

Annual Report 2017/18

Ayrshire Chamber
of Commerce and Industry



President's Commentary

Last year saw challenges, this year has brought changes.

A primary focus of last year's commentary highlighted the unprecedented and in many respects unexpected impacts on the business and commercial world resulting from what at that point had been the early days of the aftermath of a surprise result in the Presidential election in the United States of America and our own "snap election".

Inevitably those two occurrences against the backdrop of an on-going and uncertain Brexit process continues to bring new challenges to the business community and in several respects they have yet to be addressed because of the continuing uncertainties and the failure so far of the politicians to agree a framework for our disengaging and future trading arrangements.

Although those matters remain particularly important for all businesses in an ever increasingly globalised economic environment the impetus from the Chamber's perspective this year has been more about change than challenge.

Those changes relate primarily to the strategic thinking and the subsequent outputs stimulated by two sub-groups of the Board each of which from early 2017 met on several occasions.

One group under the chairmanship of your new President, Lorna Gibson, was tasked with devising and scheduling a varied programme of events to celebrate the achievement of our Platinum Anniversary.

Lorna and her team rose to that challenge and produced an eclectic mix of events - truly something for everyone from a bake off to five-a-side football, a special Platinum Dinner addressed by Sir Tom Hunter with a grand finale "It's a Knockout... and it certainly was" at Ayr Racecourse.

There was something for every appetite and, whilst these were specially arranged to mark the Anniversary, I hope that some, particularly the Knock Out might be celebrated in future years.

A second group was tasked with reviewing from a root and branch view the whole offering which the Chamber had to members.

Seventy years on was what we had on offer still fit for purpose? In particular was the one size fits all membership model still appropriate given the changing dynamic of the business environment and the various business models? We are conscious that our membership ranges from sole traders, through partnerships, limited companies and other models and reflects all business activity from retail, manufacture, technology and service industries.

Resulting from that work was the offer of a completely new membership model which has attraction for each size and shape of business from each sector.

With those new offers comes a significant peppered up menu offering and benefits including discounts and preferential arrangements for members in everything from gym membership to car services.

An inordinate amount of work went on behind the scenes which was led by Board Member Frank Gormanlay, the lead at Board level in piloting the changes.

Some things continue however and I am delighted to report another successful year for Developing the Young Workforce Ayrshire which is an integral part of and hosted by the Chamber. In the academic session 2017/18 DYW Ayrshire facilitated 1288 employer engagement partnerships which is an increase of 23% from the previous year. A milestone of fifty projects has been reached with 900 young people supported with the inception of the group.

Separately our Corporate Governance, whilst not eye catching and below the radar has been significantly addressed. The structure and practices of the Board are more suited to a modern world both in terms of robustness and transparency. This is particularly important given that the Chamber is representative of its members.

I am pleased to report on all of these highlights and the continued sustained increased profile of the Chamber which is designed to achieve our underlying objective of sustained improved membership, a goal which I have every confidence will be achieved.

May I leave by offering my thanks to Val, your redoubtable Chief Executive, the other Board members and offer my very best wishes to Lorna Gibson your new President.

Graeme McKinstry

President



Annual Report of the Directors of Ayrshire Chamber of Commerce & Industry Ltd 2017/18

The Chamber continues to maintain its position as the largest business networking organisation in Ayrshire - The Ultimate Business Network.

Our healthy membership number of over 800, the largest non-city centre Chamber, affords many opportunities for networking, knowledge sharing and ensures the 'voice of business' is heard in both Holyrood and Westminster.

At a more local level the Chamber's programme of events allow members and the wider business community to hear first-hand and input their views on matters of economic importance to the region e.g. Prestwick Airport, UK Spaceport bid and Ayrshire Growth Deal.

Ayrshire Chamber as one of only eight BCC accredited Chambers in Scotland allows us access to a range of member benefits and services.

2017/18 certainly continued to bring some challenges at national level with the outcomes of Brexit continuing to cause uncertainty amongst the business community.

Business Representation

Whilst the Chamber of Commerce is a non-political organisation a key activity of a Chamber is to canvass on behalf of its Members. Whilst we cannot take up individual cases, we can lobby for policy change, new policies to be developed and for Local Authorities, Scottish Government and Westminster to be more business friendly.

This year we have continued to campaign for a change in Business Rates, supporting the A77 Action Group amongst other campaigns including the national Not Spot campaign on digital connectivity.

We have also been active in gathering information on the employability and skills needs of our members as part of Developing Young Workforce.

This helps form the strategic aims of the Regional Group.

Thanks to all our members who participate in a range of surveys over the year making us truly the Voice of Business in Ayrshire. Your input is crucial to the formation of our strategic direction and to allow us to represent your views on a full range of topics which will have an impact on business e.g. Living Wage and Apprentice Levy.

We have increased the number of surveys we carry out seeking feedback from members to ensure we are delivering services our members' need.

Our thanks go to Shane Taylor, Business Intelligence Executive, at SCC, for support in this work and also our local MPs and MSPs who support our lobbying activities.

Membership Development & Services

This remains a core activity. Whilst we have seen a small decline in the period reported retention remains above the target set by British Chambers of Commerce.

Chamber HR and Chamber Legal continue to be the most utilised services and we have been able to assist members using them in a number of ways. There was a change this year in that the two services are now provided by Qdos Consulting. They have also increased the number of services they offer members.

We have spent this year reviewing our membership model, benchmarking ourselves against other Chambers, holding ideation sessions with existing and potential members asking if our products and services are still relevant in the currently business climate. Flexibility has been one of the key messages that has come from these sessions therefore our new tiered model will have a more flexible approach to help with recruitment and retention.



Westfield Health and AXA PPP have been attractive benefits, which members can offer employees, and bring immediate benefits in supporting people to remain at, or return to work.

Thanks go to Helen McBride and Nicola Sykes. Indeed all the staff support our members in different ways.





FUTURE CHAMBER

Future Chamber

To ensure diversity and sustainability of membership a new membership category of Future Chamber was opened at the beginning of 2018 to applications from business owners who are under the age of thirty five.

Their first year of membership is funded via our Partners for Business Programme and a specific programme of events held throughout the year. Whilst the official launch falls into next years report we are delighted to welcome the current twenty eight Future Chamber members. A further recruitment of Future Chamber members will begin in January 2019.

Thanks to Nicola Sykes who leads on this initiative.

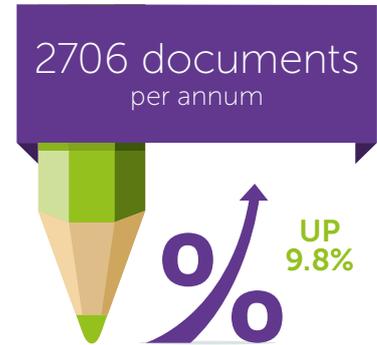


International Trade

Certification of Export Documentation is a key service and we have a team of well qualified staff to provide this service. There has been an increase in demand for this service which indicates more companies are exporting than in previous years.

We continue to hold regular International Trade Clinics in partnership with SDI allowing, fully funded, one to one sessions with an international trade advisor.

Thanks go to Anne Reid, Julie Coulter, Adrienne Howard and Alison Clayton for the excellent service they provide in both Ayrshire and Dumfries and Galloway.



Spreading the word on Ayrshire

As part of Scottish Chambers International Trade Partnership Programme CEO Val Russell had the opportunity to join other Chamber CEOs and businesses visit both China and France.

The visits provided an opportunity to promote Ayrshire and the wonderful range of products and companies we have with a view to creating new sub-contractor and trading opportunities.

This work continues with a visit to Southern Ireland, led by Ayrshire, which will see twenty five businesses from all over Scotland go to several locations in Ireland on a learning journey.

Experiences like these all bring new ideas which can benefit the wider economy.



Giving back to the Community

Ayrshire Chamber may be a small private sector organisation but does its utmost to put something back into the wider community.

The generosity of our members has allowed us to support several charities over the year.

Members of the team along with VP Lorna Gibson raised over £6K after spending an exceptionally cold night sleeping in Prince's Street Gardens all in aid of Social Bites.



Partnership Working

Ayrshire's economy is diverse, with a mix of large and small business in the main towns of Ayr, Kilmarnock and Irvine and throughout a network of smaller towns across the three counties.

We continue to represent all areas of economic activity from small retailers, to SMEs, to the large corporate companies. We continue to be the largest Scottish Chamber outside the cities of Glasgow, Edinburgh and Aberdeen.

Supporting enterprise and entrepreneurship is essential to ensure a growing, and diverse economy. We work with partners such as Scottish Enterprise, SDI, Business Gateway, Prince's Trust, Entrepreneurial Spark (now West Coast Accelerator), local authorities and educational institutions, as well as, most importantly, the business community to achieve this.

The Chamber has also been involved in some of the work taking place under the Ayrshire Regional Growth Deal.

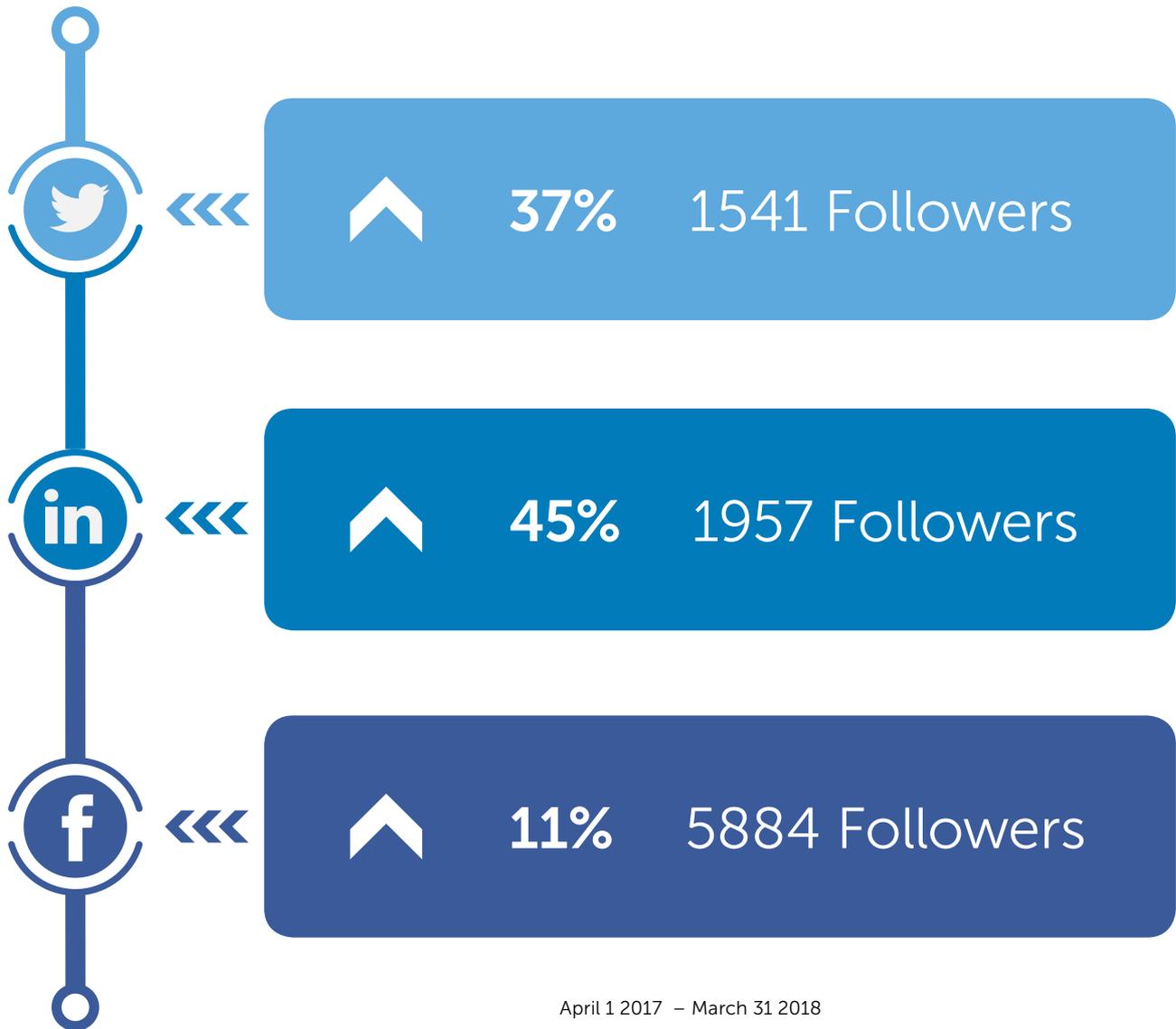
We are grateful to our Partners for Business for their support and wish to record our appreciation of each of them as follows:



Thanks to all our members participating in the Referral Scheme which encourages existing members to refer others to join the Chamber. On doing so they can claim a reward in the form of a ticket to either our Annual Dinner or Business Awards or up to 50% discount on their own membership if the new member is of same size.

Marketing & Online Presence

Social media continues to be a platform over which we continue to engage and inform our members of our activities whilst maintaining a high quality magazine.



Member of the Week has remained popular, where we promote members via social media and we have also been posting job vacancies for members.

We have regular contact with the Press and West Sound Radio to ensure we raise the profile of member companies.

Buy Ayrshire forms part of our ongoing campaign encouraging Ayrshire businesses to do business with others in Ayrshire.

Thanks go to Alison Clayton and Jack Baird and Trinity Mirror Group for their support.

External Projects

The following are initiatives we tender for and deliver on behalf of others e.g. Local authorities, Scottish Government and Scottish Enterprise.

Modern Apprenticeship Challenge

The Modern Apprenticeship Challenge (MAC) allows apprentices to use the skills they are learning on projects to support the wider community supported by the Chamber.

Thanks go to Gill Longmuir and Skills Development Scotland for the continued success of this project.

Employer Engagement in Education

The Chamber continues to manage, on behalf of the three Local Authorities, Employer Engagement and the schools Work Experience programme. In academic session 2017-18, 5606 week long work placements and 472 flexible were made available for our young people.

We continue to develop innovative ways to involve employers within the classroom making learning real and relevant to the world of work. This is making a difference to the aspirations of our young people in Ayrshire. The Chamber facilitated 1288 school - business engagements in school session 2017 -18, 293 businesses were involved in the delivery of these engagements which resulted in 65,265 pupil interactions.

Skills are a key driver of economic growth and provision must be aligned to employer demand.

Sincere gratitude goes to all our members who gave up their time, to support this and all our education work, especially those who continue to act as mentors to the young people.

Thanks to Suzanne Murdoch, Tony McCafferty, Emma McClymont and Steven McBlain, for their hard work and commitment.



Developing the Young Workforce Ayrshire (DYW)

The Chamber continues to host the Developing Young Workforce Ayrshire (DYW) team which is funded by the Scottish Government. There are now 21 Regional Groups established across Scotland, which aim to provide leadership and a single point of contact to support and facilitate increased engagement between employers and education.

DYW Ayrshire has its own private sector led Steering Group which is chaired by David Smith, Managing Director of Ashleigh Scotland.

During December 2016 and April 2017 Ayrshire was identified by the Scottish Government along with three other Groups to participate in a formative evaluation to explore what was working well and where challenges remained.

The evaluation found evidence of changed behaviour amongst employers that had participated in DYW activities and the behaviour of employers in their region had changed for the better as a result of engagement with the DYW Regional Groups.

DYW Ayrshire have continued to fund, in partnership with The Prince's Trust and Ayrshire College, a number of innovative activities that help to develop the employability skills of our young people. The majority of these funded projects are aimed at young people at risk of leaving school without achieving 5 subjects at National 5. The projects provide a catalyst to engage young people who are currently disengaged or at risk of disengaging.

50 projects have been funded which have supported 900 young people since the inception of the Regional Group. 554 accreditations have been awarded this academic session.

Thanks to Claire Baird, Gill Longmuir, Danielle McPherson for contributing to the continued success of this initiative.

DYW

AYRSHIRE

Developing the
Young Workforce



Business Mentoring Scotland

Business Mentoring - matches experienced mentors with ambitious businessmen and women, supporting their business growth plans.

We continue to provide this service to businesses in Ayrshire and Dumfries & Galloway. We have recruited a number of high calibre Ayrshire based mentors and can access a database of over 700 in Scotland.

During the period of this report 105 Ayrshire companies have benefited from this service.

Thanks go to Lisa Stewart who took over from Rhona Brown.

Events & Sponsorship

We continue to develop the events we hold each year. Speed networking, training and educational events continue to be very popular.



Launched in January 2017 CONNECT our free networking sessions for both members and non-members continues to be popular. We have been hosted by some wonderful venues across Ayrshire and we thank those members who have welcomed us to their premises.

52
Events

Over 2300
Delegates



564
Delegates

Events & Sponsorship (cont.)

We held an additional number of events in 2017/18 continuing our Platinum celebrations.

The Platinum events included our first It's a Knockout and Bake off Challenges, both in response to members requests for more 'fun' events. Both are likely to be repeated.



Our Audience with Sir Tom Hunter was a sell-out at the stunning Dumfries House.

Ayrshire Business Week continues to grow with over 90 stands at the event in October. The Ayrshire Awards Dinner was again very popular and we are grateful to all the sponsors, in particular, principal sponsor 1825 Financial Planning.

The Annual Dinner maintains its status as Ayrshire's Premier Business event. The dinner returned to Trump Turnberry with our principal sponsor Blue Rock using it as a platform to launch their new brand. Hosts Kaye Adams and Nadia Sawalha welcomed our 450 guests.



A programme of workshops delivered in partnership with members under the Business Boost Programme continued to prove popular with over 120 delegates attending.

The Chamber is supporting a full programme of International Trade Training and events to support those who wish to expand into the overseas market.

We thank our Training Partners for their continued support.



20 Training Courses

Over 120 Delegates

Our quarterly Bank of England panels continue and we thank those members who attend sharing their thoughts and experience of current economic climate with the agent for Scotland.

Thanks go to Yvonne Munro for her contribution to making all our events such a success in particular over our Platinum year.

Ayrshire Business Excellence Awards continued success led by Nicola Sykes saw Opus Couture crowned winners in March 2017.

Sincere thanks to Nicola and those businesses who continue to support this quality standard and to those outstanding companies who enter.



Management & Staff

The Directors are delighted to report that the staff are highly committed and dedicated to making the Chamber a success. The staff aims to provide a high quality of service at all times and the Board wishes to record its appreciation of all the staff for their hard work during the year.

There is a staff appraisal system and the Board oversees remuneration of all staff through the Nomination, Appointment and Remuneration Committee. Training requirements are identified by the annual appraisal process. The CEO has reviewed the staff procedures during the year to ensure they are up to date.

Our finances are efficiently controlled by our Financial Officer, Adrienne Howard under the supervision of our Treasurer Robert Fergusson.

We have some change of roles this year in the Team with the welcome addition of Jack Baird who is currently completing a Modern apprenticeship in Business Administration as well as supporting our marketing and communications.



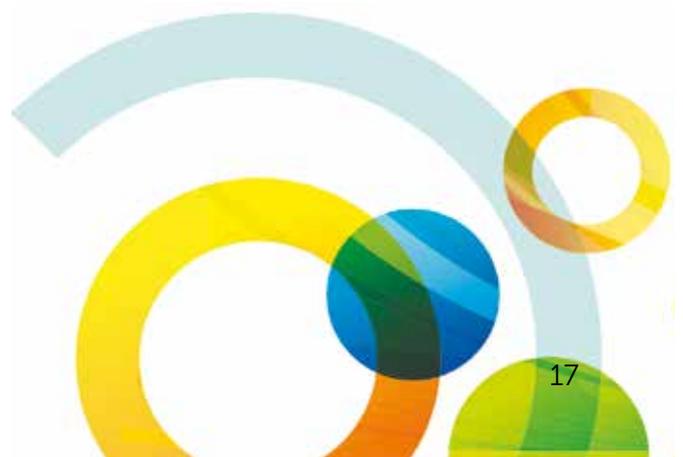
Conclusion

We are very pleased to report another very successful year, enabling an increase in the range of services and benefits to our members.

On behalf of the Board of Directors

Graeme McKinstry
President

Valerie Russell
Chief Executive



Report of the Directors and Financial Statements for the Year Ended 31 March 2018

for

THE AYRSHIRE CHAMBER OF COMMERCE AND INDUSTRY

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for the Year Ended 31 March 2018

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THE AYRSHIRE CHAMBER OF COMMERCE AND INDUSTRY

Company Information for the Year Ended 31 March 2018

DIRECTORS:

D MacKay
G McKinstry (President)
M Birtwistle
R Fergusson
M Calder
L Gibson (Vice President)
L Stevely
D Wilkinson
A Sommerville
N Rennie
F Gormanley
M Welsh
G Campbell
C McMail
J Henry

REGISTERED OFFICE:

The Mezzanine
Glasgow Prestwick International Airport
Prestwick
Ayrshire
KA9 2PL

REGISTERED NUMBER:

SC119799

AUDITORS:

Rogerson & Goldie
Registered Auditors
Chartered Accountants
29 Portland Road
Kilmarnock
KA1 2BY

THE AYRSHIRE CHAMBER OF COMMERCE AND INDUSTRY

Report of the Directors for the Year Ended 31 March 2018

The directors present their report with the financial statements of the company for the year ended 31 March 2018.

DIRECTORS

The directors shown below have held office during the whole of the period from 1 April 2016 to the date of this report.

D MacKay	G McKinstry (President)	M Birtwistle
R Fergusson	M Calder	L Gibson (Vice President)
L Stevely	D Wilkinson	K Sommerville
N Rennie	F Gormanley	

Other changes in directors holding office are as follows:

I Allan - resigned 14 September 2017	M Welsh - appointed 14 September 2017
G Campbell - appointed 14 September 2017	C McMail - appointed 14 September 2017
J Henry - appointed 14 September 2017	

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The directors are responsible for preparing the Report of the Directors and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have been elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he or she ought to have taken as a director in order to make himself or herself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

AUDITORS

The auditors, Rogerson & Goldie, will be proposed for re-appointment at the forthcoming Annual General Meeting.

This report has been prepared in accordance with the provisions of Part 15 of the Companies Act 2006 relating to small companies.

ON BEHALF OF THE BOARD:

R FERGUSSON (Director)

Date: **23-08-18**

Report of the Independent Auditors to the Members of THE AYRSHIRE CHAMBER OF COMMERCE AND INDUSTRY

Opinion

We have audited the financial statements of THE AYRSHIRE CHAMBER OF COMMERCE AND INDUSTRY (the 'company') for the year ended 31 March 2018 which comprise the Income Statement, Balance Sheet and Notes to the Financial Statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in a Report of the Auditors 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.

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 March 2018 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditors' responsibilities for the audit of the financial statements section of our report. We are independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the directors' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the directors have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

Other information

The directors are responsible for the other information. The other information comprises the information in the Report of the Directors, but does not include the financial statements and our Report of the Auditors thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Opinion on other matters prescribed by the Companies Act 2006

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

- the information given in the Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Report of the Directors has been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the Report of the Directors.

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemption from the requirement to prepare a Strategic Report or in preparing the Report of the Directors.

Responsibilities of directors

As explained more fully in the Statement of Directors' Responsibilities set out on page two, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the directors determine necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

Our responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue a Report of the Auditors that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at www.frc.org.uk/auditorsresponsibilities. This description forms part of our Report of the Auditors.

BRYAN SWAN (Senior Statutory Auditor)

for and on behalf of Rogerson & Goldie
Registered Auditors
Chartered Accountants
29 Portland Road
Kilmarnock
KA1 2BY

Date: **07-06-18**

THE AYRSHIRE CHAMBER OF COMMERCE AND INDUSTRY

Income Statement for the Year Ended 31 March 2018

		2018	2017
	Notes	£	£
TURNOVER		952,448	916,992
Cost of sales		<u>384,920</u>	<u>352,527</u>
GROSS PROFIT		567,528	564,465
Administrative expenses		<u>562,405</u>	<u>555,809</u>
OPERATING PROFIT	4	5,123	8,656
Interest receivable and similar income		<u>188</u>	<u>435</u>
PROFIT BEFORE TAXATION		5,311	9,091
Tax on profit	5	<u>2,719</u>	<u>3,117</u>
PROFIT FOR THE FINANCIAL YEAR		<u>2,592</u>	<u>5,974</u>

THE AYRSHIRE CHAMBER OF COMMERCE AND INDUSTRY (Registered number: SC119799)

Balance Sheet 31 March 2018

		2018		2017	
	Notes	£	£	£	£
FIXED ASSETS					
Tangible assets	6		16,639		25,487
CURRENT ASSETS					
Debtors	7	146,375		136,397	
Cash in hand		<u>417,439</u>		<u>413,148</u>	
		563,814		549,545	
CREDITORS					
Amounts falling due within one year	8	<u>236,387</u>		<u>233,558</u>	
NET CURRENT ASSETS			<u>327,427</u>		<u>315,987</u>
TOTAL ASSETS LESS CURRENT LIABILITIES			<u>344,066</u>		<u>341,474</u>
RESERVES					
Retained earnings			<u>344,066</u>		<u>341,474</u>
			<u>344,066</u>		<u>341,474</u>

The financial statements have been prepared in accordance with the provisions of Part 15 of the Companies Act 2006 relating to small companies.

The financial statements were approved by the Board of Directors on **07-06-18** and were signed on its behalf by:

G McKINSTRY (President) - Director

THE AYRSHIRE CHAMBER OF COMMERCE AND INDUSTRY

Notes to the Financial Statements for the Year Ended 31 March 2018

1. STATUTORY INFORMATION

THE AYRSHIRE CHAMBER OF COMMERCE AND INDUSTRY is a private company, limited by shares, registered in Scotland. The company's registered number and registered office address can be found on the Company Information page.

2. ACCOUNTING POLICIES

Basis of preparing the financial statements

These financial statements have been prepared in accordance with the provisions of Section 1A "Small Entities" of Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" and the Companies Act 2006. The financial statements have been prepared under the historical cost convention.

The financial statements are prepared in £ sterling.

Income & expenditure

Income and expenditure is stated exclusive of VAT.

Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Fixtures & fittings	- 25% on cost
Office furniture & equipment	- 20% on cost
Computer equipment	- 33% on cost

At each reporting date fixed assets are reviewed to determine whether there is any indication that those assets have suffered an impairment loss. If there is an indication of possible impairment, the recoverable amount of any affected asset is estimated and compared with its carrying amount. If estimated recoverable amount is lower, the carrying amount is reduced to its estimated recoverable amount, and an impairment loss is recognised immediately in profit or loss.

If an impairment loss subsequently reverses, the carry amount of the asset is increased to the revised estimate of its recoverable amount, but not in excess of the amount that would have been determined had no impairment loss been recognised for the asset in prior years. A reversal of an impairment loss is recognised immediately in profit or loss.

Financial instruments

Debtors and creditors with no stated interest rate and receivable or payable within one year are recorded at transaction price. Any losses arising from impairment are recognised in the profit and loss account.

Loans and borrowings are initially recognised at the transaction price including transaction costs. They are subsequently measured at amortised cost using the effective interest rate method, less impairment. If an arrangement constitutes a finance transaction it is measured at present value.

Taxation

Taxation for the year comprises current and deferred tax. Tax is recognised in the Income Statement, except to the extent that it relates to items recognised in other comprehensive income or directly in equity.

Current or deferred taxation assets and liabilities are not discounted.

Current tax is recognised at the amount of tax payable using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax

Deferred tax is recognised in respect of all timing differences that have originated but not reversed at the balance sheet date.

Timing differences arise from the inclusion of income and expenses in tax assessments in periods different from those in which they are recognised in financial statements. Deferred tax is measured using tax rates and laws that have been enacted or substantively enacted by the year end and that are expected to apply to the reversal of the timing difference.

Unrelieved tax losses and other deferred tax assets are recognised only to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits.

THE AYRSHIRE CHAMBER OF COMMERCE AND INDUSTRY

Notes to the Financial Statements (continued) for the Year Ended 31 March 2018

Pension costs and other post-retirement benefits

The company operates a defined contribution pension scheme. Contributions payable to the company's pension scheme are charged to profit or loss in the period to which they relate.

Employee benefits

When employees have rendered service to the company, short term benefits to which the employees are entitled are recognised at the amount expected to be paid in exchange for that service. The directors consider that no provision is required for accrued holiday pay.

3. EMPLOYEES AND DIRECTORS

The average number of employees during the year was 17 (2017 - 18).

4. OPERATING PROFIT

The operating profit is stated after charging:

	2018	2017
	£	£
Depreciation - owned assets	<u>9,443</u>	<u>12,335</u>

5. TAXATION

Analysis of the tax charge

The tax charge on the profit for the year was as follows:

	2018	2017
	£	£
Current tax: UK corporation tax	<u>2,719</u>	<u>3,117</u>
Tax on profit	<u>2,719</u>	<u>3,117</u>

UK corporation tax has been charged at 19% (2017 - 20%)

Reconciliation of total tax charge included in profit and loss

The tax assessed for the year is higher than the standard rate of corporation tax in the UK. The difference is explained below:

	2018	2017
	£	£
Profit before tax	<u>5,311</u>	<u>9,091</u>
Profit multiplied by the standard rate of corporation tax in UK of 20% (2016 - 20%)	1,009	1,818
Effects of:		
Depreciation in excess of capital allowances	1,710	<u>1,299</u>
Total tax charge	<u>2,719</u>	<u>3,117</u>

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Notes to the Financial Statements (continued) for the Year Ended 31 March 2018

6. TANGIBLE FIXED ASSETS

	Fixtures & Fittings (£)	Office Furniture & equipment (£)	Database (£)	Computer equipment (£)	Totals (£)
COST					
At 1 April 2017	10,000	9,786	20,700	20,840	61,326
Additions	-	-	-	595	595
At 31 March 2018	<u>10,000</u>	<u>9,786</u>	<u>20,700</u>	<u>21,435</u>	<u>61,921</u>
DEPRECIATION					
At 1 April 2016	10,000	5,411	3,785	16,643	35,839
Charge for year	-	1,957	4,140	3,346	9,443
At 31 March 2018	<u>10,000</u>	<u>7,368</u>	<u>7,925</u>	<u>19,989</u>	<u>45,282</u>
NET BOOK VALUE					
At 31 March 2018	=	<u>2,418</u>	<u>12,775</u>	<u>1,446</u>	<u>16,639</u>
At 31 March 2017	=	<u>4,375</u>	<u>16,915</u>	<u>4,197</u>	<u>25,487</u>

7. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2018 (£)	2017 (£)
Trade debtors	101,954	113,658
Other debtors	<u>44,421</u>	<u>22,739</u>
	<u>146,375</u>	<u>136,397</u>

8. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2018 (£)	2017 (£)
Trade creditors	27,433	33,052
Taxation and social security	32,515	33,581
Other creditors	<u>176,439</u>	<u>166,925</u>
	<u>236,387</u>	<u>233,558</u>



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