

**LandAid Charitable Trust Limited  
(Limited by Guarantee)  
Annual report and consolidated  
financial statements  
for the year ended  
31st March 2019**

Company number: 2049135  
Charity number: 295157

## DIRECTORS AND OFFICERS

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## **OBJECTIVES & ACTIVITIES**

### **Our Overarching Aims, the Issues We Tackle, and the Changes We Seek to Make**

LandAid's mission is to work with the property and construction industries to help end youth homelessness in the UK. We work to achieve our mission by bringing together a single industry sector, to unite behind this single issue creating a unique corporate movement for social change. Working with just the property and construction industries, right across the UK, LandAid is harnessing their generosity, ingenuity and creativity to create safe, secure and affordable accommodation for young people and giving them the tools they need to achieve bright futures.

We don't know the true scale of the problem of youth homelessness. Centrepoin estimates that 86,000 young people will experience homelessness this year, with nearly 4,000 of these sleeping rough on our streets, with thousands more young people 'sofa-surfing' across the UK – sleeping on friends or strangers sofas and with no way of sustaining accommodation in the private rented sector. For young people without robust support networks the odds are stacked against them – with rents far outstripping wages and an unregulated private rented sector thousands of young people find themselves in low-quality, often short-term accommodation.

Last year, LandAid co-funded Homeless Link's 'Young and Homeless' research alongside Comic Relief. The research found that family breakdown continued to be the single greatest contributing factor to homelessness for young people (nearly 50%). It also drew attention to the fact that for a very high number of young people, changes to the benefits system, and its administration, had had a very negative impact. Young people with experience of the care system, from black and minority ethnic communities, or who identified as LGBTQ+ were all significantly over-represented within the youth homelessness statistics. The research found that 35% of young people who were homeless had mental health problems, and that 16% had significant literacy and numeracy challenges. But despite these barriers nearly 60% of those young people were in education, employment or training, underlining both the resilience and the aspirations of a large proportion of those being supported by youth homelessness charities.

### **Our Short Term and Longer Term Aims and Objectives**

Our immediate priorities are to work with our supporters to raise funds and broker free professional property advice to help provide decent homes for young people who have been or are at risk of homelessness. Our three-year (2017-2020) strategy has four clear objectives:

1. To provide homes for young people facing homelessness
2. To support local and national projects helping to end youth homelessness

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3. To raise the funds we need to reach more young people experiencing homelessness and to remain financially resilient
4. To engage, influence and grow an active supporter base right across the property and construction industry to achieve our mission.

Specifically, by March 2020 we have set ourselves the targets of having:

1. Helped provide at least 450 bed spaces for young people at risk of homelessness
2. Supported at least 10,000 young people facing homelessness
3. Raised at least £8.75m

These clear, simple metrics help direct and focus our work, while allowing plenty of scope for imaginative and creative work by the LandAid team and by our supporters.

We made good strides towards achieving these goals in the first year of our 3-year strategy (2017-18). Our aims for the current reporting period, the second of the 3-year strategy, were to have made more significant progress towards our overarching goals, and ideally to have met at least two thirds of each of our targets.

### **Achieving our Aims**

As a charitable foundation supported by the property and construction industries, LandAid has found a variety of ways to work with businesses to apply the generosity, resources and expertise of the industry towards our goal of ending youth homelessness, thus fulfilling our legal purpose and obligations.

LandAid's charitable work has two strands:

1. Offering financial support to frontline charities supporting young people who are homeless through our grants programme. The funds we award primarily cover building works and equipment costs, although occasionally we fund staff costs too
2. Brokering free professional property advice through our Free Property Advice programme to charities across the UK, including our grant recipients and other charities working with young homeless people.

The accommodation we fund comes under two streams:

1. The renovation of existing accommodation – this can include the improvement of current hostel or 'move-on' accommodation
2. The creation of new accommodation – this can include the renovation of long-term empty properties or innovative new-build and modular homes.

Our principal strategies for achieving our aims during 2018-19 were to:

- Increase our revenue through increased fundraising and partnership development
- Continue to grow our network of supporter companies and deepen engagement with current supporter companies

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- Deliver and develop our grant programme ensuring a wide range of worthwhile projects are funded across the UK which make a difference in tackling youth homelessness
- Increase the value and impact of our programme of free professional property advice
- Deepen our regional presence and profile, especially in our core cities – Manchester, Birmingham, Leeds and Bristol
- Improve our ability to demonstrate the impact of the grants and support we provide
- Increase the value and scale of our joint funding work, both with select corporate partners as well as with other Charitable Foundations and grant makers
- Increase our engagement with and awareness among those in the property industry through effective communications and PR.

Progress against these targets is described in the following section, Achievements and Performance.

### **How we Measure and Assess Success**

We measure and assess success by recording and reporting the total funds we raise, the total funds provided (or available to be provided) for grants, and the volume of free property advice we broker.

We also try to measure the impact we achieve. For the last five years, we have been requesting impact reporting from the charities we fund. Where possible we have agreed reporting arrangements for projects funded before January 2013 retrospectively and post-grant, particularly for major capital projects. The earliest funded project for which we have impact data first drew down funds from LandAid in February 2008.

In terms of our free property advice, we ask those who offer professional advice to provide a record of the value of the work they donate to the charities we link them with, and we ask those charities who benefit for details of the financial and organisational impact they accrue from that advice.

### **Our Grant Making Policy and How It Contributes to our Aims**

Written applications for grant support are assessed by our Grants team to ensure they fall within agreed and clearly stated criteria. Projects are then shortlisted and further due diligence is completed on the feasibility and suitability of the project for funding and then reviewed by the Grants Committee. Organisations receiving grant support are required to report on the progress of the project(s) being funded and to provide evidence of the impact the grant has made. Our processes and criteria are published on our website and were updated by our Grants Committee during the year.

Our primary focus in 2018/19 was on funding charities and projects working to provide accommodation for young people who are homeless. We have worked across the country with frontline charities to renovate or create new safe, secure and affordable accommodation

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for young people. We have also continued to fundraise for our major capital project: LandAid House, City YMCA's former Errol Street hostel which will open in Autumn 2019.

Although we support projects right across the UK, we focus considerable effort on our core cities: London, Manchester, Leeds, Birmingham and Bristol. This year we have partnered more closely with local authorities in these regions to identify local need and enhance the financial and social value of our investments.

While most of our funding contributes directly to providing homes, we invest some of our funds to support essential services being delivered by charities on the streets of our core cities where they are having a real impact on the lives of those they serve. We also continue to play a part in, and support, those associations or networks that help to promote best practice and coordinate knowledge and understanding about the issues facing young people who are homeless. We work with other charities and funders to ensure our support goes as far as possible.

### **The Resources We Have at our Disposal**

As a charitable foundation, without endowment, LandAid must fundraise for every pound it gives out in grants. As a result, at the end of the reporting year, led by the Chief Executive, and comprising:

- A team to manage our grants and free property advice programmes (3 posts)
- A team to lead on partnerships, fundraising and events management (7 posts)
- A team to manage communications and marketing (2 posts)
- A team to manage our finance function (2 posts)

Total staff costs in the financial year were £624,675, (up from £569,006 in 2017/18), representing 21% of our total annual income (21% in 2016/17).

### **The Contribution Made by Interns, Volunteers and Ambassadors**

Our Trustees, Committee Members and Regional Board members all volunteer their time to help us. We are hugely grateful to all of them – we couldn't begin to achieve what we do without their support, encouragement and good offices.

We also run a successful Ambassador programme, recruiting dynamic and often younger professionals to help increase awareness and fundraising for LandAid within the industry. By the end of March 2019, three and a half years after we launched, we had recruited 334 volunteers from 158 different companies and organisations (282 volunteers from 134 companies, March 2018). On behalf of the staff team and Trustees, we extend a warm and hearty thank you to each and every Ambassador right around the country.

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## **ACHIEVEMENTS AND PERFORMANCE**

### **Review of the Year**

2018-19 was once again our best fundraising year ever. In 2017-18 we raised just over £2.7m, a 22% increase on the year before. In 2018-19 we raised nearly £3m, a 9% increase on the year before.

Key highlights in terms of fundraising were:

- We ended the year with highest number of Foundation Partners in our history, 85, up from 75 in 2017/18, an increase of 13%.
- Our partnership with RICS to mark their 150<sup>th</sup> anniversary, Pledge150, raised a total of £383,323.27 in 2018/19 and has now provided a total of 50 bed spaces. The campaign was launched by HRH Duke of Cambridge at RICS' headquarters on 18<sup>th</sup> November 2017. In total the Pledge150 campaign has raised £506,272.94
- We made significant progress towards our target for LandAid House, a completely rebuilt accommodation project near Old Street in London formerly known as City YMCA, and due to provide homes and opportunities for 146 young people, ending the year having raised a further £410,000. In 2017/18 we raised a total of £778,372, meaning that we have now reached a total £1.19m of towards our total target of £1.5m.
- We raised £141,185 from Steptober – the first ever industry-wide step challenge, which saw property professionals battle to take the most steps throughout October.

Our fundraising success enabled us to achieve more in terms of grant making. In 2018/19 LandAid awarded just over **£2.5m** in grants to **29** different charities, providing a total of 243 bedspaces. We also brokered **over £130,000** of free professional property advice to 37 charities.

More details of our grant-making and free property advice activity are set out below, while a list of the projects we have funded can be found on our website at [www.landaid.org](http://www.landaid.org)

### **Summary of progress against objectives:**

The table below reports more clearly on the progress we made against specific targets we set ourselves during the year.

Objective	Success	Progress in Year
Increase our revenue through increased fundraising and partnership development		We raised £270,666 (7%) more than the previous year and awarded a total of £1,824,944 in grants compared with £1,746,087 in 2016/17 (an increase of 4.4%).



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Objective	Success	Progress in Year
Continue to grow our network of supporter companies and deepen engagement with current supporter companies		We retained, deepened and expanded our Foundation Partner network, and saw good growth, with an increase of 11 FPs or 19%. Our supporter network continued to grow.
Deliver and develop our grant programme ensuring a wide range of worthwhile projects are funded across the UK which make a difference in tackling youth homelessness		Our strategy, agreed in February 2017, has informed everything we've done in the year, and we have successfully provided a further 243 bed spaces, meaning we have now reached a total of 472 bed spaces since April 2017 – which means we have hit our target of funding 450 bed spaces by March 2020 a year early.
Increase the value and impact of our programme of free professional property advice		We have brokered 52 pro bono projects this year (36 2017/18) an increase of 31%. However, the total value of the fees donated to actually deliver these projects has fallen from £220k to £130k. A decrease of 40%. This represents a trend across the sector with companies keen to take on smaller projects.
Deepen our regional presence and profile, especially in our core cities – Manchester, Birmingham, Leeds and Bristol		We strengthened our presence in each of our regions and saw concerted fundraising in each. We also established a fourth board in Bristol during the year, which has focussed its effort on a new community investment project called East Street Mews.
Improve our ability to demonstrate the impact of the grants and support we provide		This is a complex piece of work that will require significant time and investment to complete. We have made some progress, appointing a new Head of Programmes & Impact precisely to drive this project.
Increase the value and scale of our joint funding work, both with select corporate partners as well as with other Charitable Foundations and grant makers		We didn't secure any direct joint funding but have progressed a series of very positive conversations with other funders about future collaboration, during and beyond the financial year. We are confident that some of these will bear fruit within the financial year 2019-2020.
Deliver and develop our grant programme ensuring a wide range of worthwhile projects are funded across the UK which make a difference in tackling youth homelessness		We succeeded in identifying and supporting a wide range of excellent charities, not least those that we were able to link into the RICS Pledge150 campaign.



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Objective	Success	Progress in Year
Increase our engagement with and awareness among those in the property industry through effective communications and PR.		We continue to work to raise our profile within the industry through targeted communications work and take steps towards becoming the golden thread running through the property industry but have more to do to actually measure levels of engagement.

In addition, we need and want to be a well-run charity and a great place to work. To that end, during the year, we wanted to ensure that:

Objective	Success	Progress in Year
Our work is well-planned, fits into a clear strategy and is delivered in line with our values and priorities		We delivered the second year of our 3-year strategy successfully and worked towards an organisation wide Annual Plan for the financial year, which enabled us to set cascading objectives to teams.
We have a strong senior team delivering excellent leadership and management to teams, Board and Committees		We strengthened our leadership function and established a SMT. We continued to see some staff turnover within the team, including in the senior team where our long-standing Head of Grants left after 6 years in the role. Following her departure, we created a new role of Head of Programmes and Impact.
We are supported to deliver our objectives		All staff had regular 121s and we introduced a more formal appraisal system. We took steps to improve our learning and development offer and embed this into team members' objectives. Several team members have taken up the option of having an external mentor.
We provide a good working environment which respects and helps to motivate us		We have continued a programme of wellbeing-focused work and signed up to Mind's Time to Change campaign. We also signed the Real Estate Balance CEO Challenge and built its aspirations into our annual plan. We introduced further staff benefits including volunteering days.

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**Grant Funding and the Impact We Have**

Thanks to funding from LandAid, at least 22,671 young people were supported in 2018/19 by projects that are now complete, up and running, and still reporting their impact to us in line with the terms of their grant.

In 2018/19, we awarded grants totalling just over £1.8m to 30 different charities, 8 of whom have been funded by LandAid in previous years. Our average grant was £60,831.

Most of our funding helps provide accommodation for young people. In 2018/19 511 bed spaces were provided for young people, 243 of which were paid for by LandAid funding (calculated by applying the percentage of total project costs funded by LandAid). 788 young people received support to move on and secure an independent tenancy. Those capital projects supported by LandAid provided 30,138m<sup>2</sup> of new or renovated space to support young people, 18,391m<sup>2</sup> (61%) of which was paid for by LandAid's support (calculated by applying the percentage of total project costs funded by LandAid).

As at 31st March 2019, we had a total of 124 active LandAid-funded projects, which have received over £7,945,953 from LandAid. These are made up of:

- 65 projects completed and in use by young people
- 23 building projects currently in project development or on site
- 2 revenue projects currently in progress
- 34 not yet ready to request draw down of their grant

The completed projects are a mix of capital funding for spaces that are used for a variety of activities that benefit young people and revenue funding for the activities themselves. There are only 5 projects out of the currently active 124 which are solely revenue funding.

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**Case Story: Helping young people into the private rented sector – Project Vista, New Horizon Youth Centre.**

In 2018/19 we were delighted to fund New Horizon Youth Centre's Project Vista, a £35,000 revenue grant, with £30,000 towards a Housing Support Worker salary and £5,000 towards a pilot 'guardian' tenancies project. Guardian companies manage empty properties on behalf of landowners by providing vetted tenants, or 'guardians', to live in the properties and keep them safe.

LandAid brokered a partnership between New Horizon and two property guardian companies, DotDotDot and Lowe Guardians and the three parties agreed to run a pilot project for three months. New Horizon placed and supported four young people in guardian one-bed units, carefully selecting each young person to ensure that they were able to live independently and with minimal support, and that despite being on a low income and in housing need, they were in paid employment and able to pay the weekly licence fee. New Horizon provided some support to each young person and assisted them with move-on



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accommodation when their term in guardian accommodation ended.

The £5,000 contributed to rent deposits for each young person, (which will be recycled back to the project provided there is no damage to the property), and moving-in packs, such as linen, crockery, and cutlery.

Where relevant, we request that charities report on support provided to young people enabled by the capital and revenue funding provided in terms of education and training courses completed, qualifications gained, young people supported into work, accommodation provided, and tenancies secured. This reporting reflects progress related to the primary themes of our work.

Support in accessing the job market is an important part of our work, as this is a challenge for all young people, particularly those who are economically and/or socially disadvantaged. In 2018/19 2,599 young people were supported into work through programmes funded by LandAid.

**Case Story: A step into work – LandAid's grant provides homes and jobs**

Our grant to Leeds-based charity LATCH was for their 'Creating Homes from Empty Properties Project'. The project created eight 1-bed self-contained flats and involved the training of young people. Latch installed high specification insulation and airtightness measures, to provide energy efficiency and thermal comfort and prevent fuel poverty amongst tenants. They also employed a dedicated Refurbishment and Training Worker who trained and supervised trainees and volunteers on the refurbishments. The on-site training was delivered through 'tool box' talks and 'on the job' training in joinery, plastering and decoration. Trainees were also given the opportunity to obtain their CSCS cards (Construction Skills Certification Cards a requirement for people to work on construction sites in the UK). LATCH also has partnerships with local organisations; Build, who provide construction training for NEET young people, and Leeds College of Building. 10 young people completed construction training and 15 young people completed construction volunteering during the building work phase.

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**Our Partnerships**

LandAid only exists and has an impact due to the generosity of and partnership with companies and organisations from across the property, development and construction industry. Our supporter companies range greatly, both in terms of the level of support and the way that they support us – from events to corporate donations they all go above and beyond to help us end youth homelessness.

Foundation Partners are the bed rock of LandAid and give an annual donation of at least £10,000 to support our cause. They also often fundraise internally and take part in LandAid events, meaning their support is often much greater than £10,000.

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We are also supported by over 100 other companies who through events, media partnerships and ingenious fundraising raise valuable funds for our mission.

Together our corporate partners make donations, raise funds, host events, provide sponsorship, co-invest in grant-funded projects and provide free professional advice to LandAid and its grant recipients. It is an almost unique network of corporate supporters – united both by the industry within which they work, and their collective determination to help us tackle and end youth homelessness.

At the end of 2018/19, **LandAid had 85 Foundation Partners** (75 in 2017/18) and **over 100 supporter companies** providing event and media support, general fundraising and/or free property advice (171 in 2017/18).

	LandAid Foundation Partners		LandAid Foundation Partners
March 2010	22	March 2015	80
March 2011	36	March 2016	80
March 2012	50	March 2017	74
March 2013	64	March 2018	75
March 2014	75	March 2019	85

A list of all our corporate supporters is included at Appendix 1.

## **RICS**

In November 2017, and to tie in with its 150<sup>th</sup> anniversary of their Royal Charter, the Royal Institution of Chartered Surveyors (RICS) launched a fundraising campaign to help raise a total of £2.25m for LandAid with which we would aim to provide 150 bed spaces for young people around the country facing homelessness. HRH The Duke of Cambridge attended and spoke at the launch which began over a year of activity across RICS' UK regions to meet these ambitious goals. Despite huge amounts of work and support across every region the campaign is unlikely to meet its overall financial target - at the end of March 2019, RICS had raised £506,272.94. Despite this disappointing news, this campaign remains our largest in this financial year and a great achievement for both LandAid and RICS. The team at RICS continue to work closely with us on a number of initiatives through until July 2019 both to continue raising funds, but separately to facilitate the provision of specific bed spaces in pursuit of their original target. We want to extend our heartfelt thanks to all our supporters and advocates throughout RICS who have worked, and continue to work, hard on our behalf.



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## **National Development**

This year also saw the development of our Regional Fundraising Boards – existing ones in Leeds, Manchester and Birmingham and the creation of a brand new one in Bristol. Each led by and comprising passionate senior property professionals from within the region, our Regional Boards aim to raise funds and awareness for us in each of those areas and, increasingly, engage with and respond to local strategic priorities around youth homelessness. The Chairs of each Board are invited in attendance to our Fundraising Committee meetings, and our Board meetings, but are not formally part of LandAid Charitable Trust.

Each Board has made strides this year in their regions to achieve LandAid's mission. In the North West, the first North West Gala Dinner raised £30,747.39, which was split equally between LandAid and the Soldier's Charity. In the South West, LandAid Chair is leading the pro bono development of a property in Bedminster, Bristol, which once completed will provide 11 affordable homes for young homeless people.

## **Our Events**

LandAid fundraising events performed well in 2018/19:

- The LandAid 10k, sponsored for the second time by Evans Randall Investors, raised £105,932
- The first ever LandAid Steptober, sponsored by Abstract Securities, raised £141,185
- The LandAid Midlands 10k, sponsored by St Modwen, raised £61,969
- LandAid Day 2017 raised £ 43,857
- The LandAid Christmas Card Alternative raised £29,987 (net)

LandAid's Industry Partner and supporter events raised £361,646.03 (£365,671, 2017/18) through the year, with key events being:

Carter Jonas Pedalthon	Movers and Shakers Awards	PropSki
CPA & WPA Annual Dinners	Paragon Mudathon	Revcap Thames Path Walk
Estates Gazette Awards	Profile Networking events	The Property Race Day
Intertrust Quiz Night	Prologis Cycling Challenge	WSP & Construction Rocks
MIPIM LandAid Tennis Classic	Property Week Awards	

We also held a series of challenge events for the more adventurous members of the industry. In total, we raised £38,139.58 through events such as Ride London 2017, the Paris Marathon and the London Marathon.

We are immensely grateful to all our partners for their outstanding work helping us to raise funds for the projects we support.



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**Our Free Professional Property Advice Programme**

As well as providing grants to charities, LandAid brokers free professional property advice both to charities we grant-fund, and to others.

In 2018/19 LandAid set up 52 free property advice projects (36 in 2017/18) from 38 companies (35 in 2017/18) who offered to support 37 charities (34 in 2017/18) with free property advice.

LandAid requests that property professionals provide the value of the fees they provided to those projects in each financial year, based on the hourly rate they would have charged a fee-paying client.

In 2017/18, the billable value of the professional advice given for free was £249,623. In 2018/19, that figure had decreased by 40% to £131,952.

	Free Property Advice Projects Set up	Charities Benefiting from Free Advice	Professionals Reporting on Billable Value	Billable Value of Work Reported
<b>2015/16</b>	47	37	53	£119,423
<b>2016/17</b>	61	43	46	£221,183
<b>2017/18</b>	36	34	35	<b>£249,623</b>
<b>2018/19</b>	52	37	29	<b>£131,952</b>
<b>Total</b>	143	114	134	<b>£590,229</b>

**Case Story - The Impact of Free Property Advice**

Stay Telford supports young homeless people in Telford and Wrekin. It provides 50 bed spaces of supported accommodation, a floating support and drop-in services as well as an outreach service.

The charity has taken over a small health advice charity and drop-in centre to provide it with a base to deliver health support and advice to homeless people and people with other needs including mental health, domestic abuse and other support needs. The Community Health and Enterprise Centre transferred to and is now owned by Stay Telford. However, the Centre was operating with only limited capacity because of the non-availability of ground floor counselling rooms. Stay Telford wanted to remodel the reception area to create 2 ground-floor counselling rooms, improve disabled access and create a more welcoming reception.

Make Architects provided a draft report and drawings to the value of £60,000 that will enable the charity to determine accurate cost estimates in order to fundraise for the project.

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We would especially like to note our gratitude and thanks to The City Bridge Trust for their grant award to LandAid, contributing roughly 50% of the cost of delivering our Free Property Advice programme, for work brokered on behalf of charities working in London.

The companies that provided our charity partners with free property advice are included in the lists of Foundation Partners and corporate supporters, listed in Appendix 1.

### **Free Advice & Support Provided to LandAid**

As well as facilitating free advice on behalf of other charities, LandAid has received free advice and support from the following companies:

Buro Four	Estates Gazette	Redwood Consulting
Christopher Forshaw Accountant	Executive Channel Network	Property Week
CoStar		

From the records submitted by the donors, the value of the free advice and services provided to LandAid in 2018/19 was £141,421. We have received significant support from our media partners in previous years, and this year is no exception.

	2016/17	2017/18	2018/19	Total
<b>General Advice &amp; Support</b>	£78,080	£8,700	£78,500	£165,280
<b>Media Advice &amp; Support</b>	£136,000	£63,315	£62,921	£262,236
<b>Total Advice &amp; Support</b>	<b>£214,080</b>	<b>£72,015</b>	<b>£141,421</b>	<b>£427,516</b>

We remain very grateful to the Directors and Staff of Redwood Consulting for their invaluable free advice and support to LandAid and our communications activity, and to the BPF for hosting us at a discounted rate within their office space.

### **The LandAid Team**

During the course of the year, we were sad to say 'goodbye' to a number of colleagues: Caroline Fraser, Head of Grants & Projects; Becca Saunders, Senior Fundraising & Events Manager; Robyn Philips, Corporate Partnerships Manager; Lauren Haigh, Corporate Partnerships Manager; Emma Cobbold, Events & Fundraising Office; James de Souza, Communications & Marketing Officer and Stephanie Still, Fundraising & Events Assistant.

We were delighted however to welcome:

- Sean Tizzard, Head of Programmes & Impact

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- Michael Regan, Senior Corporate Partnerships Manager
- Paul Nanson, Senior Fundraising Events Manager
- Andrew McWilliam, Corporate Partnerships Manager
- Tom Gellatly, Digital Communications & Marketing Officer
- Callum Harvey, Corporate Partnerships Officer
- Catriona McCormick, Events & Fundraising Officer
- Freya Cartwright, Events & Fundraising Assistant, and
- Jawad Hasan, Finance Assistant

### **Knowing Where We Need to Improve**

Our work this year and our overall performance highlighted several areas in which we want to improve if we are to optimise the opportunities we have as the property industry charity:

- We want to further improve our internal procedures
- We want to invest in our staff
- We want to continue developing our supporter journey
- We need to continue investing in our CRM system, and in our ability to use that system
- We need to continue developing our knowledge of the impact of our funding and free property advice support.

Plans are now in hand to address each of these areas.

## **FINANCIAL REVIEW**

Total income for the year as reported in the Statement of Financial Activities was £2,929,771 (£2,717,128 in 2017/18).

Income from charitable activities and donations was up by £232,858 (12%) to **£2,322,794**, but income from trading activities fell slightly from £623,797 in 2017/18 to **£603,623**. For more information about our sources of income and performance, please see the section above, *Achievements and Performance*. Included within our income is a significant donation of £507,000 from one of our Trustees towards our LandAid House appeal.

Total **expenditure** for the year was **£3,463,650** (2017/18 - £2,461,152), an increase of £1,002,498 (41%), the largest proportion of which was due to a significant increase in spending on charitable activities (our direct grant making).

The **current assets** show a significant level of cash reserves of **£3,121,889** which is offset by the amount due to payment within one year of **£2,826,868**. Total Net Assets at the year-end totalled **£436,234** (down by 55% from £970,113).

As a fundraising foundation, LandAid only commits to grants when the funds are raised. The difference between reserves and free cash will be committed to grant in 2019/20, except for



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those funds designated for, or restricted to, LandAid House. These funds are expected to be fully spent by March 2020.

In terms of the breakdown of sources of income during the year, 30% of LandAid's income comes from charitable donations and fundraising from our corporate supporters – our Foundation Partners. A further 14% comes from events which either we arrange ourselves (26%) of which are arranged on our behalf and/or for our benefit (12%). The remainder of our income comes from other corporate and individual fundraising, or through joint funding initiatives between ourselves and particular companies over specific charity projects.

### **Factors Likely to Affect our Performance Going Forwards**

We are wholly dependent for our income on the generosity of the property industry – both at a corporate and an individual level. Clearly, anything that affects the industry's confidence and its profitable activity threatens the discretionary support that the industry might provide the charities it supports, including LandAid. This is likely to have less of an impact on the fundraising we derive from individuals through participatory events but may have a negative impact on corporate donations and sponsorship. Continued and protracted uncertainty over the impact that Brexit will have on the economy generally, and the industry specifically, must remain a cause for concern, as does speculation over whether we are approaching the end of the present cycle of growth.

### **Our Investment Policy**

We invest our funds across a range of generally low-interest-bearing accounts primarily to mitigate any financial risk rather than to optimise income. Our policy will be reviewed in 2019/20.

### **LandAid's Principal Risks and our Plans for Managing Them**

The Board of Trustees has a risk management strategy, which comprises:

- An annual review of the risks the charity may face
- The establishment of systems and procedures to mitigate such risks as are identified and
- The implementation of procedures designed to minimise any potential impact on the charity should such risks materialise.

The principal area of risk we are focused on currently is the potential impact that Brexit and any economic slowdown may have on the industry and on our sources of funding. As we begin our forward strategic review, we have been bringing together some of the leading thinkers within the industry to help us understand the likelihood of an economic shock to the industry, and the ways in which we might need to react.

The strategic review is in itself a risk, with the potential that it consumes time and attention that also needs to be invested in relationship management and development.

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2018/19 saw considerable staff turnover, and we have done a considerable amount to understand the reasons for that turnover and to put in place measures to retain good staff as well, and as long as we can. We believe the risk is considerably lower now in terms of likelihood, but we are keenly aware of the impact that it can have in terms of morale, loss of momentum, loss of relationships and of knowledge.

The year saw significant investment in account management with our main corporate supporters. Realising the level of risk to which we were exposed by the challenge of managing so many corporate relationships with such a small team, we invested in new staff members as well as a better partnership management and engagement strategy and further work of defining our 'supporter journey'.

Other areas of significant risk include:

- Financial fraud
- Vulnerability of our IT systems, and
- Breach of internal controls.

Fraud is a continuing concern for all businesses, and charities are no exception. We are overhauling all our financial policies and procedures and will be providing training for all staff, in particular around the risk of fraud.

Linked to concerns over fraud is the risk that our IT systems might be breached with a resulting loss or compromising of data. In 2017/18 we introduced more sophisticated email and internet scanning software and migrated significant amounts of data to highly secure cloud-based servers, improving both security and mobile access. This year we will be undertaking a full audit of our IT hardware, our software and licences, and our procedures and practice, especially as team members are increasingly working flexibly.

### **Total Funds held at the End of the Period**

As at the end of the reporting year, LandAid held funds totalling **£970,113** (£743,675 in 2017/18).

We also held designated funds totalling **£180,986** and restricted funds totalling **£770,372**. The designated funds are those that have been raised through the RICS Pledge150 campaign. Our restricted funds are, in the main, those funds raised through our supporters for LandAid House.

### **LandAid's Reserves**

The Trustees are committed to ensuring that the charity has sufficient reserves available both for operations to continue during any period of reduced income and to provide the cash flow required to meet the costs of major fundraising events where outgoings may precede income. We made provisional grant approvals in year that left us temporarily overcommitted and which impacted on the funds we should have available at all time as reserves. We have tightened our approval process to ensure that grants are being made based only on the cash



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we have available after provision for reserves has been made. The situation has been rectified and funds clearly allocated as reserves have been restored and will be deducted from the sum available to award prior to grant decisions

The current policy of the Board of Trustees is to maintain free reserves (these being general unrestricted reserves less tangible fixed assets) of at least six months general running costs as well as three months' salary costs for the CEO, Head of Finance and an Administrator. This sum has been calculated to be equivalent to £250,000. The difference between reserves and free cash will be committed as grants. Our reserves policy will be reviewed annually or more frequently if required.

### **Approach to Fundraising**

The trustees are fully aware of their individual responsibility and accountability to ensure that the charity fundraises legally, responsibly and effectively. They are aware of the Charity Commission CC20 guidance and use this and the accompanying checklist to help them evaluate the charity's fundraising performance.

We continue to be a levy-paying member of the Fundraising Regulator and subscribe to the associated fundraising codes of practice. We have implemented new regulations in line with new GDPR laws throughout the year. The charity suppresses individual supporter records against the Mailing Preference Service, Telephone Preference Service and the newly introduced Fundraising Preference Service which helps to ensure that we do not approach individuals who have expressly requested that we do not contact them.

The charity has a published complaints procedure, available on its website, and endeavours to respond to enquiries and complaints within the stated timeframe. As a member of the Fundraising Regulator we are required to provide annual figures on the number of complaints received during the year (none). Most contacts tend to be a request to opt-out of charity communications by existing supporters and we monitor the basis on which people request this i.e. content of appeal; volume of contact; type of contact; method of contact to inform our campaigns with the aim of reducing any perception of unreasonable intrusion, persistent approach or undue pressure to support.

The charity did not engage with a professional fundraiser or commercial participator in the year.

### **PLANS FOR FUTURE PERIODS**

Over the next year – the final in our current three-year strategy - we will achieve these objectives through:

1. Corporate support and donations (we have launched a new tiered partnerships structure which will enable us to deepen relationships with key high-value companies, whilst also acknowledging and harnessing support from supporters unable to make a donation of £10,000 annually)

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2. Fundraising through events and from individual supporters (we will focus on running high-impact fundraising events in London and our core cities, harnessing participant enthusiasm into longer-term support and engagement, engaging and supporting Ambassadors to increase fundraising across the industry, we will be rolling out our regular individual giving campaign to supporter companies)
3. Expanding our Free Property Advice programme (we will work to expand and embed our free property advice programme through our partnership network, charity partners and much wider)
4. Harnessing the industry's 'know how' more effectively (we will work with a range of partners to find and promote innovative and affordable accommodation solutions for young people who are homeless, exploring meanwhile use and temporary housing, investigating alternative methods of financing programmes, and finding out how best we might enable development and construction projects to directly benefit young people who are homeless)
5. Raising our profile and reach (we will work to improve our communications across the property industry, raising LandAid's profile and support from companies)

In addition, we need and continue to want to be a well-run charity and a great place to work. To that end, we will also ensure that:

- We have a new strategy to guide our work from 2020 onwards
- Our work is well-planned, fits into a clear strategy and is delivered in line with our values and priorities
- We have a strong senior team delivering excellent leadership and management to teams, Board and Committees
- We are supported to deliver our objectives
- We provide a good working environment which respects and helps to motivate us.

## **STRUCTURE, GOVERNANCE AND MANAGEMENT**

### **Our Organisational Structure**

LandAid Charitable Trust Limited is a charity and a company limited by guarantee governed by its Memorandum and Articles of Association dated 8 August 1986, as amended on 12 March 2007 and which were further amended on 21 August 2013, when the objects were updated to the following:

- To relieve poverty and sickness in the UK and anywhere in the world, in particular responding to disadvantage that impacts on children and young people, including homelessness
- To advance education in hunger and disaster-stricken countries around the world
- To advance all other purposes that are charitable under the laws of England and Wales, Scotland and Northern Ireland from time to time

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The trustees may admit individuals or organisations into membership but in practice this is restricted to trustees of the charity. At the end of 2018/19 there were 11 members (13 at the end of 2017/18). Each Trustee agrees to contribute £1 in the event of the charitable company being wound up.

At the end of the year, Liz Peace stood down as Chair of Trustees after many years of outstanding service to charity, including three as Chair. The Trustees and staff of LandAid would like to express their immense gratitude to her, for her tireless support and dedication.

We were also delighted to welcome onto the Board Claire Milton, Partner at law firm Bryan Cave Leighton Paisner.

### **Public Benefit**

The Trustees confirm that they comply with their duty under Section 17 of the Charities Act 2011 to have regard to the guidance on public benefit published by the Charity Commission in exercising their powers and duties.

LandAid has referred to the guidance contained in the Charity Commission's general guidance on public benefit when reviewing our aims and objectives and in planning our future activities. The Trustees consider how planned activities will contribute to the aims and objectives they have set.

LandAid is the charity of the UK property industry that helps young people experiencing, or who have experienced, homelessness in the UK. LandAid's impact is made possible by the leadership and generosity of individuals and organisations in the property industry particularly through our network of Partners and the generosity of many individuals. This commitment has been met through LandAid providing grants and free property advice and support to projects across the UK.

### **Related Parties**

The charity has a wholly-owned subsidiary, LandAid Functions Limited, a company registered in England and Wales (number 02012882), which organises commercial fundraising events and gift aids its full taxable profits to the charity.

The charity has a close working relationship with the British Property Federation (BPF) within whose offices its own office is situated. The BPF provides office space and support services for a small management fee and promotes the work of LandAid. The BPF's CEO, Ms Melanie Leech CBE, joined our Board of Trustees in 2017/18.

The Trustees and their companies donated a total of £669,540 to LandAid Charitable Trust in the year (£705,174 in 2017/18). LandAid Functions also received £1,250 of events and sponsorship income from the Trustees and their companies (£86,000 in 2016/17).

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## **Our Networks**

LandAid, and its senior staff, were, in the year 2018/19, members of Homeless Link, the NCVO (The National Council of Voluntary Organisations), the IoF (the Institute of Fundraising), the ACF (the Association of Charitable Foundations) and CharityComms.

The Association of Charitable Foundations (ACF) is the membership association for foundations and grant-making charities in the UK. It supports and informs its members helping them to be effective in the many ways that they use their resources. LandAid's Head of Grants and Projects Co-Chairs the ACF Housing and Homelessness Network at the ACF, and the Empty Property Special Interest Group, both of which have afforded invaluable insight and intelligence into our emerging strategy.

Homeless Link is the national membership charity for organisations working directly with people who become homeless in England. It works with its members to improve services and to campaign for policy changes that will help end homelessness.

The Institute of Fundraising (IoF) is the professional membership body for UK fundraising. It supports fundraisers through leadership and representation; through encouraging and promoting best practice and compliance; through education and networking; and by championing and promoting fundraising as a career choice.

The NCVO is a 12,500-strong membership organisation that champions the voluntary sector by connecting, representing and supporting voluntary organisations, and works to help voluntary organisations and volunteers make the biggest difference they can.

CharityComms is the membership network for communications professionals working in UK charities. They provide training, mentoring, networking and support to communications professionals in the charity sector.

## **Inducting and Training our Trustees**

When considering candidates for nomination, the Board of Trustees has regard to the need of the charity to ensure a full skill set on the board, the candidate's position within the property industry (from which the charity's support is drawn), their influence and willingness to solicit support for the charity and their ability to participate fully in the charity's governance and activities.

Trustees have a formal induction session introducing them to the team, the breadth of our work and advising them of their obligations under charity and company law. They receive a copy of the Memorandum and Articles of Association as well as recent financial statements and board papers. They also receive details of the committee and sub-committee structure of the charity, including decision-making powers, and are briefed on the current strategy of the charity and its plans for the future.

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**How We Make Decisions and Who Makes Them**

The Board of Trustees is responsible for setting the policy and direction of the charity. The Board ordinarily meets four times a year. There are three sub-committees covering Fundraising, Grants, and Finance & Audit. These each meet quarterly and, in addition to Trustees, include many other senior and experienced members of the property industry who volunteer their time, expertise and insight. The Chief Executive is appointed by the trustees to manage the day-to-day operations of the charity. To facilitate effective operations, the Chief Executive has delegated authority, within terms approved by the trustees, for operational matters including finance, employment and fundraising.

**How We Set Pay and Remuneration**

In April 2014, The National Council of Voluntary Organisations (NCVO) published the findings of its inquiry into charity executive pay and offered, among its comprehensive recommendations, guidance on how trustees could improve charities' policies on pay. It recommended that all charities with independently audited accounts, those with a gross annual income of more than £1,000,000, should establish a remuneration policy.

During 2018/19, LandAid undertook a further review of its pay and remuneration policy and as a result introduced clear pay bands for all grades of role within the charity, and simple scales for each actual role within those bands. The review established clear pay bands for all roles across the organisation and a policy for advancement through these bands.

LandAid trustees are not paid for their work as Directors of the charity. They are entitled, however, to be reimbursed for reasonable out of pocket expenses incurred in the course of their duties for LandAid. In the financial year 2018/19 no reimbursement was claimed by or made to any trustee.



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For the year ended 31st March 2019**

## **REFERENCE AND ADMINISTRATIVE DETAILS**

Reference and administrative details are given on page 1.

### **Provision of Information to the Auditors**

The Trustees in office at the date of approval of this report confirm, as far as they are aware, that there is no relevant audit information of which the auditors are unaware. Each of the directors has confirmed that they have taken all the steps that they ought to have taken as directors to make themselves aware of any relevant audit information and to establish that it has been communicated to the auditors.

### **Auditors**

A resolution to reappoint Kingston Smith LLP, Chartered Accountants, as auditors will be put to the annual general meeting.

This report has been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small companies and with the Statement of Recommended Practice, Accounting and Reporting by Charities (FRS 102) effective 1 January 2015.

Approved by the Board on 23/7/19 and signed on its behalf by:



Mr. Robert Bould,  
Chair of the Trustees

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## **Appendix 1 - LandAid's Corporate Supporters**

The Trustees would like to take this opportunity to extend their heartfelt thanks to all of our Foundation Partners and their staff, right across the property and construction industry – without whom we would be unable to make the difference we do.

Abstract Securities	Lowe Guardians
Allsop	M&G Real Estate
Almacantar	M7 Real Estate
Aviva Investors Global Real Estate	Mace Foundation
Blackstone Group	Make Architects
BNP Paribas Real Estate	Mansford
British Land	Mayer Brown International
Bryan Cave Leighton Paisner	McKay Securities
Built Environment Networking (BEN)	Michael Sparks Associates
Cadogan Estates	Montagu Evans
CapCo	Muse Developments
Carter Jonas	Native Land Ltd
CBRE	NestEast
Cluttons	Ocorian Real Estate
CMS Cameron McKenna Nabarro Olswang	Octink
Colliers International	Orion Capital Managers
CoStar Group UK	Osborne Clarke
Cushman & Wakefield	Palmer Capital Partners
Derwent London	Panther Securities
Dolphin Living	Paragon Building Consultancy
DTRE	Pinsent Masons
Ellandi	Prestbury Investment Holdings
Evans Randall Investors	Prologis
Farebrother	PropSki
Frogmore Property Company	PwC
Gazeley	Redevco UK
Gerald Eve	Royal Bank Of Scotland
Grainger	Savills
Grosvenor	SEGRO
Hammerson	Shaftesbury
Hansteen Holdings	Sir Robert McAlpine
Harworth Group	St. Modwen Properties
Helical	Telereal Trillium
Hollis LLP	The Howard de Walden Estate
James Andrew International	The Property Race Day
JLL	The Royal Institution of Chartered Surveyors (RICS)
Knight Frank	TowerEight
Lambert Smith Hampton	Turley
Landsec	Urban & Civic Limited
LaSalle Investment Management	VU.CITY
Legal & General Property Ltd	Wilkinson Eyre
Levy Real Estate LLP	
Lodha Group	
Logicor	

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We are also grateful to our many supporters, the countless companies, teams, networks and associations that also raise money for us, and help us achieve what we do.

2110 Consult,	First Name Management	Nikal Investments
Addleshaw Goddard	Fletcher Rae Architects	Overbury
Aecom	Forsters	Oyster Partnership Limited
Alinea Consulting	FTI Consulting	Pegasus Planning Group
Angle Property	Gateley UK	Pick Everard
Annington Homes	Generator Group	Picton
Aon	GL Hearn	Premier Support Service
Ardmac	Goldcrest Land Plc	Prime Retail
Avison Young	Gowling WLG (UK)	Property Week
AWW	Greengage Environmental	Propitas Building & Project
Bardsley Construction	Hardwicke	Consultants Limited
Blayze Consulting Group	HB Reavis	PWA Planning
British Property Federation	Henry Boot	Quantem Consulting
Broadgate Estates	Hydrock	R B Surveyor Services Limited
Burges Salmon	Industrial Agents Society (IAS)	Real Asset Partners
Buro Four	ING Media	Redrow PLC
Canary Wharf Group	Intertrust (formerly Elian)	Reed Midem
Capital Law	Intro Developments Limited	Reed Smith
Capstone Property Recruitment	IPsx	Round Hill Capital
Chancerygate	Irwin Mitchell	RPS Group
Charles Russell Speechlys	I-Transport	Simon Pott & Company
City & Westminster Property	John Robertson Architects	Smith & Williamson
Associations	Kennedys LLP	Soho Estates Limited
City Offices Real Estate Limited	Knight Harwood	Taylor Wimpey Plc
Clearbell Capital	KPMG LLP	The Completely Group
CLS Holdings plc	Leach Rhodes Walker	The Worshipful Company Of
Commercial Estates Group	Lendlease	Chartered Surveyors
Copeland Wedge Associates	Lewis Ellis	Town Centre Securities
Coyote Software	LIV Group	Tuffin Ferraby Taylor
CS2 Chartered Surveyors	London Metric Property PLC	UKAA
DeKa	M3 Capital Partners	Vail Williams
Deloitte Real Estate	MAC Interiors	Venn Partners
DLA Piper	Manchester Airports Group	Vesta Construction
DWF	Martin Design Associates	Watts Group Limited
EB7	MHA London	Willis Limited
Edozo	Mishcon De Reya	Willis Towers Watson
Ernst & Young	Moorfield Group	Willmott Dixon
Eversheds Sutherland	MTT Consultants	Young Entrepreneurs in
Far East Consortium	N G Bailey Ltd	Property (YEP)

**LandAid Charitable Trust Limited  
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Statement of Trustees' Responsibilities  
For the year ended 31st March 2019**

The trustees (who for the purposes of company law are directors) are responsible for preparing the Annual Report and the financial statements in accordance with applicable law.

Company law requires the trustees to prepare financial statements for each financial year. Under that law the trustees have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the trustees must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the charity for that period. In preparing these financial statements, the trustees are required to:

- a. select suitable accounting policies and then apply these consistently;
- b. observe the methods and principles in the Charities SORP;
- c. make judgements and estimates that are reasonable and prudent;
- d. state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- e. prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business

The trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the charity's transactions and disclose with reasonable accuracy at any time the financial position of the 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 company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The trustees are responsible for the maintenance and integrity of the corporate and financial information included on the LandAid Charitable Trust Limited website.

Legislation in the United Kingdom governing the preparation and dissemination of the financial statements may differ from legislation in other jurisdictions.

# **INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF LANDAID CHARITABLE TRUST LIMITED**

## **Opinion**

We have audited the financial statements of Landaid Charitable Trust Limited for the year ended 31 March 2019 which comprise the Group Statement of Financial Activities, the Group Summary Income and Expenditure Account, the Group and Parent Charitable Company Balance Sheets, the Group Cash Flow Statement 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 group's and the parent charitable company's affairs as at 31 March 2019 and of the group's incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

## **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs(UK)) and applicable law. Our responsibilities under those standards are further described in the 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**

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the group's and parent charitable company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

## **Other information**

The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. The trustees are responsible for the other information. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, 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 or a material misstatement of the other information. 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.



# **INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF LANDAID CHARITABLE TRUST LIMITED**

## **Opinions 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 strategic report and the trustees' annual report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the trustees' annual report have 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 group and parent charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the strategic report or the trustees' annual report.

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:

- the parent charitable company has not kept adequate and sufficient accounting records, or returns adequate for our audit have not been received from branches not visited by us; or
- the parent charitable company's 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.
- the trustees were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small company exemption in preparing the Trustees Annual Report

## **Responsibilities of trustees**

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

In preparing the financial statements, the trustees are responsible for assessing the group and parent charitable company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the trustees either intend to liquidate the group or parent 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 aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs (UK) we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from

## INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF LANDAID CHARITABLE TRUST LIMITED

error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purposes of expressing an opinion on the effectiveness of the group and parent charitable company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the trustees.
- Conclude on the appropriateness of the trustees' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the group and parent charitable company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the group or parent charitable company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit report.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

### 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 which 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 any party other than the charitable company and charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.

*Luke Holt* *CU2*

Luke Holt (Senior Statutory Auditor)  
for and on behalf of Kingston Smith LLP, Statutory Auditor

*08/08/19*

Devonshire House  
60 Goswell Road  
London  
EC1M 7AD

**LandAid Charitable Trust Limited**  
**(Limited by Guarantee)**  
**Consolidated Statement of Financial Activities**  
**(Including Income and Expenditure Account)**  
**For the year ended 31st March 2019**

	Notes	Unrestricted Funds £	Designated Funds £	Restricted Funds £	Total 2019 £	Total 2018 £
<b>Income</b>						
Income from charitable activities						
Donations	3a	1,789,265		533,529	2,322,794	2,089,936
Income from trading activities	3b	603,623			603,623	623,797
Investment Income	3c	3,354			3,354	3,395
<b>Total Income</b>		<u>2,396,242</u>	<u>-</u>	<u>533,529</u>	<u>2,929,771</u>	<u>2,717,128</u>
<b>Expenditure</b>						
Expenditure on raising funds						
Direct fundraising	4a	279,385			279,385	248,843
Fundraising events	4a	368,695			368,695	280,634
Expenditure on charitable activities	4b	1,792,041		1,023,529	2,815,570	1,931,675
<b>Total Expenditure</b>		<u>2,440,121</u>	<u>-</u>	<u>1,023,529</u>	<u>3,463,650</u>	<u>2,461,152</u>
<b>Net Income</b>		<u>(43,879)</u>	<u>-</u>	<u>(490,000)</u>	<u>(533,879)</u>	<u>255,976</u>
Transfer between funds	13	180,986	(180,986)		-	-
<b>Other recognised (losses)/gains</b>						<u>(29,538)</u>
Loss on investments						
<b>Net movement in funds/deficit</b>		<u>137,107</u>	<u>(180,986)</u>	<u>(490,000)</u>	<u>(533,879)</u>	<u>226,438</u>
Total funds brought forward		18,755	180,986	770,372	970,113	743,675
Total funds carried forward	12	<u>155,862</u>	<u>-</u>	<u>280,372</u>	<u>436,234</u>	<u>970,113</u>

All amounts relate to continuing activities. There are no recognised gains and losses other than those dealt with in the above Statement of Financial Activities.

The accompanying notes form part of these financial statements.

**LandAid Charitable Trust Limited**  
**(Limited by Guarantee)**  
**Balance Sheet**  
**as at 31st March 2019**

	Notes	Group 2019 £	Group 2018 £	Charity 2019 £	Charity 2018 £
<b>Fixed Assets</b>					
Tangible Fixed Assets	6	16,514	13,685	16,514	13,685
Investments	7	-	-	2	2
		<u>16,514</u>	<u>13,685</u>	<u>16,516</u>	<u>13,687</u>
<b>Current Assets</b>					
Debtors	9	124,699	698,946	97,071	667,452
Cash at bank and in hand		<u>3,121,889</u>	<u>3,093,152</u>	<u>3,061,024</u>	<u>3,027,800</u>
		<u>3,246,588</u>	<u>3,792,098</u>	<u>3,158,095</u>	<u>3,695,252</u>
<b>Creditors: Amounts falling due within one year</b>	10	(2,826,868)	(2,835,670)	(2,841,336)	(2,762,130)
<b>Net Current Assets</b>		<u>419,720</u>	<u>956,428</u>	<u>316,759</u>	<u>933,122</u>
<b>Total Net Assets</b>		<u><u>436,234</u></u>	<u><u>970,113</u></u>	<u><u>333,275</u></u>	<u><u>946,809</u></u>
<b>Funds</b>					
Unrestricted funds	11 & 12	155,862	18,755	52,903	(4,549)
Designated funds	13		180,986		180,986
Restricted funds	13	280,372	770,372	280,372	770,372
		<u>436,234</u>	<u>970,113</u>	<u>333,275</u>	<u>946,809</u>

The accompanying notes form part of these financial statements.

The financial statements were approved by the Board and authorised for issue on and signed on its behalf by:

  
**Robert Gould**  
Chairman

Company number: 2049135

**LandAid Charitable Trust Limited**  
**(Limited by Guarantee)**  
**Statement of Cashflows**  
**For the year ended 31st March 2019**

	Notes	2019 £	2018 £
<b>Cash flows from operating activities</b>			
Cash generated from operations		33,111	1,003,548
<b>Net cash inflow from operating activities</b>	15	<u>33,111</u>	<u>1,003,548</u>
<b>Cash flows from investing activities</b>			
Interest received		3,354	3,395
Purchase of property, plant and equipment		(7,728)	(9,423)
<b>Net cash provided by (used in) investing activities</b>		<u>(4,374)</u>	<u>(6,028)</u>
<b>Change in cash and cash equivalents in the reporting period</b>		<u>28,737</u>	<u>997,520</u>
<b>Cash and cash equivalents at the beginning of the reporting period</b>		3,093,152	2,095,632
<b>Cash and cash equivalents at the end of the reporting period</b>		<u>3,121,889</u>	<u>3,093,152</u>
Cash and cash equivalents consist of:			
Cash at bank and hand		<u>3,121,889</u>	<u>3,093,152</u>

**LandAid Charitable Trust Limited  
(Limited by Guarantee)  
Notes to the Financial Statements  
For the year ended 31st March 2019**

**1 Accounting Policies**

**i) Company Information**

LandAid Charitable Trust Limited is a charitable company limited by guarantee and incorporated in England and Wales, registration number: 2049135 and the registered company office is St Albans House, 5th Floor, 57-59 Haymarket, London, SW1Y 4QX.

**ii) Basis of Preparation**

These financial statements have been prepared in accordance with FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (FRS 102) and the requirements of the Companies Act 2006. The Charitable Company and its subsidiary are a public benefit group for the purposes of FRS 102 and therefore the Charity also prepared its financial statements in accordance with the Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (The FRS 102 Charities SORP), the Companies Act 2006 and the Charities Act 2011.

These financial statements are prepared on the going concern basis, under the historical cost convention. The principal accounting policies are set out below.

The financial statements are prepared in sterling, which is the functional currency of the Company. Monetary amounts in these financial statements are rounded to the nearest pound.

**Group Financial Statements**

The Group comprise LandAid Charitable Trust Limited and LandAid Functions Limited.

The assets, liabilities and results of the wholly owned subsidiary company LandAid Functions Limited, are consolidated into these financial statements. Summarised details of the subsidiary charity are set out in Note 12.

All activities in the Consolidated Statement of Financial Activities (SOFA) relate to continuing operations.

The total incoming resources for the Group in 2019 was £2,929,771 (2018: £2,717,128) and net income for the Group in 2019 was a deficit of £533,879 (2018: £255,976).

LandAid Charitable Trust Limited has taken advantage of the exemption in section 408 of the Companies Act 2006 from disclosing its individual SOFA. LandAid Charitable Trust Limited's unconsolidated deficit net income was £613,535 (2018: 216,133).

**(iii) Going Concern**

The trustees have assessed whether the use of the going concern basis is appropriate and have considered possible events or conditions that might cast significant doubt on the ability of the charitable company to continue as a going concern. The trustees have made this assessment for a period of at least one year from the date of approval of the financial statements. In particular the trustees have considered the charitable company's forecasts and projections and have taken account of pressures on income. After making enquiries the trustees have concluded that there is a reasonable expectation that the charitable company has adequate resources to continue in operational existence for the foreseeable future. The charitable company therefore continues to adopt the going concern basis in preparing its financial statements.



**LandAid Charitable Trust Limited  
(Limited by Guarantee)  
Notes to the Financial Statements  
For the year ended 31st March 2019**

**continued**

**(iv) Income**

Voluntary income including donations, gifts and legacies and grants are recognised where there is entitlement, possibility of receipt and the amount can be measured with sufficient reliability. Such income is

- The donor specifies a time condition such that the grant or donation must only be expensed in future accounting periods; or
- The donor has imposed conditions which must be met before the charity has unconditional

Income from commercial trading activities is recognised as earned (as the related goods and

Income relating to events is recognised once the event has taken place.

Investment income is recognised on an accruals basis.

Gifts in kind are recognised at the charity's best estimate of "the cost of acquiring the gift on the

**(v) Expenditure**

Expenditure is recognised when a liability is incurred inclusive of VAT which cannot be recovered.

Contractual arrangements are recognised as goods and services are supplied. Grant payments are recognised when a constructive obligation arises. Expenditure is only deferred when an obligation for payment occurs in advance of the event to which it relates.

Direct costs are allocated to the activity to which they relate.

Direct fundraising are those costs incurred in attracting voluntary income and those incurred in

Expenditure on charitable activities relates to the awarding of grants and an apportionment of

Support costs are apportioned on the basis of staff time spent on each activity.

Governance costs comprise all costs involving the public accountability of the charity and its compliance with regulation and good practice. Governance costs are included in support costs and apportioned to activities based on the amount of staff time spent on each activity.

**(vi) Fund accounting**

Restricted funds are separately recorded where a donor requires that a donation must be spent on a particular purpose or where funds have been raised for a specific purpose.

Designated funds represent monies set aside by the Trustees out of unrestricted general funds for a specific

Unrestricted general funds may be used towards meeting the charitable objectives of the charity at the discretion of the Trustees.

**(vii) Tangible fixed assets**

Tangible fixed assets are initially measured at cost and subsequently at cost less depreciation and impairment losses. Assets that cost less than £1,000 are expensed.

Depreciation is provided at rates calculated to write off the cost less residual value of each asset over its expected useful life, as follows:

Computer Equipment

Straight line over 4 years

**LandAid Charitable Trust Limited**  
**(Limited by Guarantee)**  
**Notes to the Financial Statements**  
**For the year ended 31st March 2019**

**1 Accounting Policies (continued)**

**(viii) Operating leases**

Rentals payable under operating leases, including any lease incentives received, are charged to income on a straight line basis over the term of the relevant lease except where another more systematic basis is more representative of the time pattern in which economic benefits from the lease asset are consumed.

**(ix) Taxation**

The organisation is a registered charity and is exempt from taxation on income arising from and expended on its charitable activities.

**(x) Retirement Benefits**

The charity operates a defined contribution plan for its employees. A defined contribution plan is a pension plan under which the Charity pays fixed contributions into a separate entity. The assets of the plan are held separately from the company in independently administered funds. Costs are accounted for as they occur.

**(xi) Cash and cash equivalents**

Cash and cash equivalents include cash in hand, deposits held at call with banks, other short-term liquid investments with original maturities of three months or less.

**(xii) Financial Instruments**

Basic financial instruments are measured at amortised cost other than investments which are measured at fair value.

*Debtors and creditors*

Debtors and creditors receivable or payable within one year of the reporting date are carried at their transaction price and subsequently measured at amortised cost less any impairment.

**(xiii) Employee benefits**

The costs of short-term employee benefits are recognised as a liability and an expense.

The cost of any unused holiday entitlement is recognised in the period in which the employee's services

Termination benefits are recognised immediately as an expense when the Charity is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

**2 Critical accounting estimates and judgements**

In the application of the Charity's accounting policies, the Board is required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised, if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

There were no material judgements, estimates or assumptions made by the Board in preparing these financial statements.

**LandAid Charitable Trust Limited**  
**(Limited by Guarantee)**  
**Notes to the Financial Statements**  
**For the year ended 31st March 2019**

<b>3</b>	<b>Income</b>	<b>Total 2019</b>	<b>Total 2018</b>
		<b>£</b>	<b>£</b>
<b>3a</b>	<b>Donations and legacies</b>		
	<i>Unrestricted funds</i>		
	Donations	1,787,133	1,015,008
	Other Income	2,132	7,466
	<i>Restricted funds</i>		
	Donations	533,529	886,476
	<i>Designated funds</i>		
	Donations		180,986
	Total Donations and legacies	<u>2,322,794</u>	<u>2,089,936</u>
<b>3b</b>	<b>Other trading activity</b>		
	<i>Unrestricted funds</i>		
	Events - LandAid Charitable Trust	410,999	431,571
	Events - LandAid Functions	192,624	96,101
	<i>Restricted funds</i>		
	Events - LandAid Charitable Trust		96,125
	Total other trading activity	<u>603,623</u>	<u>623,797</u>
<b>3c</b>	<b>Investments</b>		
	<i>Unrestricted funds</i>		
	Bank interest	<u>3,354</u>	<u>3,395</u>
<b>4</b>	<b>Expenditure on</b>	<b>Total 2019</b>	<b>Total 2018</b>
		<b>£</b>	<b>£</b>
<b>4a</b>	<b>Raising funds</b>		
	Direct fundraising	6,663	-
	Support costs	<u>272,722</u>	<u>248,843</u>
		<u>279,385</u>	<u>248,843</u>
	<b>Fundraising events</b>		
	<i>Unrestricted funds</i>		
	Direct costs - LandAid Charitable Trust	34,773	12,520
	Direct costs - LandAid Functions	102,522	56,974
	Support costs	231,400	211,140
	<i>Restricted Funds</i>		
	Direct costs - LandAid Charitable Trust	-	-
	Support costs	-	-
		<u>368,695</u>	<u>280,634</u>

**LandAid Charitable Trust Limited**  
**(Limited by Guarantee)**  
**Notes to the Financial Statements**  
**For the year ended 31st March 2019**

4 Expenditure on (continued)	Notes	Unrestricted Funds	Restricted Funds	Total 2019
4b Charitable activities		£	£	£
For the year ended 31st March 2019				
Methodist Action		72,060	-	72,060
Roundabout		100,000	-	100,000
Wearside YMCA (Sunderland)		50,000	-	50,000
Grimsby and Cleethropes Area (doorstep)		60,000	-	60,000
Latch		24,790	-	24,790
Canopy Housing, Leeds		75,000	-	75,000
St Basils Youth Voice project, England wide remit		15,000	-	15,000
The Homeless Foundation, Worcester		28,000	-	28,000
Crossroads, Derbyshire		75,000	-	75,000
Action Homeless, Leicester		45,000	-	45,000
Nacro		66,150	-	66,150
Newark Emmaus Trust		23,616	-	23,616
Open Homes Nottingham		60,000	-	60,000
Amicus Trust		75,000	-	75,000
Southend YMCA		75,000	-	75,000
The Benjamin foundation		74,879	-	74,879
The Amber Foundation, near Dorking		62,257	10,000	72,257
YMCA Fairthorne		66,000	-	66,000
YMCA East Surrey		50,000	-	50,000
1625 Independent People, Bristol		23,774	-	23,774
YMCA Exeter, Exeter		45,000	-	45,000
Open House Stroud (Shire Training)		74,980	-	74,980
St Christopher's Fellowship, Camden		14,000	-	14,000
XLP, Greenwich		25,000	-	25,000
Shelter from the Storm		100,000	-	100,000
CAYSH, Croydon		60,000	-	60,000
Cardinal Hume		67,228	-	67,228
St Christopher Fellowship Hammersmith		45,000	-	45,000
LandAid House - City YMCA			1,000,000	1,000,000
Grenfell Tower			3,529	3,529
Total Grants		1,552,734	1,013,529	2,566,263
Support costs		312,307	10,000	322,307
Returned grants		(73,000)	-	(73,000)
<b>TOTAL</b>		1,792,041	1,023,529	2,815,570

**LandAid Charitable Trust Limited**  
**(Limited by Guarantee)**  
**Notes to the Financial Statements**  
**For the year ended 31st March 2019**

	Unrestricted Funds	Restricted Funds	Total 2018
	£	£	£
<b>For the year ended 31st March 2018</b>			
<i>Grants payable to Institutions:</i>			
YMCA Glenrothes, Glenrothes	11,865	-	11,865
Barnardo's, Edinburgh	75,000	-	75,000
Extern Supporting Communities, Belfast (part 1)	15,000	-	15,000
Simon Community NI, Belfast	50,000	-	50,000
The Wallich, Rhyl	75,000	-	75,000
Contact Hostel, Manchester	1,608	-	1,608
Centrepoin, Manchester	51,042	-	51,042
Carlisle Key, Carlisle	31,604	-	31,604
Groundwork Oldham & Rochdale, Rochdale	48,000	-	48,000
Manchester Settlement, Moston	60,000	-	60,000
Whitehaven Community Trust, Whitehaven	27,840	-	27,840
DISC, Durham & Darlington	60,000	-	60,000
East Cleveland Youth Housing Trust, East Cleveland	25,000	-	25,000
ROCSolid Ltd, Newton Aydliffe, Co. Durham	13,500	-	13,500
SHAIID, Sacriston	30,000	-	30,000
Nottinghamshire YMCA, Goole	51,600	-	51,600
Action Housing and Support Ltd, Rotherham	25,000	-	25,000
Giroscope	-	40,485	40,485
St George's Crypt, Leeds	30,000	-	30,000
St Basils, West Bromwich	50,000	-	50,000
St Basils, Birmingham	75,000	-	75,000
Mayday Trust, Corby	60,000	-	60,000
Hope Community, Worksop	50,000	-	50,000
YMCA Norfolk, Great Yarmouth	24,000	-	24,000
Hope into Action, Peterborough	68,000	-	68,000
Brighton Housing Trust, Hastings	15,000	25,000	40,000
Porchlight, Sheerness	45,000	-	45,000
YMCA Cornwall, Penzance	60,000	-	60,000
Hope Housing, Training & Support, Bournemouth	18,000	-	18,000
Somerset Care and Repair, Yeovil	60,000	-	60,000
1625 Independent People, Bristol	60,000	-	60,000
Young Devon, Ilfracombe & Totnes	17,050	-	17,050
YMCA Somerset Coast, Taunton	75,000	-	75,000
Evolve Housing +Support, Croydon	75,000	-	75,000
St Christopher's Fellowship, Ealing	-	36,000	36,000
New Horizon	35,000	-	35,000
Oasis Aquila Housing, Peckham	70,000	-	70,000
YMCA Thames Gateway, Romford	75,000	-	75,000
Dallaglio RugbyWorks, London	10,493	-	10,493
TAP London	5,000	-	5,000
Hope Into Action, Wolverhampton	-	15,000	15,000
<b>Total Grants</b>	<b>1,629,602</b>	<b>116,485</b>	<b>1,746,087</b>
Support costs	274,588	19,500	294,088
Returned Grants	(108,500)	-	(108,500)
<b>TOTAL</b>	<b>1,795,690</b>	<b>135,985</b>	<b>1,931,675</b>

Support costs allocated to restricted funds represent the portion of the pro bono manager's salary funded by a grant received from The City Bridge Trust.

**LandAid Charitable Trust Limited**  
**(Limited by Guarantee)**  
**Notes to the Financial Statements**  
**For the year ended 31st March 2019**

	Total 2019	Total 2018
<b>4c Governance costs</b>		
Unrestricted funds		
Audit - LandAid charity - Audit fee	9,390	9,000
- LandAid charity - underprovision for prior year	3,106	450
- LandAid Functions - Audit fee	4,575	3,300
- LandAid Functions - under/(over) provision for prior year		684
Accountancy - LandAid charity	-	-
- LandAid Functions	-	-
<b>TOTAL</b>	<b>17,071</b>	<b>13,434</b>
	<b>Total 2019</b>	<b>Total 2018</b>
<b>4d Support costs</b>		
Unrestricted funds		
Wages and salaries	633,425	529,006
Recruitment expenses	16,639	23,590
Consultancy fees	5,818	19,418
Marketing	20,132	17,018
Miscellaneous	25,814	31,109
Office supplies	1,677	11,239
Rent and service costs	22,557	22,380
Insurance	3,107	2,169
Bank charges	3,029	2,764
IT expenses	17,120	9,073
Accountancy	-	18,083
Governance costs	17,071	13,434
HR Expenses	17,454	
Training	17,687	
Depreciation	4,899	1,788
Provision for doubtful debts	20,000	53,000
<b>TOTAL</b>	<b>826,429</b>	<b>754,071</b>

4c



**LandAid Charitable Trust Limited**  
**(Limited by Guarantee)**  
**Notes to the Financial Statements**  
**For the year ended 31st March 2019**

4d Support costs (continued)	2019 £	2018 £
Allocated, on the basis of estimated time spent, to:		
Direct fundraising	272,722	248,843
Fundraising events	231,400	211,140
Charitable activities	322,307	294,088
<b>TOTAL</b>	<b>826,429</b>	<b>754,071</b>

**5 Staff Costs**

a) Analysis of total employee costs	2019 £	2018 £
Salaries and wages	539,166	453,547
Social security costs	51,670	42,659
Recruitment costs	16,639	23,591
Settlement costs	8,750	-
Bonus	8,500	-
Pension costs:		
Defined contribution schemes	25,339	32,800
	<b>650,064</b>	<b>552,597</b>

**b) Employee costs**

The number of employees whose emoluments exceeded £60,000 were:

	Group 2019	Group 2018
£80,001 - £90,000	1	1

The pension contribution for this employee under defined contribution schemes was £8,312 (2018: £8,130).

**c) Average monthly number of employees**

	Group 2019	Group 2018
Office and management	15	13

**d) Trustees and key management personnel**

No trustee received remuneration during the year (2018: nil) and no Trustees received any reimbursed expenses (2018: nil).

Key Management Personnel include the Trustees and 4 members of the senior management team. The total remuneration received by Key Management Personnel was £258,495 (2018: £258,495). Pension contributions relating to senior management were £14,912 (2018: £11,847).

**LandAid Charitable Trust Limited  
(Limited by Guarantee)  
Notes to the Financial Statements  
For the year ended 31st March 2019**

**6 Tangible Fixed Assets**

	Computer Equipment Group & Charity £
<b>Cost</b>	
At 1 April 2018	16,575
Additions	7,728
As at 31 March 2019	<u>24,303</u>
<b>Depreciation</b>	
At 1 April 2018	2,890
Depreciation charged in the year	4,899
As at 31 March 2019	<u>7,789</u>
<b>Carrying amount</b>	
As at 31 March 2019	<u><u>16,514</u></u>
As at 31 March 2018	<u><u>13,685</u></u>

**7 Investments**

	Group 2019	Group 2018	Charity 2019	Charity 2018
Investment in LandAid Functions Ltd (note 7a)	-	-	2	2
	<u>-</u>	<u>-</u>	<u>2</u>	<u>2</u>

**7a LandAid Functions Limited**

The Charity owns the whole of the issued ordinary share capital of LandAid Functions Limited. The company is Incorporated and registered in England and Wales, registration number: 02012882, and covenants its taxable profits to the Charity by Gift Aid. The principal activity of the company is to organise charity fundraising events on behalf of its parent company.

A summary of LandAid Functions Limited's trading results are shown below:

Statement of Income and retained earnings	2019	2018
	£	£
Turnover	190,817	96,101
Cost of sales	<u>(102,522)</u>	<u>(56,974)</u>
Gross profit	88,295	39,127
Administration expenses	<u>(8,640)</u>	<u>(15,823)</u>
Profit	<u><u>79,655</u></u>	<u><u>23,304</u></u>
Retained earnings brought forward	23,304	210,248
Donation to parent charity	<u>(23,304)</u>	<u>(210,248)</u>
Retained earnings carried forward	<u><u>79,655</u></u>	<u><u>23,304</u></u>
<b>Balance Sheet</b>		
<b>Current assets</b>		
Debtors	43,264	50,943
Cash at bank	<u>60,866</u>	<u>65,353</u>
	<u>104,130</u>	<u>116,296</u>
<b>Current liabilities</b>		
Creditors	<u>(24,473)</u>	<u>(92,990)</u>
Net Assets	<u><u>79,657</u></u>	<u><u>23,306</u></u>
Called up share capital	2	2
Retained earnings	<u>79,655</u>	<u>23,304</u>
Shareholder funds	<u><u>79,657</u></u>	<u><u>23,306</u></u>

**LandAid Charitable Trust Limited**  
**(Limited by Guarantee)**  
**Notes to the Financial Statements**  
**For the year ended 31st March 2019**

7b Listed investments	2019	2018
	£	£
Additions	507,929	495,544
Disposal proceeds	(507,929)	(466,006)
Loss on investment	-	(29,538)
Balance at 31 March.	<u>-</u>	<u>0</u>

During the year some shares were gifted to the charity which were subsequently sold.

8 Financial Instruments	Group 2019 £	Group 2018 £	Charity 2019 £	Charity 2018 £
<b>Carrying amount of financial assets</b>				
Debt instruments measured at amortised cost:				
Trade and other receivables - maturity within one year	<u>96,584</u>	<u>678,756</u>	<u>75,134</u>	<u>647,262</u>
<b>Carrying amount of financial liabilities</b>				
Measured at amortised cost:				
Trade and other payables - maturity within one year	<u>2,803,881</u>	<u>2,714,716</u>	<u>2,825,544</u>	<u>2,729,608</u>
<b>9 Debtors</b>	Group 2019 £	Group 2018 £	Charity 2019 £	Charity 2018 £
Trade debtors	21,450	31,494	-	-
Other debtors	58,934	569,577	58,934	569,577
Vat	6,177	-	-	-
Prepayments & accrued income	<u>38,137</u>	<u>97,875</u>	<u>38,137</u>	<u>97,875</u>
	<u>124,698</u>	<u>698,946</u>	<u>97,071</u>	<u>667,452</u>
<b>10 Creditors: Amounts falling due within one year</b>	Group 2019 £	Group 2018 £	Charity 2019 £	Charity 2018 £
Trade creditors	17,443	18,980	17,443	17,676
Amounts owed to group undertakings	-	-	38,942	19,449
Other creditors - Grants payable	2,754,242	2,876,059	2,754,242	2,676,059
Taxation and social security	15,792	20,212	15,792	15,152
Accruals & deferred income	<u>39,391</u>	<u>120,439</u>	<u>14,917</u>	<u>33,784</u>
	<u>2,826,868</u>	<u>2,835,670</u>	<u>2,841,336</u>	<u>2,762,130</u>
<b>10a Deferred Income</b>	Group 2019 £	Group 2018 £	Charity 2019 £	Charity 2018 £
At 1 April 2018	83,372	40,750	2,485	-
Released in the year	(83,372)	(40,750)	(2,485)	-
Deferred in the year	<u>5,395</u>	<u>83,372</u>	<u>395</u>	<u>2,485</u>
At 31 March 2019	<u>5,395</u>	<u>83,372</u>	<u>395</u>	<u>2,485</u>

Deferred income relates to sponsorship for Events of £5,000 for the Ambassador Challenge (2018: £83,372)

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**11 Capital and reserves**

The company is limited by guarantee and does not have share capital. Each member gives a guarantee to contribute a sum, not exceeding £1, to the company should it be wound up. At 31 March 2019 there were 15 members (2018: 13).

**12 Analysis of Group Net Assets between Funds**

31 March 2019	Restricted Funds £	Designated Funds £	Unrestricted Funds £	Total Funds £
Tangible assets			16,575	
Fixed assets			139,287	419,659
Net current assets	280,372			
	<u>280,372</u>	<u>-</u>	<u>155,862</u>	<u>419,659</u>
31 March 2018	Restricted Funds £	Designated Funds £	Unrestricted Funds £	Total Funds £
Tangible assets	-	-	13,685	13,685
Net current assets	<u>770,372</u>	<u>180,986</u>	<u>5,070</u>	<u>956,428</u>
	<u>770,372</u>	<u>180,986</u>	<u>18,755</u>	<u>970,113</u>

**13 Statement of Funds - Group and Company**

	1 <sup>st</sup> April 2018 £	Incoming Resources £	Outgoing Resources £	Fund Transfers & losses £	31 <sup>st</sup> March 2019 £
<b>Restricted Funds</b>					
LandAid House - City YMCA	778,372	410,000	(1,000,000)	-	188,372
Rampworx	10,000			-	10,000
Renew Leeds	3,000			-	3,000
The City Bridge Trust	-	10,000	(10,000)	-	-
Hope into Action	15,000			-	15,000
St Christopher's Fellowship, Ealing	(36,000)	50,000		-	14,000
Amber Foundation (Paragon)		10,000	(10,000)	-	-
Knight Frank - via Aviva		50,000		-	50,000
Grenfell tower		3,529	(3,529)	-	-
<b>Total Restricted Funds</b>	<u>770,372</u>	<u>533,529</u>	<u>(1,023,529)</u>	<u>-</u>	<u>280,372</u>
<b>Total Designated Funds</b>	<u>180,986</u>	<u>-</u>	<u>-</u>	<u>(180,986)</u>	<u>-</u>
<b>Total Unrestricted Funds</b>	<u>18,755</u>	<u>2,396,242</u>	<u>(2,440,121)</u>	<u>180,986</u>	<u>155,862</u>
<b>Total Funds</b>	<u>970,113</u>	<u>2,929,771</u>	<u>(3,463,650)</u>	<u>-</u>	<u>436,234</u>

**Restricted Funds**

Landaid House

Donations received for the development of Landaid House.

City Bridge Trust

Grant received towards the cost of LandAid's Pro Bono Managers salary.

Other restricted funds

Donations received towards other specific projects as detailed where the monies are restricted to that project.

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**13 Statement of Funds - Group and Company (continued)**

**Designated Funds**

	1st April 2018 £	Incoming Resources £	Outgoing Resources £	Fund Transfers £	31st March 2019 £
<b>Designated funds:</b>					
LandAid House	-	-	-	-	-
RICS 150	180,986	-	-	(180,986)	-
YMCA Fairthorne	-	-	-	-	-
<b>Total Designated Funds</b>	<b>180,986</b>	<b>-</b>	<b>-</b>	<b>(180,986)</b>	<b>-</b>

**RICS 150**

Donations from RICS 150 pledge have been designated so that they can be applied to projects which LandAid considers appropriate. These funds have been designated to the projects that LandAid considered appropriate.

**For the year ended 31st March 2018**

	1st April 2017 £	Incoming Resources £	Outgoing Resources £	Fund Transfers & losses £	31st March 2018 £
<b>Restricted Funds</b>					
LandAid House	25,934	781,976	-	(29,538)	778,372
Rampworx	10,000	-	-	-	10,000
Renew Leeds	3,000	-	-	-	3,000
The City Bridge Trust	-	19,500	(19,500)	-	-
Gloscope grant	-	126,125	(40,485)	(85,640)	-
Hope into Action	-	30,000	(15,000)	-	15,000
St Christopher's Fellowship, Ealing	-	-	(36,000)	-	(36,000)
Brighton Housing Trust	-	25,000	(25,000)	-	-
<b>Total Restricted Funds</b>	<b>38,934</b>	<b>982,601</b>	<b>(135,985)</b>	<b>(115,178)</b>	<b>770,372</b>
<b>Total Designated Funds</b>	<b>316,391</b>	<b>180,986</b>	<b>-</b>	<b>(316,391)</b>	<b>180,986</b>
<b>Total Unrestricted Funds</b>	<b>388,350</b>	<b>1,553,541</b>	<b>(2,312,167)</b>	<b>402,031</b>	<b>31,755</b>
<b>Total Funds</b>	<b>743,675</b>	<b>2,717,128</b>	<b>(2,448,152)</b>	<b>(29,538)</b>	<b>983,113</b>

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**14 Related Party Transactions**

The charity has a close working relationship with the British Property Federation (BPF) within whose offices its own office is situated. The BPF provides this office space and offers additional logistical and office services for an annual service charge of £22,557 (2018: £22,380) including VAT and promotes the work of the charity.

The Trustees and their companies donated a total of £669,540 to LandAid Charitable Trust in the year (£705,174 in 2017/18). LandAid Functions also received £1,250 of events and sponsorship income from the Trustees and their companies (£21,150 in 2017/18).

**15 Reconciliation of net incoming resources to net cash inflow from operating activities**

	2019	2018
	£	£
Net incoming resources for the year	(533,879)	226,438
Depreciation charges	4,899	1,788
Interest received	(3,354)	(3,395)
Loss on investments		29,538
(Increase) in debtors	574,247	(548,258)
Increase in creditors (excluding bank loan)	(8,802)	1,297,437
Net cash inflow from operating activities	<u>33,111</u>	<u>1,003,548</u>

**16 Pension Scheme**

The Charity operates a defined contribution pension scheme on behalf of certain employees. The assets of the scheme are held separately from those of the company in an independently administered fund. The outstanding commitment for contributions due under this scheme as at 31 March 2019 is £3,434 (2018: £2,907).