Canterbury Connected CIC
Company Limited by Guarantee
Unaudited Financial Statements
30 September 2017

## **BURGESS HODGSON LLP**

Chartered accountants
Camburgh House
27 New Dover Road
Canterbury
Kent
CT1 3DN

## Company Limited by Guarantee

## **Financial Statements**

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### **Company Limited by Guarantee**

#### **Directors' Report**

#### Year ended 30 September 2017

The directors present their report and the unaudited financial statements of the company for the year ended 30 September 2017.

#### **Business review**

The report reflects the activities of Canterbury Connected CIC in running the Canterbury Connected Business Improvement District (BID) in the third year of its five year term, from 1st October 2016 to 30th September 2017.

Income is derived from the BID levy; voluntary contributions from seven local organisations who are either not levy payers but wish to contribute as they support the BID in its ongoing activities (Lenleys, University of Kent, Canterbury Archaeological Trust, Club Chemistry and Kent Police), or who are levy payers and wish to increase their contribution to reflect their own commitment to what the BID does (Kings School and Canterbury Christ Church University); a Service Level Agreement with Canterbury City Council for the delivery of an agreed action plan (Purple Flag, monthly reporting, Destination Management Plan); and commercial income derived from the MyCanterbury marketing and loyalty platform.

The year's activities comprised the third year of delivering the BID Business Plan, which was voted on and endorsed at the BID Ballot in July 2014. Here are some highlights:

#### Strong Brand:

- Events: Medieval Pageant and Family Trail, 5,000 watched the parade and 1,000 took part in the Family Trail; BID supported Wise Words, City Sound Community Stage, Pride Canterbury and bOing! in the city centre.
- The Medieval Pageant won the "Lasting Impressions" award at the 2017 Go To Places Kent Tourism Awards.
- The BID led a city-wide partnership to invest in the Visit Kent London campaign for the second year: 27 million 'impressions'.
- and also the county-wide Christmas marketing campaign. MyCanterbury: weekly emails sent to over 10,000 local email accounts with 25-30% open rates and three 'In the City' Guides published.
- Christmas 2016: additional lights across the city centre; switch-on event with 4,000 in attendance; county wide press and radio campaign; Christmas Windows competition with 65 business entrants (up from 50 in 2015).
- The Board agreed in March 2017 to join England's Historic Cities Consortium (EHC) at a cost of £250 per year and also a one-off £20,000 to join the EHC's Discover England Fund (£1m over two years, from summer 2017 to late spring 2019). The £20,000 will be split over years 3 and 4.
- The Board agreed in June 2017 to commission a new Destination Management Plan (the current plan is five years old and contributed to the development of the BID 1 Business Plan) at a cost of £30,000. This will be a year 4 expense.

## Company Limited by Guarantee

#### **Directors' Report**

## Year ended 30 September 2017

#### Superb Destination:

- The BID led Canterbury in the Bloom entry in both the South & South East in Bloom and Britain in Bloom campaigns and won gold in both. Bob Jones, BID CEO, was also presented with a RHS Community Champion Award.
- The BID installed and maintained 340 hanging baskets across the city centre and published a 'Safari in the City' leaflet with partners.
- Deep cleansing across the city centre from Monday to Thursday from 8pm to 6am including graffiti and sticker removal and street signage cleansing.
- BID led the successful Purple Flag re-accreditation and hosted the annual Evening and Night Time Economy Conference with over 70 attendees from across the city and produced a film of the city's ENTE and how it is well managed.
- BID Ambassadors made 5,000 visits to levy payers; reported 2,000 street issues (cracked payements, graffiti, anti-social behaviour etc.); and welcomed 38,000 visitors.

#### **Great Centre for Business:**

- MyCanterbury is now the city's premier marketing platform: weekly emails to over 10,000 local email accounts with 20-30% open rates; three 'In the City' Guides published: Autumn and Christmas (20,000 copies) and Summer (25,000 copies).
- BID published and distributed 'Who ya gonna call' leaflet with details of all the contacts businesses need for a wide range of city centre issues e.g. anti-social behaviour and homelessness.
- BID hosted and paid for a Visual Merchandising workshop to help levy payers improve their display and window dressing skills in preparation for the city's annual Christmas Window Competition.
- FREE utility reduction service: 26 levy payers save an average of £1,365 per annum.
- 11 FREE networking events for levy payers across city venues attended by 85 businesses and 175 individuals.
- 2 FREE training events on Cyber Security and Visual Window Displays attended by 25 businesses.
- The Board agreed in September 2017 to contract with Mendo for years 4 and 5 for their Retail Plant platform, giving us sales performance data, at a cost of £6,148 per year.

#### Connected City:

- BID hosted three Landlords' Forum meetings to engage with property owners and agents in the BID area.
- The BID Team attended a range of meetings each month to represent levy payers and their interests; City Centre Action Group; Rough Sleeper Forum; Safety Tasking Group.

## **Company Limited by Guarantee**

## Directors' Report (continued)

## Year ended 30 September 2017

#### **Directors**

The directors who served the company during the year were as follows:

Mr I W Blackmore

Mr A C Bateman (Resigned 1 January 2017)
Mr R J Brady (Resigned 18 October 2017)

Mr D J Grimwood

Mr E J Coates-Withers (Resigned 25 January 2017)

Mrs T A M Heslop

Mrs C Hicks Mr D Hughes Mr R C Jones

Mr R C Jones (Resigned 18 October 2017)

Mr M R L Keir

Mr D Kelly (Resigned 18 October 2017)
Mr J P Licence (Resigned 18 October 2017)

Mr D J Lilford Mr C N Relf Mr A T Ridings Mr P J Scutt

Mr P R Strong (Appointed 25 January 2017)

Mrs P M Gillespie

## Small company provisions

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption.

## **Company Limited by Guarantee**

Directors' Report (continued)

## Year ended 30 September 2017

This report was approved by the board of directors on 21 February 2018 and signed on behalf of the board by:

Mr P J Scutt Director Mr C N Relf Director

Registered office: Camburgh House 27 New Dover Road Canterbury Kent United Kingdom CT1 3DN

## **Company Limited by Guarantee**

# Statement of Income and Retained Earnings

# Year ended 30 September 2017

	Note	2017 £	2016 £
Turnover		606,869	603,292
Cost of sales (non-administrative expenses)		441,351	393,299
Gross profit		165,518	209,993
Administrative expenses		172,980	181,625
Operating (loss)/profit		(7,462)	28,368
Other interest receivable and similar income		8	22
(Loss)/profit before taxation	6	(7,454)	28,390
Tax on (loss)/profit		2	4
(Loss)/profit for the financial year and total comprehensive inco	me	(7,456)	28,386
Retained earnings at the start of the year		155,739	127,353
Retained earnings at the end of the year		148,283	155,739

All the activities of the company are from continuing operations.

The income and expenditure shown above is broken down in more detail on pages 15 and 16.

## **Company Limited by Guarantee**

## Statement of Financial Position

## 30 September 2017

		2017		2016
	Note	£	£	£
Fixed assets Tangible assets (office equipment)	7		1,871	798
Current assets Debtors Cash at bank and in hand	8	55,592 126,244		70,942 121,101
		181,836		192,043
Creditors: amounts falling due within one year	9	35,424		37,102
Net current assets			146,412	154,941
Total assets less current liabilities			148,283	155,739
Net assets			148,283	155,739
Capital and reserves Profit and loss account			148,283	155,739
Members funds			148,283	155,739

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime and in accordance with FRS 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland'.

For the year ending 30 September 2017 the company was entitled to exemption from audit under section 477 of the Companies Act 2006 relating to small companies.

#### Directors' responsibilities:

- The members have not required the company to obtain an audit of its financial statements for the year in question in accordance with section 476;
- The directors acknowledge their responsibilities for complying with the requirements of the Act
  with respect to accounting records and the preparation of financial statements.

The statement of financial position continues on the following page.

The notes on pages 8 to 12 form part of these financial statements.

## **Company Limited by Guarantee**

## Statement of Financial Position (continued)

## 30 September 2017

These financial statements were approved by the board of directors and authorised for issue on 21 February 2018, and are signed on behalf of the board by:

Mr P J Scutt Director

Company registration number: 06937002

### **Company Limited by Guarantee**

#### Notes to the Financial Statements

## Year ended 30 September 2017

#### 1. General information

The company is a private company limited by guarantee, registered in England and Wales. The address of the registered office is Camburgh House, 27 New Dover Road, Canterbury, Kent, CT1 3DN, United Kingdom.

#### 2. Statement of compliance

These financial statements have been prepared in compliance with Section 1A of FRS 102, 'The Financial Reporting Standard applicable in the UK and the Republic of Ireland'.

#### 3. Accounting policies

#### Basis of preparation

The financial statements have been prepared on the historical cost basis, as modified by the revaluation of certain financial assets and liabilities and investment properties measured at fair value through profit or loss.

The financial statements are prepared in sterling, which is the functional currency of the entity.

#### Transition to FRS 102

The entity transitioned from previous UK GAAP to FRS 102 as at 1 October 2015. Details of how FRS 102 has affected the reported financial position and financial performance is given in note 11.

#### Revenue recognition

BID Levy Income represents amounts invoiced to businesses who are liable to pay the levy. This income is collected for the company by a third party, and any invoiced amounts not collected within 12 months of the invoice date are shown in the accounts as irrecoverable.

#### Income tax

The taxation expense represents the aggregate amount of current and deferred tax recognised in the reporting period. Tax is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case, tax is recognised in other comprehensive income or directly in equity, respectively.

Current tax is recognised on taxable profit for the current and past periods. Current tax is measured at the amounts of tax expected to pay or recover using the tax rates and laws that have been enacted or substantively enacted at the reporting date.

Deferred tax is recognised in respect of all timing differences at the reporting date. Unrelieved tax losses and other deferred tax assets are recognised to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits. Deferred tax is measured using the tax rates and laws that have been enacted or substantively enacted by the reporting date that are expected to apply to the reversal of the timing difference.

## **Company Limited by Guarantee**

## Notes to the Financial Statements (continued)

## Year ended 30 September 2017

#### 3. Accounting policies (continued)

#### Tangible assets

Tangible assets are initially recorded at cost, and subsequently stated at cost less any accumulated depreciation and impairment losses. Any tangible assets carried at revalued amounts are recorded at the fair value at the date of revaluation less any subsequent accumulated depreciation and subsequent accumulated impairment losses.

An increase in the carrying amount of an asset as a result of a revaluation, is recognised in other comprehensive income and accumulated in equity, except to the extent it reverses a revaluation decrease of the same asset previously recognised in profit or loss. A decrease in the carrying amount of an asset as a result of revaluation, is recognised in other comprehensive income to the extent of any previously recognised revaluation increase accumulated in equity in respect of that asset. Where a revaluation decrease exceeds the accumulated revaluation gains accumulated in equity in respect of that asset, the excess shall be recognised in profit or loss.

#### Depreciation

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

Office equipment

Straight line to end of BID term

#### Impairment of fixed assets

A review for indicators of impairment is carried out at each reporting date, with the recoverable amount being estimated where such indicators exist. Where the carrying value exceeds the recoverable amount, the asset is impaired accordingly. Prior impairments are also reviewed for possible reversal at each reporting date.

For the purposes of impairment testing, when it is not possible to estimate the recoverable amount of an individual asset, an estimate is made of the recoverable amount of the cash-generating unit to which the asset belongs. The cash-generating unit is the smallest identifiable group of assets that includes the asset and generates cash inflows that are largely independent of the cash inflows from other assets or groups of assets.

For impairment testing of goodwill, the goodwill acquired in a business combination is, from the acquisition date, allocated to each of the cash-generating units that are expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities of the company are assigned to those units.

#### **Provisions**

Provisions are recognised when the entity has an obligation at the reporting date as a result of a past event, it is probable that the entity will be required to transfer economic benefits in settlement and the amount of the obligation can be estimated reliably. Provisions are recognised as a liability in the statement of financial position and the amount of the provision as an expense.

## **Company Limited by Guarantee**

## Notes to the Financial Statements (continued)

## Year ended 30 September 2017

#### 3. Accounting policies (continued)

#### Provisions (continued)

Provisions are initially measured at the best estimate of the amount required to settle the obligation at the reporting date and subsequently reviewed at each reporting date and adjusted to reflect the current best estimate of the amount that would be required to settle the obligation. Any adjustments to the amounts previously recognised are recognised in profit or loss unless the provision was originally recognised as part of the cost of an asset. When a provision is measured at the present value of the amount expected to be required to settle the obligation, the unwinding of the discount is recognised as a finance cost in profit or loss in the period it arises.

#### Financial instruments

Financial liabilities and equity instruments are classified according to the substance of the contractual arrangements entered into. An equity instrument is any contract that evidences a residual interest in the assets of the entity after deducting all of its financial liabilities.

Where the contractual obligations of financial instruments (including share capital) are equivalent to a similar debt instrument, those financial instruments are classed as financial liabilities. Financial liabilities are presented as such in the balance sheet. Finance costs and gains or losses relating to financial liabilities are included in the profit and loss account. Finance costs are calculated so as to produce a constant rate of return on the outstanding liability.

Where the contractual terms of share capital do not have any terms meeting the definition of a financial liability then this is classed as an equity instrument. Dividends and distributions relating to equity instruments are debited direct to equity.

## Defined contribution plans

Contributions to defined contribution plans are recognised as an expense in the period in which the related service is provided. Prepaid contributions are recognised as an asset to the extent that the prepayment will lead to a reduction in future payments or a cash refund.

When contributions are not expected to be settled wholly within 12 months of the end of the reporting date in which the employees render the related service, the liability is measured on a discounted present value basis. The unwinding of the discount is recognised as a finance cost in profit or loss in the period in which it arises.

#### 4. Company limited by guarantee

The company is limited by guarantee and consequently does not have share capital. In the event of a liquidation, each of the members is liable to contribute an amount not exceeding £1 towards the assets of the company.

#### Employee numbers

The average number of persons employed by the company during the year amounted to 6 (2016: 4).

## Company Limited by Guarantee

## Notes to the Financial Statements (continued)

6.	Profit before taxation		
	(Loss)/profit before taxation is stated after charging:	2017 £	2016 £
	Depreciation of tangible assets	1,027	373
7.	Tangible assets		
		Equipment £	Total £
	Cost At 1 October 2016 Additions	1,863 2,100	1,863 2,100
	At 30 September 2017	3,963	3,963
	<b>Depreciation</b> At 1 October 2016 Charge for the year	1,065 1,027	1,065 1,027
	At 30 September 2017	2,092	2,092
	Carrying amount At 30 September 2017	1,871	1,871
	At 30 September 2016	798	798
8.	Debtors		
		2017 £	2016 £
	Trade debtors – outstanding sponsorship Trade debtors – outstanding income generated from MTMC Other debtors	1,200 5,139 49,253 55,592	22,003 7,274 41,665 70,942
9.	Creditors: amounts falling due within one year		
	Trade creditors (suppliers)	2017 £ 26,624 2	2016 £ 30,731 4
	Corporation tax Social security and other taxes Other creditors	2,725 6,073	2,880 3,487
		35,424	37,102

## Company Limited by Guarantee

## Notes to the Financial Statements (continued)

## Year ended 30 September 2017

#### 10. Related party transactions

Services totalling £27,485 (2016: £18,053) were provided to the company during the year by Think Systems UK Ltd, a company of which A T Ridings is both a director and majority shareholder. At the year end a balance of £Nil (2016: £42) remained outstanding.

During the period, free services for website hosting and support have been provided by Think Systems UK Ltd (trading as CloudSpace) in return for their logo being listed for free on Canterbury Connected's website as a sponsor of the CIC. These transactions arise as a result of A T Ridings' involvement with both companies.

During the year, the company raised invoices totalling £29,760 (2016: £26,270) to My Town My City Ltd, a company of which A T Ridings is a director and controlling shareholder. £5,139 (2016: £7,274) was outstanding at the year end. The company has an arrangement with My Town My City Ltd to receive 100% of the income generated from the My Town My City platform.

The income generated from the BID's use of this platform is used to defray specific employment and overhead costs incurred.

During the year services totalling £100 (2016: £3,985) were provided by Kreston Reeves LLP, of which C N Relf is a partner. No balances were left unpaid at the year end.

During the year services totalling £300 (2016: £1,719) were provided to the company by Furley Page LLP, of which J P Licence is a partner. All of which was paid prior to the year end.

During the year, the company supported the following events in the city centre with which some BID directors had a voluntary involvement but no control: Pride Canterbury (£2,000), bOing International Family Festival for city-centre activity (£1,500), Midnight Run (£2,000), City Sound Project (£2,400) and Wise Words Festival (£2,000).

During the year Canterbury City Council paid the company £22,500 (2016: £22,500) to carry out the following services: reporting on vacancy rates, footfall, visitor and shopper feedback and sales performance; co-ordinating and delivering of the Destination Management Plan; and managing of the Purple Flag accreditation process.

#### 11. Transition to FRS 102

These are the first financial statements that comply with FRS 102. The company transitioned to FRS 102 on 1 October 2015.

No transitional adjustments were required in equity or profit or loss for the year.

#### 12. Retained earnings

When Canterbury City Partnership (CCP) ceased operations, £5,872.58 was transferred to Canterbury Connected CIC and designated to be used for restricted purposes as to be determined by representatives of the CCP. This amount is included in the retained earnings of £155,739 brought forward at the beginning of the year.

A part of this restricted fund amounting to £5,730 was utilised during the year and is included within Project funding in the income statement and relates to expenditure on architecture costs with respect to the Heritage Plan.

Canterbury Connected CIC
Company Limited by Guarantee
Management information
Year ended 30 September 2017

The following pages do not form part of the financial statements.

## Company Limited by Guarantee

# Chartered Accountant's Report to the Board of Directors on the Preparation of the Unaudited Statutory Financial Statements of Canterbury Connected CIC

## Year ended 30 September 2017

In order to assist you to fulfil your duties under the Companies Act 2006, we have prepared for your approval the financial statements of Canterbury Connected CIC for the year ended 30 September 2017, which comprise the statement of income and retained earnings, statement of financial position and the related notes from the company's accounting records and from information and explanations you have given us.

As a practising member firm of the Institute of Chartered Accountants in England and Wales (ICAEW), we are subject to its ethical and other professional requirements which are detailed at www.icaew.com/en/membership/regulations-standards-and-guidance.

This report is made solely to the Board of Directors of Canterbury Connected CIC, as a body, in accordance with the terms of our engagement letter dated 27 October 2016. Our work has been undertaken solely to prepare for your approval the financial statements of Canterbury Connected CIC and state those matters that we have agreed to state to you, as a body, in this report in accordance with ICAEW Technical Release 07/16 AAF as detailed at www.icaew.com/compilation. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than Canterbury Connected CIC and its Board of Directors, as a body, for our work or for this report.

It is your duty to ensure that Canterbury Connected CIC has kept adequate accounting records and to prepare statutory financial statements that give a true and fair view of the assets, liabilities, financial position and loss of Canterbury Connected CIC. You consider that Canterbury Connected CIC is exempt from the statutory audit requirement for the year.

We have not been instructed to carry out an audit or a review of the financial statements of Canterbury Connected CIC. For this reason, we have not verified the accuracy or completeness of the accounting records or information and explanations you have given to us and we do not, therefore, express any opinion on the statutory financial statements.

BURGESS HODGSON LLP Chartered accountants

Camburgh House 27 New Dover Road Canterbury Kent CT1 3DN

## **Detailed Income Statement**

Turnover   Side   Sid		2017 €	2016 £
BID Levy Income	Turnover	τ.	L
BID Income - Voluntary Contributions		512,218	509,116
Match Funding CCC         22,500         22,500           Grants and Contributions         17,561         16,067           Other Income - MyCanterbury         29,760         26,270           Other Income         1,561         6,070           Conter Income         606,869         603,292           Cost of sales         20,270         20,270           Canterbury in Bloom         31,035         25,078           Claening and graffiti removal         78,545         77,465           Evening & Night Time Economy         2,772         3,808           A Safer City         910         1,293           MyCanterbury         30,866         20,460           City Centre Performance - footfall & surveys         3,850         1,200           BZB networking and training         3,981         5,299           BID Conferences         199         997           Christmas lights and events         113,392         96,742           Destination Management Plan         -         183           Canterbury Hop Pocket Race         405         10,670           Levy collection         11,204         11,204           Communication with levy payers         14,294         1,67           BID Membership		·	23,269
Grants and Contributions         17,561         16,067           Other Income - MyCanterbury         29,760         26,270           Other Income         1,561         6,070           Cost of sales         Canterbury in Bloom         31,035         25,078           Cleaning and graffiti removal         78,545         77,465           Evening & Night Time Economy         2,772         3,808           A Safer City         910         1,293           MyCanterbury         30,866         20,460           City Centre Performance - footfall & surveys         3,850         1,200           B2B networking and training         3,981         5,299           BID Conferences         199         997           Christmas lights and events         113,392         96,742           Destination Management Plan         -         133           Canterbury Hop Pocket Race         405         10,670           Levy collection         11,204         11,1204           Communication with levy payers         14,294         1,167           BID Membership         1,906         1,306           Medieval Festival         20,756         13,128           Visit Kent campaign         5,515         600 </td <td></td> <td>22,500</td> <td>22,500</td>		22,500	22,500
Other Income         49,760 (0.00)         26,270 (0.00)         26,270 (0.00)         26,270 (0.00)         20,000         <			
Other Income         1,561 60,70 600,869         603,292           Cost of sales         Canterbury in Bloom         31,035 25,078           Cleaning and graffiti removal         78,545 77,465         77,465           Evening & Night Time Economy         2,772 3,808         30,866         20,460           City Centre Performance - footfall & surveys         3,850 1,200         1,209           BZB networking and training         3,981 5,299         BID Conferences         199 997           Christmas lights and events         113,392 96,742         96,742           Destination Management Plan         -         183           Canterbury Hop Pocket Race         405 10,670         1,204           Levy collection         11,204 11,204         11,204           Communication with levy payers         14,294 1,167         1,096 1,306           BID Membership         1,096 1,306         1,308           Medieval Festival         20,756 13,128         13,128           Visit Kent campaign         5,515 600         600           Event development         10,400 10,000         10,000           BID Ambassadors         441,351 393,299           Gross profit         165,518 209,993           Overheads         7,7462)         28,368 </td <td></td> <td></td> <td>26,270</td>			26,270
Cost of sales         31,035         25,078           Cleaning and graffiti removal         78,545         77,465           Evening & Night Time Economy         2,772         3,808           A Safer City         910         1,293           MyCanterbury         30,866         20,460           City Centre Performance - footfall & surveys         3,850         1,200           BZB networking and training         3,981         5,299           BID Conferences         199         997           Christmas lights and events         113,392         96,742           Destination Management Plan         -         183           Canterbury Hop Pocket Race         405         10,670           Levy collection         11,204         11,204           Communication with levy payers         14,294         1,167           BID Membership         1,096         1,306           Medieval Festival         20,756         13,128           Visit Kent campaign         15,700         21,250           Project funding         5,515         600           Event development         10,400         10,000           BID Ambassadors         96,431         91,449           Overheads         441,351	· · · · · · · · · · · · · · · · · · ·		
Canterbury in Bloom       31,035       25,078         Cleaning and graffiti removal       78,545       77,465         Evening & Night Time Economy       2,772       3,808         A Safer City       910       1,293         MyCanterbury       30,866       20,460         City Centre Performance - footfall & surveys       3,850       1,200         B2B networking and training       3,981       5,299         BID Conferences       199       997         Christmas lights and events       113,392       96,742         Destination Management Plan       -       183         Canterbury Hop Pocket Race       405       10,670         Levy collection       11,204       11,204         Communication with levy payers       14,294       1,167         BID Membership       1,996       1,308         Medieval Festival       20,756       13,128         Visit Kent campaign       15,700       21,250         Project funding       5,515       600         Event development       10,400       10,000         BID Ambassadors       96,431       91,449         Overheads       441,351       393,299         Overheads       7,462       28,		606,869	603,292
Cleaning and graffiti removal       78,545       77,465         Evening & Night Time Economy       2,772       3,808         A Safer City       910       1,293         MyCanterbury       30,866       20,460         City Centre Performance - footfall & surveys       3,850       1,200         B2B networking and training       3,981       5,299         BID Conferences       199       997         Christmas lights and events       113,392       96,742         Destination Management Plan       -       183         Canterbury Hop Pocket Race       405       10,670         Levy collection       11,204       11,204         Communication with levy payers       14,294       1,167         BID Membership       1,996       1,306         Medieval Festival       20,756       13,128         Visit Kent campaign       15,700       21,250         Project funding       5,515       600         Event development       10,400       10,000         BID Ambassadors       96,431       91,449         Gross profit       165,518       209,993         Overheads       7,462       28,368         Other interest receivable and similar income       <	Cost of sales		
Evening & Night Time Economy   2,772   3,808     A Safer City   910   1,293     MyCanterbury   30,866   20,460     City Centre Performance - footfall & surveys   3,850   1,200     B2B networking and training   3,981   5,299     BID Conferences   199   997     Christmas lights and events   113,392   96,742     Destination Management Plan   - 183     Canterbury Hop Pocket Race   405   10,670     Levy collection   11,204   11,204     Communication with levy payers   14,294   1,167     BID Membership   1,096   1,306     Medieval Festival   20,756   13,128     Visit Kent campaign   15,700   21,250     Project funding   5,515   600     Event development   10,400   10,000     BID Ambassadors   96,431   91,449     Gross profit   165,518   209,993     Overheads   Administrative expenses   172,980   181,625     Operating (loss)/profit   (7,462)   28,368     Other interest receivable and similar income   8   22     Control   22   22   23     Control   23   23     Control   24   24     Control   25   25     Control   26   26     Control   27   28,368     Control   28   368     Control   28   368     Control   30,866   20,460     City Centrol   2,772     Control   2,772     Cont			
A Safer City MyCanterbury 30,866 20,460 City Centre Performance - footfall & surveys B2B networking and training B1D Conferences 199 997 Christmas lights and events 113,392 96,742 Destination Management Plan Canterbury Hop Pocket Race Levy collection Communication with levy payers B1D Membership Medieval Festival Visit Kent campaign Project funding Event development B1D Ambassadors  Cross profit  Cross profit  Overheads Administrative expenses  Other interest receivable and similar income  8 22  1,200  1,200  1,200  1,200  1,301  1,302  1,302  1,302  1,004  1,104  1,104  1,107  1,096  1,306	Cleaning and graffiti removal		
MyCanterbury       30,866       20,460         City Centre Performance - footfall & surveys       3,850       1,200         B2B networking and training       3,981       5,299         BID Conferences       199       997         Christmas lights and events       113,392       96,742         Destination Management Plan       -       183         Canterbury Hop Pocket Race       405       10,670         Levy collection       11,204       11,204         Communication with levy payers       14,294       1,167         BID Membership       1,096       1,306         Medieval Festival       20,756       13,128         Visit Kent campaign       15,700       21,250         Project funding       5,515       600         Event development       10,400       10,000         BID Ambassadors       96,431       91,449         Gross profit       165,518       209,993         Overheads       Administrative expenses       172,980       181,625         Operating (loss)/profit       (7,462)       28,368         Other interest receivable and similar income       8       22	Evening & Night Time Economy	•	
City Centre Performance - footfall & surveys       3,850       1,200         B2B networking and training       3,981       5,299         BID Conferences       199       997         Christmas lights and events       113,392       96,742         Destination Management Plan       -       183         Canterbury Hop Pocket Race       405       10,670         Levy collection       11,204       11,204         Communication with levy payers       14,294       1,167         BID Membership       1,096       1,306         Medieval Festival       20,756       13,128         Visit Kent campaign       15,700       21,250         Project funding       5,515       600         Event development       10,400       10,000         BID Ambassadors       96,431       91,449         Gross profit       165,518       209,993         Overheads       Administrative expenses       172,980       181,625         Operating (loss)/profit       (7,462)       28,368         Other interest receivable and similar income       8       22			
B2B networking and training       3,981       5,299         BID Conferences       199       997         Christmas lights and events       113,392       96,742         Destination Management Plan       –       183         Canterbury Hop Pocket Race       405       10,670         Levy collection       11,204       11,204         Communication with levy payers       14,294       1,167         BID Membership       1,996       1,306         Medieval Festival       20,756       13,128         Visit Kent campaign       15,700       21,250         Project funding       5,515       600         Event development       10,400       10,000         BID Ambassadors       96,431       91,449         Gross profit       165,518       209,993         Overheads       Administrative expenses       172,980       181,625         Operating (loss)/profit       (7,462)       28,368         Other interest receivable and similar income       8       22			
BID Conferences   199   997   Christmas lights and events   113,392   96,742   Destination Management Plan   - 183   Canterbury Hop Pocket Race   405   10,670   Levy collection   11,204   11,204   Communication with levy payers   14,294   1,167   BID Membership   1,096   1,306   Medieval Festival   20,756   13,128   Visit Kent campaign   15,700   21,250   Project funding   5,515   600   Event development   10,400   10,000   BID Ambassadors   96,431   91,449	City Centre Performance - footfall & surveys		
Christmas lights and events       113,392       96,742         Destination Management Plan       –       183         Canterbury Hop Pocket Race       405       10,670         Levy collection       11,204       11,204         Communication with levy payers       14,294       1,167         BID Membership       1,096       1,306         Medieval Festival       20,756       13,128         Visit Kent campaign       15,700       21,250         Project funding       5,515       600         Event development       10,400       10,000         BID Ambassadors       96,431       91,449         Gross profit       165,518       209,993         Overheads       Administrative expenses       172,980       181,625         Operating (loss)/profit       (7,462)       28,368         Other interest receivable and similar income       8       22	<u> </u>		
Destination Management Plan       —       183         Canterbury Hop Pocket Race       405       10,670         Levy collection       11,204       11,204         Communication with levy payers       14,294       1,167         BID Membership       1,096       1,306         Medieval Festival       20,756       13,128         Visit Kent campaign       15,700       21,250         Project funding       5,515       600         Event development       10,400       10,000         BID Ambassadors       96,431       91,449         Gross profit       165,518       209,993         Overheads       441,351       393,299         Operating (loss)/profit       (7,462)       28,368         Other interest receivable and similar income       8       22			
Canterbury Hop Pocket Race       405       10,670         Levy collection       11,204       11,204         Communication with levy payers       14,294       1,167         BID Membership       1,096       1,306         Medieval Festival       20,756       13,128         Visit Kent campaign       15,700       21,250         Project funding       5,515       600         Event development       10,400       10,000         BID Ambassadors       96,431       91,449         Gross profit       165,518       209,993         Overheads       Administrative expenses       172,980       181,625         Operating (loss)/profit       (7,462)       28,368         Other interest receivable and similar income       8       22		113,392	
Levy collection       11,204       11,204         Communication with levy payers       14,294       1,167         BID Membership       1,096       1,306         Medieval Festival       20,756       13,128         Visit Kent campaign       15,700       21,250         Project funding       5,515       600         Event development       10,400       10,000         BID Ambassadors       96,431       91,449         Gross profit       165,518       209,993         Overheads       Administrative expenses       172,980       181,625         Operating (loss)/profit       (7,462)       28,368         Other interest receivable and similar income       8       22		_	
Communication with levy payers       14,294       1,167         BID Membership       1,096       1,306         Medieval Festival       20,756       13,128         Visit Kent campaign       15,700       21,250         Project funding       5,515       600         Event development       10,400       10,000         BID Ambassadors       96,431       91,449         Gross profit       165,518       209,993         Overheads         Administrative expenses       172,980       181,625         Operating (loss)/profit       (7,462)       28,368         Other interest receivable and similar income       8       22			
BID Membership			
Medieval Festival       20,756       13,128         Visit Kent campaign       15,700       21,250         Project funding       5,515       600         Event development       10,400       10,000         BID Ambassadors       96,431       91,449         Gross profit       165,518       209,993         Overheads       Administrative expenses       172,980       181,625         Operating (loss)/profit       (7,462)       28,368         Other interest receivable and similar income       8       22			
Visit Kent campaign       15,700       21,250         Project funding       5,515       600         Event development       10,400       10,000         BID Ambassadors       96,431       91,449         Gross profit       165,518       209,993         Overheads       Administrative expenses       172,980       181,625         Operating (loss)/profit       (7,462)       28,368         Other interest receivable and similar income       8       22	•		
Project funding         5,515         600           Event development         10,400         10,000           BID Ambassadors         96,431         91,449           Gross profit         165,518         209,993           Overheads Administrative expenses         172,980         181,625           Operating (loss)/profit         (7,462)         28,368           Other interest receivable and similar income         8         22			
Event development BID Ambassadors       10,400 96,431 91,449         Gross profit       441,351 393,299         Overheads Administrative expenses       172,980 181,625         Operating (loss)/profit       (7,462) 28,368         Other interest receivable and similar income       8 22	Visit Kent campaign		
BID Ambassadors         96,431         91,449           441,351         393,299           Gross profit         165,518         209,993           Overheads Administrative expenses         172,980         181,625           Operating (loss)/profit         (7,462)         28,368           Other interest receivable and similar income         8         22	•		
Gross profit         165,518         209,993           Overheads Administrative expenses         172,980         181,625           Operating (loss)/profit         (7,462)         28,368           Other interest receivable and similar income         8         22	•		
Gross profit165,518209,993Overheads Administrative expenses172,980181,625Operating (loss)/profit(7,462)28,368Other interest receivable and similar income822	BID Ambassadors		91,449
Overheads Administrative expenses172,980181,625Operating (loss)/profit(7,462)28,368Other interest receivable and similar income822		441,351	393,299
Administrative expenses 172,980 181,625  Operating (loss)/profit (7,462) 28,368  Other interest receivable and similar income 8 22	Gross profit	165,518	209,993
Operating (loss)/profit  Other interest receivable and similar income  10,462)  28,368  22	Overheads		
Other interest receivable and similar income 8 22		172,980	181,625
Other interest receivable and diffinal informe	Operating (loss)/profit	(7,462)	28,368
(Loss)/profit before taxation (7,454) 28,390	Other interest receivable and similar income	8	22
	(Loss)/profit before taxation	(7,454)	28,390

## Notes to the Detailed Income Statement

## Year ended 30 September 2017

	2017	2016
	£	£
Administrative expenses		
Director's salary	49,780	45,788
Director's pension costs - money purchase schemes	268	_
Staff salaries	68,400	77,188
Staff pension costs - money purchase schemes	4,081	3,562
Recruitment	5,514	<del></del>
Rent	10,384	11,568
Insurance	1,498	2,145
Travel and subsistence	1,025	1,242
Telephone and website costs	2,182	2,541
Computer costs	3,776	25
Office expenses		78
Printing, stationery and postage	1,083	531
Staff training	450	323
Staff welfare	124	146
Sundry expenses	758	115
Trade subscriptions	50	289
Contributions to marketing campaigns	_	1,751
Legal and professional fees (allowable)	1,411	2,450
Bookkeeping	5,358	5,180
Accountancy fees	2,100	2,125
Depreciation of Equipment	1,027	373
Irrecoverable Levy	13,475	23,886
Bank charges	236	319
	172,980	181,625
Other interest receivable and similar income		
Interest on cash and cash equivalents	8	22

Director's salary and pension costs represent amounts paid to the CEO.

# Canterbury Connected CIC Detailed Income Statement Year ended 30 September 2017

Notes to the Detailed Income Statement