REPORT OF THE TRUSTEES AND
FINANCIAL STATEMENTS FOR THE YEAR ENDED
31 MARCH 2018
FOR
BERKSHIRE COUNTY SPORTS PARTNERSHIP

Richardson Jones
Chartered Accountants &
Registered Auditors
Mercury House
19-21 Chapel Street
Marlow
Buckinghamshire
SL7 3HN
BERKSHIRE COUNTY SPORTS PARTNERSHIP

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FOR THE YEAR ENDED 31 MARCH 2018

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BERKSHIRE COUNTY SPORTS PARTNERSHIP

REFERENCE AND ADMINISTRATIVE DETAILS
FOR THE YEAR ENDED 31 MARCH 2018

TRUSTEES

A K Foister OBE
N Howe
D J Peaple
A F Couldrick (resigned 30.6.17)
C W H Bird MBE
S J Anstiss MBE
K R Ross MBE
A M Couper
P W Owen OBE
N Mohammed
R Ingleby
C Thelwall-Jones
A Alexander (appointed 20.9.17)

COMPANY SECRETARY

B A Nicholls

REGISTERED OFFICE

Temple Room
Bisham Abbey Sports Centre
Marlow Road
Nr Marlow
Bucks
SL7 1RR

REGISTERED COMPANY NUMBER

07743643 (England and Wales)

REGISTERED CHARITY NUMBER

1150486

AUDITORS

Richardson Jones
Chartered Accountants &
Registered Auditors
Mercury House
19-21 Chapel Street
Marlow
Buckinghamshire
SL7 3HN

BANKERS

Barclays Bank
Leicester
LE67 2BB
BERKSHIRE COUNTY SPORTS PARTNERSHIP

REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2018

The trustees who are also directors of the charity for the purposes of the Companies Act 2006, present their report with the financial statements of the charity for the year ended 31 March 2018. The trustees have adopted the provisions of Accounting and Reporting by Charities: 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 (FRS 102) (effective 1 January 2015).

OBJECTIVES AND ACTIVITIES

Objectives and aims
The Objectives of the Charitable Company, in accordance with its Memorandum of Association, are for the public benefit to promote community participation in healthy recreation for the benefit of the inhabitants of Berkshire in particular by:

1) Working with and through local agencies to increase levels of participation in sport and physical activity;

2) Promoting and providing programmes and services for sport, recreation, physical activity, informal education and other leisure time occupation for healthy recreation;

3) Promoting and providing facilities and services for recreational, sporting or other leisure time occupation in the interests of social welfare for the public at large or those who by reason of their youth, age, infirmity or disablement, financial hardship or social and economic circumstances, have need of such facilities and services;

4) The improvement and preservation of good health and well-being through participation in healthy recreation;

5) Education, training and coaching courses which promote physical health and fitness; and

6) Facilitating and providing impact evaluation, performance measurement and related intelligence for public benefit in the context of sport, recreation, physical activity and wider health and well-being.

In setting their objectives and planning their activities the Board have given careful consideration to the Charity Commission’s guidance on public benefit.

ACHIEVEMENT AND PERFORMANCE

Our Work with Sport England

After a period of uncertainty for the whole of the County Sports Partnership Network in relation to core Sport England (SE) funding the situation was resolved in December 2017. After submitting a detailed application reflecting how we would be aligning to SE’s new strategy Get Berkshire Active (GBA) was delighted to have been assessed as outstanding. This has led to an award (now known as Primary Role Funding) from SE for 3 years to 2021. Also in the latter half of this year we were successful in extending funding for the Satellite Club Programme for a further 18 months and we successfully submitted an application for a further year of Workforce Funding (although this starts in April 2018).

In terms of performance and delivery, once again GBA achieved an overall Green rating from Sport England for the year ending 2017-2018 across all lines of assessment. This period has seen the second full year of SE’s new strategy ‘Towards an Active Nation’ and GBA have been working hard throughout to ensure we are delivering the Government’s and SE’s objectives locally here in Berkshire.

New Code of Governance for Sport

Last year we reported that we were working hard to achieve the new and mandatory Code of Governance for Sport. In December 2017, we were informed by SE that we had been assessed as fully compliant with the code - one of only 2 County Sports Partnerships (CSPs) in the country to be so assessed at that time. We continue to work on improving governance especially around diversity and this will be a focus going forward.

New Board Members

One new Board Member joined the board in this period following the resignation of Andy Couldrick (Chief Executive Officer of Wokingham Borough Council). We were delighted to be able to replace Andy with Alison Alexander the Managing Director of the Royal Borough of Windsor and Maidenhead local authority. Alison is the representative of the 6 Berkshire Local Authorities (LAs) on our board and is the only ‘representative’ board member we have (the others are all independent).
BERKSHIRE COUNTY SPORTS PARTNERSHIP
REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2018

ACHIEVEMENT AND PERFORMANCE

Disability Sport

In terms of disability sport, delivery has taken place to a wide range of disabled people through Satellite Clubs, Sportivate and Ever Active. Stakeholder mapping has also taken place with the support of the Activity Alliance (formerly English Federation for Disability Sport) who are also supporting us with our first ever Disability engagement day. GBA is also co-ordinating the development of a Special Olympics Berkshire network supporting the provision of sport and physical activity for adults with a learning disability.

The Get Berkshire Active Awards

Get Berkshire Active was delighted to honour the fantastic people and projects that make community sport and physical activity in Berkshire happen, when it hosted the sixth annual GBA Awards for the third consecutive time at the Hilton Hotel, Reading on Friday 23rd February 2018.

The event was sold out with 330 guests attending to support our biggest ever list of shortlisted nominees, who were selected from over 140 nominations put forward by the local community; all nominated for their remarkable contributions to sport and physical activity in Berkshire in 2017.

The award categories covered everyone from international athletes to community sport activists and dedicated volunteers. The evening was attended by sports stars, local dignitaries including Mayors from across the County, the Deputy Lord Lieutenant of Berkshire as well as our many sponsors. As well as recognising sporting talent and volunteering it provided excellent publicity for GBA, featuring in several local newspapers and across social media. BBC Radio Berkshire interviewed nominees leading up to the event and hosted its evening show from the events ‘Red Carpet’.

Satellite Clubs

GBA has worked in conjunction with National Governing Bodies and our School Games Organiser colleagues over the last 4 years to set up satellite club projects. In this period, we have:

- Funded and delivered 97 projects
- Engaged 2700 participants
- In 30 different sports and activities
- At least 8 satellite clubs in each area of the county and this year, 90% delivered within an area of deprivation.

Our 2017-2018 funding application was accepted in two parts. We met all targets for the first half of the year with results as follow: sustained clubs 213% (64/30), new satellite clubs 160% (8/5) and new engaged participants 102% (383/375). We are now planning and delivering the second half of the year and on track to meet targets. We will be applying for funding with Sport England for years 2019-2021 in July.

Primary School Sports Premium (PSSP)

Get Berkshire Active has a mandated role from the Department of Culture, Media and Sport (DCMS) to support primary schools to effectively utilise their Government funding for Physical Education and sport (the PSSP). This year, in addition to meeting with individual primaries and clusters giving them guidance on how they might allocate their funding, we also carried out a large amount of research and insight gathering ahead of the first ever countywide conference which took place just outside this financial year. GBA is also continuing to record how schools are allocating their funding to support work on a local and national level and well as producing case studies of good practice to showcase to schools.

Workplace Challenge

We continue to utilize the Workplace Challenge to promote Physical Activity in workplaces and to grow our network with the commercial sector. It is also a very popular (free programme tool) for LAs, the NHS and ccd and we work hard to help these stakeholders utilize it to promote PA among their employees.
BERKSHIRE COUNTY SPORTS PARTNERSHIP
REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2018

ACHIEVEMENT AND PERFORMANCE

Continuous Improvement

Due to uncertainty around our work with SE and the delivery of the new national strategy we postponed initiating a new GBA Continuous Improvement workshop and programme in 2017. Instead this period saw us align our work with SE requirements and complete our work around governance compliance. The GBA conducted its annual staff Continuous Improvement (CI) workshop early in 2018 and identified several key areas upon which the team started to work from Jan-Apr 18. This programme will continue throughout 2018.

Strategic Networking

A key role of all CSPs is developing strategic networks across the county. GBA’s role is to be the leading advocate for Sport and Physical Activity (PA) ensuring that key stakeholders (NHS, Clinical Commissioning Groups (CCGs), Education etc for examples) maintain an emphasis and priority around promoting more Physical Activity. Our work in this area is assessed as ‘Green’ by SE. Our strategic engagement continues to grow locally and regionally. We have good working relationships with the 6 LAs (Public Health and sports development teams). We are represented on several NHS groups, in particular NHS Strategic Transformation Plan Prevention Workgroups, covering the whole of Berkshire. During this period, we have also entered into a positive partnership with the Thames Valley Police - see Operation Active later in this report.

Sportivate

Although the national Sportivate Programme came to an end in March 2017, a selection of high performing CSPs had Sportivate funding extended for one final year. GBA were in this category and once again delivered a highly successful Sportivate programme which was again (and for the final time) assessed as Green by SE. This programme has now officially closed.

Volunteering

GBA have built a stronger wider network of partners in different sectors to embrace the benefits of physical activity. Therefore, the level of opportunity to build in pathways to link volunteers into projects with a more diverse background has tripled. We have worked with 17 volunteers to impact directly on hard to reach groups in the community and created a supported, tailored journey for them to help sustain 4 projects. We are continuing to communicate through the Team Berkshire Volunteer and extending our reach through 5 volunteering hubs in the local authorities.

Coaching

Although we have reduced our coaching newsletter recipients, we have extended our reach through social media and increased click rate on newsletter opens by 24%. Courses page remains to be in the top 5 most clicked pages on the website. GBA ran the 3rd annual Sports Education Week - running 14 workshops or qualification, engaging 161 individuals who make up our current workforce. GBA have also seen an increase of individuals accessing targeted bursaries to impact on those group we have identified as hard to reach, or application from those who are from those groups themselves.

School Games

Get Berkshire Active and our local School Games Networks continue to be recognised by Sport England and Youth Sport Trust at national level for high quality festivals and events. The School Games in Berkshire yet again provided an inspirational stage for sporting talent and youth leadership opportunities as well as giving young people the chance to try new activities in a diverse Cultural Village. A well-developed Games has been possible because of additional funding secured from Berkshire Community Foundation and Greenham Common Trust. The games provided an opportunity for:

- Over 2000 young people involved in a county sporting competition- 10% SEND
- 17 sports including several inclusive formats and targeted competitions opening the games up to a wider range of young people
- Over 250 young leaders & officials involved
BERKSHIRE COUNTY SPORTS PARTNERSHIP

REPORT OF THE TRUSTEES

FOR THE YEAR ENDED 31 MARCH 2018

ACHIEVEMENT AND PERFORMANCE

Equality Standard

Get Berkshire Active is committed to tackling discrimination in all its forms and has committed to treating everyone with dignity and respect. It promotes equal opportunities in both the employment and management of staff and volunteers, and in the delivery of its services. We have recently reviewed and refreshed our Equality and Diversity policy and action plan and have recruited a Board Champion. We have practically used Insight to support partners in ensuring they build on their knowledge to proactively use insight tools and data to influence the hardest-to-reach communities. GBA has signed up to the Charity Learning online portal which includes modules on Equality and Diversity which some team members have completed. One area of work for coming months is to improve our knowledge of where under-represented groups currently feature within our county to help ensure our work is targeted appropriately and share this knowledge across the sector.

Safeguarding

Get Berkshire Active is committed to ensuring that the safeguarding and protection of young people is at the heart of all we do. In the last 12 months, as part of our commitment to safeguarding young people, Get Berkshire Active has:

- Delivered the 2017-2018 Safeguarding Implementation plan
- Delivered Safeguarding training for 114 coaches and volunteers
- Achieved a Green RAG following annual review with the CPSU.
- Updated GBA website to ensure relevant information is available for the public and our partners.
- Continued to ensure that young people and older and vulnerable adults involved in our programmes were safeguarded and protected through a range of mechanisms such as building safeguarding checks into all partner contracts (SLAs), Check and Challenge visits to projects we fund and providing a range of safeguarding training for deliverers.

New Programmes and Commissions

- **Macmillan Cancer Support**: In March 2017, we were absolutely delighted to be commissioned by Macmillan Cancer Support to run the Macmillan Move More Programme throughout Berkshire; it has been a real coup to be associated with such a trusted and recognised national charity brand. The commission was for 12 months and started in August 2017 after successful recruitment of two Macmillan Move More Practitioners. Our new staff started to see patients (those living with and beyond cancer) in October 2017 and have already made a significant difference to their quality of life. The service could realise cost savings for the NHS as evidence suggests that Physical Activity is one of the most effective treatments (and prevention strategies) for cancer.

- **Department of Work and Pensions**: Between March 2017 and March 2018, we delivered the final 3 cohorts of Move Well Work Well in Newbury & Reading. We saw 21 start the programme, 12 complete it with 5 securing job outcomes and 1 securing work experience. We also tracked perceived Quality of Life amongst participants and recorded significant improvements in Energy/Fatigue, Social Functioning, Emotional Wellbeing & Pain.

- **Building Better Opportunities (BBO) / Building Family Bridges (BFB)**: BBO and BFB are funded by European Social Funds and Big Lottery to tackle employment and associated social issues in deprived communities. This is a significant fit with SE priority audiences and has helped us work with the most inactive audiences, gain insight about them and make a difference to their prospects. These programmes engage, inspire, motivate and build soft skills to support people towards education and employment whilst reducing inactivity and in particular social / mental wellbeing issues. Strategically this programme gives us a partnership with over 50 organisations who work with priority audiences, tackling issues related to the 5 Government outcomes. It also puts GBA in front of important decision makers as an organisation helping social outcomes not just sport. Between March 2017 and March 2018, we have delivered 2 engagement events for BFB, engaging around 40 people with 3 individuals referred into the partnership for further support. We have also directly delivered activity sessions for 6 victims of domestic abuse aimed at boosting self-confidence. In terms of BBO, 2017/18 period was a planning phase, upskilling staff & engaging partners to better understand the barriers their clients currently faced. Delivery of activities will commence in May 2018.
BERKSHIRE COUNTY SPORTS PARTNERSHIP

REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2018

ACHIEVEMENT AND PERFORMANCE

- Thames Valley Police (Op Activate): Operation Activate is the result of a fledging partnership with Thames Valley Police (TVP) and Street Games. At a strategic level we are in discussion with regional police leads to look at priority areas where crime and inactivity agendas overlap (mainly disadvantaged areas). There is a significant issue amongst young people becoming involved in crime which is linked to a wide range of social issues. Using physical activity and sport we are developing solutions, using national learning that engage and encourage young people to be involved in diversionary activities and to tackle the underlying drivers such as education, mental health issues etc. Operation Activate is a 2-year pilot in Britwell (£45k police funding) to test this approach and tackle local police priorities / community issues. We have engaged over 110 young people so far, delivered 2 large engagement days, 2 separate ongoing activity sessions (with 2 more planned) and held insight gathering focus groups, alongside creating a partnership of 40 key local organisations. This also provides a smart way to achieve Satellite Clubs and other SE outcomes. There are several other areas that TVP are now looking for us to work in.

Investment

It is part of Get Berkshire Active’s role to source funding for sport and physical activity in the community. During this period, a total of £810K has been secured for programmes in Berkshire - £243K from non-Sport England sources (£102K from LAs, £19K from Other Public Bodies and £122K from non-public sources) and £567K has been invested in the county through Sport England’s investment in our programmes.

FINANCIAL REVIEW

Reserves policy
The company will set aside a sum by way of a reserve against unforeseen contingencies. This sum will be used in the event of the organisation being threatened with closure, for redundancy payments, to cover long term sickness liabilities and maternity pay.

The company will seek to maintain reserves equivalent to three month's budgeted expenditure and will include a sum for this operating reserve in budget planning.

The charity now holds reserves exceeding this amount and has started to fund some projects within the county. The charity will continue to hold higher reserves short-term as the trustees recognise that this is prudent given the potential change in funding landscape following the new Sports Strategy from the Department of Culture Media and Sport.

Results for the year

The results are set out in the Statement of Financial Activities on page 10.

Incoming resources for the year were £610,485 (Year ended 31 March 2017: £829,151), resources expended were £724,126 (Year ended 31 March 2017: £800,816) and the surplus for the year was £86,357 (Year ended 31 March 2017: £28,335).

The fund balances carried forward at 31 March 2018 were £375,922 represented by unrestricted funds of £284,958 (31 March 2017: £247,894) and restricted funds of £90,964 (31 March 2017 £41,671).

STRUCTURE, GOVERNANCE AND MANAGEMENT

Governing document

The company is governed by its Memorandum and Articles of Association dated 17 August 2011 as amended by Special Resolution dated 7 December 2012 and December 2015, and constitutes a limited company, limited by guarantee, as defined by the Companies act 2006.

Organisational structure

The company, which operates under the name Get Berkshire Active, commenced in August 2011 and was registered as a charity on 14 January 2014 (registered Charity Commission no. 1150486).

The Directors give of their time freely and no remuneration was paid in the year.

The Directors meet as a Board at least three times a year to determine the general policy of the Charitable Company and to review its overall management and control for which they are legally responsible. The day to day running of the Company is delegated to the Company Secretary, Brett Nicholls, in his capacity as Chief Executive and the management team.
BERKSHIRE COUNTY SPORTS PARTNERSHIP

REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2018

STRUCTURE, GOVERNANCE AND MANAGEMENT

Induction and training of new trustees
The Directors operate a continuing training programme designed to keep them informed and updated on current issues in the sector and regulatory requirements.

Risk management
The Directors have a duty to identify and review the risks to which the charity is exposed and to ensure appropriate controls are in place to provide reasonable assurance against fraud and error. The Directors continue to keep the Company's activities under review, particularly with regards to any major risks that may arise from time to time as well the systems and procedures to manage them.

The Directors are satisfied that for all major risks identified appropriate controls have been put in place and maintained to mitigate those risks adequately. It is recognised that systems can provide only reasonable but not absolute assurance that major risks have been managed.

STATEMENT OF TRUSTEES RESPONSIBILITIES
The trustees (who are also the directors of Berkshire County Sports Partnership for the purposes of company law) are responsible for preparing the Report of the Trustees and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland".

Company law requires the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing those financial statements, the trustees are required to

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charity SORP;
- make judgements and estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.

The trustees are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the charitable company and to enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as the trustees are aware:

- there is no relevant audit information of which the charitable company's auditors are unaware; and
- the trustees have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditors are aware of that information.

Approved by order of the board of trustees on 27th September 2018 and signed on its behalf by:

[Signature]

S J Anstis MBE - Trustee
REPORT OF THE INDEPENDENT AUDITORS TO THE MEMBERS OF BERKSHIRE COUNTY SPORTS PARTNERSHIP

Opinion
We have audited the financial statements of Berkshire County Sports Partnership (the ‘charitable company’) for the year ended 31 March 2018 which comprise the Statement of Financial Activities, the Balance Sheet, the 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 (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 102 ‘The Financial Reporting Standard applicable in the UK and the Republic of Ireland’.

In our opinion the financial statements:
- give a true and fair view of the state of the charitable company's affairs as at 31 March 2018 and of its 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, including Financial Reporting Standard 102 ‘The Financial Reporting Standard applicable in the UK and the Republic of Ireland’; 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 Auditors 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 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 trustees are responsible for the other information. The other information comprises the information included in the annual report, other than the financial statements and our Report of the Independent Auditors thereon.

Our opinion on the financial statements does not cover the other information and 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, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Opinion on other matters prescribed by the Companies Act 2006
In our opinion, based on the work undertaken in the course of the audit:
- the information given in the Report of the Trustees for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Report of the Trustees has been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception
In the light of the knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the Report of the Trustees.

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:
- adequate accounting records have not been kept or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of trustees’ remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the trustees were not entitled to take advantage of the small companies exemption from the requirement to prepare a Strategic Report or in preparing the Report of the Trustees.

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

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

Our 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 a Report of the Independent Auditors that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.


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

Kevin Ellerby (Senior Statutory Auditor)
for and on behalf of Richardson Jones
Chartered Accountants &
Registered Auditors
Mercury House
19-21 Chapel Street
Marlow
Buckinghamshire
SL7 3HN

Date: 27.09.2018
## BERKSHIRE COUNTY SPORTS PARTNERSHIP

### STATEMENT OF FINANCIAL ACTIVITIES

FOR THE YEAR ENDED 31 MARCH 2018

<table>
<thead>
<tr>
<th>Notes</th>
<th>Unrestricted fund</th>
<th>Restricted fund</th>
<th>31.3.18 Total funds</th>
<th>31.3.17 Total funds</th>
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<tbody>
<tr>
<td></td>
<td>£</td>
<td>£</td>
<td>£</td>
<td>£</td>
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</table>

### INCOME AND ENDOWMENTS FROM Charitable activities

- **Sport England**: 567,718
- **Local Authority**: 102,280
- **Other public body**: 18,731
- **Non-public**: 119,171

**Investment income**: 2,586

**Total**: 2,586

### EXPENDITURE ON Charitable activities

- **Sport England**: 518,425
- **Local Authority**: 101,834
- **Other public body**: 20,782
- **Non-public**: 83,087

**Total**: 724,128

### NET INCOME

**Transfers between funds**: 37,064

**Net movement in funds**: 39,650

### RECONCILIATION OF FUNDS

**Total funds brought forward**: 247,895

**Total funds carried forward**: 287,545

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The notes form part of these financial statements.

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BERKSHIRE COUNTY SPORTS PARTNERSHIP

BALANCE SHEET
AT 31 MARCH 2018

<table>
<thead>
<tr>
<th></th>
<th>Notes</th>
<th>Unrestricted fund £</th>
<th>Restricted fund £</th>
<th>Total funds £</th>
<th>Total funds £</th>
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<tbody>
<tr>
<td><strong>CURRENT ASSETS</strong></td>
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<tr>
<td>Debtors</td>
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<td>287,545</td>
<td>68,924</td>
<td>356,469</td>
<td>48,216</td>
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<tr>
<td>Cash at bank</td>
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<td>287,545</td>
<td>220,659</td>
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<tr>
<td><strong>CREDITORS</strong></td>
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<td></td>
<td>(132,281)</td>
<td>(132,281)</td>
<td>(144,978)</td>
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<tr>
<td>Amounts falling due within one year</td>
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<td><strong>NET CURRENT ASSETS</strong></td>
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<td>287,545</td>
<td>88,378</td>
<td>375,923</td>
<td>289,565</td>
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<td><strong>TOTAL ASSETS LESS CURRENT LIABILITIES</strong></td>
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<td>287,545</td>
<td>88,378</td>
<td>375,923</td>
<td>289,565</td>
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<td><strong>NET ASSETS</strong></td>
<td></td>
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</table>

**Funds**

|                      |       |                     |                  |               |               |
| Unrestricted funds   | 11    | 287,545             |                  |               |               |
| Restricted funds     |       | 88,378              |                  |               |               |
| **TOTAL FUNDS**      |       |                     |                  |               |               |

375,923

These financial statements have been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to charitable small companies.

The financial statements were approved by the Board of Trustees on 27th September 2018 and were signed on its behalf by:

S J Anstiss MBE-Trustee

A K Foister OBE-Trustee

The notes form part of these financial statements
<table>
<thead>
<tr>
<th>Description</th>
<th>Notes</th>
<th>31.3.18</th>
<th>31.3.17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flows from operating activities:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash generated from operations</td>
<td>1</td>
<td>50,367</td>
<td>(59,421)</td>
</tr>
<tr>
<td><strong>Net cash provided by (used in) operating activities</strong></td>
<td></td>
<td>50,367</td>
<td>(59,421)</td>
</tr>
<tr>
<td>Cash flows from investing activities:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest received</td>
<td></td>
<td>2,586</td>
<td>3,485</td>
</tr>
<tr>
<td><strong>Net cash provided by (used in) investing activities</strong></td>
<td></td>
<td>2,586</td>
<td>3,485</td>
</tr>
<tr>
<td>Change in cash and cash equivalents in the reporting period</td>
<td></td>
<td>52,953</td>
<td>(55,936)</td>
</tr>
<tr>
<td>Cash and cash equivalents at the beginning of the reporting period</td>
<td></td>
<td>386,327</td>
<td>442,263</td>
</tr>
<tr>
<td><strong>Cash and cash equivalents at the end of the reporting period</strong></td>
<td></td>
<td>439,280</td>
<td>386,327</td>
</tr>
</tbody>
</table>

The notes form part of these financial statements
BERKSHIRE COUNTY SPORTS PARTNERSHIP

NOTES TO THE CASH FLOW STATEMENT
FOR THE YEAR ENDED 31 MARCH 2018

1. RECONCILIATION OF NET INCOME TO NET CASH FLOW FROM OPERATING ACTIVITIES

<table>
<thead>
<tr>
<th></th>
<th>31.3.18</th>
<th>31.3.17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income for the reporting period (as per the statement of financial activities)</td>
<td>86,358</td>
<td>28,335</td>
</tr>
<tr>
<td>Adjustments for:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest received</td>
<td>(2,586)</td>
<td>(3,485)</td>
</tr>
<tr>
<td>Increase in debtors</td>
<td>(20,708)</td>
<td>(41,922)</td>
</tr>
<tr>
<td>Decrease in creditors</td>
<td>(12,697)</td>
<td>(42,349)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net cash provided by (used in) operating activities</td>
<td>50,367</td>
<td>(59,421)</td>
</tr>
</tbody>
</table>
BERKSHIRE COUNTY SPORTS PARTNERSHIP

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2018

1. ACCOUNTING POLICIES

Basis of preparing the financial statements
The financial statements of the charitable company, which is a public benefit entity under FRS 102, have been prepared in accordance with the Charities SORP (FRS 102) ‘Accounting and Reporting by Charities: 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 (FRS 102) (effective 1 January 2015)’, Financial Reporting Standard 102 ‘The Financial Reporting Standard applicable in the UK and Republic of Ireland’ and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

Income
All income is recognised in the Statement of Financial Activities once the charity has entitlement to the funds, it is probable that the income will be received and the amount can be measured reliably.

Expenditure
Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

Allocation and apportionment of costs
Charitable activities expenditure represents all costs incurred which are directly attributable to projects. Costs of generating funds represents expenditure incurred to promote the charity.

Taxation
The charity is exempt from corporation tax on its charitable activities.

Fund accounting
Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees.

Restricted funds can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

Further explanation of the nature and purpose of each fund is included in the notes to the financial statements.

Fixed asset capitalisation policy
The charity has a policy not to capitalise assets under £1,000.

Pension
The charitable company pays into an auto-enrolment compliant group scheme since April 2015. This is a defined contribution pension scheme and payments are at the same rate for each employee. Contributions are charged to the Statement of Financial Activities in the period to which they relate.

2. INVESTMENT INCOME

<table>
<thead>
<tr>
<th></th>
<th>31.3.18</th>
<th>31.3.17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bank interest received</td>
<td>£2,586</td>
<td>£3,485</td>
</tr>
</tbody>
</table>

3. INCOME FROM CHARITABLE ACTIVITIES

<table>
<thead>
<tr>
<th>Activity</th>
<th>31.3.18</th>
<th>31.3.17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants/Commissioned projects</td>
<td>£567,718</td>
<td>£644,360</td>
</tr>
<tr>
<td>Grants/Commissioned projects</td>
<td>£102,280</td>
<td>£99,641</td>
</tr>
<tr>
<td>Grants/Commissioned projects</td>
<td>£18,731</td>
<td>£14,936</td>
</tr>
<tr>
<td>Grants/Commissioned projects</td>
<td>£119,171</td>
<td>£66,729</td>
</tr>
<tr>
<td>Grants/Commissioned projects</td>
<td>£807,900</td>
<td>£825,666</td>
</tr>
</tbody>
</table>

Page 14
3. **INCOME FROM CHARITABLE ACTIVITIES - continued**

All grants received in the year related to the primary objects and activities of the charity.

Grants received, included in the above, are as follows:

<table>
<thead>
<tr>
<th></th>
<th>31.3.18</th>
<th>31.3.17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Other grants</td>
<td>£807,900</td>
<td>£825,666</td>
</tr>
</tbody>
</table>

4. **CHARITABLE ACTIVITIES COSTS**

<table>
<thead>
<tr>
<th></th>
<th>Direct costs</th>
<th>Support costs (See note 5)</th>
<th>Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>£</td>
<td>£</td>
<td>£</td>
</tr>
<tr>
<td>Sport England</td>
<td>143,129</td>
<td>375,296</td>
<td>518,425</td>
</tr>
<tr>
<td>Local Authority</td>
<td>75,875</td>
<td>25,959</td>
<td>101,834</td>
</tr>
<tr>
<td>Other public body</td>
<td>8,109</td>
<td>12,673</td>
<td>20,782</td>
</tr>
<tr>
<td>Non-public</td>
<td>38,729</td>
<td>44,358</td>
<td>83,087</td>
</tr>
<tr>
<td></td>
<td><strong>265,842</strong></td>
<td><strong>458,286</strong></td>
<td><strong>724,128</strong></td>
</tr>
</tbody>
</table>

5. **SUPPORT COSTS**

<table>
<thead>
<tr>
<th></th>
<th>Management £</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sport England</td>
<td>375,296</td>
</tr>
<tr>
<td>Local Authority</td>
<td>25,959</td>
</tr>
<tr>
<td>Other public body</td>
<td>12,673</td>
</tr>
<tr>
<td>Non-public</td>
<td>44,358</td>
</tr>
<tr>
<td></td>
<td><strong>458,286</strong></td>
</tr>
</tbody>
</table>

Support costs, included in the above, are as follows:
5. SUPPORT COSTS - continued

Management

<table>
<thead>
<tr>
<th></th>
<th>Sport England</th>
<th>Local Authority</th>
<th>Other public body</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>£</td>
<td>£</td>
<td>£</td>
</tr>
<tr>
<td>Wages</td>
<td>263,439</td>
<td>21,892</td>
<td>10,691</td>
</tr>
<tr>
<td>Social security</td>
<td>23,560</td>
<td>1,762</td>
<td>861</td>
</tr>
<tr>
<td>Pensions</td>
<td>25,483</td>
<td>2,127</td>
<td>1,039</td>
</tr>
<tr>
<td>Rent</td>
<td>18,544</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Travel</td>
<td>8,487</td>
<td>178</td>
<td>82</td>
</tr>
<tr>
<td>Insurance</td>
<td>1,887</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Partnership meetings</td>
<td>1,265</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Post, printing and stationery</td>
<td>1,893</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>IT and communications</td>
<td>2,555</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Marketing</td>
<td>6,961</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Computer and website costs</td>
<td>9,620</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Other office costs</td>
<td>4,889</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Payroll costs</td>
<td>648</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Professional fees</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Governance and Board meetings</td>
<td>3,322</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Audit fee</td>
<td>2,743</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td><strong>375,296</strong></td>
<td><strong>25,959</strong></td>
<td><strong>12,673</strong></td>
</tr>
</tbody>
</table>

31.3.18

<table>
<thead>
<tr>
<th></th>
<th>Non-public</th>
<th>Total activities</th>
<th>Total activities</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>£</td>
<td>£</td>
<td>£</td>
</tr>
<tr>
<td>Wages</td>
<td>33,994</td>
<td>330,016</td>
<td>294,404</td>
</tr>
<tr>
<td>Social security</td>
<td>531</td>
<td>26,714</td>
<td>30,827</td>
</tr>
<tr>
<td>Pensions</td>
<td>3,584</td>
<td>32,233</td>
<td>33,868</td>
</tr>
<tr>
<td>Rent</td>
<td>2,952</td>
<td>18,544</td>
<td>18,252</td>
</tr>
<tr>
<td>Travel</td>
<td>1,187</td>
<td>1,169</td>
<td>12,765</td>
</tr>
<tr>
<td>Insurance</td>
<td>1,265</td>
<td>1,297</td>
<td>1,297</td>
</tr>
<tr>
<td>Post, printing and stationery</td>
<td>415</td>
<td>2,308</td>
<td>3,296</td>
</tr>
<tr>
<td>IT and communications</td>
<td>465</td>
<td>3,020</td>
<td>2,062</td>
</tr>
<tr>
<td>Marketing</td>
<td>500</td>
<td>7,461</td>
<td>8,464</td>
</tr>
<tr>
<td>Computer and website costs</td>
<td>1,509</td>
<td>11,129</td>
<td>16,888</td>
</tr>
<tr>
<td>Other office costs</td>
<td>408</td>
<td>5,297</td>
<td>8,329</td>
</tr>
<tr>
<td>Payroll costs</td>
<td>648</td>
<td>642</td>
<td>642</td>
</tr>
<tr>
<td>Professional fees</td>
<td>300</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Governance and Board meetings</td>
<td>3,322</td>
<td>2,319</td>
<td>2,319</td>
</tr>
<tr>
<td>Audit fee</td>
<td>2,743</td>
<td>2,700</td>
<td>2,700</td>
</tr>
<tr>
<td></td>
<td><strong>44,358</strong></td>
<td><strong>458,286</strong></td>
<td><strong>437,988</strong></td>
</tr>
</tbody>
</table>

6. TRUSTEES’ REMUNERATION AND BENEFITS

There were no trustees’ remuneration or other benefits for the year ended 31 March 2018 nor for the year ended 31 March 2017.

Trustees’ expenses

Trustees expenses of £316 were paid during the year ended 31 March 2018 (2017: £422). These expenses consisted solely of travel expenses for 3 trustees.
7. **STAFF COSTS**

No employee received a salary at a rate of more than £62,000 per annum in the period.

The average numbers of staff during the year was 12 (2017: 11).

8. **COMPARATIVES FOR THE STATEMENT OF FINANCIAL ACTIVITIES**

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted fund</th>
<th>Restricted fund</th>
<th>Total funds</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>INCOME AND ENDOWMENTS FROM Charitable activities</strong></td>
<td>£</td>
<td>£</td>
<td>£</td>
</tr>
<tr>
<td>Sport England</td>
<td>-</td>
<td>644,360</td>
<td>644,360</td>
</tr>
<tr>
<td>Local Authority</td>
<td>-</td>
<td>99,641</td>
<td>99,641</td>
</tr>
<tr>
<td>Other public body</td>
<td>-</td>
<td>14,936</td>
<td>14,936</td>
</tr>
<tr>
<td>Non-public</td>
<td>-</td>
<td>66,729</td>
<td>66,729</td>
</tr>
<tr>
<td>Investment income</td>
<td>-</td>
<td>3,485</td>
<td>3,485</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>-</td>
<td>829,151</td>
<td>829,151</td>
</tr>
</tbody>
</table>

**EXPENDITURE ON Charitable activities**

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted fund</th>
<th>Restricted fund</th>
<th>Total funds</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sport England</td>
<td>-</td>
<td>656,347</td>
<td>656,347</td>
</tr>
<tr>
<td>Local Authority</td>
<td>-</td>
<td>98,921</td>
<td>98,921</td>
</tr>
<tr>
<td>Other public body</td>
<td>-</td>
<td>17,318</td>
<td>17,318</td>
</tr>
<tr>
<td>Non-public</td>
<td>-</td>
<td>28,230</td>
<td>28,230</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>-</td>
<td>800,816</td>
<td>800,816</td>
</tr>
</tbody>
</table>

**NET INCOME**

<table>
<thead>
<tr>
<th></th>
<th>£</th>
<th>£</th>
<th>£</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transfers between funds</td>
<td>40,323</td>
<td>(40,323)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Net movement in funds</strong></td>
<td>40,323</td>
<td>(11,988)</td>
<td>28,335</td>
</tr>
</tbody>
</table>

**RECONCILIATION OF FUNDS**

<table>
<thead>
<tr>
<th></th>
<th>£</th>
<th>£</th>
<th>£</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total funds brought forward</td>
<td>207,572</td>
<td>53,658</td>
<td>261,230</td>
</tr>
<tr>
<td><strong>TOTAL FUNDS CARRIED FORWARD</strong></td>
<td>247,895</td>
<td>41,670</td>
<td>289,565</td>
</tr>
</tbody>
</table>

9. **DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR**

<table>
<thead>
<tr>
<th></th>
<th>£</th>
<th>£</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade debtors</td>
<td>64,127</td>
<td>44,997</td>
</tr>
<tr>
<td>Prepayments and accrued income</td>
<td>4,797</td>
<td>3,219</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>68,924</td>
<td>48,216</td>
</tr>
</tbody>
</table>
BERKSHIRE COUNTY SPORTS PARTNERSHIP
NOTES TO THE FINANCIAL STATEMENTS - CONTINUED
FOR THE YEAR ENDED 31 MARCH 2018

10. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

<table>
<thead>
<tr>
<th></th>
<th>31.3.18</th>
<th>31.3.17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trade creditors</td>
<td>£40,740</td>
<td>£49,611</td>
</tr>
<tr>
<td>Social security and other taxes</td>
<td>£9,076</td>
<td>£7,324</td>
</tr>
<tr>
<td>Other creditors</td>
<td>£3,537</td>
<td>£4,484</td>
</tr>
<tr>
<td>Accruals and deferred income</td>
<td>£78,928</td>
<td>£83,639</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>£132,281</td>
<td>£144,978</td>
</tr>
</tbody>
</table>

11. MOVEMENT IN FUNDS

The fund balances are held for the following purposes:

**General fund**
- Represents unrestricted funds held for the general running and administration of the charitable company.

**Restricted funds**
- Represents all grants and related expenditure where the donor has specified how the funds should be applied, for example grants from Sport England, Greenham Common Trust, Berkshire Community Foundation and other local organisations.

**Transfers between funds**
During the year £35,263 was transferred between restricted and unrestricted funds representing the surpluses for the years ended 31 March 2018 (2017: £40,323).

12. RELATED PARTY DISCLOSURES

There were no related party transactions for the year ended 31 March 2018.

13. ULTIMATE CONTROLLING PARTY

The operations of the charitable company are controlled by the Directors.

14. SHARE CAPITAL

The charitable company has no share capital, being limited by guarantee under the provisions of the Companies Act 2006.

15. ANALYSIS OF NET ASSETS BETWEEN FUNDS

<table>
<thead>
<tr>
<th></th>
<th>Restricted funds</th>
<th>General funds</th>
<th>Total funds</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>£</td>
<td>£</td>
<td>£</td>
</tr>
<tr>
<td>Tangible fixed assets</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Current assets</td>
<td>£186,648</td>
<td>£247,895</td>
<td>£434,543</td>
</tr>
<tr>
<td>Current liabilities</td>
<td>(£144,978)</td>
<td>-</td>
<td>(£144,978)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>£41,670</td>
<td>£247,895</td>
<td>£289,565</td>
</tr>
</tbody>
</table>

Fund balances at 31 March 2017 are represented by:-

Page 18
BERKSHIRE COUNTY SPORTS PARTNERSHIP

DETAILED STATEMENT OF FINANCIAL ACTIVITIES
FOR THE YEAR ENDED 31 MARCH 2018

<table>
<thead>
<tr>
<th></th>
<th>31.3.18</th>
<th>31.3.17</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>£</td>
<td>£</td>
</tr>
</tbody>
</table>

INCOME AND ENDOWMENTS

**Investment income**
- Bank interest received 2,586 3,485

**Charitable activities**
- Grants/Commissioned projects 807,900 825,666

**Total incoming resources**

810,486 829,151

EXPENDITURE

**Charitable activities**
- Programme delivery 265,842 362,828

**Support costs**

**Management**
- Wages 330,016 294,404
- Social security 26,714 30,827
- Pensions 32,233 33,686
- Rent 18,544 18,252
- Travel 11,699 12,765
- Insurance 1,887 1,757
- Partnership meetings 1,265 1,297
- Post, printing and stationery 2,308 3,296
- IT and communications 3,020 2,062
- Marketing 7,461 8,464
- Computer and website costs 11,129 16,888
- Other office costs 5,297 8,329
- Payroll costs 648 642
- Professional fees - 300
- Governance and Board meetings 3,322 2,319
- Audit fee 2,743 2,790

458,286 437,988

**Total resources expended**

724,128 800,816

**Net income**

86,358 28,335