Registered number: 04584694 Charity number: 1095435

# **The Alnwick Garden Trust**

(A company limited by guarantee)

**Annual report** 

31 March 2021

(A company limited by guarantee)

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## Reference and administrative details Year ended 31 March 2021

**Trustees** 

The Duchess of Northumberland

Jonathan Blackie CBE, Chair

Richard Hutton John Lovett

Sir James Leigh-Pemberton

Sir James Mackey

Company registered

number

04584694

Charity registered

number

1095435

Registered office

The Alnwick Garden Gardeners Cottage Greenwell Road

Alnwick

Northumberland NE66 1HB

Chief executive officer

Mark Brassell

Independent auditor

UNW LLP Citygate

St James' Boulevard

Newcastle upon Tyne

NE1 4JE

Bankers

Barclays Bank

Morpeth

Northumberland NE61 3YY

Solicitors

Ward Hadaway Sandgate House 102 Quayside

Newcastle upon Tyne

NE1 3DX

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## Chairman's statement Year ended 31 March 2021

The year to the end of March 2021 was a year like no other. It began with the country locked down. The Garden had closed on 23rd March 2020 as a result of the COVID-19 pandemic. The Trust went into the pandemic with a positive level of unrestricted reserves, although the prospect of losing most of our income put us in a difficult position. The team immediately went into cost saving mode and financial models were developed to see how long The Garden could survive on the resources it had available.

All but three staff were put on the Government's 'furlough' scheme, to protect jobs during the closure, and the site infrastructure was geared down to low power apart from the emergency equipment. Further vital financial support was received through business continuity grants from Northumberland County Council and reductions in business rates. Once restrictions were eased, focus turned to making the site as COVID safe as possible for reopening. Sanitising stations and new sign boards were built by the team, new doors and a one-way system with social distancing was introduced. Our ticketing changed to an online pre-booked system. The team showed great resilience. The Garden was able to reopen in July, with excellent visitor numbers, and lots of positive feedback around how safe The Garden felt.

Infections rose in November and The Garden had to close again. We decided to go ahead with The Garden's Christmas programme, a decision made easier when The Trust was awarded £90,000 from the Government's Cultural Recovery Fund, to extend the Christmas Light Trail. This included an amount for lighting Alnwick to increase footfall in the town centre.

The Christmas programme proved to be The Garden's most successful yet, 32,000 Light Trail tickets were sold. The trail provided an affordable, positive experience, much needed after such a difficult year. The financial success of Christmas also helped to secure The Trust's financial position through the next period of lockdown in early 2021. Despite The Garden being closed for seven months of this financial year we still managed to welcome over 170,871 visitors and over 29,042 people to the adventure golf course. Alongside this, work on the new Lilidorei Play Village commenced with work starting on the ground works.

Throughout this challenging period, we have strived to reflect our charitable objectives. The Garden's community programmes had to be curtailed during much of the year. We have sought ways to contribute positively in the circumstances, including the use of the main carpark as a COVID test site, donating all The Garden's tulip stock to local NHS workers and providing over 700 free Light Trail tickets to charities on our dedicated community night. Throughout the year we provided as much support as possible to our community programme participants, including providing vegetable hampers to our Elderberries in August and Christmas hampers in December. Thankfully we have safeguarded our ability and capacity to deliver our community impacts as we move out of the Pandemic.

The Trust ends the year with a modest reduction in funds. We can take great heart from our efforts during one of the most challenging periods in living memory. Mark and the team have shown great resilience, spirit and problem-solving capabilities and we can anticipate the year ahead with great confidence. We look forward to a strong reset season in 2021/22 and the exciting opening of Lilidorei in 2023. The Trust is immensely grateful for all the financial support it received from visitors, the various Governmental measures, and Northumberland County Council throughout the year.

I thank The Duchess of Northumberland for her vision and commitment to The Garden during these difficult times, and the other trustees, Richard, James, Jim and John for their advice and support. Thanks also to The Duke of Northumberland and Northumberland Estates for their help.

This year really belongs to Mark and the team. I have been impressed by their commitment to The Garden and willingness to go the extra mile during this period. Performance since reopening in April 2021 has been really encouraging and I am confident we will continue to recover strongly in the months ahead.

Jonathan Blackie CBE, Chairman

Josethan Blackie

28 September 2021

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## Trustees' report Year ended 31 March 2021

The trustees present their annual report together with the audited financial statements of the group and the charitable company for the year 1 April 2020 to 31 March 2021. The report satisfies the requirements of a strategic report under the Companies Act 2006 and the trustees annual report under the Charities Act 2001. The trustees confirm that the annual report and financial statements of the company comply with the current statutory requirements, the requirements of the company's governing document and the provisions of the Statement of Recommended Practice (SORP), 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 2019).

### **Objectives and Activities**

#### Policies and objectives

The mission of The Alnwick Garden is to inspire and connect people in an inclusive space of beauty and learning that ultimately enriches people's lives.

Our values	Our goals
Community	Embed our roots in the surrounding community and grow together
Charity	Provide a social and educational space for those in need
Access for all	Promote inclusivity with access for all abilities
Bold imagination	Enrich people's lives with memorable experience
Innovation	Create engaging learning opportunities for all ages

#### Strategy for achieving charitable objectives

In order to achieve The Garden's charitable objectives, The Alnwick Garden's strategic plan identifies the following key themes:

**Social Theme 1** - To significantly upscale The Garden's social impacts by expanding its community programmes, creating jobs and supporting local businesses.

**Social Theme 2** - Sustain the winning culture. Ensuring the team of staff and volunteers continue to uphold and live by the values of The Garden, centred around teamwork, caring and being an active member of the local community.

**Commercial Theme 1** - Transform the catering offer across site so that The Garden becomes a food destination in its own right.

Commercial Theme 2 - Transform the Retail operation into a immersive shopping experience

Commercial Theme 3 - Become the top Halloween and Christmas destination in the North East

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# Trustees' report (continued) Year ended 31 March 2021

#### Main activities undertaken to further the charity's purposes for the public benefit

The trustees have due regard to the Charity Commission's guidance on public benefit. The Alnwick Garden's on site activities encompass a number of the charitable purposes referred to in The Charities Act 2011, namely:

- The advancement of education.
- The relief of those in need, by reason of youth, age, ill health, disability, financial hardship or other disadvantage.
- The advancement of the arts, culture, heritage or science.
- The advancement of health or the saving of lives.
- The advancement of citizenship or community development.

The activities undertaken during the year were curtailed due to the COVID-19 pandemic. The Garden was only open for five months of the year and even during this time The Garden's planned community and education programmes could not go ahead due to the vulnerable nature of the participants. Despite this, we are satisfied that the charity is fulfilling its public benefit requirement and set out our achievements against our charitable objectives below.

#### Achievements and performance

#### Review of the five charitable objectives against activities delivered in 2020/21

#### Promoting skills and lifelong learning

#### Objectives

Provide opportunities for people of all ages and abilities to learn and grow.

#### Activities

Inspiring learning and skills development is a culture embedded within The Alnwick Garden's ethos and values. All provision encourages learning and growth through a diverse range of activities and events. Our young people's and children's programmes are designed to utilise our resources and expose them to concepts and opportunities that are sometimes unfamiliar to them. This includes using our outdoor space as an educational environment, thus enabling children and young people to explore different ways of learning life skills. From drugs education in the Poison Garden to conservation and den building in the Woodland Walk, provision covers multiple aspects of the National Curriculum. Fostering a love of the outdoors from an early age and learning fundamental skills enthuses children on to a lifelong path of an affinity with their environment and nature.

While the Trust's innovative Drugs Education programme could not be offered in 2020 due to the pandemic the team spent time building relationships with new partner in order to grow the audience when the programme is able to recommence. Interest levels are still high, and it is hoped that we can recommence the programme in early 2021. Recent reports have shown that the pandemic has had a serious impact on young people's mental health and there has been an increase in substance misuse. Our programme will be needed more than ever to build young people's self-esteem and resilience to give them the confidence to make informed and positive choices around friendship groups, lifestyle options and engaging in positive activities.

#### Encouraging people to think differently about disability

#### Objectives

Encouraging children of different abilities to play together.

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## Trustees' report (continued) Year ended 31 March 2021

#### Activities

The Young Gardeners programme works with families where a child or children has an additional need or disability. Through specialised support, children engage in a variety of gardening activities that ensure inclusivity and accessibility. It also allows families to have time together, learning new skills and creating a gardening plot that is theirs for the season. Through engaging and new experiences, children build trusting relationships with staff which builds their confidence and self esteem. It's hoped that families use these new skills in their own gardens to make creative and imaginative environments for them all to enjoy.

Through the use of appropriate tools and making adaptations, children of varying abilities can participate on an equal footing which tackles feelings of isolation or segregation, with the opportunity to move on to a range of other activities that are offered to everyone. Although families could not tend to their garden plots this year our Community and Education team kept in close contact with participants providing support and guidance particularly around how to cope with lockdowns.

### Enabling experience of the arts

#### **Objectives**

Enabling people to experience a variety of art forms such as architecture and sculpture; live music and choirs; street theatre and storytelling.

#### Activities

Each year, The Garden strives to showcase new artists and support established ones. With lockdown restrictions in place and the focus on not crowding people together the events team had to completely overhaul the way this objective was delivered.

The Crafty Cottage, usually the centrepiece of our artistic delivery, was closed for the entire year and all available resources were channelled towards delivering an immersive Christmas Light Trail. Using the latest lighting and sound technology and partnering with the region's leading creative artists, this year's performance received outstanding reviews. In addition to this, the Cultural Recovery Fund grant allowed us to not only extend the run of the show but extend it into the Town Centre. This helped support local businesses within Alnwick, and also provided free access to the spectacle for those who did not buy tickets to the event.

The Christmas Light Trail ran for 27 nights. One of these nights was a dedicated community night where free tickets were allocated to North East charities to allow access for all. Over 32,000 tickets were sold to the Light Trail with 700 attending on the community night.

## Encouraging healthy activity for all

#### Objectives

Running programmes that promote health, happiness and wellbeing for all ages; raising awareness among children and families on how to achieve a healthier lifestyle. Using the unique indoor and outdoor spaces of The Garden to encourage participation in a range of physical activity workshops.

#### Activities

The Elderberries is the longest-running and most established programme at The Alnwick Garden. The programme works with people aged over 55 to combat isolation, provide stimulating and mind provoking activities, as well as increase physical exercise and promote mental wellbeing. The Trust ensures that every activity and group follow at least one of the NHS 5 Steps to Wellbeing, which are:

- Connect with other people
- Be physically active
- Learn new skills
- Give to others
- Mindfulness

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## Trustees' report (continued) Year ended 31 March 2021

With COVID restrictions in place, the Community and Education team had to think of innovative and creative ways to remain connected to our Elderberries this year. Many of our participants are in the vulnerable category and were required to shield until vaccines were developed.

Contact was maintained with our Elderberries through regular telephone calls. In addition to this all the vegetables that were normally grown for our Roots and Shoots programme were harvested and used to provide hampers to our more isolated Elderberries. Christmas hampers were also created and delivered to over 150 Elderberries in December.

Although our usual Roots and Shoots programme could not proceed in 2020 the team spent their time updating the course content and preparing the participating schools for the roll out in 2021.

The programme supports schools across Northumberland to tackle childhood obesity and promote healthy living in children and young people. Ten schools, each with approximately 20 children per season are signed up to the programme in 2021. Throughout the growing season, each school will be allocated their own plot where they prepare the soil, plant produce and harvest the vegetables. The practical sessions are coupled with classroom education around healthy eating, living well and the importance of exercise. The children can then take this learning home and help transform their own garden and prepare tasty meals with the produce they've grown.

#### Community Development

#### Objectives

To empower young adults in either securing employment or starting a business.

#### Activities

Our Grow Into Work initiative is an employment support programme part funded by The Mercers Company, to help people in North Northumberland to gain the skills, knowledge and confidence to secure sustainable employment. The six-week programme is a mix of work experience and classroom-based sessions where beneficiaries develop CV writing skills, application form completion and interview and presentation skills. Support continues once beneficiaries have completed the programme with telephone, face to face and email support. Support may continue until the beneficiary gains employment, and beyond if required. Despite that the programme could not proceed in 2020, the pandemic and its impact will make the Grow Into Work programme more vital than ever. A new group of recruits have already been signed up to the programme that will run through the Summer and Autumn of 2021.

## **Economic impact of The Garden**

Since opening 20 years ago, The Alnwick Garden has had a tremendous impact on the local community from both a financial and social perspective. Over 6.75 million visitors have visited The Garden in this time and this footfall can nearly be doubled when taking into account non-paying visitors using the retail shop and The Treehouse.

The Garden is a proud supporter of local businesses. Strong relationships have been built this year with suppliers in and around Alnwick. The retail shop has pivoted towards supporting local producers, in particular the local creative sector. With all catering operations being managed by The Garden now, a commitment has also been made to source produce and ingredients locally.

One key consideration through the pandemic was The Garden's role in driving economic activity in the area. This was a key reason for bringing in external independent food vendors for Christmas. It was also instrumental in pushing for the installation of Christmas lighting in Alnwick town. We faced a difficult decision in November on whether to push ahead with a Christmas offer or rather take a defensive position and remain closed until the new revenue generation season commenced in Easter 2021. The ultimately correct decision to move ahead with Christmas was done with the intention of creating an uplifting, yet affordable festive event that the region needed but also creating an economic impact that the whole area could benefit from.

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# Trustees' report (continued) Year ended 31 March 2021

It is estimated that The Garden has contributed £315m to the local economy since its inception. Of this, £153m has been spent directly with local suppliers. This economic activity has supported 2,948 jobs since opening.

The Alnwick Garden is an inspirational initiative that has put Alnwick, Northumberland and the North East on the international tourist map. The investment has strengthened the local economy and created an attraction that brings international visitors to Northumberland, increasing significantly the numbers of new and repeat visitors to Alnwick and the surrounding area.

The Alnwick Garden is an inspirational initiative that has put Alnwick, Northumberland and the North East on the international tourist map. The investment has strengthened the local economy and created an attraction that brings international visitors to Northumberland, increasing significantly the numbers of new and repeat visitors to Alnwick and the surrounding area. The new Lilidorei development will build on this success and is on track to open in Easter 2023. Great progress has been made on the enabling ground works so the economic benefits have already commenced with the arrival of the construction team.

#### Fundraising activities

Fundraising efforts this year were targeted towards the provision of our community programmes.

Applications were made to a range of charitable trusts, public bodies and individuals, and the key donors were as follows:

- Joan Robson
- Sir James Knott Trust
- Red Box Bars
- Northumbria Police
- CEO Sleepout

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Trustees' report (continued) Year ended 31 March 2021

#### Financial review

#### Financial key performance indicators

Full details of the charitable company's financial position can be found in the accompanying financial statements attached to this report. The consolidated statement of financial activities shows total incoming resources of £3,924,212 (2020: £6,268,701), total resources expended of £4,616,640 (2020: £5,316,060) and net outgoing resources for the year of £692,428 (2020: net incoming resources of £952,641).

When assessing the consolidated balance sheet it is important to note that in the year to 31 March 2021, the creditors amount includes a long term interest free loan which the charity has received from Northumberland Estates. FRS 102 requires that such loans are recognised at net present value as calculated by reference to an applicable discount rate. The charity has calculated the net present value of the £8m loan to be £1,664,950 at 31 March 2021 (£1,565,041 at 31 March 2020), based on a discount rate of 6%, the agreed repayment structure and the settlement date in 2047.

## Non financial key performance indicators

The Garden performed remarkably well considering we were only able to open for five months of the financial year. Some of the non-financial key performance indicators included:

- 170,871 Garden Visitors
- 29,042 Adventure Golf Visitors

The social impacts delivered by our Community and Education team were obviously curtailed due to the pandemic, but a great deal of time was invested into planning for the post pandemic period. Some of the achievements this year included:

- 58 Fresh Vegetable Hampers delivered to vulnerable families
- 700 beneficiaries attended Light Trail Community Night
- 73,940 visitors to the Poison Garden
- 150 Christmas Hampers delivered to Elderberries
- Directly supported three local food businesses during the Light Trail run
- 30,000 Visitors to the Christmas Light Trail

More Information on The Trust's Social Impacts are contained in the 2020/2021 Social Impact report on The Alnwick Garden website.

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## Trustees' report (continued) Year ended 31 March 2021

#### Financial performance summary

Revenue         £ </th
Revenue         Admissions (including Friends and Gift Aid)         1,441,331         2,558,414         2,545,925         2,506,961         2,373,922           Retail Sales         276,718         560,697         697,793         701,672         597,586           Catering Sales         356,335         -         1,318,618         1,375,645         1,304,604           Rental and Other Revenue         139,038         728,782         421,318         328,679         239,401           Other Income         763,043         34,989         27,139         4,714         51,184           Total Revenue         2,976,465         3,882,882         5,010,793         4,917,871         4,566,697           Direct Costs         626,382         972,711         815,472         749,878         683,541           Retail Cost of Sales and direct costs         321,490         474,382         549,605         519,790         457,781           Catering Cost of Sales and direct costs         431,803         -         1,069,116         1,177,810         1,083,400           Other Direct Costs         1,379,675         1,462,706         2,446,337         2,462,477         2,224,722           Gross Profit         1,596,790         2,420,176         2,564,456         2,455,394
Retail Sales         276,718         560,697         697,793         701,672         597,586           Catering Sales         356,335         -         1,318,618         1,375,645         1,304,604           Rental and Other Revenue         139,038         728,782         421,318         328,879         239,401           Other Income         763,043         34,939         27,139         4,714         51,184           Total Revenue         2,976,465         3,882,882         5,010,793         4,917,871         4,566,697           Direct Costs         626,382         972,711         815,472         749,878         683,541           Retail Cost of Sales and direct costs         321,490         474,382         549,605         519,790         457,781           Catering Cost of Sales and direct costs         431,803         -         1,069,116         1,177,810         1,083,400           Other Direct Costs         1,379,675         1,462,706         2,446,337         2,462,477         2,224,722           Gross Profit         1,596,790         2,420,176         2,564,456         2,455,394         2,341,975           Operating Costs         334,928         339,292         303,251         284,774           Marketing and Communication
Catering Sales         356,335         -         1,318,618         1,375,645         1,304,604           Rental and Other Revenue         139,038         728,782         421,318         328,879         239,401           Other Income         763,043         34,989         27,139         4,714         51,184           Total Revenue         2,976,465         3,882,882         5,010,793         4,917,871         4,566,697           Direct Costs         626,382         972,711         815,472         749,878         683,541           Retail Cost of Sales and direct costs         321,490         474,382         549,605         519,790         457,781           Catering Cost of Sales and direct costs         431,803         -         1,069,116         1,177,810         1,083,400           Other Direct Costs         1,379,675         1,462,706         2,446,337         2,462,477         2,224,722           Gross Profit         1,596,790         2,420,176         2,564,456         2,455,394         2,341,975           Operating Costs         277,004         334,928         339,292         303,251         284,774           Marketing and Communication         190,675         337,956         371,536         351,099         318,023
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Other Income         763,043         34,989         27,139         4,714         51,184           Total Revenue         2,976,465         3,882,882         5,010,793         4,917,871         4,566,697           Direct Costs         8         626,382         972,711         815,472         749,878         683,541           Retail Cost of Sales and direct costs         321,490         474,382         549,605         519,790         457,781           Catering Cost of Sales and direct costs         431,803         -         1,069,116         1,177,810         1,083,400           Other Direct Costs         15,613         12,144         14,999         -           Total Direct Costs         1,379,675         1,462,706         2,446,337         2,462,477         2,224,722           Gross Profit         1,596,790         2,420,176         2,564,456         2,455,394         2,341,975           Operating Costs         277,004         334,928         339,292         303,251         284,774           Marketing and Communication         190,675         337,956         371,536         351,099         318,023           Management and Administration         398,593         392,117         420,154         424,140         412,296 <th< td=""></th<>
Total Revenue         2,976,465         3,882,882         5,010,793         4,917,871         4,566,697           Direct Costs         8         972,711         815,472         749,878         683,541           Retail Cost of Sales and direct costs         321,490         474,382         549,605         519,790         457,781           Catering Cost of Sales and direct costs         431,803         -         1,069,116         1,177,810         1,083,400           Other Direct Costs         1,379,675         1,462,706         2,446,337         2,462,477         2,224,722           Gross Profit         1,596,790         2,420,176         2,564,456         2,455,394         2,341,975           Operating Costs         277,004         334,928         339,292         303,251         284,774           Marketing and Communication         190,675         337,956         371,536         351,099         318,023           Management and Administration         398,593         392,117         420,154         424,140         412,296           Other Staff Costs         7,422         9,141         14,015         17,992         21,629           Other Overheads         95,071         90,357         94,267         101,093         106,900
Direct Costs         626,382         972,711         815,472         749,878         683,541           Retail Cost of Sales and direct costs         321,490         474,382         549,605         519,790         457,781           Catering Cost of Sales and direct costs         431,803         -         1,069,116         1,177,810         1,083,400           Other Direct Costs         15,613         12,144         14,999         -           Total Direct Costs         1,379,675         1,462,706         2,446,337         2,462,477         2,224,722           Gross Profit         1,596,790         2,420,176         2,564,456         2,455,394         2,341,975           Operating Costs         277,004         334,928         339,292         303,251         284,774           Marketing and Communication         190,675         337,956         371,536         351,099         318,023           Management and Administration         398,593         392,117         420,154         424,140         412,296           Other Staff Costs         7,422         9,141         14,015         17,992         21,629           Other Overheads         95,071         90,357         94,267         101,093         106,900
Admissions Direct Costs         626,382         972,711         815,472         749,878         683,541           Retail Cost of Sales and direct costs         321,490         474,382         549,605         519,790         457,781           Catering Cost of Sales and direct costs         431,803         -         1,069,116         1,177,810         1,083,400           Other Direct Costs         1,379,675         1,5613         12,144         14,999         -           Total Direct Costs         1,379,675         1,462,706         2,446,337         2,462,477         2,224,722           Gross Profit         1,596,790         2,420,176         2,564,456         2,455,394         2,341,975           Operating Costs         277,004         334,928         339,292         303,251         284,774           Marketing and Communication         190,675         337,956         371,536         351,099         318,023           Management and Administration         398,593         392,117         420,154         424,140         412,296           Other Staff Costs         7,422         9,141         14,015         17,992         21,629           Other Overheads         95,071         90,357         94,267         101,093         106,900
Retail Cost of Sales and direct costs         321,490         474,382         549,605         519,790         457,781           Catering Cost of Sales and direct costs         431,803         -         1,069,116         1,177,810         1,083,400           Other Direct Costs         1,379,675         1,5613         12,144         14,999         -           Total Direct Costs         1,379,675         1,462,706         2,446,337         2,462,477         2,224,722           Gross Profit         1,596,790         2,420,176         2,564,456         2,455,394         2,341,975           Operating Costs         277,004         334,928         339,292         303,251         284,774           Marketing and Communication         190,675         337,956         371,536         351,099         318,023           Management and Administration         398,593         392,117         420,154         424,140         412,296           Other Staff Costs         7,422         9,141         14,015         17,992         21,629           Other Overheads         95,071         90,357         94,267         101,093         106,900
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Other Direct Costs         15,613         12,144         14,999         -           Total Direct Costs         1,379,675         1,462,706         2,446,337         2,462,477         2,224,722           Gross Profit         1,596,790         2,420,176         2,564,456         2,455,394         2,341,975           Operating Costs         Garden Maintenance         277,004         334,928         339,292         303,251         284,774           Marketing and Communication         190,675         337,956         371,536         351,099         318,023           Management and Administration         398,593         392,117         420,154         424,140         412,296           Other Staff Costs         7,422         9,141         14,015         17,992         21,629           Other Overheads         95,071         90,357         94,267         101,093         106,900
Total Direct Costs         1,379,675         1,462,706         2,446,337         2,462,477         2,224,722           Gross Profit         1,596,790         2,420,176         2,564,456         2,455,394         2,341,975           Operating Costs         Garden Maintenance         277,004         334,928         339,292         303,251         284,774           Marketing and Communication         190,675         337,956         371,536         351,099         318,023           Management and Administration         398,593         392,117         420,154         424,140         412,296           Other Staff Costs         7,422         9,141         14,015         17,992         21,629           Other Overheads         95,071         90,357         94,267         101,093         106,900
Gross Profit         1,596,790         2,420,176         2,564,456         2,455,394         2,341,975           Operating Costs         Garden Maintenance         277,004         334,928         339,292         303,251         284,774           Marketing and Communication         190,675         337,956         371,536         351,099         318,023           Management and Administration         398,593         392,117         420,154         424,140         412,296           Other Staff Costs         7,422         9,141         14,015         17,992         21,629           Other Overheads         95,071         90,357         94,267         101,093         106,900
Operating Costs           Garden Maintenance         277,004         334,928         339,292         303,251         284,774           Marketing and Communication         190,675         337,956         371,536         351,099         318,023           Management and Administration         398,593         392,117         420,154         424,140         412,296           Other Staff Costs         7,422         9,141         14,015         17,992         21,629           Other Overheads         95,071         90,357         94,267         101,093         106,900
Garden Maintenance         277,004         334,928         339,292         303,251         284,774           Marketing and Communication         190,675         337,956         371,536         351,099         318,023           Management and Administration         398,593         392,117         420,154         424,140         412,296           Other Staff Costs         7,422         9,141         14,015         17,992         21,629           Other Overheads         95,071         90,357         94,267         101,093         106,900
Marketing and Communication         190,675         337,956         371,536         351,099         318,023           Management and Administration         398,593         392,117         420,154         424,140         412,296           Other Staff Costs         7,422         9,141         14,015         17,992         21,629           Other Overheads         95,071         90,357         94,267         101,093         106,900
Management and Administration         398,593         392,117         420,154         424,140         412,296           Other Staff Costs         7,422         9,141         14,015         17,992         21,629           Other Overheads         95,071         90,357         94,267         101,093         106,900
Other Staff Costs         7,422         9,141         14,015         17,992         21,629           Other Overheads         95,071         90,357         94,267         101,093         106,900
Other Overheads 95,071 90,357 94,267 101,093 106,900
Promises Costs 246 182 448 552 316 482 320 237 280 534
Premises Costs 240,102 410,332 310,402 320,201 200,504
Repairs and Maintenance 182,799 153,003 217,720 213,311 205,703
Total Operating Costs 1,397,746 1,766,054 1,773,466 1,731,123 1,629,859
Operating Revenue before Capital 199,044 654,122 790,990 724,271 712,116 Investment and Impact Activity
Capital Investment - Charged to Profit and Loss 164,031 233,720 194,636 236,284 97,975
Capital Investment - Capitalised 227,618 297,517 272,584 408,555 464,569
EBITDA Before Impact Activity (192,605) 122,885 323,770 79,432 149,572
Costs of Impact Activity 137,192 250,830 181,786 161,059 167,306
Donations toward Impact Activity (23,166) (98,350) (109,134) (146,974) (92,760)
EBITDA After Impact Activity (306,631) (29,595) 251,117 65,347 75,025

The table above demonstrates The Garden's consistently strong Operating Revenue over the last five years. This has been underpinned by a stringent control over costs and a solid visitor footfall. The operating revenue surpluses are reinvested in the operations of the Garden, with decisions made by trustees on a case by case basis. There are primarily three areas for ongoing investment to expand and enhance the Charity's public benefit which are:

(A company limited by guarantee)

## Trustees' report (continued) Year ended 31 March 2021

- Firstly, delivering The Garden's social impacts through its Community and Education activities. A significant amount is also received from external donations to supplement this however in recent years there has been less reliance on external donations due to the healthy cash flows The Garden has been able to generate.
- Secondly, capital investment required as part of the infrastructure maintenance plan.
- Thirdly, investment in the development of new projects such as the new adventure golf course and The Garden's Festive season offering.

#### Footnote:

The numbers above are presented in non statutory form to demonstrate the underlying profitability of the garden operations prior to the Trust taking on significant debt as set out elsewhere in the report. Classifications between income and expenditure of different operations in this format and the statutory headings and charitable functions described elsewhere in financial statements differ due to some charitable activities being income generating in order to support the wider operations of the garden. The total income and expenditure set out above can be reconciled to the previously audited financial statements of the group.

#### Reserves policy

The impact of the COVID-19 pandemic totally transformed the way The Trust viewed its reserves. UK charities were severely impacted by the pandemic and one of the reasons for this was that they were carrying too few reserves. The Garden, too, would be in a more challenging financial position had it not been for the successful festive season. During the periods of lockdown, much was learnt about the true costs of The Garden when closed. We now have a much better feel for what The Garden's fixed and variable costs are.

With these lessons learnt, trustees agreed the need to be more robust against major risks in the future and thus it was agreed that free reserves should be increased accordingly. Trustees decided that the free reserves target should be adjusted to six months of operating costs. The average monthly running costs of The Garden in 2020 amounted to £236k; six months of these costs would amount to £1.416m. It is therefore one of the goals of The Trust to grow the reserves to this level over the next four years.

#### Going concern

Despite the considerable strain the COVID-19 pandemic has placed on the tourism industry, trustees are comfortable with the financial position of The Garden. The Garden has rebounded well and is in a good position to capitalise on the staycation trend in 2021. Repayments of the CBILS loan have commenced and the intention is to settle the loan before interest charges apply. Consequently, the trustees have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. For this reason, they continue to adopt the going concern basis in preparing the financial statements.

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Trustees' report (continued) Year ended 31 March 2021

#### Risk management

The major risks to which the charitable company is exposed have been identified, and systems have been established to mitigate those risks. A full review of all risks is carried out annually. A risk management committee meets monthly to keep track of major risks and mitigation measures put in place. The obvious risk that has emerged over the last 18 months has been the impact of the pandemic and its financial impact on The Trust. The level of free reserves that was accumulated to mitigate cash flow challenges has been reassessed and the trustees have agreed that a higher level of reserves needs to be attained to better protect The Trust against future events. The unrestricted reserve policy was reviewed in line with this in the year.

#### Principal funding

Grants and donations were received from Friends, private individuals, trusts and corporate donors. Fundraising in general is increasingly difficult on account of both economic conditions and sources of funding having fewer resources as well as a higher number of applications.

The charity is registered with the Fundraising Regulator and the fundraising activities undertaken by the charity are carried out in accordance with reference to the Code of Fundraising Practice. All complaints received by the charity are recorded and investigated in line with the charity's complaints procedures. During the year the charity received no complaints related to its fundraising activities (2020: zero). No complaints were received from the Fundraising Regulator.

As a charity we do not use the services of unsolicited fundraising methods, external call centres or external sales canvassing companies to support our fundraising activities.

The charity provides guidance and training to staff and volunteers on dealing with people in vulnerable circumstances.

## Relationship with Northumberland Estates

The charitable company and Northumberland Estates have a close working relationship. The charitable company has received significant financial support dating back to when The Garden was first created and currently comprises of an interest free loan to the value of £8m. In addition to this The Trust occupies land under a number of long-term leases with Northumberland Estates.

In the 2019/20 financial year the legal relationship with Northumberland Estates was altered significantly. Firstly, the repayment date of the interest free loan was extended for a further 12 years to 31st March 2047. In addition to this the leases were also extended to the year 2047 to align with the loan repayment date. This secures the future of The Alnwick Garden in its current form until 2047 and ensures charitable outputs for a further 12 years.

Transitionally each year certain categories of expenditure involving both Alnwick Garden Enterprises and Alnwick Castle that have been incurred by The Garden are recharged back to Alnwick Castle to ensure The Garden only bears its share of the cost. Also, all admission charges for Alnwick Castle are banked by Alnwick Garden Enterprises in the first instance but are reimbursed to Alnwick Castle after the end of each month. These arrangements provide managerial and financial benefits to the charitable group.

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Trustees' report (continued) Year ended 31 March 2021

#### Structure, governance and management

#### Constitution

The Trust is registered as a charitable company limited by guarantee and was set up by a Memorandum of Association on 29 October 2002. The Trust is constituted under its Memorandum of Association and is a registered charity (number 1095435). Updated Articles of Association of the charitable company were adopted by a special resolution on 7 June 2010. The Articles of Association have been approved by the Charity Commission.

The principal objects of the Trust as stated in the Appendix to the Articles of Association are the acquisition, preservation and improvement for the benefit of the public of places of historical or archaeological interest or of natural or cultivated beauty in the County of Northumberland and the provision of ready access to them by the public; and the advancement of the education of the public through such means as the trustees think fit in accordance with the Law of Charity.

#### **Trustees**

The management of the Trust is the responsibility of the trustees. New trustees are selected by existing trustees and are appointed by Members of the Trust at the Trust's annual general meeting. New trustees receive a full induction on appointment to the Board. The trustees hold no shares in the Trust but each trustee, as a member, is a guarantor of the Trust to an amount not exceeding £1 in the event of the Trust being wound up.

#### Organisational structure and decision making

The Trust is responsible for the development and activities of The Garden. The Trust is the sole member of Alnwick Garden Enterprises Limited and has the power to appoint or remove directors of that company.

The activities of the subsidiary company are commercial in nature. These activities include non-charitable retailing, catering and events activities. In total the non-charitable activities are self-financing and are carried out to support The Garden and to assist in keeping admission prices to visitors to a minimum.

The day to day running of the Trust and its subsidiary company is delegated to appropriate members of staff and to the directors of the subsidiary company. Trustees exercise financial control over the activities of the subsidiary company by means of an agreed annual budget, substantial variations thereto having to be agreed in advance. Trustees meet quarterly to review the activities of the Trust and its subsidiary. Between these meetings, trustees are informed on a monthly basis of actual performance of both entities.

The Trust's Chief Executive Officer was Mark Brassell for the entire reporting period. There is a scheme of delegation whereby the trustees have granted powers for the Chief Executive Officer to act on their behalf with the exception of specified matters. Trustees have also instigated an annual governance assessment in line with the new Charity Governance Code to ensure The Garden is managed ethically and in compliance with industry best practice. Policies and practices are adjusted based on the outcomes of this assessment.

## Post Year End Update on the impact of the COVID 19 Pandemic and Future Plans

The Trust has continued to see healthy visitor numbers since reopening at the end of March 2021. In April and May revenue levels were approximately 70% of pre COVID levels but since then they have recovered to either the same as before the pandemic or even higher.

Weddings and Events bookings are showing great growth as are outdoor activities such as the adventure golf. The requirement to pre-book slots continues to benefit The Trust from a revenue perspective as it allows us to better prepare the site and reduces much of the poor weather fluctuations on visitor numbers.

Work on The Lilidorei Play Village is well underway, and The Trust continues to foster a positive relationship with the Borderlands Initiative who have provided the £5m grant towards its development.

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## Trustees' report (continued) Year ended 31 March 2021

In terms of the completion of The Garden, the charitable company remains committed to completing the development. Phases I and II are completed and it is proposed the final stage, Phase III, will include:

- A new education centre and gardeners' facility allowing The Garden to significantly grow its education programmes:
- A specialist lighting project including the cascade;
- A coach driver lounge.

A further development since year end has been the news that The Garden was successful in its business interruption insurance claim. An amount of £100,000 was awarded for the period when The Garden had to close in 2020. This provided an additional boost to The Trust's funds.

#### Disclosure of information to auditor

nethan Bladie

Each of the persons who are trustees at the time when this trustees' report is approved has confirmed that:

- so far as that trustee is aware, there is no relevant audit information of which the charitable group's auditor is unaware, and
- that trustee has taken all the steps that ought to have been taken as a trustee in order to be aware of any
  relevant audit information and to establish that the charitable group's auditor is aware of that information.

#### Auditor

UNW LLP has indicated its willingness to continue in office and a resolution concerning its reappointment will be proposed in accordance with section 485 of the Companies Act 2006.

This report, encompassing the strategic report, was approved by the trustees, on 28 September 2021 and signed on their behalf by:

Jonathan Blackie

Trustee

(A company limited by guarantee)

## Trustees' responsibilities statement Year ended 31 March 2021

The trustees (who are also the directors of the company for the purposes of company law) are responsible for preparing the trustees' report including the strategic report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the trustees to prepare financial statements for each financial. 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 group and the company and of their incoming resources and application of resources, including their income and expenditure, for that period. In preparing these financial statements, the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles of the Charities SORP (FRS 102)
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards (FRS 102) have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the group will continue in business.

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



## Independent Auditor's Report to the Members of The Alnwick Garden Trust

#### Opinion

We have audited the financial statements of The Alnwick Garden Trust (the 'parent charitable company') and its subsidiaries (the 'group') for the year ended 31 March 2021 which comprise the Consolidated Statement of Financial Activities, the consolidated balance sheet, the company balance sheet, the consolidated statement of cash flows and the related notes, 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 of the parent charitable company's affairs as at 31
  March 2021 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 group in accordance with the ethical requirements that are relevant to our audit of the financial statements in the United Kingdom, including the Financial Reporting Council's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Conclusions relating to going concern

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

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

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



# Independent Auditor's Report to the Members of The Alnwick Garden Trust (continued)

#### Other information

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

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 course of 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 this gives rise to a material misstatement in the financial statements themselves. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

### Opinion on other matters prescribed by the Companies Act 2006

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

- the information given in the Trustees' report including the Strategic report for the financial year for which the financial statements are prepared is consistent with the financial statements.
- the Trustees' report and the Strategic report have been prepared in accordance with applicable legal requirements.

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

In the light of our 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 Trustees' report including the Strategic report.

We have nothing to report in respect of the following matters in relation to which 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 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.

#### 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.



# Independent Auditor's Report to the Members of The Alnwick Garden Trust (continued)

In preparing the financial statements, the trustees are responsible for assessing the group's and the 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 the 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 the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

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

We identified areas of law and regulations that could reasonably be expected to have a material effect on the financial statements from our general and sector experience and through discussions with the trustees and other management (as required by auditing standards) and from inspection of the charitable company's legal correspondence, and we discussed with the trustees and other management the policies and procedures regarding compliance with laws and regulations. We communicated identified laws and regulations throughout our team and remained alert to any indications of non-compliance throughout the audit.

Firstly, the charitable company is subject to laws and regulations that directly affect the financial statements including financial reporting legislation (including related companies and charities legislation) and taxation legislation and we assessed the extent of compliance with these laws and regulations as part of our procedures on the related financial statement items.

Secondly the charitable company is subject to many other laws and regulations where the consequences of non-compliance could have a material effect on amounts or disclosures in the financial statements, for instance through the imposition of fines or litigation. We identified the following areas as those most likely to have such an effect; data protection, safeguarding and certain aspects of company legislation and employment laws, recognising the nature of the charitable company's activities. Auditing standards limit the required audit procedures to identify non-compliance with these laws and regulations to enquiry of the trustees and other management and inspection of regulatory and legal correspondence, if any. Through these procedures, we became aware of actual or suspected non-compliance and considered the effect as part of our procedures on the related financial statement items. The identified actual or suspected non-compliance was not sufficiently significant to our audit to result in any further disclosure within our report or the financial statements.

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

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



# Independent Auditor's Report to the Members of The Alnwick Garden Trust (continued)

#### Use of our report

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

Arrow Harrow

Anne Hallowell BSc FCA DChA (Senior Statutory Auditor) for and behalf of UNW LLP, (Statutory Auditor)

Chartered Accountants Newcastle upon Tyne

28 September 2021

(A company limited by guarantee)

# Consolidated Statement of financial activities (incorporating income and expenditure account)

Year ended 31 March 2021

	Note	Unrestricted Capital fund 2021 £	Restricted funds 2021 £	Unrestricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Income from:						
Donations and legacies	3	.=	1,005,507	770,395	1,775,902	116,466
Charitable activities	4	-	-	1,385,444	1,385,444	2,476,453
Other trading activities	5	-	9,750	743,461	753,211	1,427,302
Other income	6	-	-	9,655	9,655	2,248,480
Total income			1,015,257	2,908,955	3,924,212	6,268,701
Expenditure on:			7			***************************************
Raising funds	7	108,319	c=-	1,150,373	1,258,692	1,211,973
Charitable activities	8	1,418,175	2,806	1,936,967	3,357,948	4,104,087
Total expenditure		1,526,494	2,806	3,087,340	4,616,640	5,316,060
Net income / (expenditure)		(1,526,494)	1,012,451	(178,385)	(692,428)	952,641
Transfers between funds	20	1,211,631	(973,300)	(238,331)	_	-
Net movement in funds		(314,863)	39,151	(416,716)	(692,428)	952,641
Reconciliation of funds:						
Total funds brought forward		13,536,219	500,191	660,514	14,696,924	13,744,283
Net movement in funds		(314,863)	39,151	(416,716)	(692,428)	952,641
Total funds carried forward		13,221,356	539,342	243,798	14,004,496	14,696,924

The notes on pages 23 to 47 form part of these financial statements.

(A company limited by guarantee)

# Consolidated balance sheet At 31 March 2021

	Note		2021 £		2020 £
Fixed assets			_		_
Tangible assets	14		16,011,973		15,101,260
			16,011,973		15,101,260
Current assets					
Stocks	16	101,678		118,128	
Debtors	17	402,993		488,859	
Cash at bank and in hand		10,486,424		10,799,048	
		10,991,095		11,406,035	
Creditors: amounts falling due within one year	18	(1,472,291)		(468,851)	
Net current assets			9,518,804		10,937,184
Total assets less current liabilities			25,530,777		26,038,444
Creditors: amounts falling due after more than one year	19		(11,526,281)		(11,341,520)
Total net assets			14,004,496		14,696,924
Charity funds					
Capital fund	20		13,221,356		13,536,219
Restricted funds	20		539,342		500,191
Unrestricted funds	20		243,798		660,514
Total funds			14,004,496		14,696,924

The trustees acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and preparation of financial statements.

The financial statements were approved and authorised for issue by the trustees on 28 September 2021 and signed on their behalf by:

The Duchess of Northumberland

The notes on pages 23 to 47 form part of these financial statements.

(A company limited by guarantee)

# Company balance sheet At 31 March 2021

	Note		2021 £		2020 £
Fixed assets	,,,,,,		_		_
Tangible assets	14		15,619,012		14,795,854
Investments	15		2		2
			15,619,014		14,795,856
Current assets					
Debtors	17	203,926		40,573	
Cash at bank and in hand		10,059,477		10,145,903	
		10,263,403		10,186,476	
Creditors: amounts falling due within one year	18	(2,184,786)		(552,990)	
Net current assets			8,078,617		9,633,486
Total assets less current liabilities			23,697,631		24,429,342
Creditors: amounts falling due after more than one year	19		(10,964,035)		(10,872,008)
Total net assets			12,733,596		13,557,334
					<b>——</b>
Charity funds					
Capital fund	20		13,328,144		13,700,326
Restricted funds	20		539,342		500,191
Unrestricted funds	20		(1,133,890)		(643,183)
Total funds			12,733,596		13,557,334

The trustees acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and preparation of financial statements.

The financial statements were approved and authorised for issue by the trustees on 28 September 2021 and signed on their behalf by:

The Duchess of Northumberland

Company registered number: 04584694

The notes on pages 23 to 47 form part of these financial statements.

(A company limited by guarantee)

## Consolidated statement of cash flows Year ended 31 March 2021

	2021 £	2020 £
Cash flows from operating activities		
Net cash provided by operating activities	1,705,805	260,076
Cash flows from investing activities		
Purchase of tangible fixed assets	(1,830,929)	(454,739)
Interest on Retail Charity Bond capitalised	(500,000)	-
Net cash used in investing activities	(2,330,929)	(454,739)
Cash flows from financing activities		
Receipt of Retail Charity Bond	-	9,776,479
Receipt of loans	500,000	*
Repayment of loans	(187,500)	-
Net cash provided by financing activities	312,500	9,776,479
Change in cash and cash equivalents in the year	(312,624)	9,581,816
Cash and cash equivalents brought forward	10,799,048	1,217,232
Cash and cash equivalents at the end of the year	10,486,424	10,799,048

The notes on pages 23 to 47 form part of these financial statements

(A company limited by guarantee)

## Notes to the financial statements Year ended 31 March 2021

#### 1. Accounting policies

#### 1.1 Basis of preparation of financial statements

The financial statements 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 2019), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Companies Act 2006.

The Alnwick Garden Trust meets the definition of a public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy.

The financial statements are presented in pounds sterling which is the functional currency of the company and are rounded to the nearest £1.

#### 1.2 Company status

The company is a company limited by guarantee, incorporated and domiciled in England. The members of the company are the trustees named on page 1. In the event of the company being wound up, the liability in respect of the guarantee is limited to £1 per member of the company.

## 1.3 Basis of consolidation

The consolidated statement of financial activities (SOFA) and consolidated balance sheet consolidate the financial statements of the group and its subsidiary undertaking. The results of the subsidiary are consolidated on a line by line basis.

The group has taken advantage of the exemption allowed under section 408 of the Companies Act 2006 and has not presented its own statement of financial activities in these financial statements. The income and expenditure account for the year dealt with in the accounts of the company was a (loss)/surplus of £(801,386) (2020: £115,616).

#### 1.4 Going concern

Due to the COVID-19 pandemic, on 23 March 2020 the operations at the Garden closed, reopening on 1 July 2020. Restrictions led to further closure during November 2020 and January 2021 through to March 2021, resulting in a total of 7 months closure during the financial year.

As a result, the group generated no admissions or trading income during these periods however, they have made use of the available government funding and support measures, through the Coronavirus Job Retention Scheme and has access to increased liquidity through a CBILs loan received in May 2020. Despite the considerable strain the COVID-19 pandemic has placed on the tourism industry, trustees are comfortable with the financial position of The Garden. The Garden has rebounded well and is in a good position to capitalise on the staycation trend in 2021. Repayments of the CBILS loan have commenced and the intention is to settle the loan before interest charges apply.

The group forecasts for the remainder of the 2021/22 financial year and beyond predict that the future income of the group will be sufficient to enable the group to meet its liabilities as they fall due for the foreseeable future. Consequently, the trustees have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. For this reason, they continue to adopt the going concern basis in preparing the financial statements.

(A company limited by guarantee)

## Notes to the financial statements Year ended 31 March 2021

#### 1. Accounting policies (continued)

## 1.5 Fund accounting

General funds are unrestricted funds which are available for use at the discretion of the trustees in furtherance of the general objectives of the group and which have not been designated for other purposes.

Designated funds comprise unrestricted funds that have been set aside by the trustees for particular purposes. The aim and use of each designated fund is set out in the notes to the financial statements.

The capital fund isolates the capital cost of The Garden from the revenue expenditure required to open The Garden for public benefit. The costs of depreciating The Garden over the lease term, and the finance costs relating to borrowings to create the asset are channelled through this fund. The costs associated with the development of the Lilidorei project are also being channeled through this fund, as well as all finance costs and liabilities. The fund remains unrestricted.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors or which have been raised by the group for particular purposes. The costs of raising and administering such funds are charged against the specific fund. Where funds are raised for specific capital expenditure, the funds are restricted until expended on the capital project, and are then transferred to the capital fund as the restriction has been released. The aim and use of each restricted fund is set out in the notes to the financial statements.

(A company limited by guarantee)

## Notes to the financial statements Year ended 31 March 2021

#### Accounting policies (continued)

#### 1.6 Income

All income is recognised once the company has entitlement to the income, it is probable that the income will be received and the amount of income receivable can be measured reliably.

Income from visitors comprises admissions to The Garden, net of VAT, and is recognised as it is received.

Income from Friends is deferred over the period in which the Friends are entitled to obtain access to The Garden.

Trading income comprises amounts received for catering, car park and retail services and is recognised as the goods or services are supplied.

Grants are included in the consolidated statement of financial activities on a receivable basis. The balance of income received for specific purposes but not expended during the period is shown in the relevant funds on the balance sheet. Where income is received in advance of entitlement of receipt, its recognition is deferred and included in creditors as deferred income. Where entitlement occurs before income is received, the income is accrued.

Donated services or facilities are recognised when the company has control over the item, any conditions associated with the donated item have been met, the receipt of economic benefit from the use of the company of the item is probable and that economic benefit can be measured reliably. In accordance with the Charities SORP (FRS 102) the volunteer time of the Friends is not recognised.

On receipt, donated professional services and facilities are recognised on the basis of the value of the gift to the company which is the amount it would have been willing to pay to obtain services or facilities of equivalent economic benefit on the open market; a corresponding amount is then recognised in expenditure in the period of receipt.

Income tax recoverable in relation to donations received under Gift Aid or deeds of covenant is recognised at the time of the donation.

Income tax recoverable in relation to investment income is recognised at the time the investment income is receivable.

Other income is recognised in the period in which it is receivable and to the extent the goods have been provided or on completion of the service.

(A company limited by guarantee)

## Notes to the financial statements Year ended 31 March 2021

#### Accounting policies (continued)

#### 1.7 Expenditure

Expenditure is accounted for on an accruals basis and has been included under expense categories that aggregate all costs for allocation to activities. Where costs cannot be directly attributed to particular activities they have been allocated on a basis consistent with the use of the resources.

Charitable activities comprise visitor services, provision of programmes, and garden maintenance.

Support costs are those costs incurred directly in support of expenditure on the objects of the charity, including those incurred in connection with the administration of the charity and compliance with constituitional and statutory requirements. They are apportioned against the activities of the charity in line with the estimated usage of those costs.

Costs of raising funds are costs incurred in attracting voluntary income, and those incurred in trading activities that raise funds.

#### 1.8 Tangible fixed assets and depreciation

Tangible fixed assets costing £500 or more are capitalised and recognised when future economic benefits are probable and the cost or value of the asset can be measured reliably.

Tangible fixed assets are initially recognised at cost. After recognition, under the cost model, tangible fixed assets are measured at cost less accumulated depreciation and any accumulated impairment losses. All costs incurred to bring a tangible fixed asset into its intended working condition should be included in the measurement of cost.

Depreciation is charged so as to allocate the cost of tangible fixed assets less their residual value over their estimated useful lives.

Depreciation is provided on the following bases:

Garden infrastructure - 25 years straight line basis
Motor vehicles - between 3 and 4 years
Fixtures, fittings and equipment - between 3 and 10 years

## 1.9 Fixed asset investments

Investments in subsidiaries are valued at cost less provision for impairment.

#### 1.10 Stocks

Stocks are valued at the lower of cost and net realisable value after making due allowance for obsolete and slow-moving stocks. Cost includes all direct costs and an appropriate proportion of fixed and variable overheads.

#### 1.11 Debtors

Trade and other debtors are recognised at the settlement amount after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

(A company limited by guarantee)

## Notes to the financial statements Year ended 31 March 2021

## 1. Accounting policies (continued)

#### 1.12 Cash at bank and in hand

Cash at bank and in hand includes cash and short-term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

#### 1.13 Creditors and provisions

Liabilities are recognised when there is an obligation at the balance sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably. Liabilities are recognised at the amount that the company anticipates it will pay to settle the debt or the amount it has received as advanced payments for the goods or services it must provide.

Provisions are measured at the best estimate of the amounts required to settle the obligation. Where the effect of the time value of money is material, the provision is based on the present value of those amounts, discounted at the pre-tax discount rate that reflects the risks specific to the liability. The unwinding of the discount is recognised within interest payable and similar charges.

#### 1.14 Financial instruments

The group only enters into basic financial instrument transactions that result in the recognition of financial assets and liabilities like trade, intercompany and other accounts receivable and payable, cash and bank balances, and loans from third parties.

All such instruments are initially recognised at transaction price, unless the arrangement constitutes a financing transaction, in which case the transaction is measured at the present value of the future receipts discounted at a market rate of interest. All financial instruments are subsequently carried at amortised cost using the effective interest method.

#### 1.15 Concessionary Ioan

The Trust has received a concessionary loan which it recognises at amortised cost using the effective interest rate method.

#### 1.16 Operating leases

All of the group's leasing arrangements are operating leases. Rental payments under operating leases are charged to the statement of financial activities on a straight-line basis over the lease term, even if payments are not made on such a basis. Benefits received and receivable as an incentive to sign an operating lease are similarly spread on a straight-line basis over the lease term.

#### 1.17 Pensions

The company operates a defined contribution pension scheme and the pension charge represents the amounts payable by the group to the fund in respect of the year.

(A company limited by guarantee)

## Notes to the financial statements Year ended 31 March 2021

## 2. Critical accounting estimates and areas of judgement

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

Estimates included within these financial statements include depreciation charges and the imputed interest rate in respect of the concessionary loan. None of the estimates made are considered to carry significant estimation uncertainty, nor to bear significant risk of causing a material adjustment to carrying amounts of assets and liabilities within the next financial year.

In preparing these financial statements the trustees do not consider there were any significant areas of judgement that were required in applying the charity's accounting policies as set out above.

#### 3. Income from donations and legacies

	Restricted funds 2021 £	Unrestricted funds 2021 £	Total funds 2021 £
Donations	5,507	4,485	9,992
Government grants	1,000,000	765,910	1,765,910
	1,005,507	770,395	1,775,902
	Restricted funds 2020 £	Unrestricted funds 2020 £	Total funds 2020 £
Donations	87,808	10,072	97,880
Government grants		18,586	18,586
	87,808	28,658	116,466

(A company limited by guarantee)

## Notes to the financial statements Year ended 31 March 2021

4.	Income	from	charitable	activities

	Unrestricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Gift Aid and admissions donations	217,406	217,406	365,740
Admissions	1,168,038	1,168,038	2,110,713
Total 2021	1,385,444	1,385,444	2,476,453

## 5. Income from other trading activities

Income from fundraising events

	Restricted funds 2021 £	Unrestricted funds 2021 £	Total funds 2021 £
Fundraising	9,750	-	9,750
Sponsorship	-	2,800	2,800
	9,750	2,800	12,550
	Restricted funds 2020 £	Unrestricted funds 2020 £	Total funds 2020 £
Fundraising Sponsorship	14,414 -	382 4,000	14,796 4,000
	14,414	4,382	18,796

(A company limited by guarantee)

## Notes to the financial statements Year ended 31 March 2021

5.	Income from other trading activities (continued)			
0.	Income from non charitable trading activities			
		Unrestricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
	Subsidiary trading to third parties	740,661	740,661	1,408,506
6.	Other incoming resources			
			Unrestricted funds 2021 £	Total funds 2021 £
	Interest income		9,655	9,655
			Unrestricted Capital	Total
			fund 2020 £	funds 2020 £

(A company limited by guarantee)

## Notes to the financial statements Year ended 31 March 2021

## 7. Expenditure on raising funds

Unrestricted Capital fund 2021 £	Unrestricted funds 2021 £	Total funds 2021 £
-	-	-
108,319	1,150,373	1,258,692
108,319	1,150,373	1,258,692
Unrestricted		
Capital	Unrestricted	Total
fund	funds	funds
2020 £	2020 £	2020 £
*	270	270
102,603	1,109,100	1,211,703
102,603	1,109,370	1,211,973
	Capital fund 2021 £ - 108,319 - 108,319 - 108,319 - 108,319 - 102,603	Capital fund         Unrestricted funds           2021         2021           £         £           108,319         1,150,373           108,319         1,150,373           Unrestricted         Capital fund           2020         2020           £         £           -         270           102,603         1,109,100

## 8. Analysis of expenditure on charitable activities

## Summary by fund type

	Unrestricted Capital fund 2021 £	Restricted funds 2021 £	Unrestricted funds 2021 £	Total funds 2021 £
Visitor services	99,910	-	1,169,439	1,269,349
Charitable programmes	-	2,806	134,346	137,152
Garden maintenance	1,318,265	-	633,182	1,951,447
	1,418,175	2,806	1,936,967	3,357,948

(A company limited by guarantee)

## Notes to the financial statements Year ended 31 March 2021

8.	Analysis of	expenditure or	ı charitable	activities	(continued)	
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Summary by fund type (continued)

Unrestricted Capital fund 2020 £	Restricted funds 2020 £	Unrestricted funds 2020 £	Total funds 2020 £
94,255	-	1,554,879	1,649,134
-	158,353	104,259	262,612
1,281,234	-	911,107	2,192,341
1,375,489	158,353	2,570,245	4,104,087
	Capital fund 2020 £ 94,255 - 1,281,234	Capital Restricted fund funds 2020 2020 £ £ 94,255 - 158,353 1,281,234 -	Capital fund         Restricted funds         Unrestricted funds           2020         2020         2020           £         £         £           94,255         -         1,554,879           -         158,353         104,259           1,281,234         -         911,107

## 9. Analysis of expenditure by activities

	Direct costs 2021 £	Support costs 2021 £	Total funds 2021 £
Visitor services	760,184	509,165	1,269,349
Charitable programmes	137,152	-	137,152
Garden maintenance	1,851,537	99,910	1,951,447
	2,748,873	609,075	3,357,948
	Direct costs 2020 £	Support costs 2020 £	Total funds 2020 £
Visitor services	1,024,396	624,738	1,649,134
Charitable programmes	262,612	-	262,612
Garden maintenance	2,098,086	94,255	2,192,341
	3,385,094	718,993	4,104,087

(A company limited by guarantee)

## Notes to the financial statements Year ended 31 March 2021

10.	Direct costs		
		2021 £	2020 £
	Visitor services costs	246,073	395,335
	Charitable programme costs	7,090	56,121
	Garden maintenance costs	250,873	472,959
	Staff costs	948,924	1,179,445
	Depreciation	1,295,913	1,281,234
		2,748,873	3,385,094
11.	Support costs		
		2021 £	2020 £
	Office costs	242,010	373,196
	Staff costs	267,155	251,542
	Interest	99,910	94,255
		609,075	718,993

## 12. Auditor's remuneration

The auditor's remuneration amounts to an auditor fee of £9,500 (2020 - £9,350), and an accounting services fee of £1,750 (2020 - £1,750).

(A company limited by guarantee)

## Notes to the financial statements Year ended 31 March 2021

13.	Staff	costs

	Group 2021 £	Group 2020 £	Company 2021 £	Company 2020 £
Staff costs were as follows:				
Wages and salaries	1,660,318	1,591,908	116,596	189,142
Social security costs	129,639	102,173	10,437	13,331
Contribution to defined contribution pension schemes	69,794	67,700	3,029	4,018
	1,859,751	1,761,781	130,062	206,491

The average number of persons employed by the company during the year was as follows:

	Group 2021 No.	Group 2020 No.
Facilities management	2	2
Food and beverage	15	-
Gardeners	12	14
Visitor services	27	28
Arts	2	8
Finance and administration	5	11
Commercial	3	3
Retail	7	9
Community and education	6	6
	(t	
	79	81

(A company limited by guarantee)

## Notes to the financial statements Year ended 31 March 2021

### 13. Staff costs (continued)

The number of employees whose employee benefits (excluding employer pension costs) exceeded £60,000 was:

	Group 2021 No.	Group 2020 No.
In the band £60,001 - £70,000		1
In the band £100,001 - £110,000	1	1

Key management personnel are deemed to be those having authority and responsibility delegated to them by the trustees for planning, directing and controlling the activities of the charity. During 2020/21 they have been determined to be the members of the senior management team, comprising the following:

Director
Head of Community and Education
Head of People Services
Head of Finance
Head of Garden Operations
Head of Visitor Services
Head of Commercial Operations
Head of Facilities and Maintenance
Executive Assistant and Office Manager

The total employee benefits of the key management personnel of the charity were £378,921 (2020: £363,293). In both years only eight out of the nine roles were filled due to vacancies.

During the year one trustee received reimbursement of expenses amounting to £290 (2020: £743).

(A company limited by guarantee)

# Notes to the financial statements Year ended 31 March 2021

# 14. Tangible fixed assets

Group

	Assets under construction £	Fixtures, fittings and equipment £	Motor vehicles £	Garden infrastructure £	Total £
Cost or valuation					
At 1 April 2020	-	1,233,335	85,377	31,001,099	32,319,811
Additions	2,103,311	197,579	-	30,039	2,330,929
Disposals	=	(1,815)	-	(38,975)	(40,790)
Transfers between classes	143,749	-	₩	(143,749)	
At 31 March 2021	2,247,060	1,429,099	85,377	30,848,414	34,609,950
Depreciation					
At 1 April 2020		901,260	78,148	16,239,144	17,218,552
Charge for the year	_	118,282	5,214	1,280,740	1,404,236
On disposals	-	(113)	-	(24,697)	(24,810)
At 31 March 2021	-	1,019,429	83,362	17,495,187	18,597,978
Net book value					w
At 31 March 2021	2,247,060	409,670	2,015	13,353,227	16,011,972
At 31 March 2020		332,076	7,229	14,761,955	15,101,260

(A company limited by guarantee)

# Notes to the financial statements Year ended 31 March 2021

## 14. Tangible fixed assets (continued)

## Company

	Assets under construction £	Fixtures, fittings and equipment £	Garden infrastructure £	Total £
Cost or valuation				
At 1 April 2020	-	304,063	30,857,635	31,161,698
Additions	2,103,311	-	30,039	2,133,350
Disposals	-	:=:	(38,975)	(38,975)
Transfers between classes	143,749		(143,749)	
At 31 March 2021	2,247,060	304,063	30,704,950	33,256,073
Depreciation				
At 1 April 2020	-	220,842	16,145,002	16,365,844
Charge for the year	-	20,286	1,275,628	1,295,914
On disposals			(24,697)	(24,697)
At 31 March 2021		241,128	17,395,933	17,637,061
Net book value				
At 31 March 2021	2,247,060	62,935	13,309,017	15,619,012
At 31 March 2020		83,221	14,712,633	14,795,854

The charitable company occupies land from Northumberland Estates under a lease expiring on 9 October 2098 and containing an entitlement to terminate by either side on 4 March 2035. No capital payments have been made by the charitable company for this lease and no value has been attributed to the lease within these financial statements.

(A company limited by guarantee)

# Notes to the financial statements Year ended 31 March 2021

## 15. Fixed asset investments

# Principal subsidiaries

The charity holds 2 shares of £1 each in its wholly owned trading subsidiary which is incorporated in England.

The following was a subsidiary undertaking of the company:

	Name		Company number		Included in consolidation
	Alnwick Garden Enterprises Limited		04579518	100%	Yes
	The financial results of the subsidiary for the ye	ar were:			
	Name	Income £	Expenditure £	Profit fo	
	Alnwick Garden Enterprises Limited	1,420,242	1,288,932	131,31	0 1,270,902
16.	Stocks				
				Grou 202	
	Goods for resale			101,67	<b>118,128</b>
17.	Debtors				
		Grou 202	1 202		
	Trade debtors	3,26	<b>3</b> 272,64	4 -	14
	Amounts owed by related parties	77	2 1,000	6 <b>77</b>	<b>'2</b> 1,006
	Other debtors	104,56			
	Prepayments and accrued income	294,39	<b>3</b> 142,29	8 <b>201,79</b>	37,093
		402,99	488,85	9 203,92	26 40,573
			_		

(A company limited by guarantee)

# Notes to the financial statements Year ended 31 March 2021

# 18. Creditors: Amounts falling due within one year

	Group 2021 £	Group 2020 £	Company 2021 £	Company 2020 £
Bank loans	250,000	-	-	-
Trade creditors	293,192	163,133	158,260	68,540
Amounts owed to group undertakings	*	-	1,605,842	392,024
Amounts owed to related parties	114,312	80,522	-	-
Other taxation and social security	44,620	27,800	1,651	4,069
Other creditors	28,596	28,303	/=:	
Accruals and deferred income	741,571	169,093	419,033	88,357
	1,472,291	468,851	2,184,786	552,990

(A company limited by guarantee)

# Notes to the financial statements Year ended 31 March 2021

### Creditors: Amounts falling due after more than one year

	Group 2021 £	Group 2020 £	Company 2021 £	Company 2020 £
Other loans	1,664,950	1,565,041	1,165,204	1,095,529
Bank loans	62,500	-		-
Retail Charity Bond	9,798,831	9,776,479	9,798,831	9,776,479
	11,526,281	11,341,520	10,964,035	10,872,008

#### Other loans

The group is in receipt of an interest-free loan of £8m from Northumberland Estates. Control of this entity is exercised by a Board of trustees, of which the Duke of Northumberland, husband of the Duchess of Northumberland (a director of the company) is a member.

FRS 102 requires that long term interest-free loans are discounted to present value and amortised using the effective interest method. The imputed interest rate is 6%.

The loan was renegotiated during the year and is repayable in full at the end of the term in 2047. Previously the loan was repayable by instalments from 2020. The resulting change to the terms resulted in a credit of £2,248,480 to the statement of financial activities in the prior year.

The loan was previously secured by a fixed and floating charge over the assets of the charitable company and by a fixed charge over land and buildings. This charge was released in the year. This loan is now unsecured and is subordinated to the other indebtedness of the company.

Bank loans comprises an amount under the Coronavirus Business Interruption Loan Scheme of £500,000 which was drawn down in May 2020 and is payable over 2 years in quarterly installments. The Interest accruing on this loan, on a floating rate basis, during the initial 12 month holiday will be settled by the government.

## **Retail Charity Bond**

In March 2020 Retail Charity Bonds plc (RCB) launched the AGT1 Retail Charity Bond, which was issued through and is listed on the London Stock Exchange Retail Bonds platform. RCB raised £10m from the issue of this bond.

The full amount of the funds raised by RCB have been loaned to the Trust under the terms of a loan agreement between the Trust and RCB.

The loan is repayable in full in March 2030. Interest is payable at a rate of 5% per annum.

The Trust was advanced £9.8m net of the bond issue costs. The bond issue costs, together with other costs associated with the advance of this loan, including legal and accountancy fees totalling £224k have been offset against the loan and are being amortised over the life of the Bond.

(A company limited by guarantee)

# Notes to the financial statements Year ended 31 March 2021

# 20. Statement of funds

Statement of funds - current year

	Balance at 1 April 2020 £	Income £	Expenditure £	Transfers in/out £	Balance at 31 March 2021 £
Unrestricted funds					
Designated funds					
Appeals	20,953	2,800	(230)	-	23,523
Programme Fundraising	33,817	4,484	(176)	-	38,125
Tractors	408	-	) <b>-</b>	-	408
	;				
General funds					
General funds	605,336	2,901,671	(3,086,934)	(238,331)	181,742
			:		9
Unrestricted funds - capital					
Capital fund	13,536,219	-	(1,526,494)	1,211,631	13,221,356
			-	-	
Restricted funds					
Roots & Shoots	50,122	997	(1,023)	:=:	50,096
Urban Project	2,325	-	-	:=:	2,325
Young Gardeners	7,430	1,250	-	-	8,680
Drugs Education	12,724	2,260	140	-	15,124
Enterprise Programme	-	7,000	=	26,700	33,700
Elderberries	39,989	500	(1,901)	-	38,588
Travelling Elderberries	3,794	-	-	-	3,794
Blooming Well	33,623	-	(48)	-	33,575
Play Area	22,902	*	-	=	22,902
Family Fun Day	153	-	-	-	153
All Our Stories	281	-	<b>=</b>	=	281
Winter Lighting Project	3,933		26	=	3,959
Mobility Scooters	6,432	-	-	-	6,432
Elderberries Centre - Capital	16,704	*	=	-	16,704
Elderberries Centre - Costs	7,286	=	-	-	7,286
Capital donations	292,493	1,003,250	=	(1,000,000)	295,743
	500,191	1,015,257	(2,806)	(973,300)	539,342
Total of funds	14,696,924	3,924,212	(4,616,640)	_	14,004,496

(A company limited by guarantee)

# Notes to the financial statements Year ended 31 March 2021

# 20. Statement of funds (continued)

Statement of funds - prior year

	Balance at 1 April 2019 £	Income £	Expenditure £	Transfers in/out £	Balance at 31 March 2020 £
Designated funds					
Appeals	23,530	4,015	(6,592)	_	20,953
Programme Fundraising	31,176	6,707	(1,387)	(2,679)	33,817
Tractors	408				408
General funds					
General funds	781,571	3,907,277	(3,671,636)	(411,876)	605,336
Unrestricted funds - capital					
Capital fund	12,400,995	2,248,480	(1,478,092)	364,836	13,536,219
Restricted funds					
Roots & Shoots	44,174	35,668	(29,720)	-	50,122
Urban Project	2,325	-	-	-	2,325
Young Gardeners	7,520	776	(866)	_	7,430
Drugs Education	28,312	11,821	(27,409)	1-1	12,724
Enterprise Programme	8,502	26,700	(37,881)	2,679	-
Elderberries	85,211	13,155	(58,377)	-	39,989
Travelling Elderberries	3,794	*		-	3,794
Blooming Well	32,473	2,470	(1,320)	-	33,623
Play Area	22,902	-	-	1-1	22,902
Family Fun Day	153	₩	=	-	153
All Our Stories	281	-	1-1	1-	281
Winter Lighting Project	55,951	3,750	=	(55,768)	3,933
Mobility Scooters	6,404	28	-	-	6,432
Elderberries Centre - Capital	16,704	-	-	-	16,704
Elderberries Centre - Costs	6,026	4,040	(2,780)	-	7,286
Capital donations	185,871	3,814		102,808	292,493
Total of funds	13,744,283	6,268,701	(5,316,060)		14,696,924

(A company limited by guarantee)

# Notes to the financial statements Year ended 31 March 2021

### **Designated funds**

The trustees have designated the following funds for specific purposes:

#### Appeals

Unrestricted donations received through appeals and from donations to sponsor benches and trees in The Garden are set aside by the trustees to be used for specific charitable purposes and activities rather than to support the general running of The Garden.

#### Programme fundraising

This fund represents general donations, mainly from donation boxes in The Garden. These funds are used to top up specific programmes when needed.

#### **Tractors**

This fund represents donations received to purchase and maintain ride-on tractors.

#### Unrestricted capital fund

This represents the capital cost of The Garden; as assets are purchased the amounts are transferred into this fund. Where long term loan finance is used to finance the development of The Garden, the corresponding liability is also transferred into the fund as the funds are spent.

## Restricted funds

Funds with specific restrictions on their utilisation are as follows:

### Roots & Shoots (Young People & Enterprise)

This project is focused on educating school children and families on the benefits of healthy living, whilst having fun in the Roots and Shoots garden. The project is funded mainly by The Shears Foundation as well as other smaller donations in the year.

## Urban Project (Young People & Enterprise)

This project delivers visits for schools from disadvantaged areas of Newcastle upon Tyne, supported by the William Leech Trust.

# Young Gardeners (Young People & Enterprise)

This project provides horticultural, inclusive activities for families with children who have additional needs.

## Drugs Education (Young People & Enterprise)

The Drugs Education programme is funded via donations from visitors to The Poison Garden and seeks to reach young people across Northumberland, to educate them around the dangers of substance misuse and encourage their resilience to make positive lifestyle choices.

## Enterprise Programme

The Grow into Work programme funded by The Mercers' Company seeks to support young people into sustainable employment. Through empowering young people, it supports them to harness their entrepreneurial talent, offers flexible work experience placements and gives them the necessary skills to enable them to success in the workplace.

#### Elderberries

The Elderberries programme is funded through fundraising activities, along with the remaining grant from The Stuart Halbert Foundation and a donation from Sir John and Lady Mae Hall.

(A company limited by guarantee)

# Notes to the financial statements Year ended 31 March 2021

#### Travelling Elderberries

This project is funded by the Combatting Isolation Fund at The Community Foundation for Tyne & Wear and Northumberland to extend Elderberries activities into the local communities who have not yet accessed our older peoples work.

#### Blooming Well (Elderberries)

This project provides therapeutic horticultural and wellbeing activities for those in the early stages of dementia, and is funded by the Kavli Trust.

#### Play Area

Funds were received from the Hobson Trust and Northumberland County Council's Aiming High project towards the construction of a children's play area, this being one of the future project aims of the trustees.

#### Winter Lighting Project

This fund represents donations received from weddings held at The Garden and is to be used to fund further installations of winter lighting.

#### Mobility Scooters

In 2014 Motability Operations Limited donated some mobility scooters to be used by visitors to The Garden.

#### Elderberries Drop In Centre

In 2014 The Rank Foundation awarded a substantial grant to part fund the capital build of a new centre for the Elderberries programme. The Drop In Centre is a wonderful facility with a home from home feel to support those aged over 55 to reduce isolation.

## Capital Donations

This was established in 2014 as a result of a significant donation received. A further substantial donation was received from The Barbour Foundation in 2015. The funds are to be used for the upkeep or purchase of assets for The Garden.

#### **Transfers**

Transfers from both unrestricted and restricted funds in the year relate to the ongoing investment in Lilidorei.

#### 21. Analysis of net assets between funds

#### Analysis of net assets between funds - current year

	Unrestricted Capital fund 2021 £	Restricted funds 2021 £	Unrestricted funds 2021 £	Total funds 2021 £
Tangible fixed assets	16,011,973	-	-	16,011,973
Current assets	#.	539,342	10,450,981	10,990,323
Creditors due within one year	-	-	(1,471,519)	(1,471,519)
Creditors due in more than one year	(2,790,617)	-	(8,735,664)	(11,526,281)
Total	13,221,356	539,342	243,798	14,004,496

(A company limited by guarantee)

# Notes to the financial statements Year ended 31 March 2021

# 21. Analysis of net assets between funds (continued)

# Analysis of net assets between funds - prior year

	Unrestricted Capital fund 2020 £	Restricted funds 2020 £	Unrestricted funds 2020 £	Total funds 2020 £
Tangible fixed assets	15,101,260	-	-	15,101,260
Current assets	-	500,191	10,905,844	11,406,035
Creditors due within one year	:-	-	(468,851)	(468,851)
Creditors due in more than one year	(1,565,041)	-	(9,776,479)	(11,341,520)
Total	13,536,219	500,191	660,514	14,696,924
Total				

# 22. Reconciliation of net movement in funds to net cash flow from operating activities

	Group 2021 £	Group 2020 £
Net income for the year (as per Statement of Financial Activities)	(692,428)	952,641
Adjustments for:		
Depreciation charges	1,404,236	1,383,837
Loss on the sale of fixed assets	15,980	89,903
Decrease/(increase) in stocks	16,450	(23,376)
Decrease in debtors	85,866	23
Increase in creditors	853,349	11,273
Non cash changes to loan finance	22,352	(2,154,225)
Net cash provided by operating activities	1,705,805	260,076

(A company limited by guarantee)

# Notes to the financial statements Year ended 31 March 2021

### 23. Analysis of cash and cash equivalents

	Group 2021 £	Group 2020 £
Cash in hand	10,486,424	10,799,048
Total cash and cash equivalents	10,486,424	10,799,048

# 24. Analysis of changes in net debt

	At 1 April 2020 £	Cash flows	Other non- cash changes £	At 31 March 2021 £
Cash at bank and in hand	10,799,048	(312,624)	:=:	10,486,424
Debt due after 1 year	(1,565,041)		(99,909)	(1,664,950)
Debt due within 1 year	-	(250,000)	-	(250,000)
	9,234,007	(562,624)	(99,909)	8,571,474

#### 25. Capital commitments

At 31 March 2021 the charitable company had capital commitments as follows:

	Group 2021 £	Group 2020 £	Company 2021 £	Company 2020 £
Contracted for but not provided in these financial statements				
Acquisition of tangible fixed assets	840,579	=	840,579	-

## 26. Pension commitments

The group operates a defined contributions pension scheme. The assets of the scheme are held separately from those of the group in an independently administered fund. The pension cost charge represents contributions payable by the group to the fund and amounted to £69,794 (2020: £67,700). Contributions totalling £8,522 (2020: £6,983) were payable to the fund at the balance sheet date and are included in creditors.

(A company limited by guarantee)

# Notes to the financial statements Year ended 31 March 2021

#### 27. Operating lease commitments

At 31 March 2021 the group and the company had commitments to make future minimum lease payments under non-cancellable operating leases as follows:

	Group 2021	Group 2020
	3	£
Amounts payable:		
Not later than 1 year	10,143	10,394

#### 28. Related party transactions

The charitable company is controlled by its trustees who hold a majority of the voting rights.

Various entities of Northumberland Estates are related parties of the group. Control of these entities is exercised by a Board of Trustees, of which the Duke of Northumberland, husband of the Duchess of Northumberland (a director of the charitable company) is a member.

The charitable company and Northumberland Estates have a close working relationship. With effect from 1 October 2009 certain categories of expenditure involving both The Garden and Alnwick Castle Ventures have been incurred by Alnwick Garden Enterprises Limited and recharges have been made to ensure The Garden only bears its share of the costs. All admissions charges for Alnwick Castle are banked by Alnwick Garden Enterprises Limited in the first instance and are reimbursed to Alnwick Castle Ventures after the end of each month. These arrangements provide managerial and financial benefits to the charitable company.

The group received goods and services during the year from entities within Northumberland Estates costing £50,322 (2020: £32,874). The group recharged goods and services during the year to Northumberland Estates totalling £13,667 (2020: £61,614).

The group also operated a joint ticketing scheme with Alnwick Castle Ventures; ticket (refunds)/income of £(7,946) (2020: £1,702,749) and car park income of £36,740 (2020: £73,429) was collected on behalf of Alnwick Castle Ventures during the year.

At the year end, the group owed £113,540 to Northumberland Estates (2020: £79,516).

The group held long term loans from the 9th Duke of Northumberland's Will Trust, 10th Duke of Northumberland's referential settlement: Duke's appointed fund, this being an entity within Northumberland Estates, of £1,664,950 (2020: £1,565,041), of which £nil falls due within one year. Further details are given in note 19.

During the year, Jonathan Blackie, a trustee, received remuneration amounting to £6,000 for non-trustee consultancy services supplied to the charity in the year (2020: £6,000).

During the year, John Lovett, a trustee, was paid £24,360 (2020: £56,044) in relation to consultancy work undertaken in the development of the Lilidorei Project and for the next phase of The Garden's development.

