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Turning Point Scotland Limited
Report and Financial Statements
Year Ended
31 March 2002

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Turning Point Scotland Limited

Annual report and financial statements for the year ended 31 March 2002

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Turning Point Scotland Limited

Legal and administrative information for the year ended 31 March 2002

Constitution

Turning Point Scotland Limited is a company limited by guarantee and a registered charity governed by its memorandum and articles of association. Registered charity number SC 028827 and company number 194639.

Directors and trustees

The directors of the charitable company ("the charity") are its trustees for the purposes of charity law and throughout this report are collectively referred to as the trustees. The appointment, removal, power and duties of the trustees are as set out in the articles of association.

The trustees serving during the year and since the year end were as follows:

Brian Macdonald	<i>(Chair)</i>
Barbara Wright	<i>(Vice Chair)</i>
Morag Alexander OBE	
Lesley Boyd	
Iain Hill	
Keith Howell	
Keith Makin	
Ross Mitchell	
Julia Palmer	

All of the trustees perform a non-executive role.

Secretary and registered office

T.C. Young and Son Solicitors, 30 George Square, Glasgow G2 1LH

Auditors

BDO Stoy Hayward, Ballantine House, 168 West George Street, Glasgow G2 2PT

Bankers

Royal Bank of Scotland plc, 469 Paisley Road, Glasgow.

Solicitors

T.C. Young and Son, 30 George Square, Glasgow G21LH

Turning Point Scotland Limited

Report of the trustees for the year ended 31 March 2002

The trustees present their report together with the audited financial statements for the year ended 31 March 2002.

Legal and administrative information set out on page 1 forms part of this report. The financial statements comply with current statutory requirements and articles of association and the Statement of Recommended Practice - Accounting and Reporting by Charities.

Results

The income and expenditure account is included within the Financial Activities on page 8. The Charity realised a surplus of £660,387 in the year to 31 March 2002. £401,144 of the surplus arose from Capital Grants given to the charity to purchase properties for specific projects, and these are included in the Fixed Assets schedule on page 16 at cost price.

Objects of the charity

Turning Point Scotland is a registered charity and a company limited by guarantee. There are no shares and the company is not a membership organisation. Our Directors have no financial interests in the company.

Turning Point Scotland acts as a managing agent for Local Authorities and Health Boards who purchase health and social care services for people with drug, alcohol or mental health problems and for people with a learning disability. We also run associated services in criminal justice, young onset dementia and homelessness. All of these relate to our four service areas and all focus on adults. The Board has reviewed our geography and service sectors and has confirmed that Turning Point Scotland will continue to work in Scotland and with adults. Our charitable status and fundraising ability allows us to add value to the packages purchased.

As our status as a service provider grows we continue to contribute to the development of policy in Scotland by participating in working groups on drugs, alcohol, mental health and learning disability.

Turning Point Scotland is not committed to any one model of support or treatment for people believing that a person centred approach is likely to be most effective. This means that services differ and are designed around individual service users and geographies. It also means we are committed to redesigning services for individuals. We aim never to exclude people from our services and we believe that we live up to our claim that we make services fit people. Believing in person centred services means that we are committed to reducing support as well as increasing support. It is not our intention to continue to grow for growth's sake - instead our business plan states our intention to get bigger, but only if by so doing, we get better.

Our services include registered nursing homes, registered care homes, respite services, day activity and support services, supported tenancies, community drug services, education and employment opportunities.

Review of the year's activities

The financial year 2001/2002 closes our third year as a separate company. Our growth rate continued at 45% and our geographic spread continues across Scotland.

More than 60% of our business is in providing support to people with a learning disability. Many of these have complex needs and most are returning to the community from many years of institutional living. Their needs will change as they grow and become part of their community. Services are likely to change to reflect this. We have added to existing learning disability services in Glasgow, Elgin, Dumfries and Galloway, Renfrew and South Ayrshire with new services operating in Inverclyde, Dundee and South Lanarkshire. We hope to add on to existing services but do not anticipate major further growth in this sector.

Turning Point Scotland has had a strong profile in urban drug services. We now see this extending into rural drugs work with exciting developments in the Borders, Aberdeenshire and Dumfries and Galloway. This represents a major challenge to the organisation to take the best of urban drugs work and customise it to rural communities. Many of these services include criminal justice work as the focus in criminal justice moves to treating the underlying drug problem.

Many of our other services continue to be multi-faceted - offering support to people who have a range of issues - mental health, alcohol, homelessness, offending.

Our management structure has benefited from the changes made in the preceding year. We have introduced new project appraisal tools and have increased and improved our training programme. A major review of practice policies and people policies is underway.

We purchased and renovated office premises for the Scotland office which has greatly enhanced working conditions.

Our third year has continued to be exciting and busy. Our staff group never cease to delight with the degree of their enthusiasm and their dedication. Our Board has conducted a major review and has re-affirmed its commitment to work with the most disadvantaged in our communities and institutions.

Governance

The Board of Directors is recruited following public recruitment. Job descriptions and person specifications form part of that process. Directors are appointed initially for a three year period. They may be re-appointed for a second three year term but must then resign. We expect to recruit publicly every two years.

The Board of Directors has overall responsibility for ensuring that the organisation maintains a system of financial and professional controls. They oversee business planning and business risk policy. They visit projects and they involve themselves in business areas where their personal expertise adds value. The Board does not operate a sub-committee structure but Directors assume lead roles based on personal expertise.

The trustees of the company during the year are as noted on page 1.

The management team comprises:

Netta Maciver OBE	-	Chief Executive
Kenneth Crawford	-	Finance and Resources Manager
Wendy Spencer	-	Senior Operations Manager
David Bleasedale	-	Operations Manager
Graham Findlay	-	Operations Manager
Graeme Henderson	-	Operations Manager
Andrew Horne	-	Operations Manager
Iain Irvine	-	Operations Manager
Brian Murphy	-	Operations Manager
Frances Watson	-	Human Resources Manager

Investment powers

Under the memorandum and articles of association, the charity has the power to make any investment which the trustees see fit.

Reserves policy and risk management

The charity has two categories of reserves - Restricted Funds and Unrestricted Funds. (Descriptions of these funds can be found on page 12). Within these categories the reserves are split into Designated Funds. The main categories of designated funds are Development Reserves, Fund Raised Reserves, Maintenance Reserves and HR Reserves.

As part of the overall Reserves Policy and part of the Risk Management Policy the company is working towards having Unrestricted Reserves of two months salary costs.

The charity has a range of service types and is now better spread across Scotland. We are not reliant on one type of funding or on one client group. Our aim is to grow around existing projects rather than to have further major growth.

Turning Point Scotland Limited

Report of the trustees for the year ended 31 March 2002 (*Continued*)

Related parties

The trustees receive no remuneration for fulfilling their role as trustees. Total expenses of £6,161 were reimbursed to the trustees during the year.

Turning Point Scotland continues to buy a payroll service from Turning Point England. The amount due is invoiced for monthly. At the year end Turning Point England was owed the sum of £850,942.

Turning Point Scotland has also borrowed the sum of £604,071 from Turning Point England by deferring payment of one month's salaries during the year. Interest is charged at bank base rate at the end of every month. The repayment terms have still to be agreed.

Trustees' responsibilities

Company law requires the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charity and of its surplus or deficit for the financial year. In doing so, the trustees are required to:

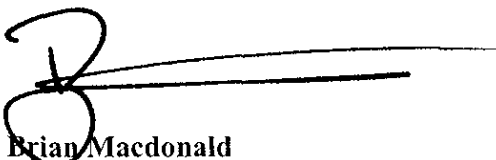
- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business.

The trustees are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the charity and to enable them to ensure that the financial statements comply with the Companies Act 1985. The trustees are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Auditors

BDO Stoy Hayward have expressed their willingness to continue in office. A resolution to re-appoint them will be proposed at the annual general meeting.

The financial statements were approved by the Board on 18 September 2002.



Brian Macdonald
Trustee

Turning Point Scotland Limited**Report of the independent auditors**

To the members of Turning Point Scotland Limited

We have audited the financial statements of Turning Point Scotland Limited for the year ended 31 March 2002 on pages 8 to 21 which have been prepared under the accounting policies set out therein.

Respective responsibilities of directors and auditors

The directors' responsibilities are preparing the annual report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards are set out in the Statement of Directors' Responsibilities on page 5.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and United Kingdom Auditing Standards.

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 Companies Act 1985. We also report to you if, in our opinion, the Directors' Report is not consistent with the financial statements, if the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and transactions with the company is not disclosed.

We read the Directors' Report and consider the implications for our report if we become aware of any apparent misstatements within it.

Basis of audit opinion

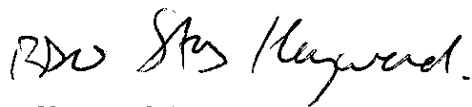
We conducted our audit in accordance with Auditing Standards issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgments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

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

Turning Point Scotland Limited**Report of the independent auditors (continued)**

Opinion

In our opinion, the financial statements give a true and fair view of the state of the company's affairs as at 31 March 2002 and of its surplus for the year then ended and have been properly prepared in accordance with the Companies Act 1985.



*Chartered Accountants
and Registered Auditors*

18 September 2002

Turning Point Scotland Limited

Statement of Financial Activities (incorporating income and expenditure account) for the year ended 31 March 2002

	Note	Unrestricted funds £	Restricted funds £	2002 £	2001 £
Incoming resources					
Incoming resources from operating activities					
- activities in the furtherance of the charity's objects	2	27,627	10,779,789	10,807,416	6,513,087
- activities for generating funds		1,588	87,829	89,417	79,057
Support costs income		690,706	-	690,706	468,185
Investment income		33,486	-	33,486	62,485
Total incoming resources		753,407	10,867,618	11,621,025	7,122,814
Resources expended					
Charitable expenditure					
- costs of activities	3	-	10,305,094	10,305,094	6,594,295
Management and administration	4	655,544	-	655,544	429,566
Total resources expended		655,544	10,305,094	10,960,638	7,023,861
Net surplus before transfers		97,863	562,524	660,387	98,953
Transfer between funds	9	(11,503)	11,503	-	-
Net movement in funds		86,360	574,027	660,387	98,953
Total funds brought forward		499,237	666,478	1,165,715	1,066,762
Total funds carried forward		585,597	1,240,505	1,826,102	1,165,715

All incoming resources and resources expended derive from continuing activities.

The statement of financial activities includes all recognised gains and losses in the current and prior year.

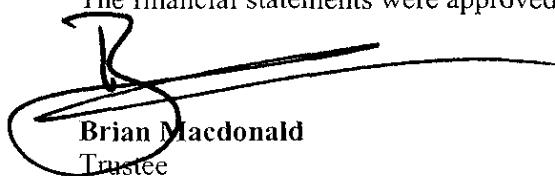
The notes on pages 11 to 21 form part of these financial statements.

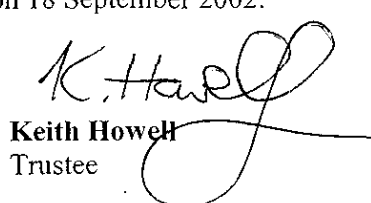
Turning Point Scotland Limited

Balance sheet at 31 March 2002

	Note	2002	2001
		£	£
Fixed assets			
Tangible assets	10	1,267,679	327,951
Current assets			
Debtors	11	1,780,002	584,876
Cash at bank and in hand		1,362,351	1,603,846
		<u>3,142,353</u>	<u>2,188,722</u>
Creditors: amounts falling due within one year	12	(2,130,056)	(1,350,958)
		<u></u>	<u></u>
Net current assets		1,012,297	837,764
		<u></u>	<u></u>
Total assets less current liabilities		2,279,976	1,165,715
Creditors: amounts falling due after more than one year	13	453,874	-
		<u></u>	<u></u>
Net assets		1,826,102	1,165,715
		<u></u>	<u></u>
Reserves			
Restricted funds	14	1,240,505	666,478
Unrestricted funds	14	585,597	499,237
		<u></u>	<u></u>
Net reserves		1,826,102	1,165,715
		<u></u>	<u></u>

The financial statements were approved by the Board on 18 September 2002.


Brian Macdonald
 Trustee


Keith Howell
 Trustee

The notes on pages 11 to 21 form part of these financial statements.

Turning Point Scotland Limited

Cash flow statement for the year ended 31 March 2002

	Note	2002	2001
		£	£
Net cash (outflow)/inflow from operating activities	18	(201,542)	281,753
Returns on investments and servicing of finance			
Interest received		33,486	62,485
Interest paid		(12,607)	-
		<u>20,879</u>	<u>62,485</u>
Capital Expenditure			
Payments to acquire tangible fixed assets		(949,928)	(221,722)
Capital grants received		401,144	-
		<u>(548,784)</u>	<u>(221,722)</u>
		<u>(729,447)</u>	<u>122,516</u>
Acquisitions and disposals			
Transfer of project account balances		-	133,733
		<u>-</u>	<u>133,733</u>
Cash (outflow)/inflow before use of liquid resources and financing		<u>(729,447)</u>	<u>256,249</u>
Financing			
New loans		500,000	-
Loans repaid		(12,048)	-
		<u>487,952</u>	<u>-</u>
(Decrease)/increase in cash		<u>(241,495)</u>	<u>256,249</u>

The notes on pages 11 to 21 form part of these financial statements.

1 Accounting policies

The financial statements have been prepared under the historical cost convention and in accordance with the Statement of Recommended Practice, Accounting and Reporting by Charities (SORP 2000) issued in October 2000, applicable accounting standards and the Companies Act 1985. The principal accounting policies adopted in the preparation of the financial statements are as follows:

Incoming resources

Charitable trading activities

Rental income from the charity's properties and income from cafe sales is included in incoming resources in the period to which it relates.

Donations and grants

Income from donations and grants, including capital grants, is included in incoming resources when these are receivable, except as follows

- When donors specify that donations and grants given to the charity must be used in future accounting periods, the income is deferred until those periods
- When donors impose conditions which have to be fulfilled before the charity becomes entitled to use such income, the income is deferred and not included in incoming resources until the pre-conditions for use have been met.

When donors specify that donations and grants, including capital grants, are for particular restricted purposes, which do not amount to pre-conditions regarding entitlement, this income is included in incoming resources of restricted funds when receivable.

Interest receivable

Interest is included when receivable by the charity.

Resources expended

Resources expended are included in the Statement of Financial Activities on an accruals basis.

Certain expenditure is directly attributable to specific activities and has been included in those cost categories. Certain other costs, which are attributable to more than one activity, are apportioned across cost categories on the basis of an estimate of the proportion of time spent by staff on those activities.

1 Accounting policies (*continued*)

Tangible fixed assets and depreciation

Items costing less than £3,000 are not capitalised. Capital items which are used exclusively on a particular project are written off to that project's expenditure in the year of acquisition. All other fixed assets are recorded at cost less depreciation, except for property, which is not depreciated. All properties are carried at market value. Professional valuations will be carried out every three years and the value of the properties adjusted accordingly. Depreciation is provided to write off the cost, less estimated residual values, of tangible fixed assets evenly over their expected useful lives. It is calculated at the following rates:

Freehold property	-	nil
Motor vehicles	-	20% straight line
Fittings and equipment	-	15% straight line

Pensions

The company participates in the Federation Pension Scheme for Turning Point, a defined benefits pension scheme and pension contributions are charged to income and expenditure account to spread the cost of the pensions over the employees working lives.

Restricted funds

Restricted funds are to be used for specific purposes as laid down, either implicitly or explicitly, by the donor. Expenditure which meets the criteria is identified to the fund, together with a fair allocation of overhead support cost.

Unrestricted funds

Unrestricted funds comprise fund raised and other incoming resources received or generated for charitable purposes.

Designated funds

Designated funds are funds ear marked for particular purposes.

Turning Point Scotland Limited

Notes forming part of the financial statements for the year ended 31 March 2002 (Continued)

2 Incoming resources for activities in the furtherance of the charity's objects

Revenue grants are received by the Charity and represent amounts for individual projects. The grants are matched against the expenditure of the individual projects for which they were received.

Analysis by type of income

	Unrestricted funds £	Restricted funds £	2002 £	2001 £
Revenue grants	-	8,517,277	8,517,277	5,725,641
Capital grants	-	401,144	401,144	-
Rental income	27,627	844,293	871,920	463,057
Other income	-	434,241	434,241	324,389
Transitional housing benefit	-	582,834	582,834	-
	<u>27,627</u>	<u>10,779,789</u>	<u>10,807,416</u>	<u>6,513,087</u>

3 Resources expended - charitable activities

	Unrestricted funds £	Restricted funds £	2002 £	2001 £
Staff costs	-	8,417,514	8,417,514	5,232,581
Project running costs	-	1,580,700	1,580,700	1,126,685
Maintenance costs	-	140,129	140,129	98,414
Rent paid	-	166,751	166,751	136,615
	<u>-</u>	<u>10,305,094</u>	<u>10,305,094</u>	<u>6,594,295</u>

Turning Point Scotland Limited

Notes forming part of the financial statements for the year ended 31 March 2002 (*Continued*)

4 Resources expended - management and administration

	Unrestricted funds £	Restricted funds £	2002 £	2001 £
Staff costs	465,093	-	465,093	277,921
Company running costs	170,800	-	170,800	147,975
Interest paid	12,607	-	12,607	-
Maintenance costs	4,670	-	4,670	2,463
Rent paid	2,374	-	2,374	1,207
	<u>655,544</u>	<u>-</u>	<u>655,544</u>	<u>429,566</u>

5 Employees

Staff costs (including directors) consist of:

	2002 £	2001 £
Wages and salaries	8,049,981	4,962,420
Social security costs	585,424	374,607
Other pension costs	247,202	173,494
	<u>8,882,607</u>	<u>5,510,521</u>

The average monthly number of employees (including directors) during the year was as follows:

	2002 Number	2001 Number
Salaried	508	292
Sessional	122	78
	<u>630</u>	<u>370</u>

6 Trustees

The trustees received no emoluments during this or the prior year.

Turning Point Scotland Limited

Notes forming part of the financial statements for the year ended 31 March 2002 (*Continued*)

7 Movement in total funds for the year

This is arrived at after charging:

	2002 £	2001 £
Depreciation of tangible fixed assets	10,200	59,359
Audit services	8,500	8,500
	<u> </u>	<u> </u>

8 Taxation

As a registered charity, the company is exempt from tax.

9 Transfer between funds

An amount of £11,503 has been transferred between funds in respect of income allocated to specific projects.

Turning Point Scotland Limited

Notes forming part of the financial statements for the year ended 31 March 2002 (*Continued*)

10 Tangible assets

	Freehold property £	Motor Vehicles £	Fixtures and Equipment £	Total £
Cost				
At 1 April 2001	327,951	52,584	6,775	387,310
Additions	907,826	4,570	37,532	949,928
At 31 March 2002	1,235,777	57,154	44,307	1,337,238
Depreciation				
At 1 April 2001	-	52,584	6,775	59,359
Provided for the year	-	4,570	5,630	10,200
At 31 March 2002	-	57,154	12,405	69,559
Net Book Value				
At 31 March 2002	1,235,777	-	31,902	1,267,679
At 31 March 2001	327,951	-	-	327,951

The cost of freehold property shown above is net after deduction of a grant received from Scottish Homes (now Communities Scotland) in 2000 of £18,365.

Communities Scotland have a standard security over the property at Mansewood Road.

In addition to the above, grants have been received from Argyll & Clyde Health Board and Renfrewshire Council totalling £158,547 toward the purchase of Glenfield Avenue and Pheonix Grove. Argyll & Clyde Health Board have a standard security over the property at Glenfield Avenue and Renfrewshire Council have a standard security over Pheonix Grove. These grants are included in incoming resources this year.

A grant for £242,597 was also received from the National Lottery Charity Board for the purchase of Holburn Street, Aberdeen. Further details are noted in note 15.

Turning Point Scotland Limited

Notes forming part of the financial statements for the year ended 31 March 2002 (*Continued*)

11 Debtors

	2002 £	2001 £
Trade debtors	1,303,422	309,684
Other debtors	443,473	140,107
Prepayments and accrued income	33,107	135,085
	<hr/>	<hr/>
	1,780,002	584,876
	<hr/>	<hr/>

All amounts shown under debtors fall due for payment within one year.

12 Creditors: amounts falling due within one year

	2002 £	2001 £
Bank loans	34,078	-
Loan from Turning Point England	604,071	-
Trade creditors	89,474	54,486
Other creditors	1,065,042	1,026,467
Accruals and deferred income	337,391	270,005
	<hr/>	<hr/>
	2,130,056	1,350,958
	<hr/>	<hr/>

The bank borrowings are secured by a standard security over the company's properties at Mansewood Road, Glenfield Avenue, Pheonix Grove and Govan Road.

The loans are repayable over periods ranging from 10 to 15 years. Interest is charged at 1.75% above the banks base rate.

Turning Point Scotland Limited

Notes forming part of the financial statements for the year ended 31 March 2002 (*Continued*)

13 Creditors: amounts falling due after more than one year

	2002	2001
	£	£
Bank loans	453,874	-
	<hr/>	<hr/>
Included within the above are amounts falling due as follows:		
In 1 - 2 years:		
Loan instalments	36,037	-
In 2 - 5 years:		
Loan instalments	121,028	-
In more than 5 years:		
Loan instalments	296,809	-
	<hr/>	<hr/>
	453,874	-
	<hr/>	<hr/>

Details of securities and repayment terms can be found in note 12 above.

14 Reserves

Restricted funds

	At 1 April 2001 £	Transfer in £	Retained for year £	At 31 March 2002 £
Development	534,968	-	664,487	1,199,455
Maintenance	24,904	-	(12,596)	12,308
Fund raising	106,606	-	(77,864)	28,742
	<hr/>	<hr/>	<hr/>	<hr/>
At 31 March 2002	666,478	-	574,027	1,240,505
	<hr/>	<hr/>	<hr/>	<hr/>

Unrestricted funds

	At 1 April 2001 £	Transfer in £	Retained for year £	At 31 March 2002 £
Development	443,138	-	46,238	489,376
Maintenance	1,356	-	-	1,356
Fund raising	32,804	-	-	32,804
Human Resources	21,939	-	40,122	62,061
	<hr/>	<hr/>	<hr/>	<hr/>
At 31 March 2002	499,237	-	86,360	585,597
	<hr/>	<hr/>	<hr/>	<hr/>

15 Contingent liabilities

The company received a grant from the National Lottery Charity Board to finance the purchase of a property at 45-49 Holburn Street, Aberdeen. The grant is repayable in full if the property is sold within 80 years of the grant being awarded.

Turning Point Scotland Limited

Notes forming part of the financial statements for the year ended 31 March 2002 (Continued)

16 Pensions

Turning Point Scotland participates in the Federated Pension Scheme for Turning Point, a defined benefit scheme. The employer is unable to identify its share of the underlying assets and liabilities.

The most recent actuarial valuation has been updated to 31 March 2002 in accordance with FRS17 by an independent actuary. The major assumptions used by the actuary were:

Price inflation	2.5% pa
Salary inflation	4.0% pa
Rate of increase to pensions in payment	2.5% pa
Rate used to discount scheme liabilities	5.5% pa

The assets and liabilities of the Scheme at 31 March 2002 were:

	Scheme £'000
Assets	14,711
Liabilities	(15,013)
Deficit	(302)

Employer contributions to the Scheme are likely to have to increase as a result of the deficit. However, this would be reviewed at the next actuarial valuation due at 31 March 2004.

17 Capital commitments

At 31 March 2002 the company had capital commitments as follows:

	2002 £	2001 £
Contracted for but not provided in these accounts	61,000	-

18 Reconciliation of operating surplus to net cash (outflow)/inflow from operating activities

	2002 £	2001 £
Operating surplus	639,508	36,468
Capital grants received	(401,144)	-
Depreciation of tangible fixed assets	10,200	59,359
Increase in debtors	(1,195,126)	(93,353)
Increase in creditors	745,020	279,279
Net cash (outflow)/inflow from operating activities	(201,542)	281,753

Turning Point Scotland Limited

Notes forming part of the financial statements for the year ended 31 March 2002 (*Continued*)

19 Reconciliation of net cashflow to movement in net funds

	2002		2001	
	£	£	£	£
(Decrease)/increase in cash in the year	(241,495)		256,249	
Cashflow from change in debt	(1,092,023)		-	
		(1,333,518)		256,249
Change in net (debt)/funds		(1,333,518)		256,249
Opening net funds		1,603,846		1,347,597
Closing net funds		270,328		1,603,846

20 Analysis of changes in net funds

	At 01/04/2001 £	Cash flows £	At 31/03/2002 £
Cash at bank and in hand	1,603,846	(241,495)	1,362,351
Debt due within one year	-	(638,149)	(638,149)
Debt due after one year	-	(453,874)	(453,874)
Total	1,603,846	(1,333,518)	270,328

21 Related party transactions

The trustees receive no remuneration for fulfilling their role as trustees. Total expenses of £6,161 were reimbursed to the trustees during the year.

Turning Point Scotland continues to buy a payroll service from Turning Point England. The amount due is invoiced for monthly. At the year end Turning Point England was owed the sum of £850,942.

Turning Point Scotland has also borrowed the sum of £604,071 from Turning Point England. Interest is charged at bank base rate at the end of every month. The repayment terms have still to be agreed.