Welldon in February 2021: "The science of living and the art of dying", accompanied by a commentary by her son, the photographer Dan Welldon.

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

The journal aims to publish in a consistently searching spirit across the analytic field. At the time of writing, for example, articles on transgender identity, children of psychotic mothers, and the psychoanalytic conceptualization of disability are in press; as are Helen Morgan's <code>bpf</code> Annual Lecture (December 2020) on "Whiteness", with Andrew Cooper's Response. We are also starting to publish translations of articles that had previously appeared in peer-reviewed journals elsewhere: the first two were published originally in French and Hebrew. The Editorial Board is consolidating, after the changes in membership recorded in last year's Annual Report. A recent development is the welcome appointment of Mary Pat Campbell, Vice-Chair of the <code>bpf</code> Board, in a liaison role between the <code>bpf</code> Board and the <code>BJP</code>. Once again it is a pleasure to acknowledge the essential contribution of the <code>bpf</code> members on the <code>BJP</code> Board — Poul Rohleder (PPA), who has been Reviews Editor for five years now; and Toby Dantzic (PPA), who is consolidating his role in developing the <code>BJP</code>s social media presence and liaising with <code>bpf</code> and Wiley Marketing.

#### Clinical Services

The department continued to provide an "enquiry and referral" service for members of the public and the opportunity of a discounted, low-fee consultation with a psychotherapist. We have maintained and adapted the service in very difficult circumstances, offering both assessment consultations and ongoing therapy via an online medium.

During 2020/21 688 enquiries/contacts were received, 225 questionnaires sent, and 98 assessments consultations attended. In total, 70 referrals were made to qualified members and trainees.

The department held monthly Trainee Referral meetings to track all potential trainee vacancies and applications from patients to the service. This is a crucial part of the clinical training of *bpf's* trainees.

#### Other activity included:

- Organised and provided bi-annual meetings with Assessors;
- Organised Termly "Support is Key" meetings for bpf therapists volunteering their time to this project. Regular reports concerning the service were prepared and written by the Clinical Services Coordinator;
- Assessment Skills training was planned but had to be cancelled due to lockdown restrictions;
- Liaised with psychiatric/child and adolescent services/forensic psychotherapy and drug services as well as other psychotherapy organisations;
- Expanded/updated information on the bpf website about the service regularly, particularly to promote the Low Fee Scheme;
- Maintained regular communication with members via bpf's monthly newsletter.

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

From mid-March 2020, when the first Covid-19 lockdown was introduced, the department saw a significant fall in the volume of enquiries and many members were unsure or hesitant about switching to virtual therapy sessions. The fall in activity levels continued over the Spring of 2020 but activity gradually started to rise from Summer 2020.

From April 2020, in response to the pandemic, the department devised and led the planning and launch of *bpf*'s "*Support is Key*" initiative. This is a service offered by *bpf* members who donate up to six free sessions to "key workers" from across the NHS, Social Services, Police, Fire and Care Services who have been affected by Covid-19. Following the scheme's launch, 60 *bpf* members contacted the department to volunteer their time. The project has been advertised widely with professional bodies, eg the Royal College of Nursing and the General Medical Council. Key workers have made contact from across the country. After receiving their free sessions, some patients decide to continue their therapy, either by contacting Clinical Services for a referral or arranging to continue ongoing work with the therapist allocated to them by the department. We have received excellent feedback and the *bpf* will look to continue offering this valuable service for the foreseeable future.

#### Other activities

Throughout the year, the Members' Forum continued to meet, doing so online, to discuss issues of common interest to **bpf** members. The Senior Membership Task Group, convened by Joanne Lee, also met to develop an additional route to Senior Membership at **bpf**, one which enable members who worked mainly at lesser frequencies, including IPCAPA members and others in the NHS and Third Sector, to progress to Senior Membership.

David Vincent, the current Chair of the board, convened a new **bpf** Ethics Committee, and work on this will continue in 2021/22. Ruth Calland and Eleanor Mongey, on behalf of the board, convened a series of fora, to discuss diversity and inclusion at **bpf**, this will be taken forward in 2021/22.

In April 2021 the organisation upgraded its IT systems, moving to a new Cloud-based solution, as well as upgrading its hardware and connectivity. The upgrade has resulted in improved speed, data security and reliability of system access for staff and has future-proofed the organisation's IT.

# **Future plans**

The board continued to be mindful of the ongoing need to reduce the organisation's financial deficit. An annual income of £1,241,890 compared with expenditure of £1,116,773, resulted in an operational surplus of £125,117. This, combined with an exceptionally strong performance of the charity's investment portfolio – which saw a net gain of over £195,000 for the year – resulted in the organisation's overall financial position increasing by £320,841 compared with the previous year.

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

For the future, the board wishes to focus its efforts on growing the organisation and increasing its income, and intends to appoint a newly created post of Training & Membership Director to assist with this task during 2021/22. Work will be undertaken to develop a broader, more integrated, and more flexible "core" education/training "pathway" from introductory up to advanced clinical level – particularly offering more at intermediate level and offering a greater choice of different levels of qualification. Work will also be done to improve the accessibility of programmes via more online and shorter formats and operating more in partnership with other institutions. Work will also be undertaken to improve the appeal of *bpf* membership and what it offers to members, including a clearer, progressive structure of membership categories, development of a community of those with a general interest in psychotherapy, and boosting the professional ethics/standards/advice support available to members.

#### **Risk Assessment**

The trustees regularly identify and consider the major risks to which the charity is exposed and establish systems to mitigate such risks.

Financial systems are closely monitored through budgets and internal controls, and regularly reviewed to prevent excessive expenditure and to guard against fraud.

The trustees continue to put in place effective strategies to ensure that **bpf** activities remain sustainable in the long term and that they develop along with to meet the needs of potential trainees and patients.

#### Financial review

Total income amounted to £1,193,017 during the year (2019/20: £1,018,744) and total expenditure was £1,116,773 (2019/20: £1,070,617). Gains on investments were £244,597 (2019/20: loss of £13,245) resulting in net income of £320,841 (2019/20: net expenditure £65,118).

Net restricted income of £57,550 (2019/20: £31,120) included a grant from Health Education England of £64,000 and a £20,000 legacy donation to be spent from 2021/22.

Income from operations was £1,047,487 (2019/20: £939,806), an increase due to higher trainee numbers than in previous years. Expenditure increased slightly to £1,062,023 (2019/20: £1,028,857) resulting in a net operational loss of £14,536 (2019/20: net operational loss £89,051).

Investment income increased significantly to £31,890 (2019/20: £5,911) and unrestricted net income was £18,694 (2019/20: net expenditure £91,581).

Total reserves stood at £4,131,571 on 31 March 2021, of which £277,796 is held as restricted funds (2019/20: £220,146) and £1,806,667 as designated (2019/20:

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

£1,833,330). Designated funds consist of a legal fund of £20,000 and a property fund of £1,786,667 which is equal to the book value of the freehold property after depreciation. Unrestricted funds amounted to £2,047,108 at 31 March 2021 (2019/20: £1,757,254).

# **Investment policy and returns**

Under the memorandum and articles of association, the charity has the power to invest its funds at the discretion of the directors. The trustees considered the return on investments to be in keeping with present market conditions.

The trustees have exercised care and skill when making investment decisions and to the best of their abilities selected investments that were right for the charity taking account of:

- how suitable any investment is for the charity
- the need to diversify investments

The trustees have addressed the ethical aspects of the charity's investments to ensure they are not in conflict with the aims of the charity. The trustees monitor and review the performance of the external investment manager.

#### Reserves

The board has reviewed the major risks that the charity faces, as a result the **bpf** is now committed to maintaining free reserves equal to 3-6 months operating costs, approximately £372,000 to £558,000 and to retaining an additional sum of £20,000 as a legal fee reserve to ensure adequate cover for any possible future legal costs. Key financial control systems are reviewed annually. At 31 March 2021 free reserves were above target.

A number of adult psychotherapy trainings from the 3 merged organisations remain active. The board is committed to ensuring that these trainings continue until the trainees concerned have qualified which will entail using a level of its reserves.

#### Trustees' responsibilities in relation to the financial statements

The Trustees (who are also directors of the charity for the purposes of company law) 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).

Company law requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the income and expenditure of the charitable company and its state of affairs at the end of that period.

In preparing those statements the Trustees are required to:

select suitable accounting policies and then apply them consistently;

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

- observe the methods and principles in Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their financial statements in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102);
- make judgements and estimates that are reasonable and prudent;
- state whether applicable United Kingdom Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in operation.

The Trustees are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that the financial statements comply with the Companies Act 2006. 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.

In accordance with company law as the company's directors, we certify that: so far as we are aware, there is no relevant audit information of which the charitable company's auditor is unaware; and as directors of the charitable company we have taken all the steps that we ought to have taken, in order to make ourselves aware of any relevant audit information and to establish that the charitable company's auditor is aware of that information.

This report was approved by the **bpf** board of directors on 21 September 2021 and signed on its behalf.

**David Vincent** 

Director

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

# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF THE BRITISH PSYCHOTHERAPY FOUNDATION

# **Opinion**

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

In our opinion the financial statements:

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

# **Basis of opinion**

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

### Conclusions relating to going concern

In auditing the financial statements, we have concluded that the trustees' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the charitable company's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the trustees with respect to going concern are described in the relevant sections of this report.

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

#### Other information

The other information comprises the information included in the annual report, other than the financial statements and our auditors' report thereon. The trustees are responsible for the other information.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

Our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements themselves. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements themselves. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

# Opinion on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the trustees' report, which includes the directors' report prepared for the purposes of company law, for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the directors' report included within the trustees' report has been prepared in accordance with applicable legal requirements.

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

In the light of the knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the directors' report included within the trustees' report.

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

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

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns;
   or
- certain disclosures of trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the trustees were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemption from the requirement to prepare a Strategic Report or in preparing the Report of the Directors.

#### **Responsibilities of Trustees**

As explained more fully in the Trustees' Responsibilities Statement, the Trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the trustees are responsible for assessing the charitable company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

# Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

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

- The Charitable Company is required to comply with both company law and charity law and, based on our knowledge of its activities, we identified that the legal requirement to accurately account for restricted funds was of key significance.
- We gained an understanding of how the charitable company complied with its legal and regulatory framework, including the requirement to properly account for restricted funds, through discussions with management and a review of the documented policies, procedures and controls.
- The audit team, which is experienced in the audit of charities, considered the charitable company's susceptibility to material misstatement and how fraud may occur. Our considerations included the risk of management override.
- Our approach was to check that all restricted income was properly identified and separately accounted for and to ensure that only valid and appropriate expenditure was charged to restricted funds. This included reviewing journal adjustments and unusual transactions.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: <a href="https://www.frc.org.uk/auditorsresponsibilities">www.frc.org.uk/auditorsresponsibilities</a>. This description forms part of our auditor's report.

# Use of our report

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

Knox Cropper Lif

27/10/21

Simon Goodridge Senior Statutory Auditor for and on behalf of Knox Cropper LLP Statutory Auditor 65 Leadenhall Street London EC3A 2AD

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

# STATEMENT OF FINANCIAL ACTIVITIES

# (INCLUDING THE INCOME AND EXPENDITURE ACCOUNT)

# **FOR THE YEAR ENDED 31 MARCH 2021**

	Note	Unrestricted £	Designated £	Restricted £	Total 2020	Total 2020 £
Income and Endowments:						
Donations and Legacies	2	1,340	1	112,300	113,640	73,027
Investment Income	2 3	31,890	2	1826	31,890	5,911
Charitable Activities						
Membership		220,860			220,860	230,706
Training Fees	4	525,608	-	(e)	525,608	471,009
MSc Course & Pre-training Fees		223,873		(*)	223,873	166,812
Short Courses		23,133	-	-	23,133	9,443
Events		17,258	_		17,258	26,777
Publication Income		21,638			21,638	16,469
Room Hire and Lettings		21,000	2		22/000	2,588
Clinic Access and Services		13,390	2		13,390	11,539
Other		1,727	44	128	1,727	4,463
Total Income		1,080,717		112,300	1,193,017	1,018,744
Expenditure:						
Charitable Activities	5	100 400			122 422	224 554
Membership		122,432	-		122,432	234,554
Education		674 857		E 4 7E 0	700 407	E40.055
Training Courses		674,357	-	54,750	729,107	548,255
MSc Course & Pre-training		196,012		-	196,012	191,228
Short Courses		8,441			8,441	20,628
Events		4,127	70		4,127	15,468
Publications		43,843		===	43,843	11,912
Clinical Access & Services		12,811		3.53	12,811	48,571
Total Expenditure		1,062,023	*	54,750	1,116,773	1,070,617
Net Income/Expenditure						
before gains/(losses)		18,694	2	57,550	76,244	(51,873)
Net Gains/ (Losses) on						
Investments		244,597			244,597	(13,245)
Net Income/(Expenditure)		263,291		57,550	320,841	(65,118)
Transfers between Funds		26,563	(26,663)	100		
Net Movement in Funds		289,854	(26,663)	57,650	320,841	(65,118)
			4 022 226			1.05
Total Funds Brought Forward		1,757,254	1,833,330	220,146	3,810,730	3,875,848
Total Funds Carried Forward		2,047,108	1,806,667	277,796	4,131,571	3,810,730

All incoming resources, and resources expended derive from continuing activities. The Notes on pages 32-39 form part of these financial statements.

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

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

	Note	202	21	203	20
	.VED:5722	£	£	£	£
FIXED ASSETS					
Intangible Assets	8		2,500		5,000
Tangible Fixed Assets	9		1,800,454		1,834,352
Investments	10	_	2,135,568	92	1,353,970
			3,938,522		3,193,322
CURRENT ASSETS					
Debtors	11	334,522		191,365	
Cash At Bank and In Hand	119992	241,669		712,746	
		576,191		904,111	
CREDITORS:					
Amounts falling due within one year	12	(383,142)	- 7	(286,703)	
NET CURRENT ASSETS			193,049		617,408
TOTAL NET ASSETS		_	4,131,571	-	3,810,730
FUNDS	13				
Restricted			277,796		220,146
Designated			1,806,667		1,833,330
Unrestricted			2,047,108		1,757,254
TOTAL FUNDS			4,131,571		3,810,730

These financial statements were approved by the Board of Trustees on 21st September 2021 and were signed on its behalf by:

**David Vincent** 

Director

Mary Pat Campbell

Director

Registered Company No.: 08238969 Registered Charity No.: 1150806

The Notes on pages 32-39 form part of these financial statements

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

# **STATEMENT OF CASH FLOWS**

# **FOR THE YEAR ENDED 31 MARCH 2021**

CASH FLOWS FROM OPERATING ACTIVITIES:	Note	<b>2021</b> £	<b>2020</b> £
Net cash provided by (used in) operating activities	17 _	116,295	(37,500)
CASH FLOWS FROM INVESTING ACTIVITIES:			
Investment additions Investment disposals Purchase of property, plant and equipment Net cash provided by (used in) investing activities	7/-	(809,368) 223,494 (1,498) (587,372)	(2,347) (2,347)
Change in cash and cash equivalents in the reporting period Cash and cash equivalents at the beginning of the reporting period	_	(471,077) 712,746	(39,847) 752 <b>,</b> 593
CASH AND CASH EQUIVALENTS AT THE END OF THE REPORTING PERIOD	_	241,669	712,746

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

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

#### 1. Accounting Policies

#### 1.1 Basis of preparation of Accounts

The financial statements are prepared under the historical cost convention with the exception of investments which are included at market value. The financial statements have been prepared in accordance with the Statement of Recommended Practice applicable to charities preparing their accounts in accordance with FRS 102, the Financial Reporting Standard applicable in the UK and Republic of Ireland (Charities SORP (FRS 102 second edition – effective 1 January 2019)), applicable UK accounting standards and the Companies Act 2006.

# 1.2 Going concern

The trustees have assessed whether the use of the going concern assumption is appropriate in preparing these financial statements. The trustees have made this assessment in respect to a period of one year from the date of approval of these financial statements.

The trustees of the charity have concluded that there are no material uncertainties related to events or conditions that may cast significant doubt on the ability of the charity to continue as a going concern. The trustees are of the opinion that the charity will have sufficient resources to meet its liabilities as they fall due.

#### 1.3 Incoming resources

Voluntary Income and donations are included in incoming resources when they are receivable, except when the donors specify that they must be used in future accounting periods or if donors conditions have not been fulfilled, then income is deferred. Investment income is recognised on a receivable basis.

#### 1.4 Resources expended

Resources expended are recognised when a liability is incurred, inclusive of any VAT which cannot be recovered.

Expenditure which is directly attributable to specific activities has been included in these categories. Where costs are attributable to more than one activity, they have been apportioned across the cost categories on a basis consistent with the use of these resources.

#### 1.5 Pension Costs

The company contributes to a stakeholder pension scheme. These costs are accounted for by charging the premiums paid in the period during which the company benefits from the employees' services.

# 1.6 Intangible Fixed Assets

Intangible fixed assets are publication rights for the British Journal of Psychotherapy. These intangible assets will be amortised over their estimated economic life of 4 years on a straight line basis.

#### 1.7 Tangible Fixed Assets

Individual fixed assets costing more than £100 are capitalised at cost.

Depreciation is provided on all tangible fixed assets at rates calculated to write off the carrying value over their expected useful economic life as follows:

Freehold buildings

2% straight line basis

Furniture & Fittings

20% straight line basis

Office Equipment

33% straight line basis

Library, books, films & equipment

15% reducing balance basis

Database and IT equipment

33% straight line basis

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

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2021

# 1. Accounting Policies (continued)

# 1.8 Investments

Investments including funds under management are stated at market value at the balance sheet date. These investments are readily convertible to cash. The Statement of Financial Activities includes the net gains and losses arising on revaluations.

#### 1.9 Stock

Stock is valued at the lower of cost or net realisable value.

#### 2. GRANTS AND DONATIONS

900000			
		<b>2021</b> £	2020 £
	Grants	92,000	71,510
	Donations	21,640	447
	Members and Other Donations		1,070
		113,640	73,027
3.	INVESTMENT INCOME		
	Bank Interest	365	4,234
	Dividends	31,525	1,677
		31,890	5,911
4.	TRAINING FEES		
	IPCAPA Training	433,385	381,167
	PPA Training	76,772	73,938
	BJAA Training	14,551	15,334
	Application for Training Therapists	900	570
	7.1	525,608	471,009
		020/000	

#### 5. CHARITABLE ACTIVITIES

		20	21		2020			
	Direct	Staff costs	Support	Total	Direct £	Staff costs	Support £	Total £
Membership Education	57,904	15,014	49,514	122,432	54,041	0.00	180,513	234,554
Training Courses MSc &	307,061	159,484	262,562	729,107	271,273	149,290	127,693	548,256
pre- trainings	88,741	31,391	75,880	196,012	106,973	29,530	54,725	191,228
Short Courses	1,564	5,540	1,337	8,441	3,515	5,211	11,902	20,628
Events	2,225	<u>\$</u>	1,902	4,127	9,517	· -	5,951	15,468
	457,495	211,429	391,195	1,060,119	445,319	184,031	380,784	1,208,242
Clinical Access &	9	43,843	*	43,843	60	48,511		48,571
Services Publications	12,811	*	33	12,811	11,912	· ·		11,912
	470,306	255,272	391,195	1,116,773	457,291	232,541	380,784	1,070,617

Staff costs are split between direct and support costs which are then allocated to charitable activities.

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

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

# **FOR THE YEAR ENDED 31 MARCH 2021**

#### 6. SUPPORT COSTS

	Membership	Training Courses £	MSc Course	Short Courses	Events E	Total 2021 £	Total 2020 E
		3.5	77.		450		
Staff	30,652	162,549	46,977	828	1,178	242,184	189,242
Other Staff	2,034	10,787	3,117	55	78	16,071	11,669
Premises	8,046	42,664	12,330	217	309	63,566	88,132
Office	6,561	34,790	10,054	177	252	51,834	56,211
Governance	2,221	11,772	3,402	60	85	17,540	35,530
	49,514	262,562	75,880	1,337	1,902	391,195	380,784

embership £	Training Courses £	MSc Course	Short Courses £	Events £	Total 2020 £
89,711	63,461	27,197	5,914	2,959	189,242
5,532	3,913	1,677	365	182	11,669
41,780	29,554	12,666	2,755	1,377	88,132
26,647	18,850	8,079	1,757	878	56,211
16,843	11,915	5,106	1,111	555	35,530
.80,513	127,693	54,725	11,902	5,951	380,784
	89,711 5,532 41,780 26,647 16,843	embership         Courses           £         £           89,711         63,461           5,532         3,913           41,780         29,554           26,647         18,850           16,843         11,915	Embership         Courses         £         £           89,711         63,461         27,197           5,532         3,913         1,677           41,780         29,554         12,666           26,647         18,850         8,079           16,843         11,915         5,106	Embership Emb	Embership E         Courses E         Events E           £         £         £         £           89,711         63,461         27,197         5,914         2,959           5,532         3,913         1,677         365         182           41,780         29,554         12,666         2,755         1,377           26,647         18,850         8,079         1,757         878           16,843         11,915         5,106         1,111         555

#### 7. STAFF COSTS AND KEY MANAGEMENT PERSONNEL

No remuneration was paid to directors during the year. Expenses reimbursed to them in the year in their capacity as directors amounted to £Nil (2020: £481). A number of the Directors received fees in respect of professional services rendered as psychotherapists during the year amounting to £XXX (2020: £825). The staff costs of remaining staff were:

	2021	2020
	£	£
Wages and Salaries	457,966	395,068
Social Security Costs	29,027	29,501
Pension Costs	10,462	8,883
	497,455	433,452
	Nos.	Nos.
Full Time Staff Equivalent	9	9

During the year, the key management personnel reported last year resigned from bpf and were successfully recruited in year. Overall, headcount remianed the same but FTE reduced from 2 to 1.2 (2020: two). Total remuneration of key management personnel during the year amounted to £132,962 (2020: £129,172).

Staff receiving remuneration greater than £60,000 in the year were as follows:

	2021	2020
	Nos.	Nos.
Between £60,000 and £70,000	1	5
Between £70,000 and £80,000	10 to	1

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

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2021

#### 8. INTANGIBLE ASSET

Publication Rights: British Journal of Psychotherapy  Cost at 1 <sup>st</sup> April	<b>2021</b> £ 	<b>2020</b> £ 
Accumulated amortization Brought forward as at 1 <sup>st</sup> April Charge for the year Carried forward as at 31 <sup>st</sup> March	5,000 2,500 7,500	2,500 2,500 5,000
<b>Net Book Value</b> At 31 <sup>st</sup> March	2,500	5,000

#### 9. TANGIBLE FIXED ASSETS

	Freehold Property	Office Equipment Furniture & Fittings	Library Books & Film Equipment	Total 2021	Total 2020
	£	f	f	£	£
Cost:		-			-
At 1st April	2,000,000	120,740	54,531	2,175,271	2,172,924
Additions			1,498	1,498	2,347
At 31st March	2,000,000	120,740	56,029	2,176,769	2,175,271
Accumulated Depreciation					
At 1 <sup>st</sup> April	186,667	110,070	44,182	340,919	299,257
Charge for the period	26,666	6,904	1,826	35,396	41,662
At 31st March	213,333	116,974	46,008	376,315	340,919
Net Book Values					
At 31st March 2021	1,786,667	3,766	10,021	1,800,454	1,834,352
At 31st March 2020	1,813,333	10,670	10,349	1,834,352	1,873,667

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

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

# **FOR THE YEAR ENDED 31 MARCH 2021**

# 10. INVESTMENTS

	<b>2021</b> £	<b>2020</b> £
Quoted Investments		
Balance Brought Forward	1,353,970	1,367,215
Additions	809,368	
Disposals	(223,494)	28
Unrealised Gain/(Loss)	195,724	(13,245)
Market Value at 31st March 2021	2,135,568	1,353,970
Held at Year End:		
Sarasin Alpha CIF	1,541,694	1,081,159
CAF Balanced Growth Fund	63,559	48,036
COIF Charity Investment Fund – Accumulation Shares	529,034	223,494
Triodos Bank	1,281	1,281
	2,135,568	1,353,970
Unrealised Gain/(Loss)	195,724	(13,245)
Realised Gain	48,873	
Investment Gains/(Losses)	244,597	(13,245)

# 11. DEBTORS

2021	2020
£	£
5,510	6,219
196,771	83,505
132,241	101,641
334,522	191,365
	5,510 196,771 132,241

# 12. CREDITORS

Amounts Falling Due Within One Year		
Trade Creditors	179,192	142,159
Deferred Income	168,487	86,550
Deposits	470	5,697
Accruals	23,160	42,485
PAYE and Staff Related	11,193	9,173
Jungian Archives	640	640
	383,142	286,703

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

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

# **FOR THE YEAR ENDED 31 MARCH 2021**

#### 13. FUNDS

	Balance B/F	Incoming Resources	Expend- iture	Investment Gains/ Losses	Transfers	Balance C/F
	£	£	E	£	£	£
Restricted Funds						
Trainee Loan Fund	24,370	-	-	22		24,370
Child Training	83,642	112,000	(54,200)	€		141,442
Premises Fund	37,099	82		23	54	37,099
Trainee Bursary Fund	12,063	24		€6		12,063
Trainee Bursary Fund 2018	6,710	5÷	98	₩3	95	6,710
Trainee Bursary Fund 2019	20,000			**	ie.	20,000
John Kelnar Fund	/	25	-	*2	25	-
Lionel Monteith Lecture Fund	5,268		-	-	2	5,268
Lincoln Legacy	25,616			*	2	25,616
Eileen Curtiz	1,850	2	(150)		52	1,700
Gyll Moore Fund	314	8	()	**	12	314
Teresa Hirsch Fund	3,214	× 1	120	¥6		3,214
Roziska Parker Fund	3/	300	(400)	40	100	
Roziska i arker i ark	£220,146	112,300	(54,750)	+	100	277,796
Designated Funds	2220,110	112,500	(31/730)			
Property Fund	1,813,330	120		-	(26,663)	1,786,667
Legal Fees Fund	20,000				(20,005)	20,000
Legal rees rund	1,833,330				(26,663)	1,806,667
University of Conde	1,033,330				(20,003)	1,000,007
Unrestricted Funds	1 757 354	1,080,717	(1,062,023)	244,597	26,563	2,047,108
General Reserves	1,757,254			244,597	26,563	2,047,108
	1,757,254	1,080,717	(1,062,023)	244,397	20,503	2,047,100
<b>Total Reserves</b>	3,810,730	1,193,017	(1,116,773)	244,597		4,131,571
Prior year	01/04/19			5	85	31/03/20
	£	£	£	£	£	£
Restricted Funds						
Trainee Loan Fund	24,370	*	-	**	-	24,370
Child Training	53,582	70,460	(40,400)	57	罰	83,642
Premises Fund	37,099			- 3	- 5	37,099
Trainee Bursary Fund	12,063		- 5			12,063
Trainee Bursary Fund 2018	5,640	1,070	-	-	52	6,710
Trainee Bursary Fund 2019	-	-	-	2	20,000	20,000
John Kelnar Fund	-	8	(100)	29	100	€
Lionel Monteith Lecture Fund	5,268		-			5,268
Lincoln Legacy	25,616					25,616
Eileen Curtiz	150	1,050	(350)	65	1,000	1,850
Gyll Moore Fund	314	=		**	- E	314
Teresa Hirsch Fund	3,214	- 5		50	3	3,214
Roziska Parker Fund	(300)	300	(910)		910	- 2
	167,016	72,880	(41,760)		22,010	220,146
Designated Funds						
Property Fund	1,839,997		2	-	(26,667)	1,813,330
Legal Fees Fund	20,000		<u> </u>		*	20,000
	1,859,997		-		(26,667)	1,833,330
Unrestricted Funds						
General Reserves	1,848,835	945,864	(1,028,857)	(13,245)	4,657	1,757,254

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

# **NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)**

#### **FOR THE YEAR ENDED 31 MARCH 2021**

#### 14. ANALYSIS OF NET ASSETS BETWEEN FUNDS

	Fixed Assets	Investments	Net Current Assets	Total
	£	£	£	£
Restricted Funds		150,000	127,796	277,796
Designated Funds	1,786,667	-	20,000	1,806,667
Unrestricted Funds	16,287	1,985,568	45,253	2,047,108
	1,802,954	2,135,568	193,049	4,131,571
Prior year				
			Net	
	Fixed Assets	Investments	Current	
			Assets	Total
	£	£	£	E
Restricted Funds	3.5		220,146	220,146
Designated Funds	1,813,330		20,000	1,833,330
Unrestricted Funds	26,022	1,353,970	377,262	1,757,254
	1,839,352	1,353,970	617,408	3,810,730

#### 15. MEMBERS LIABILITY

The company is limited by guarantee and has no share capital. The liability of each member in the event of winding up is  $\pm 5$ .

#### 16. TAXATION

The company is a registered charity and no provision is considered necessary for taxation.

### 17. NOTES TO THE CASH FLOW STATEMENT

	<b>2021</b> £	<b>2020</b> £
Reconciliation of net movement in funds to net cash flow from operating activities		
Net movement in funds for the reporting period (as per the		
statement of financial activities)	320,841	(65,118)
Adjustments for:		
Unrealised (Gain)/Loss on Investments	(195,724)	13,245
Depreciation charges	35,396	41,662
Amortisation charges	2,500	2,500
(Increase)/decrease in debtors	(143,157)	(14,735)
Increase/(decrease) in creditors	96,439	(15,054)
Net cash provided by (used in) operating activities	116,295	(37,500)
Analysis of cash and cash equivalents		
Cash at bank	241,669	712,746
Total cash and cash equivalent	241,669	712,746

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

# NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

# **FOR THE YEAR ENDED 31 MARCH 2021**

# 18. COMPARATIVES FOR THE STATEMENT OF FINANCIAL ACTIVITIES

	Note	Unrestricted £	Designated £	Restricted £	Total 2020 £
Income and Endowments:					
Donations and Legacies	2	147	12	72,880	73,027
Investment Income	3	5,911	2	-	5,911
Charitable Activities					
Membership		230,706	5.73		230,706
Training Fees	4	471,009	1.54	175	471,009
MSc Course & Pre-training Fees		166,812	0.00	- 2	166,812
Short Courses		9,443	10*8		9,443
Events		26,777	•	-	26,777
Publication Income		16,469	-	=	16,469
Room Hire and Lettings		2,588	196	*	2,588
Clinic Access and Services		11,539	-	=	11,539
Other		4,463	393		4,463
Total Income		945,864	-	72,880	1,018,744
Expenditure:					
Charitable Activities	5				
Membership		234,554	)( <del>=</del> )	*	234,554
Education		,			
Training Courses		507,855	350	40,400	548,255
MSc Course & Pre-training		191,228	3523		191,228
Short Courses		20,628	12	2	20,628
Events		14,108	-	1,360	15,468
Publications		11,912		2	11,912
Clinical Access & Services		48,571			48,571
Total Expenditure		1,028,857	y*:	41,760	1,070,617
Net Income/Expenditure before					
gains/(losses)		(82,993)	1.5	31,120	(51,873)
Net Gains/ (Losses) on Investments		(13,245)	-		(13,245)
Net Income/(Expenditure)		(96,238)		31,120	(65,118)
Transfers between Funds		4,657	(26,667)	22,010	-
Net Movement in Funds		(91,581)	(26,667)	53,130	(65,118)
Total Funds Brought Forward		1,848,835	1,859,997	167,016	3,875,848
Total Funds Carried Forward		£1,757,254	£1,833,330	£220,146	£3,810,730
			37,000,000	,	