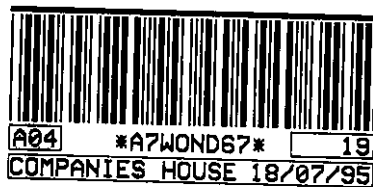


Company No. 120076

**WIRRAL CHAMBER OF COMMERCE AND INDUSTRY LIMITED
FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31ST DECEMBER 1994**



WIRRAL CHAMBER OF COMMERCE AND INDUSTRY LIMITED
FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31ST DECEMBER 1994

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**WIRRAL CHAMBER OF COMMERCE AND INDUSTRY LIMITED
DIRECTORS' REPORT
FOR THE YEAR ENDED 31ST DECEMBER 1994**

The directors present their report and the audited financial statements of the company for the year ended 31st December 1994.

DIRECTORS RESPONSIBILITIES

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing those financial statements, the directors are required to:-

- 1) select suitable accounting policies and then apply them consistently.
- 2) make judgements and estimates that are reasonable and prudent.
- 3) prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Act 1985. 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.

PRINCIPAL ACTIVITIES

The principal activity of the company is that of a Chamber of Commerce.

BUSINESS REVIEW

The year saw many successes for the Chamber in representing members and furthering the interests of Wirral's business community. The Chamber moved into its new offices in Egerton House and as a leading partner in Business Link Wirral is better placed than ever before to meet the needs of local business.

However, the financial results are disappointing and in the first nine months of the year expenditure exceeded income in three areas.

The Chamber's subscription income fell short of expectations with few renewals amongst companies in the City Lands area who had joined under a special scheme in 1993. Staffing levels and other costs were reduced in June and more drastically in September.

The Chamber's management of an initiative for City Lands incurred considerable expenditure which was expected to be reimbursed by City Lands. The contract was cancelled during the year and the Chamber was unable to recover all the costs. Immediate action was taken by the Chamber's Executive to prevent further losses once the contract was cancelled.

**WIRRAL CHAMBER OF COMMERCE AND INDUSTRY LIMITED
DIRECTORS' REPORT (CONTINUED)
FOR THE YEAR ENDED 31ST DECEMBER 1994**

BUSINESS REVIEW (CONTINUED)

The Chamber also managed the Crime Prevention Initiative operating in central Birkenhead. In 1993 the retailers' subscriptions to the scheme were supplemented by grant income. The Chamber anticipated similar income in 1994 which was not forthcoming. Despite the outstanding success of the scheme in reducing thefts from retailers, and the efforts of the Board to secure additional funding, costs exceeded income in the first nine months.

When the shortfall in income became apparent the Executive took prompt action to reduce costs and in the last quarter the Chamber was able to break even.

Since the year end the Board have implemented significant restructuring to ensure the Chamber's available resources are used in the most efficient way to service members' needs and repay the borrowings that are financing the deficit. Unfortunately, the restructuring has resulted in the position of Chief Executive being made redundant. Executive duties previously carried out by the Chief Executive will revert to the Board as was the case prior to 1993.

The Board are confident that the restructuring has secured the Chamber's financial future. The active participation of so many leading local business people, both as directors and in the Chamber generally, should enable Wirral Chamber of Commerce to have a significant positive influence on the local business community in the future.

RESULTS

| | 1994 | 1993 |
|-----------------------------|-----------------|-----------------|
| | £ | £ |
| Loss after tax for the year | <u>(32,191)</u> | <u>(12,036)</u> |

FIXED ASSETS

Acquisition and disposal of fixed assets during the year are shown in the notes to the accounts.

WIRRAL CHAMBER OF COMMERCE AND INDUSTRY LIMITED
DIRECTORS' REPORT (CONTINUED)
FOR THE YEAR ENDED 31ST DECEMBER 1994

DIRECTORS

The directors who served during the year are shown below.

J. Allan (resigned 10th March 1995)
A. J. Barber (resigned 1st July 1994)
D. Bexon (resigned 5th October 1994)
S. Caulfield (appointed 25th March 1994)
N. Clarke (appointed 25th March 1994)
G. Croft (appointed 9th February 1994)
A. J. Cropper (appointed 25th March 1994, resigned 13th March 1995)
M. Dickie (resigned 25th March 1994)
R. J. Eilershaw (appointed 25th March 1994)
R. Fearon (appointed 9th February 1994)
M. J. Glasby (appointed 9th February 1994)
C. E. E. Jones (resigned 25th February 1994)
M. A. Jones (resigned 12th August 1994)
C. Lewis (appointed 25th March 1994)
R. J. Mottram
P. Ramsey (appointed 25th March 1994, resigned 9th January 1995)
B. T. Ridge
T. Russell (appointed 25th March 1994)
M. Sweeney (appointed 25th March 1994)
G. Tomkins (appointed 9th February 1994)
M. E. Twemlow
P. D. Welch (appointed 25th March 1994)
G. White
G. E. Withe (appointed 25th March 1994)
T. Wood (resigned 25th March 1994)

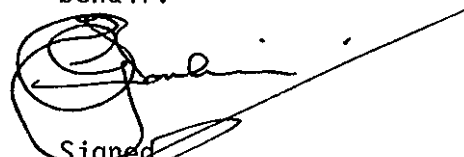
CLOSE COMPANY STATUS

The company is a close company within the provisions of the Income and Corporation Taxes Act 1988.

AUDITORS

The auditors, Stubbs Parkin Cotter, will be proposed for reappointment in accordance with section 385 of the Companies Act 1985.

This report was approved by the board on 9th May 1995 and signed on their behalf.


Signed
G. Tomkins
9th May 1995

**WIRRAL CHAMBER OF COMMERCE AND INDUSTRY LIMITED
AUDITORS' REPORT TO THE SHAREHOLDERS OF WIRRAL CHAMBER OF COMMERCE AND IN
FOR THE YEAR ENDED 31ST DECEMBER 1994**

We have audited the financial statements on pages 7 to 16 which have been prepared under the historical cost convention and the accounting policies set out on page 10.

Respective responsibilities of directors and auditors

As described on page 3 the company's directors are responsible for the preparation of financial statements. It is our responsibility to form an independent opinion, based on our audit, on those statements and to report our opinion to you.

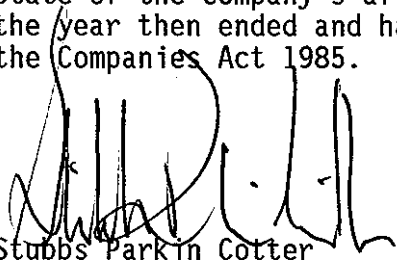
Basis of opinion

We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

Opinion

In our opinion the financial statements give a true and fair view of the state of the company's affairs at 31st December 1994 and of its loss for the year then ended and have been properly prepared in accordance with the Companies Act 1985.


Stubbs Parkin Cotter
Chartered Accountants
Registered Auditors

10th May 1995

16 Hamilton Square
Birkenhead
Wirral
L41 6AX

WIRRAL CHAMBER OF COMMERCE AND INDUSTRY LIMITED
 PROFIT AND LOSS ACCOUNT
 FOR THE YEAR ENDED 31ST DECEMBER 1994

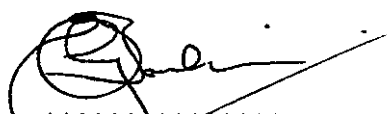
| | Note | 1994 £ | 1993 £ |
|--|------|-------------------|-------------------|
| TURNOVER | 2 | | |
| Continuing operations | | 123,376 | 112,965 |
| Net operating expenses | 3&4 | 155,525 | 125,888 |
| OPERATING LOSS | 4 | | |
| Continuing operations | | (32,149) | (12,923) |
| Interest receivable and similar income | 6 | 59 | 300 |
| Interest payable and similar charges | 7 | (899) | (577) |
| LOSS ON ORDINARY ACTIVITIES BEFORE TAXATION | | (32,989) | (13,200) |
| Tax on ordinary activities | 8 | (798) | (1,164) |
| LOSS ON ORDINARY ACTIVITIES AFTER TAXATION | | (32,191) | (12,036) |
| RETAINED LOSS FOR THE FINANCIAL YEAR | | <u>£ (32,191)</u> | <u>£ (12,036)</u> |

The company made no recognised gains and losses other than those reported in the profit and loss account.

WIRRAL CHAMBER OF COMMERCE AND INDUSTRY LIMITED
 BALANCE SHEET
 AT 31ST DECEMBER 1994

| | Notes | £ | 1994 £ | 1993 £ |
|--|-------|--------|------------|-----------|
| FIXED ASSETS | | | | |
| Tangible assets | 8 | | 17,808 | 25,135 |
| CURRENT ASSETS | | | | |
| Debtors | 9 | 3,682 | | 20,658 |
| Cash at bank and in hand | | 50 | | 1,804 |
| | | | 3,732 | 22,462 |
| CREDITORS: Amounts falling due within one year | 10 | 40,405 | | 34,741 |
| NET CURRENT LIABILITIES | | | (36,673) | (12,279) |
| TOTAL ASSETS LESS CURRENT LIABILITIES | | | (18,865) | 12,856 |
| CREDITORS: Amounts falling due after more than one year | 11 | | 9,400 | 4,867 |
| NET (LIABILITIES)/ASSETS | | | £ (28,265) | £ 7,989 |
| CAPITAL AND RESERVES | | | | |
| Other reserves | 12 | | 6,162 | 10,225 |
| Profit and loss account | 12 | | (34,427) | (2,236) |
| TOTAL CAPITAL EMPLOYED | | | £ (28,265) | £ 7,989 |

Signed on behalf of the board



 G. Tomkins
 9th May 1995



 R. Fearon

The notes on pages 10 to 16 form part of these accounts

WIRRAL CHAMBER OF COMMERCE AND INDUSTRY LIMITED
RECONCILIATION OF MOVEMENTS IN MEMBERS' FUNDS
FOR THE YEAR ENDED 31ST DECEMBER 1994

| | 1994 £ | 1993 £ |
|------------------------------|-------------------|----------------|
| Loss for the financial year | (32,191) | (12,036) |
| Transfer from other reserves | (4,063) | (8,278) |
| Opening members' funds | 7,989 | 28,303 |
| Closing members' funds | <u>£ (28,265)</u> | <u>£ 7,989</u> |

The notes on pages 10 to 16 form part of these accounts

WIRRAL CHAMBER OF COMMERCE AND INDUSTRY LIMITED
NOTES TO THE ACCOUNTS
FOR THE YEAR ENDED 31ST DECEMBER 1994

1. ACCOUNTING POLICIES

1a. Basis of accounting

The accounts have been prepared under the historical cost convention.

Fundamental Accounting Concept

The accounts have been prepared on a going concern basis as, in the opinion of the directors, the company will continue to receive the support of its bank and its members and can meet its liabilities as they fall due.

1b. Tangible fixed assets

Fixed assets are shown at historical cost.

Depreciation is provided, after taking account of any grants receivable, at the following annual rates in order to write off each asset over its estimated useful life.

| | | 1994 | 1993 |
|-----------------------|-------------|------|------|
| Motor vehicles | - % on cost | 20 | 20 |
| Fixtures and fittings | - % on cost | 20 | 20 |
| Equipment | - % on cost | 20 | 20 |

1c. Taxation

Corporation tax payable is provided on taxable profits at the current rate.

Advance corporation tax payable on dividends paid or provided for in the year is written off.

Deferred taxation (which arises from differences in the timing of the recognition of items, principally depreciation, in the accounts and by the tax authorities) has been calculated on the liability method. Deferred tax is provided on timing differences, which will probably reverse at the rates of tax likely to be in force at the time of reversal. Deferred tax is not provided on timing differences which, in the opinion of the directors, will probably not reverse. However, the amount of all deferred tax, including that which will probably not reverse, is shown in note .

1d. Pension costs

The company operates a defined contribution pension scheme. Contributions payable for the year are charged in the Profit & Loss Account.

1. ACCOUNTING POLICIES (CONTINUED)

1e. Government grants

Grants on capital expenditure are treated as a deferred credit and are released to the Profit and Loss Account in equal instalments over the estimated useful life of the related assets. Grants of a revenue nature are credited to income in the period to which they relate.

1f. Turnover

Turnover comprises the value of subscriptions and other income (excluding VAT and similar taxes) arising in the normal course of business.

1g. Leased assets

Assets held under finance leases and hire purchase contracts are capitalised in the balance sheet and depreciated over their expected useful lives. The interest element of leasing payments represents a constant proportion of the capital balance outstanding and is charged to the profit and loss account over the period of the lease.

All other leases are regarded as operating leases and the payments made under them are charged to the profit and loss account on a straight-line basis over the lease term.

1h. Cash flow statement

The company has taken advantage of the exemption in Financial Reporting Standard No 1 from producing a cash flow statement on the grounds that it is a small company.

2. TURNOVER

Turnover and loss on ordinary activities before taxation are attributable to the principal activity.

WIRRAL CHAMBER OF COMMERCE AND INDUSTRY LIMITED
 NOTES TO THE ACCOUNTS (CONTINUED)
 FOR THE YEAR ENDED 31ST DECEMBER 1994

3. COST OF SALES AND NET OPERATING EXPENSES

| | £ | 1993 £ |
|-------------------------|------------------|------------------|
| Net operating expenses: | | |
| Administrative expenses | 148,067 | 117,863 |
| Depreciation | 7,458 | 8,025 |
| | <u>£ 155,525</u> | <u>£ 125,888</u> |

4. OPERATING LOSS

| | 1994 £ | 1993 £ |
|--|-----------------------------|-----------------------------|
| Loss on ordinary activities is stated after charging: | | |
| Hire of equipment | 450 | - |
| Auditors' remuneration | | |
| Audit services | 500 | 1,300 |
| Non-audit services | 60 | 2,430 |
| Depreciation and amortisation | | |
| Tangible assets: owned | 7,458 | 8,025 |
| Staff costs (note 5) | 56,569 | 59,202 |
| | <u> </u> | <u> </u> |
| and after crediting: | | |
| CBTA - Subscriptions | 9,942 | - |
| CBTA - Sale of Radios | 1,875 | - |
| CBTA - Sundry income | 345 | - |
| Citylands Funding | 821 | 24,860 |
| Citylands - Crime Prevention Conf. | 4,010 | - |
| | <u> </u> | <u> </u> |

WIRRAL CHAMBER OF COMMERCE AND INDUSTRY LIMITED
 NOTES TO THE ACCOUNTS (CONTINUED)
 FOR THE YEAR ENDED 31ST DECEMBER 1994

5. DIRECTORS AND EMPLOYEES

Particulars of employees (including directors) are shown below:

| Employee costs during the year amounted to: | 1994 £ | 1993 £ |
|---|-----------------|-----------------|
| Wages and salaries | 46,355 | 52,981 |
| Social security costs | 4,671 | - |
| Health insurance | 720 | - |
| Other pension costs | 4,823 | 6,221 |
| | <u>£ 56,569</u> | <u>£ 59,202</u> |

The average weekly numbers of employees during the year were as follows:

| | 1994 No. | 1993 No. |
|-------------------------------|-------------|-------------|
| Management and administration | <u>5</u> | <u>5</u> |

Details of directors' emoluments are:

| | 1994 £ | 1993 £ |
|--|-----------------|-----------------|
| Directors' emoluments including benefits | <u>£ 33,197</u> | <u>£ 31,900</u> |

The only director's emoluments are those of the Executive Director.

6. INTEREST RECEIVABLE AND SIMILAR INCOME

| | 1994 £ | 1993 £ |
|--------------------------|-------------|--------------|
| Bank interest receivable | <u>£ 59</u> | <u>£ 300</u> |

7. INTEREST PAYABLE AND SIMILAR CHARGES

| | 1994 £ | 1993 £ |
|---|--------------|--------------|
| Interest on loans repayable within five years, by instalments | 729 | 577 |
| Interest on loans repayable within five years, not by instalments | 170 | - |
| | <u>£ 899</u> | <u>£ 577</u> |

WIRRAL CHAMBER OF COMMERCE AND INDUSTRY LIMITED
 NOTES TO THE ACCOUNTS (CONTINUED)
 FOR THE YEAR ENDED 31ST DECEMBER 1994

8. TAX ON LOSS ON ORDINARY ACTIVITIES

| | 1994 £ | 1993 £ |
|------------------------|-----------|-----------|
| Corporation tax at 25% | £ (798) | £ (1,164) |

8. TANGIBLE FIXED ASSETS

| | Fixtures & Equipment £ | Motor Vehicles £ | Total £ |
|-------------------------|------------------------------|------------------------|-----------------|
| Cost | | | |
| At 1st January 1994 | 26,189 | 14,820 | 41,009 |
| Additions | 131 | - | 131 |
| At 31st December 1994 | <u>26,320</u> | <u>14,820</u> | <u>41,140</u> |
| Depreciation | | | |
| At 1st January 1994 | 12,910 | 2,964 | 15,874 |
| For the year | 5,087 | 2,371 | 7,458 |
| At 31st December 1994 | <u>17,997</u> | <u>5,335</u> | <u>23,332</u> |
| Net Book Amounts | | | |
| At 31st December 1994 | <u>£ 8,323</u> | <u>£ 9,485</u> | <u>£ 17,808</u> |
| At 31st December 1993 | <u>£ 13,279</u> | <u>£ 11,856</u> | <u>£ 25,135</u> |

9. DEBTORS

| | 1994 £ | 1993 £ |
|--------------------------------|----------------|-----------------|
| Trade debtors | 1,837 | - |
| UK corporation tax | - | 1,164 |
| Other debtors | - | 18,036 |
| Prepayments | 1,116 | - |
| Deferred finance lease charges | 729 | 1,458 |
| | <u>£ 3,682</u> | <u>£ 20,658</u> |

WIRRAL CHAMBER OF COMMERCE AND INDUSTRY LIMITED
 NOTES TO THE ACCOUNTS (CONTINUED)
 FOR THE YEAR ENDED 31ST DECEMBER 1994

10. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

| | 1994 | 1993 |
|---------------------------------|-----------------|-----------------|
| | £ | £ |
| Loans | 400 | - |
| Finance leases | 4,867 | 4,867 |
| Social security and other taxes | 6,090 | 8,429 |
| Trade creditors | - | 17,693 |
| Accruals | 6,318 | 3,752 |
| Deferred income | 8,097 | - |
| Bank Overdraft | 14,633 | - |
| | <u>£ 40,405</u> | <u>£ 34,741</u> |

The company has granted a floating charge on all its assets to secure bank overdrafts of £15,000 (1993 -£10,000).

11. CREDITORS: AMOUNTS FALLING DUE AFTER ONE YEAR

| | 1994 | 1993 |
|----------------|----------------|----------------|
| | £ | £ |
| Other loans | 9,400 | - |
| Finance leases | - | 4,867 |
| | <u>£ 9,400</u> | <u>£ 4,867</u> |

Borrowings due otherwise than by instalments in two to five years:

| | | |
|-------|----------------|------------|
| Other | <u>£ 9,400</u> | <u>£ -</u> |
|-------|----------------|------------|

12. RESERVES

| | Other reserves | Profit & loss account |
|-----------------------|----------------|-----------------------|
| | £ | £ |
| At 1st January 1994 | 10,225 | (2,236) |
| Other reserves | (4,063) | - |
| Loss for the year | | (32,191) |
| At 31st December 1994 | <u>£ 6,162</u> | <u>£ (34,427)</u> |

WIRRAL CHAMBER OF COMMERCE AND INDUSTRY LIMITED
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31ST DECEMBER 1994

13. LEASE COMMITMENTS

The company has entered into non-cancellable leases in respect of motor vehicles, the payments for which extend over a period of up to 1 year.

The minimum annual rentals under the leases are as follows:

| | 1994 £ | 1993 £ |
|--------------------|------------------|------------------|
| Motor vehicles: | | |
| - within 1 year | (4,867) | (4,867) |
| - within 2-5 years | - | (4,867) |
| | <u>£ (4,867)</u> | <u>£ (9,734)</u> |