



Registered Charity No. 1160598

# **The Len Pick Trust**

## **Report of the Trustees to 31st March 2007**

# The Len Pick Trust

*“Committed to benefiting the townspeople of Bourne”*

## Annual Report and Financial Statements

Year ended 31<sup>st</sup> March 2007

Contents	Page(s)
Legal and Administration information	1-6
Chairman’s Report	7
Some Highlights of the year	8-9
Achievements & Performance	10-11
Financial Review of the Year	12
Statement of Trustee’s responsibilities	13
Independent Auditor’s report	14-15
Statement of financial activities	16
Balance sheet	17
Notes to the financial statements	18-22

\*\*\*\*\*

### ***Cover picture:***

Winter sunset over Bourne viewed from farmland owned by the Trust

# The Len Pick Trust

Registered Charity No.1106598

PO Box 92

Bourne

Lincs

PE10 1AD

Web: [www.lenpicktrust.org.uk](http://www.lenpicktrust.org.uk)

e-mail: [enquiries@lenpicktrust.org.uk](mailto:enquiries@lenpicktrust.org.uk)

The Trustees present their Report together with the Audited Financial Statements for the Year ended 31<sup>st</sup> March 2007

## Legal and Administrative Information

(Who we are, what we do and how we do it)

### Trustees

#### Foundation Trustees

Mr J C Forster\*\* Chairman of the Trustees until 31.03.07.  
Mr G Hyde\*\* Vice-Chairman of the Trustees until 31.03.07.  
Mr M Parker\*  
Mr T H Peacock\*  
Mr A E Smith (Resigned 01.12.06).

#### Elected Trustees

Mr T N Bates\*\* (from 01.04.06.)  
Mr J H Freear\* (from 01.04.06.)

#### Termination

March 2010  
March 2010

#### Term

1st  
1st

#### Co-opted Committee Members:

Mr P Organ\* (from 01.04.06.)  
Mr A Rowe\*\* (from 01.04.06.)

March 2010  
March 2010

1st  
1st

### Notes:

The Trustees & Co-opted members whose names are marked\* form the Finance & General Purposes Sub-Committee.

The Trustees & Co-opted members whose names are marked \*\* form the Grant Making Sub-Committee.

Foundation Trustees serve indefinitely in accordance with the late Mr Pick's wishes.

Elected Trustees and Co-opted Committee members serve initially for a four year term which may be extended for a further four years.

It is the Trustees intention to recruit two further elected Trustees commencing April 2008.

Daily management and administration responsibilities of The Trust are delegated to the Executive Trust Manager:

**Adrian E Smith FRICS**  
**PO Box 92**  
**Bourne**  
**PE10 1AD**

### **Advisers to the Trustees**

#### **Solicitors:**

Andrews Stanton & Ringrose  
11 North Street  
Bourne  
Lincs  
PE10 9AF

Hegarty LLP  
48 Broadway  
Peterborough  
PE1 1YW

#### **Auditors:**

Whiting & Partners  
Eagle House  
Great Whyte  
Ramsey  
Cambs  
PE26 1HB

#### **Investment Advisors:**

Whiting & Ptnrs Financial Services Ltd  
Alevin House  
20a The Horsefair  
Wisbech  
PE13 1AR

#### **Bankers:**

HSBC  
3 North Street  
Bourne  
Lincs  
PE10 9AE

#### **Investment Fund Managers:**

HSBC Charities Division  
78 St James's Street  
London  
SW1A 1EJ

Citicorp Quilter  
St Helen's  
1 Undershaft  
London  
EC3A 8BB

CCLA Investment Management Ltd  
80 Cheapside  
London  
EC2V 6DZ

### **Structure, Governance & Management**

**The Charity operates under the terms of the Trust Deed registered with the Charity Commission on the 4<sup>th</sup> November 2004, as amended on the 9<sup>th</sup> August 2005.**

### **Objects of the Trust**

*"For the general benefit of the inhabitants of Bourne Lincolnshire to further such charitable purposes as the Trustees in their absolute discretion shall think fit and in particular the Trustees shall make grants to local charitable organisations such as Bourne Abbey Church, Bourne Outdoor Swimming Pool, Bourne Darby & Joan Club, The Salvation Army and the Butterfield Day Centre."*

### **Mission Statement**

#### **(Our aims)**

*To fulfil the aims of our benefactor for the benefit of the townspeople of Bourne.*  
*To provide full accountability and transparency for our actions in the management of the Trust.*  
*To be pro-active in fulfilling our role as Trustees for the better management and expansion of the Trust.*



## **Main Activity**

### **(What we do)**

We make general Grants to charitable, voluntary and other organisations within the Area of Benefit. Although the Trust does not make grants directly to individuals, small hardship grants are made in conjunction with partnership agencies by means of a Small Grants Scheme described later in this report.

## **Grant Making Policies and Procedures**

### **(How we do it)**

The Trust is empowered to make grants for general Charitable Purposes in accordance with the objects of the Trust. Grant application forms can be downloaded from the Trust's website. When an application for grant is received it is checked for compliance with the Trust's objects and also that full information has been made available. The Trustees are aware that the provision of full funding by the Trust could in some cases be counter productive and might lead to a situation whereby the very reason for the organisations existence and philosophy could be damaged. In such cases the case is discussed with the client and the Trustees may look for further evidence that other resource sources have been explored or that the organisation has used its existing funding on other elements of the related project. Exceptionally, full funding is provided where the Trustees are aware that total funding is required to enable the project to proceed for the general benefit of the inhabitants of Bourne. In all cases the amount of information required is proportionate to the amount of grant and size of organisation and does not exceed the information that an organisation is (or should be) providing to its Trustees or governing body.

The Trust also seeks to be pro-active in its grant making procedures and will seek to interact with the applicant to better understand their requirements and offer advice in assisting them to attain their goals.

Whilst the Trustees take a flexible approach when applications are submitted by an organisation in consecutive years, they do not encourage such applications if there is a danger that the organisation concerned will become over-dependant upon the Trust. The majority of grants are given on a "one off" basis, longer term funding is not our normal practice. In exceptional cases the Trustees have agreed to commit grants over three years on a tapering basis.

During the year all grant applications have been considered in accordance with the adopted procedures set out on Page 6 of this Report.

## **Recruitment & Induction of Trustees**

### **(How we find and train our Trustees)**

Although the Trust deed gives general powers to elect Trustees, the Foundation Trustees have particular regard for the need to enlarge the Board with members having a broad range of relevant skills and experience to enable and expand the work of the charity. It is also recognised that the regular recruitment of new Trustees will enable the Trust to better reflect best practice. All such vacancies are therefore advertised in the local press and media and our own website. Applications for the positions of two further Trustees/Co-opted members will be advertised in late 2007 in accordance with the above policy. New Trustees and Co-opted members are offered an induction to introduce and explain their role and the breadth of the charity's remit. This is based on an information pack which includes the Charity Commission Publication "*The Essential Trustee*", An introduction to the Len Pick Trust, copies of management accounts, minutes of previous meetings, the governing document, administrative procedures and copies of adopted policies relating to Conflicts of Interests and Trustee's Code of Conduct. Co-opted committee members bring particular skills and expertise to each committee and serve the same length of office as Trustees and under the same general guidance.

## Risk Management

### (Avoiding pitfalls)

The Trustees have established the major strategic, business and operational risks that the Charity is exposed to and these are regularly reviewed. The risks and controls thereon have been identified and measures have been taken to implement suitable monitoring procedures. To date these risks have mainly related to investment management, which have been ameliorated by diversified portfolio management. The Trustees have also emplaced policies for the regular monitoring of management accounts. A monitoring and evaluation procedure is also in place to ensure that the recipient complies with the terms and conditions attached to the award of a grant. The risk management process is regularly reviewed by the Finance and General Purpose Committee with appropriate recommendations made to the Full Trustee Board.

## Investment Policy

### (Making our assets work)

Although The Trustees have the power contained within the original trust deed to expend all or part of the capital they consider that the endowment resulting from the residue of Mr Pick's estate should be regarded as capital and therefore have drawn up an investment policy which takes into account the requirement not only to produce income for present beneficiaries but also to protect the capital in real terms for the benefit of future beneficiaries. The Trustees have consequently sought to undertake a low to medium risk policy. To further this policy the investments of the trust are currently split between three investment managers, namely Citicorp Quilter, HSBC Charity Division and CCLA. It is the intention of the Trustees to monitor individual performances over three-yearly periods (with the first review due December 2008) and to revise allocations thereafter in the light of respective performances.

The trustees receive quarterly reports from their investment advisers and managers and meet with the fund managers at six monthly intervals to review performance.

The Trustees have considered whether to operate an Ethical Investment Policy. They consider that the imposition of such restraints upon their investment managers would not be in the best interests of the Trust and its beneficiaries at present, although this situation is reviewed annually.

As part of our strategic development, the Finance and General Purposes committee are currently evaluating the possible benefits of the adoption of a Total Returns Policy. Any recommendations will be taken to a full Trustees meeting for approval and also to the Charity Commission if appropriate.

## Reserves Policy

### (Planning for a rainy day)

The Trustees have established three reserves in order to manage the Trust's funds effectively. **Income Reserve**, this fund represents the surplus of income earned in any financial period less grants committed or running costs of the Trust, it is planned that the Trust's annual commitments should not normally exceed the amount earned for that financial period. **Capital Reserve**, this is the initial capital bequest by the late Mr Pick to establish the Trust, and although the Trust Deed contains provisions for the Trustees to expend the initial bequest it was decided at an early stage that in the interests of future beneficiaries this amount should be treated as "endowed capital". **Contingency Reserve**, although it is planned that costs should not exceed annual income the Trustees recognise that short notice grants may be required and therefore this reserve has been established so that in this instance, any additional funding required will not be paid out of the Trust's capital reserves. This policy is reviewed annually.

## Conflicts Of Interest

### (How we avoid them)

At an early stage the Trustees considered the management of Conflicts of Interest. Whilst the advice contained with the Charity Commission publication “A Guide To Conflicts of Interest For Charity Trustees” has been studied it was felt that the best practice requirement for the Trust to maintain a register of Trustees Interests was too invasive on individual Trustee’s privacy. It was also recognised that given the relatively small area of benefit of the Trust and the long association of the Trustees with the town of Bourne that individual conflicts of interest are likely to occur with most matters in some way, shape or form. Accordingly a policy has been adopted that requires each Trustee to give notice at the beginning of any meeting of any potential conflict. Such notice is recorded in the minutes of the meeting and the Trustee having given notice, takes no further part in the relevant discussion, save at the invitation of the Chairman when a Trustee who has special knowledge of a matter which is beneficial to the proper management of the Trust may speak. At no time does such a Trustee participate in voting on any such matter.

## Related Organisations

### (Some of our partners and associates)

The Trust is a member of the Association of Charitable Foundations, an umbrella organisation for grant making charities. Partnership agreements are in place with South Kesteven Citizens Advice Bureau and the Bourne Corps of the Salvation Army in respect of the administration of the Small Grants Programme as explained later in this Report. The Trust also maintains a dialogue with Bourne United Charities on matters of common interest.

## Brief History

### (How it all started)

The Trust was created by the late Mr Len Pick, retired farmer and potato merchant, in February 1997, upon the proviso that registration with the Charity Commissioners was not undertaken until after his death in order that knowledge of his philanthropy would not come into the public domain during his lifetime. Mr Pick died in January 2004 and registration was achieved on the 4<sup>th</sup> November 2004. The Trust was launched publicly at an open meeting held in the Corn Exchange at Bourne in September 2005 where the intended policies of the Trust were unveiled to local charities and voluntary organisations. The Trust benefits from the residual estate of the late Mr Pick, which amounted to some £4,000,000.00 at his death.

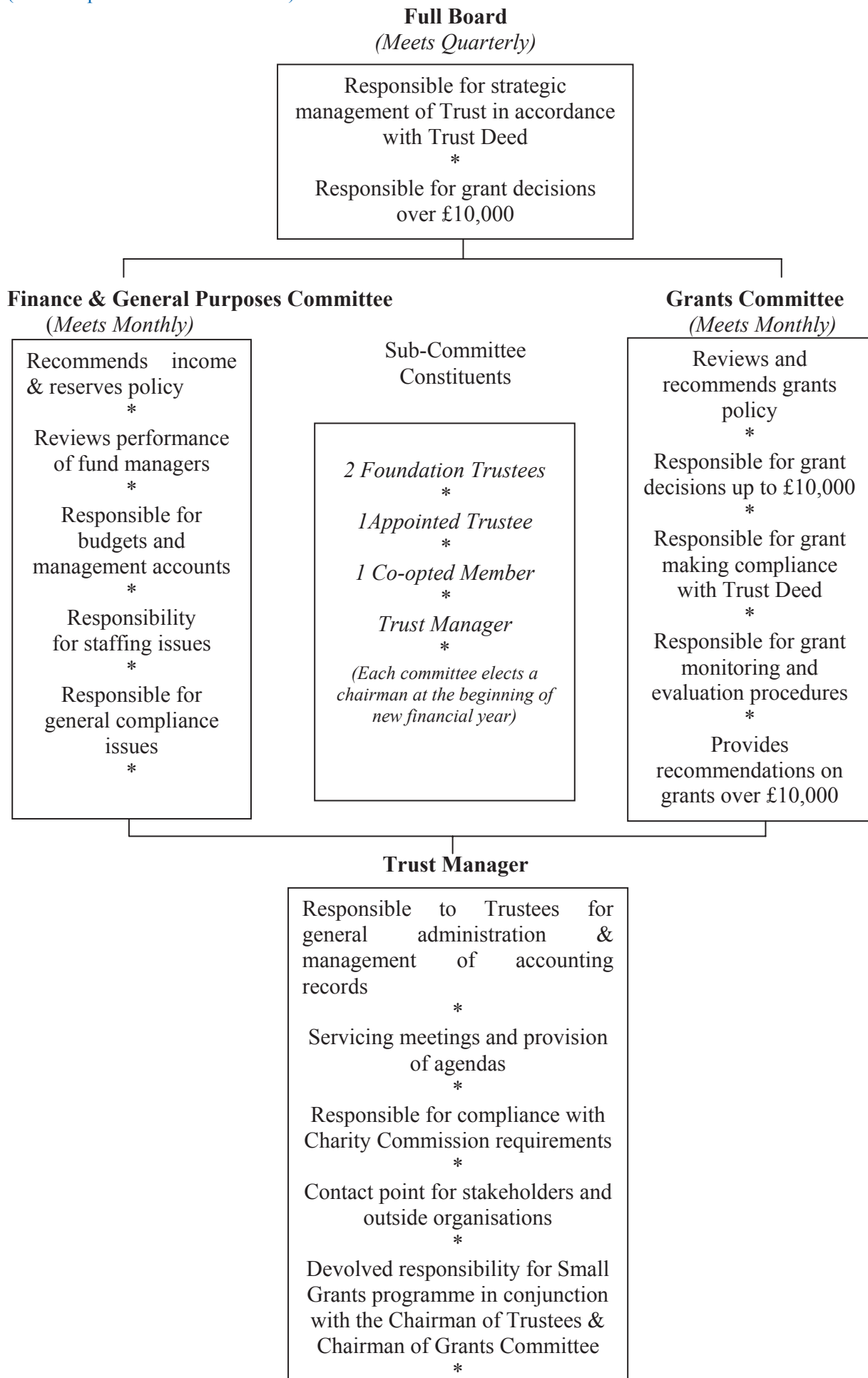
Mr Pick was a well-known and respected businessman who had a strong sense of civic pride. Having lived all his life in Bourne and derived his fortune from the town, he determined that his debt to the town would be repaid in a tangible fashion for the benefit of present and future generations.



Although the Trust Deed gives the Trustees power to apply the funds in such a manner as they think fit to, or for, the benefit of any charitable object or purpose within the area of benefit as described above, the initial donation has been regarded by the Trustees as endowment as described earlier and the resulting income there from is available for distribution in accordance with the Trust Deed.

## Trust Organisational Structure

(How we plan and make decisions)





# Chairman's Report

In my previous report, I wrote of the considerable amount of work and time that had been expended in translating our benefactor's philanthropy into a practical vehicle to enable his wishes to be fulfilled. It has been a great pleasure therefore during the past year to see that effort beginning to offer substantial dividends to the benefit of our stakeholders, the townspeople of Bourne.

Although there have been many highlights during the past year, perhaps the one which gave me particular pleasure, was the inaugural Len Pick Memorial Lecture, held in the Corn Exchange on the anniversary of Mr Pick's death, when we were very pleased to welcome Dr. David Bellamy O.B.E., who gave an inspiring lecture on Climate Change to a capacity audience. This function serves a dual purpose in not only remembering our benefactor but also gives the opportunity to the townspeople of Bourne to hear quality speakers at a nominal cost. From the feedback we have received the event was well received and I look forward to next year when we will be bringing Simon Weston OBE to the Corn Exchange for the second Memorial Lecture.

Later in this report you will read of our efforts to fulfil and indeed, attempt to exceed, Mr Pick's expectations for his benefaction. Our initial efforts have been focused on primary needs in accordance with our initial plan. Grants to the Robert Manning Technology College for the provision of a Learning Resource Centre and pledges to Bourne Grammar School to assist in its attainment of Specialist Status, demonstrate our commitment to education. Grants to the Outdoor Swimming Pool, Cricket Club, Bourne Town Junior Football Club and Bourne Town Harriers demonstrate our support of sport for all ages. The delivery of a replacement ambulance, funded by the Trust, for the Bourne Detachment of the Red Cross is another demonstration of our determination to assist local organisations. There are many other grants impinging in other spheres detailed later in the Report which I am confident demonstrate our commitment to make the town of Bourne a better place to live.

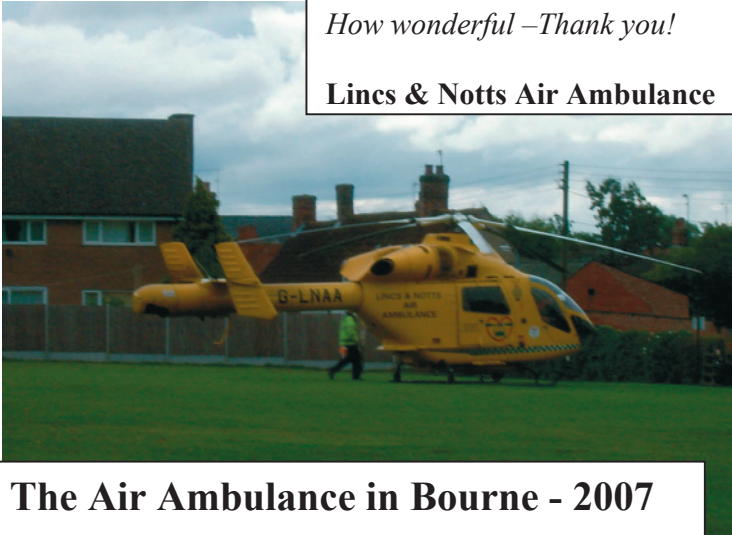
Of course, none of this just happens. Since Mr Pick's death, Adrian Smith, a foundation Trustee, has undertaken the organisation of the Trust's affairs as requested by the Late Mr Pick. In accordance with Charity Commission requirements this work was undertaken on a totally voluntary basis. However, as I mentioned in last year's report, it was recognised that a more formalised administrative structure would be required. I am therefore delighted to report that after consultation with the Charity Commissioners, the Trustees were able, immediately after his resignation as a Trustee, to appoint Mr Smith as Trust Manager to undertake the day-to-day administration of the Trust. Mr Smith is a well-known figure in the town having worked here since 1970. In his work as a Chartered Surveyor, he has a wide understanding of the town's makeup that has been of significant benefit in drawing up our plans.

I must also pay tribute to my fellow Trustees and Co-opted members. Organisational and Governance matters are dry stuff but they are fundamental to the performance of the Trust and ultimately our stakeholders. Not only have they pored through pages of meeting agendas and minutes and attended at meetings, but have attended discussions with grant applicants, meetings with fund managers and also produced challenging debate during our meetings and in particular provided much cogent thought on our future direction. This enthusiasm was amply demonstrated at our "Strategy Day" in March when we decamped to the George Business Centre in Stamford where we had the benefit of Nigel Scott MBA, a specialist in Charity Work as our facilitator and we were able to re-map our future strategy. I believe our organisational structure is well equipped to deal with future challenges and maintain our relevance.

I am happy therefore to be handing over as Chairman to my successor, Geoffrey Hyde, what I believe to be a vibrant organisation and one that is well equipped to deal with the myriad challenges that are presented to us in carrying out the Late Mr Pick's vision for the benefit of our stakeholders-the townspeople of Bourne Lincolnshire.

**Jonathan Forster**

# Highlights from the Year



*How wonderful –Thank you!*

**Lincs & Notts Air Ambulance**

**The Air Ambulance in Bourne - 2007**

*“On behalf of the College, I sincerely thank the Trustees for their support in enabling us to improve learning and teaching opportunities for the students”*

**G R Greatwood  
Principal  
Robert Manning Technology College**

*“Thank you, once again, for such a wonderful contribution to kick start the process of the appeal fund”*

**Arthur Lightfoot  
Bourne Abbey Church PCC**



**Bourne Motor Racing Club Summer Show - 2007**

**Gavin Dunn -Youth Worker  
For Bourne**



*“Thank you for your support, it has made and will make a significant impact on our work”*

**Gillian Arnold  
Alternatives Pregnancy Advice Centre**



**Bourne Army Cadet Force - Dedication of New Banner**

*“Without the Trust, SciFest could not have happened. The attendance of nearly 2000 children and adults speaks for the success of the programme of events”.*

**Gill Bell on behalf of Scifest**

*“Thank you so much”*

**Nicola Day  
Bourne District Guiding Association**



# Some more results from one man's legacy



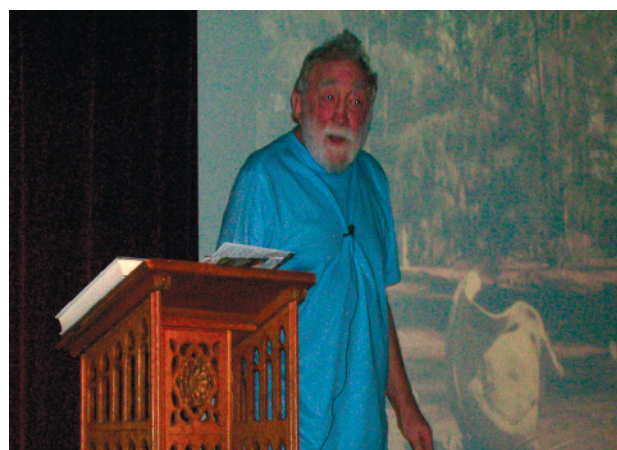
**Red Cross Ambulance Presentation**

*"We are delighted with your offer -  
Thank you very much"*

**Joy Clift Hill**  
Operations Director British Red Cross

*"We have found the grant to be extremely beneficial  
in helping disadvantaged families in different ways...  
For this we are very grateful"*

**Mrs C A Edwards Headteacher**  
Bourne Abbey Primary School



**The Len Pick Memorial Lecture**  
**Dr. David Bellamy OBE**



**Bourne Town Harriers with  
High Visibility Vests**

*"I look forward to future events organised by  
The Len Pick Trust, and I hope that you will  
be able to find speakers who can generate the  
same levels of interest and enthusiasm as we  
enjoyed yesterday evening"*

**Les Thorley**  
Bourne



**Bourne Cricket Club-Children's  
Coaching**

*"Without your help the Mill  
would not look as good as it  
does today"*

**Brenda Jones**  
Chairman  
Bourne Civic Society



**The Worth Gallery -  
Bourne Civic Society**

## Achievements & Performance

(What we have done in detail)

During the report period the Trustees have supported projects within the following categories.

Category	Grants & Charitable Activities Paid 2006/07 £	Outstanding Grants Reserved 2007-09 £	Notes
A1 The Relief of Poverty		10,000.00	(i)
A2 Small Grants Scheme	450.00	14,550.00	(ii)
B1 Mental Health & Disability			
B3 Social & Medical Welfare	52,615.00	9,466.50	(iii)
C2 Sport	3,757.00		
C4 Music & The Arts	2,500.00		
D1 Welfare of the Elderly	2,000.00		
D2 Youth/Young People	600.00	40,000.00	(iv)
E1 Education	15,765.00	15,000.00	(v)
F1 Community	1,405.00	3,871.21	(vi)
G1 Religion	15,000.00		
H1 Other/General	7,239.00		
<b>Total</b>	<b>£100,881.50</b>	<b>£92,887.71</b>	

### Notes: Explanation of outstanding reserved grants 2007/09

(i) A1 The relief of Poverty	£10,000.00	(Payable 2007/09)	Schools Grant Scheme
(ii) A2 Small Grants Scheme	£14,550.00	(Payable 2007/09)	Small Grants Scheme
(iii) B3 Social & Medical	£9,466.50	(Payable 2007/09)	Home Start S W Lincs
(iv) D2 Youth/Young People	£40,000.00	(Payable 2007/09)	Salary provision for Youth Worker.
(v) E1 Education	£15,000.00	(Payable 2007/08)	Bourne Grammar School assistance with Foundation Status application.
(vi) F1 Community	£3,871.21	(Payable 2007/08)	Bourne Round Table

**A more detailed commentary of Grant expenditure to the 31<sup>st</sup> March 2007 (excluding grants previously allocated in 2006/07) is set out below.**

Pregnancy Advice Centre	£ 7,500.00	Aid towards staffing costs
Bourne Cricket Club	£ 2,500.00	Assistance with coaching Provision
Home Start S W Lincs	£12,622.00	Salary funding
Bourne Civic Society	£ 2,500.00	Improvement of Worth Collection
Bourne & District Guides Assoc.	£ 600.00	Purchase of banners
Bourne Abbey Church	£15,000.00	Contributions to Restoration Fund & Salary
Bourne Motor Racing Club	£ 500.00	Contribution to promotional costs 2007 show
Dyke Village Hall Trustees	£ 905.00	Professional fees re structural investigations.
Lincs & Notts Air Ambulance	£ 5,000.00	Grant towards running costs
Bourne Darby & Joan Club	£ 1,000.00	Donation for Christmas festivities
Bourne Salvation Army Corps	£ 1,000.00	Donation for Christmas festivities
Butterfield Centre	£ 1,000.00	Donation for Christmas festivities
Bourne Town Harriers	£ 867.00	Purchase of race equipment
Bourne Wheelers Cycling Club	£ 390.00	Course fees for trainers
Robert Manning College	£15,765.50	Provision of Learning Resource Centre
Bourne Red Cross	£26,493.00	Provision of replacement Ambulance
Len Pick Memorial Lecture	£ 7,239.00	Net cost of event.

<b>Sub-Total</b>	<b>£100,881.50</b>	<b>C/F</b>	<b>£100,881.50</b>
------------------	--------------------	------------	--------------------



## (Achievements & Performance Continued)

Additionally the following grants were agreed in 2006/07 for payment in the period 2007/09.

Home-Start SW Lincs	£ 9,466.50	Future Salary funding.
Bourne Round Table	£ 3,875.51	2006 Bourne Festival (loss underwritten).
Bourne Town Junior Football Club	£ 500.00	Conversion of part loan to grant.

<b>Sub-Total</b>	<b>£13,842.01</b>	<b>£ 13,842.01</b>
------------------	-------------------	--------------------

**Total £114,723.51**

Finally, the following amounts, having been previously allocated in 2005/06, were paid during the year.

Bourne Outdoor Swimming Pool	£10,000.00	Improvements to disabled facilities.
Pregnancy Advice Centre	£ 3,000.00	Rent costs of Premises.
Bourne Schools Grants	£ 5,000.00	See below.
Small Grants Scheme	£ 450.00	See below.
<b>Total</b>	<b>£18,450.00</b>	

Although the Trust is still at a formative stage, the past year has seen considerable progress in its goal of benefiting the townspeople of Bourne. Of course, there are always lessons to be learnt with inevitable disappointments on the way, but we have begun to see some solid returns for the time that has been invested in deciding how to handle Mr Pick's Bequest. As a grant making charity, it would be easy to rely purely on incoming applications to dispose of our annual income. However the Trustees have a duty to all our stakeholders, not just those who can provide completed applications forms. With this in mind we are beginning to develop our community programme to reach out to less advantaged persons and groups. The first phase of this more pro-active stance has been the introduction of two grant schemes, namely the Schools Grant Scheme and the Small Grants Scheme. These are explained in more detail as follows.

### Schools Grant scheme

This scheme is designed to give assistance to children who, for reasons of limited finance, may be disadvantaged, for example, in attendance on school trips, provision of uniform or equipment needs. The grant is spent absolutely at the discretion of the Head Teacher, with one other member of staff, for the purpose of addressing such issues. The amount of grant is based on a formula based on the school role and related to established needs requirement data. During the year £4,000 was devoted to this scheme in respect of the two local primary schools and the Robert Manning Technology College, which helped a total of 91 recipients. The balance of the allocation to this scheme (£1,000.00) was paid to the Willoughby School for help with additional equipment to benefit all pupils.

### Small Grants Scheme

Although the Trust does not give grants to individuals, we have become aware of severe cases of need where assistance is not available from statutory sources. As a trial scheme we entered into partnership agreements with the Citizens Advice Bureau and Salvation Army to act as our partners with effect from January 2007 in operating this scheme. The Trust's maximum grant is up to £250 (Two hundred and fifty pounds), this amount is discretionary and not automatic. **We do not make out cheques to individuals.** The cheque is made out to the agency or directly to a nominated supplier where appropriate. The scheme operates within the area of benefit only. During the financial year we made two grants totalling £450.00. The trial is continuing for the period 2007/09 and the benefits and effectiveness of the scheme are being monitored.

## Financial review of the year

(How our assets have performed during the year)

Our continuing key investment objective is to find a balance between generating income for today's charitable disbursements and maintaining the capital value of the assets, after taking into account the effects of inflation, for the benefit of future generations. During the past year the net assets of the Trust have increased from £4,622,156.00 as at 31<sup>st</sup> March 2006 to £4,767,509.00 as at the 31<sup>st</sup> March 2007, a net increase of 3.14% after total expenditure of £139,133.00.

Income generated from Investments for the year amounted to £123,878.00. After taking into account Management & Governance expenditure of £24,409.00, this left £99,469.00.00 for potential charitable disbursements. The actual figure for charitable disbursements, as previously noted, amounted to £114,724.00 thus giving an "overspend" for the year of £15,525.00. This figure was in line with initial budget predictions, which incorporated the accrued income received from Mr Pick's estate during the period of its administration.

Adding the Trust assets capital growth and the gross income received together during the year, but again, not allowing for expenditure, this equated to a total return of £269,231.00 (+5.82%) from the Trust's investments.

The Trustee's view this as a fair return for the year, given the mix of assets held within the portfolio for diversification and risk reduction. This return appears modest if compared to the positive returns experienced by most equity markets over the last year, however holding equities only would significantly increase the capital risk and volatility of the portfolio. The returns have been dampened over the period by holding cash and in particular significant levels of fixed interest stocks, which have been affected by rising interest rates. However, these assets are essential to generate income and most importantly to diversify the capital risk to the portfolio in different economic conditions. A diversified portfolio is more likely to achieve consistent results over time, rather than committing to a narrower range of investment choices, which would be more likely to produce volatility.

## Future Plans

(What we intend to do in the future)

The Trustee's duties can be simply divided into two categories, firstly to ensure that Mr Pick's original benefaction grows and increases in real terms (allowing for inflation) for the benefit of future stakeholders and also provides a realistic income for present stakeholders. Secondly, that we are pro-active in the most effective use of present assets for the benefit of the townspeople of Bourne. To attain the first of these goals we intend to continue to monitor the existing investment policy and assess its effectiveness by reference to established benchmarks. With regard to the second goal, we intend to continue to research local needs. We will also continue to seek ways to partner statutory and voluntary sector providers by the implementation of a number of policies that were discussed at our Strategy Day in March.

## Meeting our objectives

(Have we or haven't we?)

We do not believe it is possible to realistically answer this question in terms of statistics or percentages, particularly at this early stage of the Trust's life. Our aim is "for the general benefit of the townspeople of Bourne" in accordance with Mr Pick's wishes. Our litmus test therefore is "Would our benefactor have approved?" We believe his answer for 2006/07 would have been, delivered, as usual in his dry style but perhaps with that well remembered vestige of a slight twinkle in his eye, "Yes, but you could have done better – keep working." We will heed his comments.

**Adrian Smith FRICS**  
**Executive Trust Manager**

## Statement of Trustees Responsibilities

### (What we have to do)

The Trustees are responsible for preparing the financial statements in accordance with applicable law and United Kingdom Generally Accepted Accounting Practice.

Charity law requires the Trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charity and of the surplus or deficiency of the charity for that year.

In preparing these financial statements, the Trustees are required to select suitable accounting policies as described on page 18, and then apply them on a consistent basis, making judgements and estimates that are prudent and reasonable. They must also prepare the financial statements on a going concern basis unless it is inappropriate to presume that the Trust will continue in business.

The Trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the Trust and to enable them to ensure that the financial statements comply with the Charities Act 1993. The Trustees are also responsible for safeguarding the assets of the Trust and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as the Trustees are aware:

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

### Signed on behalf of the Trustees

*J C Forster.* Chairman

*G Hyde.* Vice-Chairman

**Dated: 24<sup>th</sup> September 2007**

The accounts have been prepared in accordance with the accounting policies set out in Note 1 to the accounts and comply with the Charity's Trust Deed, applicable law and the requirements of the Statement of Recommended Practice "Charity Reporting & Accounting" issued in March 2005 (Revised May 2007).

## **Independent Auditors' Report to the Trustees of The Len Pick Trust**

We have audited the financial statements of the Len Pick Trust for the year ended 31 March 2007 which comprise the Statement of Financial Activities, the Balance Sheet, and related notes. These financial statements have been prepared in accordance with the accounting policies set out on page 18.

This report is made solely to the Charity Trustees, as a body, in accordance with the Charities Act 1993. Our audit work has been undertaken so that we might state to the Trustees 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 Charity and its Trustees as a body, for our audit work, for this report, or for the opinions we have formed.

### **Respective Responsibilities of Trustees and Auditors**

The responsibilities of the trustees for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are set out in the Statement of Trustees' Responsibilities on page 13.

We have been appointed as auditors under section 43 of the Charities Act 1993 and report in accordance with regulations made under section 44 of that Act. Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on auditing (UK and Ireland).

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Charities Act 1993. We also report to you if, in our opinion, the Trustees' Annual Report is not consistent with the financial statements, if the charity has not kept proper accounting records or if we have not received all the information and explanations we require for our audit, or if information specified by law regarding Trustees remuneration and transactions with the Charity is not disclosed.

We read other information contained in the Trustees' Annual Report, and consider whether it is consistent with the audited financial statements. We consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements. Our responsibilities do not extend to any other information.

### **Basis of Opinion**

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) issued by the Auditing Practices Board.

An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the trustees in the preparation of the financial statements, and of whether the accounting policies are appropriate to the charity's circumstances, consistently applied and adequately disclosed.

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



**Independent Auditors' Report to the Trustees of  
The Len Pick Trust (Continued)**

**Opinion**

In our opinion the financial statements:

give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the Charity's affairs as at 31 March 2007 and of its incoming and resources and application of resources, including its income and expenditure, for the year then ended: and

have been properly prepared in accordance with the Charities Act 1993.

**Whiting & Partners  
Chartered Accountants & Business Advisors  
Registered Auditors  
Eagle House  
Great Whyte  
Ramsey  
PE26 1HB**

**Date:**

**The Len Pick Trust**  
**Statement of Financial Activities**  
**For the Year ended 31 March 2007**

	<b>Note</b>	<b>Unrestricted Funds £</b>	<b>Total 2007 £</b>	<b>Total 2006 £</b>
<b>Incoming Resources before Transfers &amp; Revaluations:-</b>				
<b>Incoming Resources from generated funds:</b>				
Voluntary Income		0	0	4,127,835
Income from investments	<b>2</b>	123,878	123,878	425,705
<b>Total incoming resources</b>		<u>123,878</u>	<u>123,878</u>	<u>4,553,540</u>
<b>Resources Expended:</b>				
<b>Costs of generating funds:</b>				
Investment Management Costs	<b>3</b>	6,068	6,068	13,850
<b>Direct charitable purposes</b>	<b>4</b>	114,724	114,724	131,765
<b>Governance Costs</b>	<b>5</b>	18,341	18,341	9,525
<b>Total Resources Expended</b>	<b>6</b>	<u>139,133</u>	<u>139,133</u>	<u>155,140</u>
<b>Net (outgoing)/incoming resources before revaluation &amp; investment asset disposals</b>		-15,255	-15,255	4,398,400
Realised gains on disposal of investment assets	<b>7</b>	17,058	17,058	1,015
Unrealised gains on revaluation of investment assets		143,550	143,550	222,227
<b>Net Movement in Funds</b>		<u>145,353</u>	<u>145,353</u>	<u>4,621,642</u>
Fund Balances brought forward		4,622,156	4,622,156	514
<b>Fund Balances carried forward</b>		<u>4,767,509</u>	<u>4,767,509</u>	<u>4,622,156</u>

The charity has no recognised gains or losses other than the results for the year as set out above

All of the activities of the charity are classed as continuing.

The notes on pages 18 to 22 form part of these accounts.

**The Len Pick Trust**  
**Balance Sheet**  
**As at 31 March 2007**

		<b>2007</b>		<b>2006</b>	
	<b>Note</b>	£	£	£	£
<b>Fixed Assets</b>					
Tangible Fixed Assets	<b>8</b>	2,913		3,897	
Investment Property	<b>9</b>	140,000		140,000	
Listed Investments	<b>10</b>	4,184,250		3,987,478	
Cash Balance held in Investment Portfolio	<b>10</b>	<u>203,060</u>		<u>239,224</u>	
			4,530,223		4,370,599
<b>Current Assets</b>					
Sundry Debtors	<b>11</b>	45,354		116,128	
Cash at Bank:					
Current Account		9,369		35,111	
Deposit Account		<u>279,097</u>		<u>201,318</u>	
		<u>333,820</u>		<u>352,557</u>	
<b>Current Liabilities</b>					
Creditors falling due within one year	<b>12</b>	<u>-63,378</u>		<u>-36,000</u>	
<b>Net Current Assets</b>			<u>270,442</u>		<u>316,557</u>
<b>Total Assets Less Current Liabilities</b>			4,800,665		4,687,156
<b>Creditors: Amounts falling due after more than one year</b>	<b>13</b>		33,156		65,000
<b>Net Assets</b>			<u><u>4,767,509</u></u>		<u><u>4,622,156</u></u>
<b>Represented By:</b>					
<b>Unrestricted Funds</b>	<b>14</b>				
Income and Expenditure Account			539,162		393,807
Capital Fund			4,128,347		4,128,349
Contingency Fund			<u>100,000</u>		<u>100,000</u>
			<u><u>4,767,509</u></u>		<u><u>4,622,156</u></u>

**Approved by the Trustees on:** 24th September 2007

.....Trustee (J C Forster)

.....Trustee (G Hyde)

The notes on pages 18 to 22 form part of these accounts.

## **1 Accounting policies**

### **a) Accounting Convention**

The accounts have been prepared under the historical cost convention, and in accordance with the Charities Act 1983 and the Statement of Recommended Practice: Accounting and Reporting by Charities issued in March 2005.

### **b) Incoming Resources**

Voluntary Income is from donations and is recognised on a receipts basis.  
Income from investments is included when receivable.

### **c) Fund Accounting**

Unrestricted funds are available for use at the discretion of the trustees in furtherance of the general objectives of the charity.

The Capital fund represents the balance received from the Estate of the late Mr. T.L. Pick and it is the intention of the Trustees that this balance should be maintained to provide suitable levels of investment income to meet the Trusts charitable obligations.

The contingency fund has been established as it is the intention of the Trustees that grants paid in any accounting period should not exceed income received, this fund exists that in a situation where an additional grant is required in excess of the years income, it can be paid without drawing on the Trust's capital fund.

### **d) Resources Expended**

Expenditure is recognised on an accruals basis as a liability is incurred. Expenditure includes any VAT which cannot be fully recovered, and is reported as part of the expenditure to which it relates:

Costs of generating funds comprise the costs of both attracting voluntary income and the costs associated with its permitted trading activities of letting properties.

Charitable expenditure comprises those costs incurred by the charity in the delivery of its activities and services for its beneficiaries.

Grants payable are included on an accruals basis, where the grant is due to be paid to the benefactor once the qualifying conditions have been met. There is a right to recover grants given and not utilised in accordance with the agreed terms, and any recoveries will be included in the accounts when recovered.

Governance costs include those costs associated with meeting the constitutional and statutory requirements of the charity, as well as administrative and establishment costs of the charity which cannot be fairly allocated to any of the charity's activities.

### **e) Fixed Assets**

Depreciation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows:-

Office Equipment	-	25% Reducing Balance
------------------	---	----------------------



**The Len Pick Trust**  
**Notes to the Accounts (Continued)**  
**For the Year ended 31 March 2007**

**2 Interest Receivable and Similar Income**

	<b>Year to 31.3.2007 £</b>	<b>Period to 31.3.06 £</b>
Rents from Investment Property	2,697	1,189
Income from Listed Investments	98,227	19,242
Bank Interest receivable	22,954	92,848
Other Income: Estate of T.L. Pick, deceased	-	312,426
	<u>123,878</u>	<u>425,705</u>

**3 Costs of Activities for Generating Funds**

	<b>Unrestricted Funds £</b>	<b>Total Funds Year to 31.3.07 £</b>	<b>Total Funds Period to 31.3.06 £</b>
Professional Fees - Investment Advice	6,068	6,068	13,850

**4 Direct Charitable Expenditure**

	<b>Unrestricted Funds £</b>	<b>Total Funds Period to Year to £</b>	<b>Total Funds Period to 31.3.2006 £</b>
Grants Payable	107,485	107,485	131,765
Charitable Events	7,239	7,239	-
	<u>114,724</u>	<u>114,724</u>	<u>131,765</u>

**5 Governance Costs**

	<b>Unrestricted Funds £</b>	<b>Total Funds Year to 31.3.2007 £</b>	<b>Total Funds Period to 31.3.2006 £</b>
Insurance	1,249	1,249	2,499
Sundries	2,541	2,541	1,669
Depreciation	984	984	1,300
Maangement Charges	10,692	10,692	-
Auditors' Remuneration	2,875	2,875	4,057
	<u>18,341</u>	<u>18,341</u>	<u>9,525</u>

**Notes to the Account (Continued)**  
**For the Year ended 31 March 2007**

**6 Total Expenditure**

	<b>Note</b>	<b>Depreciation</b>	<b>Other Costs</b>	<b>Total Funds Year to 31.3.2007</b>	<b>Total Funds Year to 31.3.2006</b>
		£	£	£	£
<b>Total Resources Expended</b>					
Costs of Generating Funds	<b>3</b>	-	6,068	6,068	13,850
Direct Charitable Expenditure	<b>4</b>	-	114,724	114,724	131,765
Administrative Expenditure	<b>5</b>	984	17,357	18,341	9,525
		<u>984</u>	<u>138,149</u>	<u>139,133</u>	<u>155,140</u>

**7 Realised Gains/(Losses) on Disposal of Investment Assets**

	<b>Unrestricted Funds</b>	<b>Total Funds Year to 31.3.2007</b>	<b>Total Funds Period to 31.3.2006</b>
	£	£	£
Profit on Disposal of Listed Investments	17,058	17,058	13,867
Loss on Disposal of Investment Properties	-	-	-12,852
	<u>17,058</u>	<u>17,058</u>	<u>1,015</u>

**8 Tangible Fixed Assets**

	<b>Office Equipment</b>	<b>Total</b>
	£	£
<b>Cost</b>		
At 1 April 2006	5,197	0
<b>At 31 March 2007</b>	<u>5,197</u>	<u>0</u>
<b>Depreciation</b>		
At 1 April 2006	1,300	0
Charges for the period	984	0
<b>At 31 March 2006</b>	<u>2,284</u>	<u>0</u>
<b>Net Book Value</b>		
<b>At 31 March 2007</b>	<u>2,913</u>	<u>0</u>
At 31 March 2006	<u>3,897</u>	<u>0</u>

**The Len Pick Trust**  
**Notes to the Accounts (Continued)**  
**For the Year ended 31 March 2007**

**9 Investment Property**

<b>Cost</b>	£
At 1 April 2006	140,000
<b>At 31 March 2007</b>	<u>140,000</u>

**10 Listed Investments**

	Original Investment	Cost or Mkt Value at 1.4.06	Cash Balances at 1.4.06	2007 Additions	Disposals	Cost or Mkt Value at 31.3.07	Cash Balances at 31.3.07
	£	£	£	£	£	£	£
Morgan Stanley Quilter Portfolio	2,000,000	1,986,549	137,512	150,000		2,327,425	58,002
HSBC Investment Portfolio	1,500,000	1,500,929	101,712			1,598,632	45,058
COIF Charities Deposit Fund	250,000	250,000			-150,000		100,000
COIF Charities Investment Fund	250,000	250,000				258,193	
	<u>4,000,000</u>	<u>3,987,478</u>	<u>239,224</u>	<u>150,000</u>	<u>-150,000</u>	<u>4,184,250</u>	<u>203,060</u>

**11 Sundry Debtors**

	<b>2007</b> £	<b>2006</b> £
Income Tax Repayment	-	63,159
Investment Income	44,354	51,469
Other Debtors	1,000	1,500
	<u>45,354</u>	<u>116,128</u>

**12 Creditors**

	<b>2007</b> £	<b>2006</b> £
Grants Payable	59,736	28,000
Sundry Creditors	3,642	8,000
	<u>63,378</u>	<u>36,000</u>

**The Len Pick Trust**  
**Notes to the Accounts (Continued)**  
**For the Year ended 31 March 2007**

**13 Creditors Falling Due After 12 Months**

	<b>2007</b>	<b>2006</b>
	£	£
Grants Payable	33,156	65,000

The trustees have accrued as a liability grants payable, where the qualifying conditions have been met at the balance sheet date, and the grant has been approved for payment by the trustees. The total Grants payable are £92,892 (2006 £93,000) as shown above and in Note 12 to these accounts.

**14 Net Assets Between Funds**

Fund Balances at 31 March 2007 are represented by:-

	<b>Total</b>	<b>Unrestricted Funds</b>	<b>Restricted Funds</b>
	£	£	£
Fixed Assets	4,530,223	4,530,223	-
Cash at Bank and In Hand	288,466	288,466	-
Sundry Debtors	45,354	45,354	-
Sundry Creditors	-96,534	-96,534	-
	<u>4,767,509</u>	<u>4,767,509</u>	<u>-</u>
Unrealised Gains included in above Fixed Asset Investments	<u>365,777</u>	<u>365,777</u>	<u>-</u>
Reconciliation of Movement in Unrealised Gains on Investments			
Unrealised Gain at 1 April 2006	222,227	222,227	
Add Increase in Reserve for the year	143,550	143,550	-
UNREALISED GAIN AT 31 MARCH 2007	<u>365,777</u>	<u>365,777</u>	<u>-</u>



## NOTES

## NOTES



