

**Charity Registration No. 1094478**

**Company Registration No. 4432166 (England and Wales)**

**EXCELLENT DEVELOPMENT LIMITED  
TRUSTEES' REPORT AND ACCOUNTS  
FOR THE YEAR ENDED 31 MARCH 2006**

# EXCELLENT DEVELOPMENT LIMITED

## LEGAL AND ADMINISTRATIVE INFORMATION

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<b>Trustees</b>	Darren Worsley Christopher Pockett Stephen Owen Jenine Langrish
<b>Delegated Management</b>	Darren Worsley Christopher Pockett Stephen Owen Jenine Langrish Simon Maddrell Fiona Moore
<b>Secretary</b>	Anthony Powles
<b>Charity number</b>	1094478
<b>Company number</b>	4432166
<b>Principal address</b>	55 Orchard Road Brentford Middlesex TW8 0QU
<b>Auditors</b>	Michael Kay & Company 2 Water Court Water Street Birmingham B3 1HP
<b>Bankers</b>	The Co-operative Bank plc Kings Valley Yew Street Stockport SK4 2JU
<b>Solicitors</b>	White and Case 7 - 11 Moorgate London EC2R 6HH

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# EXCELLENT DEVELOPMENT LIMITED

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# EXCELLENT DEVELOPMENT LIMITED

## TRUSTEES' REPORT FOR THE YEAR ENDED 31 MARCH 2006

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The trustees present their report and accounts for the year ended 31 March 2006.

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 Memorandum and Articles of Association, the Companies Act 1985 and the Statement of Recommended Practice, "Accounting and Reporting by Charities", issued in March 2005.

### **Structure, governance and management**

Excellent Development is a Company Limited by Guarantee and not having a Share Capital. The Memorandum and Articles of Association were amended by special resolution on 26th October 2002 to meet the requirements of the Charity Commissioners prior to registration in November 2002.

The trustees, who are also the directors for the purpose of company law, who served during the year were:

Darren Worsley  
Christopher Pockett  
Stephen Owen  
Jenine Langrish

Trustees are appointed by a vote of the Members following recommendation by the Trustees having due regard to their qualifications, experience and the contribution they are likely to make to the board.

None of the trustees has any beneficial interest in the company. All of the trustees are members of the company and guarantee to contribute £1 in the event of a winding up.

Our work in Kenya is currently carried out in partnership with over twenty government registered self-help projects in Machakos & Makueni District, Eastern Province, Kenya.

We work with a number of organisations for support, advice, provision of technical information, seedlings and seeds etc. in furtherance of our charitable objects.

### **Kenya Funding & Operational**

#### **Partners:**

Sue Harley, Department For International Development, Kenya - [www.dfid.gov.uk](http://www.dfid.gov.uk). This will cease during 2006/7.

Mennonite Central Committee - <http://www.mcc.org/>

Kenya Youth Expeditions Partner:

Quest Overseas - [www.questoverseas.com](http://www.questoverseas.com)

#### **Kenya Seeds for Life program:**

Dr. Kate Gold & Mr. Tim Pearce Royal Botanic Gardens,

Kew, <http://www.rbgkew.org.uk/seedbank/msb.html>

Bernard Kamondo and Patrick Muthoka, National Museum of Kenya.

Dr Jackson Mulatya, Kenya Forestry Research Institute, Agroforestry For Integrated Development In Semi-Arid Areas Of Kenya Project - [www.kefri.org/project.htm](http://www.kefri.org/project.htm)

#### **Seeds & Seedling Provision:**

Anne Mboru, World Agroforestry Centre - [www.worldagroforestrycentre.org](http://www.worldagroforestrycentre.org)

Peter Greensmith Nurseries, The World Conservation Union - [www.iucn.org](http://www.iucn.org)

# EXCELLENT DEVELOPMENT LIMITED

## TRUSTEES' REPORT (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2006

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### Research Partners:

Professor Jesse Mugambi, Dept. of Religious Studies, Nairobi University.  
TU Delft University, Netherlands - <http://www.water.tudelft.nl/>  
Professor Richard Carter, Institute of Water and Environment, Cranfield University -  
[www.silsoe.cranfield.ac.uk](http://www.silsoe.cranfield.ac.uk)  
Michael Mortimore, Drylands Research - <http://www.drylandsresearch.org.uk/>

### Fundraisers:

Graham Parker  
Charity Fundraising  
<http://www.charity-fundraising.org.uk/>

John Turner  
Fund Aid  
<http://www.fundaid.net/>

The trustees has assessed the major risks to which the charity is exposed, and are satisfied that systems are in place to mitigate exposure to the major risks.

The work of Excellent Development in Kenya is highly dependent on our Kenya Executive Officer, Joshua Mukusya who has 25 years' experience of development, particularly in that region of Kenya. We are working with Joshua to identify a succession plan, which would enable our work to continue to the same standard and security. So far this has involved employing two additional people (beyond the field managers and officers who support the agriculture and tree planting work) to focus on the dam-building side of our work so Joshua can transfer more knowledge and expertise.

In the UK, we aim to find a way to fund UK core costs, particularly to fund the growth and sustainability of the charity and establish a long-term administrative support for the charity.

### Objectives and activities

1 The Charity's objects ("the Objects") are:

1.1 to promote the conservation, protection and improvement of the physical and natural environment for public benefit; and

1.2 to relieve poverty, in particular but not exclusively, by supporting sustainable development projects - sustainable development is development that meets the needs of the present without compromising the ability of future generations to meet their own needs; and

1.3 to advance the education of the public in the subjects of sustainable development, conservation and the relief of poverty, in particular but not exclusively by the undertaking and dissemination of research.

# EXCELLENT DEVELOPMENT LIMITED

## TRUSTEES' REPORT (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2006

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### ACHIEVEMENTS AND PERFORMANCE

#### Overseas Activities

The first stage of Excellent Development's plans is to work with the Kamba people of Machakos and Makueni Districts of Eastern Province, Kenya. A combination of our previous experience in the region and the disadvantaged nature of the environment led us to choose this area as our initial focus. However, we also plan to work in northern Tanzania and south-west Uganda during 2007/8.

#### Cumulative Achievements

	Up to 2003/4	Up to 2004/5	Up to 2005/6
Self Help Groups engaged	7	16	36
Tree nurseries operating	7	16	21
Total Trees planted	42,059	81,289	166,401
Total Dams built	18	24	63
Total Dams extended	1	2	12
Total Terraces dug (metres)	0	42,661	159,673
Total Employees in Africa	3	6	20

More details of the operational activities of the charity can be found on our website.  
<http://www.excellentdevelopment.com>

As part of the expansion of our work in Kenya and the desire to integrate into the development processes in Kenya, we have registered as a Kenya NGO, with the exact same 'objects' as the UK charity: Excellent Development (Kenya) Registered No.: OP218/051/086/3574

Additional advantages will be a more efficient handling of money and the ability to apply for grants directly in Kenya. The NGO will act as a branch of Excellent Development Limited, with its net income consolidated into the accounts. The Trustees of the NGO are currently Jenine Langrish and Simon Maddrell, Secretary and Executive Officer respectively of Excellent Development Limited plus Esther Ithau, Chair of the Utooni Development Project, Kola, Machakos, Kenya. Joshua Mukusya, Executive Officer of Excellent Development (Kenya) is an ex-officio member of the Board.

# EXCELLENT DEVELOPMENT LIMITED

## TRUSTEES' REPORT (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2006

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### UK Activities

Currently the prime activity in the UK is to raise money, supported by development education and awareness.

In 2005/6 we have laid the foundations to increase development education activity. During 2006/7 we are doing a film about our work in Kenya that will have a fundraising and education perspective. We are piloting Key Stage 3 and GCSE Geography curricula resources in early 2007. Our plans are to significantly increase our development education activity - around our solution of self-help community projects delivering terracing, sand dams and tree-planting - in Key Stage 3, GCSE, A-level and University educational establishments.

The prime UK income sources are charitable trusts and the general public with some corporate income. Corporate fundraising will be an expanding activity in 2006/7. To broaden the options available to us in this regard, we have started a trading company so that any trading relationships with other companies can be managed through it. We envisage in the short-term for these to be affinity marketing relationships and licensing of our brands. Excellent Development has three brands, WaterRelief™, TreeRelief™ and TreeDuty™, which are available for licensing and other uses to raise money from both companies and the general public. Our other brand TreeCards™ will be used by the trading company to continue our physical TreeCard™ sales and other activities - primarily with our partner Tree2mydoor.com.

In Kenya, we gained significant income from the DfID (UK International Development Fund) Small Grants Scheme, which has now sadly been scrapped. We also got significant funding from the Mennonite Central Committee (Kenya), which has now turned into 5-year funding of \$1M over 5 years.

In terms of the general public we interact almost entirely via the internet and e-mail in line with our low paper and low energy principles. In support of this the charity has an established web site at [www.excellentdevelopment.com](http://www.excellentdevelopment.com) and has enabled on line donations with Just Giving at [www.justgiving.com](http://www.justgiving.com) and Charities Aid Foundation at <http://www.efundraising.org/>. The website was redesigned and relaunched on May 1st 2005 alongside the introduction of new logos for the charity and its brands. We are now able to update the site more regularly using a Content Management System. We continue with our e-mail marketing provider [www.constantcontact.com](http://www.constantcontact.com)

As with many charities, there is a high dependence on volunteers. We are now also supported by seven volunteers providing 1.5 full-time equivalent support.

Excellent Development was 'born' as an idea 20 years ago when the Founder took a group of young people out to Africa to work with local communities to build water tanks and dams. We have now partnered with Quest Overseas to offer expeditions to Kenya to support our current work. Two expeditions were run in 2005/6. Three expeditions are going to Kenya this financial year in June, August and January to support our dam building and tree projects. You can read more at: [www.questoverseas.com](http://www.questoverseas.com)

# EXCELLENT DEVELOPMENT LIMITED

## TRUSTEES' REPORT (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2006

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### Financial review

Income for the charity has grown significantly in line with its activity levels since its inception in 2002. As with all new charities not established with a significant endowment, unrestricted funds and core cost support are significant issues discussed in the Risks section.

	2002/3	2003/4	2004/5	2005/6
Annual Income	£9,921	£18,549	£79,498	£254,706

As part of our expansion, we have appointed Sophie Bown as our full-time Development & Administration Manager.

The Trustees consider the level of reserves that are appropriate to the size and activities of the charity are to achieve 3 months' worth of expenditure as reserves. Due to the massive growth of funds and activity, this was not achieved in 2005/6. We ended the year with £43K of funds - only £17K of it were unrestricted funds - meaning that there were only 7% of reserves - not 25%. It is hoped, in an environment of tremendous difficulty in raising unrestricted funds, to improve this situation in 2006/7.

The Trustees currently do not have an investments selection policy due to the current low level of funding achieved. As income to the charity grows, the Trustees will consider the types of investments that are appropriate to the size and activities of the charity. Currently all charity funds are held in a business bank account attracting interest at differing rates according to the balance in the account.

### Disclosure of information to auditors

Each of the directors has confirmed that there is no information of which they are aware which is relevant to the audit, but of which the auditor is unaware. They have further confirmed that they have taken appropriate steps to identify such relevant information and to establish that the auditors are aware of such information.

### Auditors

Michael Kay & Company were appointed auditors to the company and in accordance with section 385 of the Companies Act 1985, a resolution proposing that they be re-appointed will be put to the Annual General Meeting.

On behalf of the board of trustees

### Darren Worsley

Trustee

Dated: 19 August 2006

# EXCELLENT DEVELOPMENT LIMITED

## STATEMENT OF TRUSTEES' RESPONSIBILITIES

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The trustees are responsible for preparing the accounts in accordance with applicable law and United Kingdom Generally Accepted Accounting Practice.

Company law requires the trustees to prepare accounts for each financial year which give a true and fair view of the state of affairs of the charity and of its incoming resources and application of resources, including its net income and expenditure for the year.

In preparing these accounts, the trustees are required to:

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

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and which enable them to ensure that the accounts comply with the Companies Act 1985. They 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.

# EXCELLENT DEVELOPMENT LIMITED

## INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF EXCELLENT DEVELOPMENT LIMITED

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We have audited the accounts of Excellent Development Limited for the year ended 31 March 2006 set out on pages 9 to 19. These accounts have been prepared under the accounting policies set out on page 11.

This report is made solely to the company's members, as a body, in accordance with Section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

### **Respective responsibilities of trustees and auditors**

As described on page 6, the trustees, who are also the directors of Excellent Development Limited for the purpose of company law, are responsible for preparing the Trustees' Report and the accounts in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice). Our responsibility is to audit the accounts 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 accounts give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you whether in our opinion the information given in the Trustees' Report is consistent with the accounts, if the charity 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 trustees' remuneration and transactions with the charity is not disclosed.

We read other information contained in the Trustees' Report, and consider whether it is consistent with the audited accounts. We consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the accounts. 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 accounts. It also includes an assessment of the significant estimates and judgements made by the trustees in the preparation of the accounts, 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 which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the accounts 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 accounts.

We have undertaken the audit in accordance with the requirements of APB Ethical Standards including APB Ethical Standard - Provisions Available for Small Entities, in the circumstances set out in note 16 to the accounts.

# EXCELLENT DEVELOPMENT LIMITED

## INDEPENDENT AUDITORS' REPORT (CONTINUED) TO THE MEMBERS OF EXCELLENT DEVELOPMENT LIMITED

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### Opinion

In our opinion:

- the accounts 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 2006 and of its incoming resources and application of resources in the year then ended;
- the accounts have been properly prepared in accordance with the Companies Act 1985; and
- the information given in the Trustees' Report is consistent with the accounts.

### Michael Kay & Company

Chartered Accountants

Registered Auditor

2 Water Court

Water Street

Birmingham

B3 1HP

Dated: 19 August 2006

# EXCELLENT DEVELOPMENT LIMITED

## STATEMENT OF FINANCIAL ACTIVITIES INCLUDING INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31 MARCH 2006

	Notes	Unrestricted funds £	Restricted funds £	Total 2006 £	Total 2005 £
<b>Incoming resources from generated funds</b>					
Donations and legacies	2	60,947	149,541	210,488	79,111
Investment income	3	350	-	350	37
		61,297	149,541	210,838	79,148
Incoming resources from charitable activities.	4	41,762	2,106	43,868	350
<b>Total incoming resources</b>		<b>103,059</b>	<b>151,647</b>	<b>254,706</b>	<b>79,498</b>
<b>Resources expended</b>					
	5				
<b>Costs of generating funds</b>					
Costs of generating donations and legacies		28,117	9,109	37,226	4,366
<b>Net incoming resources available</b>		<b>74,942</b>	<b>142,538</b>	<b>217,480</b>	<b>75,132</b>
<b>Charitable activities</b>					
Overseas Development Spend		42,347	137,355	179,702	30,974
UK Education		5,621	3,502	9,123	844
<b>Total charitable expenditure</b>		<b>47,968</b>	<b>140,857</b>	<b>188,825</b>	<b>31,818</b>
Governance costs		12,981	1,068	14,049	20,151
<b>Total resources expended</b>		<b>89,066</b>	<b>151,034</b>	<b>240,100</b>	<b>56,335</b>
<b>Net income for the year/ Net movement in funds</b>		<b>13,993</b>	<b>613</b>	<b>14,606</b>	<b>23,163</b>
Fund balances at 1 April 2005		3,084	25,360	28,444	5,281
<b>Fund balances at 31 March 2006</b>		<b>17,077</b>	<b>25,973</b>	<b>43,050</b>	<b>28,444</b>

The statement of financial activities also complies with the requirements for an income and expenditure account under the Companies Act 1985.

# EXCELLENT DEVELOPMENT LIMITED

## BALANCE SHEET AS AT 31 MARCH 2006

	Notes	2006 £	£	2005 £	£
<b>Fixed assets</b>					
Investments	10		1		1
<b>Current assets</b>					
Debtors	11	2,188		5,607	
Cash at bank and in hand		56,240		29,844	
		<u>58,428</u>		<u>35,451</u>	
<b>Creditors: amounts falling due within one year</b>	12	<u>(15,378)</u>		<u>(7,007)</u>	
<b>Net current assets</b>			<u>43,050</u>		<u>28,444</u>
<b>Total assets less current liabilities</b>			<u>43,051</u>		<u>28,445</u>
<b>Creditors: amounts falling due after more than one year</b>	13		<u>(1)</u>		<u>(1)</u>
<b>Net assets</b>			<u><u>43,050</u></u>		<u><u>28,444</u></u>
<b>Income funds</b>					
Restricted funds			25,973		25,360
Unrestricted funds			<u>17,077</u>		<u>3,084</u>
			<u><u>43,050</u></u>		<u><u>28,444</u></u>

The financial statements have been prepared in accordance with the special provisions of Part VII of the Companies Act 1985 relating to small companies.

The accounts were approved by the Board on 19 August 2006

Darren Worsley  
**Trustee**

# EXCELLENT DEVELOPMENT LIMITED

## NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2006

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### 1 Accounting policies

#### 1.1 Basis of preparation

The accounts have been prepared under the historical cost convention.

The charity has taken advantage of the exemption in Financial Reporting Standard No 1 from the requirement to produce a cash flow statement on the grounds that it is a small charity.

The accounts have been prepared in accordance with applicable accounting standards, the Statement of Recommended Practice, "Accounting and Reporting by Charities", issued in March 2005 and the Companies Act 1985.

#### 1.2 Incoming resources

Any materials (tools, equipment, etc.) received and given to overseas projects are included in the Financial Statements at market value at the time of export. Properties, investments, and other fixed assets donated to the charity are included as donation income at market value at the time of receipt. Items donated for resale are included in trading income when sold and no value is placed on stock at the year end.

Grants from the government and other agencies have been included as income from activities in furtherance of the charity's objects where these amount to a contract for services, but as donations where the money is given in response to an appeal or with greater freedom of use, for example government block grants.

Income is recognised in the period in which the charitable group is entitled to receipt and the amount can be measured with reasonable certainty. Income is deferred only when the charity has to fulfil conditions before becoming entitled to it or where the donor has specified that the income is to be expended in a future period.

Fund-raising costs include the salaries, direct expenditure and overhead costs of the staff in offices in the UK who promote fund-raising, including events.

Expenditure is included when incurred.

Grants payable to partner organisations for relief and development projects are included in the SOFA when approved by the trustees and agreed with the other organisation. The value of such grants unpaid at the year end is accrued. Grants where the beneficiary has not been informed or has to meet certain conditions before the grant is released are not accrued but are noted as financial commitments.

Expenditure on operational programmes is recognised in the period in which it is incurred. A designated fund is established for expenditure which has been committed to projects, but remains unspent at the year end.

# EXCELLENT DEVELOPMENT LIMITED

## NOTES TO THE ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2006

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### 1 Accounting Policies

(continued)

Core costs, Support costs and employment, administration and transport costs in Overseas Development have been allocated on an activity- based costing basis to Governance, Fundraising and Charitable activities.

Total core costs have been allocated in the following apportionments :

Support costs	40.6%
UK Education	15.4%
PR, Communications & Marketing	15.1%
Cost of generating UK voluntary Income	16.6%
Costs of generating Africa Voluntary income	1.7%
Costs of expeditions & events	5.9%
Governance spend	4.7%

Governance costs represent the costs incurred by UK based staff, directly providing support for the international programme, including management, policy and advocacy work and supervision and technical support for programmes. This also includes the costs incurred by finance, human resources, information technology, internal audit and directorate departments, attributable to the management of the charity's assets, organisational administration and compliance with constitutional and statutory requirements. This includes legal and professional costs as well as registration costs for trade mark and domain name registrations etc.

#### 1.3 Investments

Fixed asset investments are stated at market value.

#### 1.4 Foreign currency translation

Transactions denominated in foreign currencies are recorded at the rate ruling at the date of the transaction.

Monetary assets and liabilities denominated in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. All differences are included in net outgoing resources.

#### 1.5 Accumulated funds

Restricted funds are subject to specific conditions by donors as to how they may be used. The purposes and uses of the restricted funds are set out in the notes to the accounts.

Designated funds comprise funds which have been set aside at the discretion of the trustees for specific purposes. The purposes and uses of the designated funds are set out in the notes to the accounts.

# EXCELLENT DEVELOPMENT LIMITED

## NOTES TO THE ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2006

### 1 Accounting Policies

(continued)

#### 1.6 Grant-making policy

The Trustees will assess the projects to receive grants by using the following criteria:

1. Does the project fit with Excellent Development's objects?
2. Do the project activities fit the specific strategic priorities of Excellent Development? (This would include geography and activity).
3. Does the project have the requisite experience and capability to carry out such activities?
4. Is the project a community registered project with a constitution and its own elected representatives?
5. Does Excellent Development believe that the project will make good and effective use of the resources provided – and is the organisation committing its own resources to the project (labour, materials or cash)?
6. Are there alternative sources of funding available to the project?

The decision on the level of resources to provide for each project will depend on the Trustees' views of the project based on the criteria above and therefore the relative importance of the project to achieving Excellent Development's objects in the most efficient and effective manner. This presupposes that the project has provided detailed plans and budgets for its work. Excellent Development favours a policy of the provision of low-level support at first in order to assess the effectiveness of the project's work.

Excellent Development favours identifying organisations itself, although we are willing to consider applications for grants, particularly if applicants want us to work closely together. The intention is to fund organisations rather than individuals directly. However, if it could be proven that support for an individual was compatible with the objects of Excellent Development and not for the sole benefit of the individual then this would be considered.

#### 1.7 Fixed Assets

All assets costing more than £1,000 are capitalised.

Vehicles, tools and equipment for use in overseas operational programmes are not capitalised but charged in full to 'Resources expended' when purchased. This is because the expected useful life is significantly reduced in such programmes and is generally less than one year for the majority of these assets.

Freehold land is not depreciated. The cost of other tangible fixed assets is written off by equal annual instalments over their expected useful lives. As no fixed assets currently exist, a schedule of expected useful life by commodity has not been established.

### 2 Donations and legacies

	Unrestricted funds £	Restricted funds £	Total 2006 £	Total 2005 £
Donations and gifts	60,947	149,541	210,488	79,111

Donations and gifts are made up as follows :

Public Fundraising Internet	3,875	1,140	5,015
Public Fundraising Manual	5,462	3,518	8,980
Voluntary Trusts Fundraising	51,610	40,731	92,341
Voluntary Corporate Fundraising	-	4,450	4,450
Government Fundraising (Africa)	-	24,042	24,042
Other Fundraising (Africa)	-	75,660	75,660

# EXCELLENT DEVELOPMENT LIMITED

## NOTES TO THE ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2006

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### 3 Investment income

	2006	2005
	£	£
Interest receivable	<u>350</u>	<u>37</u>

### 4 Incoming resources from charitable activities.

	Unrestricted funds £	Restricted funds £	Total 2006 £	Total 2005 £
Setting up expeditions in Kenya	31,293	1,906	33,199	350
Events	10,385	200	10,585	-
Other	84	-	84	-
	<u>41,762</u>	<u>2,106</u>	<u>43,868</u>	<u>350</u>

# EXCELLENT DEVELOPMENT LIMITED

## NOTES TO THE ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2006

### 5 Total resources expended

	Staff costs £	Other costs £	Total 2006 £	Total 2005 £
<b>Costs of generating funds</b>				
Costs of generating donations and legacies	4,897	32,329	37,226	4,366
<b>Charitable activities</b>				
<u>Overseas Development Spend</u>				
Activities undertaken directly	5,057	174,645	179,702	30,974
<u>UK Education</u>				
Activities undertaken directly	1,925	7,198	9,123	844
	<b>6,982</b>	<b>181,843</b>	<b>188,825</b>	31,818
<b>Governance costs</b>	<b>717</b>	<b>13,332</b>	<b>14,049</b>	20,151
	<b>12,596</b>	<b>227,504</b>	<b>240,100</b>	56,335

Governance costs includes payments to the auditors of £1,250 (2005: £Nil) for audit fees and £1,000 (2005: £Nil) for other services.

Governance costs are made up as follows :

Professional Fees & Other costs	£11,244
Employment costs	£2,245
Trustee expenses	£1,234
Foreign exchange difference gain	(£692)
Bank charges	£18

### 6 Costs of generating donations and legacies

The Fundraising spend was on fundraisers, costs of the Internet giving facility with JustGiving.com and stationery for the fundraising campaigns.

	Total Unrestricted £	Total Restricted £
PR, Communications & Marketing	6,638	3,434
Costs of generating UK Voluntary income	14,535	3,758
Costs of generating Africa Voluntary income	600	386
Costs of expeditions & events	6,344	1,531

# EXCELLENT DEVELOPMENT LIMITED

## NOTES TO THE ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2006

### 7 Activities undertaken directly

The expenditure relating to Development Spend is made up as follows :

	2006	2005
	£	£
Trees	32,041	6,176
Dams	97,184	4,714
Water tanks & Pipelines	28,343	76
Buildings	3,363	0
Workshops, Exchanges & Training	9,949	318
Seed Bank/ Food for Work	6,996	6,431
Income Generation	1,825	0
Project Management	-	4,919
Administration	-	2,183
Transport	-	5,203
UK Spend on Field Equip. etc	-	953

### 8 Trustees

None of the trustees (or any persons connected with them) received any remuneration during the year, but 2 of them were reimbursed a total of £1,234 travelling expenses.

### 9 Employees

#### Number of employees

The average monthly number of employees during the year was:

	2006	2005
	Number	Number
Administration/ Fundraising	1	-

#### Employment costs

	2006	2005
	£	£
Wages and salaries	9,730	3,799
Social security costs	2,866	-
	12,596	3,799

There were no employees whose annual emoluments were £60,000 or more.

# EXCELLENT DEVELOPMENT LIMITED

## NOTES TO THE ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2006

### 10 Fixed asset investments

	£
<b>Market value at 1 April 2005 and at 31 March 2006</b>	<b>1</b>
Historical cost:	
At 31 March 2006	1
At 31 March 2005	1

#### Holdings of more than 10%

The company holds more than 10% of the share capital of the following companies:

Company	Country of registration or incorporation	Shares held	
		Class	%
<b>Subsidiary undertakings</b>			
Excellent Development Trading Ltd	England & Wales	Ordinary	100

The aggregate amount of capital and reserves and the results of these undertakings for the last relevant financial year were as follows:

	Capital and reserves	Profit for the year
	£	£
Excellent Development Trading Ltd	737	48

### 11 Debtors

	2006	2005
	£	£
Other debtors	804	4,363
Prepayments and accrued income	1,384	1,244
	<b>2,188</b>	<b>5,607</b>

# EXCELLENT DEVELOPMENT LIMITED

## NOTES TO THE ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2006

<b>12 Creditors: amounts falling due within one year</b>	<b>2006</b>	2005
	£	£
Taxes and social security costs	<b>885</b>	-
Accruals	<b>11,143</b>	7,007
Deferred income	<b>3,350</b>	-
	<u><b>15,378</b></u>	<u>7,007</u>

<b>13 Creditors: amounts falling due after more than one year</b>	<b>2006</b>	2005
	£	£
Amounts owed to group undertakings	<u><b>1</b></u>	<u>1</u>

### 14 Analysis of net assets between funds

	Unrestricted funds £	Restricted funds £	Total £
Fund balances at 31 March 2006 are represented by:			
Investments	1	-	<b>1</b>
Current assets	32,455	25,973	<b>58,428</b>
Creditors: amounts falling due within one year	(15,378)	-	<b>(15,378)</b>
Creditors: amounts falling due after more than one year	(1)	-	<b>(1)</b>
	<u>17,077</u>	<u>25,973</u>	<u><b>43,050</b></u>

# EXCELLENT DEVELOPMENT LIMITED

## NOTES TO THE ACCOUNTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2006

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### 15 Related parties

During the year the charity paid a total of £45,458 to Queensway Consultants Ltd for administration, management and overseas consultancy. £3,861 was owed to them by Excellent Development Ltd at the year end. S. Maddrell, the chief executive officer of Excellent Development Ltd is a director and shareholder of Queensway Consultants Ltd.

The payments to Queensway Consultants Ltd were made up as follows :

	£
Office - Fully Managed Service Costs	6,490
Administration Management costs	1,332
Direct Charitable Support Costs	5,200
Uk Administration & Management Services	32,436
	45,458

Office costs include office accomodation, heat, light, water, telephone, mobile telephone, PC hardware & software and internet access.

The Administration Manager costs were for temporary employment and costs were passed on with no margin.

### 16 Auditors' Ethical Standards

The relevant circumstances requiring disclosure in accordance with the requirements of APB Ethical Standard - Provisions Available for Small Entities are that, in common with many charities of our size and nature we use our auditors to assist with the preparation of the accounts.