# BEES UNITED

The Brentford Supporters' Trust

BRENTFORD FOOTBALL COMMUNITY SOCIETY LIMITED
ANNUAL REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MAY 2008

### SOCIETY INFORMATION

# FOR THE YEAR ENDED 31 MAY 2008

Officers and advisers

David Merritt (Chairman )

Stephen Callen (Treasurer) Chris Gammon (Secretary)

David Hawes Donald Kerr Trevor Inns Natasha Judge Matt Dolman Paul Stedman

Company Number

IP29244R

Registered Office

Griffin Park Braemer Road Brentford Middlesex TW8 0NT

Auditors

Levy + Partners Ltd. 86/88 South Ealing Road

Ealing London W5 4QB

Bankers

The Co-operative Bank

Kings Valley Yew Street Stockport

Cheshire SK4 2JU

Barclays Bank PLC P O Box 32014

London NW1 2ZG

# ANNUAL REPORT AND FINANCIAL STATEMENTS

# FOR THE YEAR ENDED 31 MAY 2008

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### CHAIRMAN'S STATEMENT

# FOR THE YEAR ENDED 31 MAY 2008

This is the second Annual Chairman's Statement that reports on a full year of operations for the Bees United group of companies, including Bees United ("BU", the Supporters' Trust and ultimate parent company of all subsidiaries), Brentford Football Club Limited ("BFC"), Brentford Football Club (Lionel Road) Ltd ("BFCLR"), Griffin Park Stadium Ltd ("GPSL") and Brentford Holdings Ltd ("BHL").

Consistent with previous years the subsidiaries results are not consolidated into the financial statements for BU,but are detailed in note 5 to the accounts.

The Bees United group has had another difficult year both operationally and financially, driven in both cases by our main subsidiary company, BFC. It is clear that the group is not operating in a way that is sustainable in the long term, and this is the biggest challange facing the boards of both BU and of BFC.

#### Bees United- The Trust

As a standalone entity BU had revenues of £131,041 (2007:£151,949) and an operating profit of £95,148 (2007:£103,513). At the Year End BU was owed a total of £1,987,911 by BFC, and BU in turn owed £1,580,261(2007:£1,031,066) to third parties, demonstrating that to date a total of £407,650 (2007:£335,595) has been raised by BU from its members and general fundraising and used to support BFC through loans.

Membership at the Year End was 1,735 (2007:1,528), although it should be noted that this was noticeably impacted by the decision to include BU membership as a default position on BFC season ticket application forms. This positive impact will therefore reverse in 2009 following the decision to revert to the previous season ticket format.

Brian Burgess stepped down as Chairman of BU at the 2007 AGM, and I replaced him after being appointed by the Board of BU.Brian's efforts on behalf of the BU cause have been incredibly successful over the years (he drove the acquisition of the shareholding in BFC and the associated financing) and we owe him a huge debt of gratitude. I am pleased to confirm that his efforts are not ceasing -his handover to me was comprehensive, and his reason for resignation was to dedicate his time to driving the Lionel Road Stadium project (see below).

BU relies on the volunteer effort of a large number of people, and the contribution of financial support from an even greater number. To justify that we have taken steps to make the BU Board both smaller and more efficient, and to present ourselves as a professional commercial organisation, a democratic organisation and a community -based organisation. We have also focused our minds on the fundamental challenge we face the very reason for the existence of BU creating a sustainable successful future of Brentford Football Club (see"Looking to the Future" below).

### Our Main Subsidiary- Brentford Football Club

During the period to which this report relates, BFC parted company with both its Manager (Terry Butcher) and its CEO (Keith Dickens),made a financial loss of £499,960(2007:£60,896) and had total debts (including to group comapnies) of £9,058,674 (2007:£8,829,566).

#### CHAIRMAN'S STATEMENT

### FOR THE YEAR ENDED 31 MAY 2008

Performance on the pitch began very poorly, and improved after the promotion of Andy Scott (the fifth Manager in two years), enabling the Club to finish the 07/08 season in 14th place in The Football League Division Two. Andy Scott has performed well to date, and I am pleased we have moved to provide security for his tenure as Manager.

Off the pitch the task is as great as ever, with much of the cost base being very difficult to tackle. The Club Shop has been particularly challenging, impacting on both the period of this report and more recently. I am particularly grateful to David Heath, and others for taking unpaid executive positions in BFC and their support is much appreciated.

### Our Other Subsidiary Companies

BFCLR, the new subsidiary company led by Brian Burgess (ex-BU Chairman), and Chris Gammon (ex-BU Board Member and current BU Secretary) continues to be a success. It is moving forward with the Lionel Road stadium concept and winning friends in important places amongst the political groups, with our development partners and with the local communities. BU provides a credible community based ownership model which is critical to much of this support. BFCLR is entirely self-financing and profit for the period was £55,932. The current economic climate makes it very difficult to forecast timescales for progress over the next few years wirh any confidence, but Lionel Road remains a fantastic opportunity for BU to transform Brentford Football Club and the financial performance of the group.

No material events occurred in relation to BHL or GPSL.

#### Looking to the Future

The financial plight of Brentford is not unusual in football. Many of our fellow Clubs are in an equally bad (and often worse) state. In my view it is not credible for future seasons to start with three teams already on negative points, and during the summer I wrote to Lord Mawhinney (Chairman of the Football League) regarding the state of football finances. Some of the challenges faced by BU are due to the fact that we have to compete with clubs that operate unsustainably, and if we can persuade the governing bodies to regulate clubs before the event (rather than after) it will make our life easier and our future and that of all football clubs more secure.

Unfortunately I suspect it will be some time before things change in the industry, and having other clubs in a similar situation is of little comfort. Sustainable operation of Brentford Football Club is therefore critical regardless of the wider picture.

Given that Lionel Road remains some years away, and our universal ambition is for Brentford Football Club is to play well and to move upward in the Leagues, we are faced with the same simple choices that all owners face:

- 1. Get new (paying) supporters/sponsors for BFC
- 2. Increase revenue from existing sources.
- 3. Reduce the playing budget
- 4. Reduce the off the pitch costs
- 5. Borrow money against the value of Griffin Park, or raise cash as equity (shares), to fund the shortfall.

#### CHAIRMAN'S STATEMENT

### FOR THE YEAR ENDED 31 MAY 2008

The combination of these measures that is put into practice will determine the future of Brentford Football Club, and it is therefore critical that the boards of BFC (the first point of decision making) and BU (with ultimate responsibilty) are aligned in ambition, in strategy and in action. We will need to be innovative in how we approach these choices (a simplistic targeting of any one area will do more harm than good), and we will need to be realistic.

I am pleased to end this statement with the conclusion that Bees United is as critical as ever to the future of Brentford Football Club. Large Strides forward have been made, and more are to come. Democracy is at the core of Bees United, and you, the paying members of the Trust have the power to determine the future. The vitality of the organisation is demonstrated by having 6 candidates for 4 positions in the November 2008 elections, and I am confident that in this and in future decisions you, the members, will use your democratic power wisely. A strong BU membership supporting a strong BU board is a recipe for success.

**David Merritt** 

Chairman

21 November 2008

#### BOARD MEMBERS' REPORT

### FOR THE YEAR ENDED 31 MAY 2008

The Board Members present their report with the financial statements of the Society for the year ended 31 May 2008.

#### Principal activities

The Society's principal activity during the year continued to be that of a football supporter society.

#### Constitution

The Society is registered under the Industrial and Provident Societies Acts 1965-1978.

#### **Guiding Principles:**

The Society is run on the following fundamental principles:

- . Accountability- through annual elections to the Society Board in line with Supporters' Direct recommended practice;
- . Democracy by fully involving members in key decisions of the society and operating in an engaging manner;
- . Inclusive by setting a membership fee that is affordable to all and open to all;
- . Open by being transparent in all our activities.

#### Principal Aims:

The Society was set up with the following principal aims:

- . To maintain a senior Professional football club in the local community;
- . To bring the benefits of football closer to the community;
- . To have elected supporter representation on the Board of the Club;
- . To raise sufficient funds to invest in the club in pursuance of the above.

#### **Board Members**

Currently Serving	Year elected	Until
<b>Elected Directors</b>		
David Merritt (Chairman)	2007	2010
Stephen Callen	2007	2010
Matt Dolman	2005	2010
David Hawes	2005	
Donald Kerr	2007	2008
Trevor Inns	2006	2010
Natasha Judge	2006	2009 2009
Loan Note Holders representative		2007
Paul Stedman	2006	2008
Former Directors		Year retired
Alison Franklin		2007
Bruce Powell		2007
Joseph Bourke		2007
Brian Sawyer		2007

#### BOARD MEMBERS' REPORT

### FOR THE YEAR ENDED 31 MAY 2008

Brian Burgess Mark Chapman

2008

2008

Society board members each serve for three years. The following members, having seved a three year term, retire at the forthcoming AGM:Matt Dolman and David Hawes.Trevor Inns has indicated his intention to retire at the conclusion of

### Statement of Board Members' Responsibilities

The Friendly and Industrial and Provident Societies Act 1968 requires the board members to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the society and of the surplus or deficiency for that year. In preparing those financial statements, the board members are required to:

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

The board members are responsible for maintaining proper accounting records which disclose with reasonable accuracy at any time the financial position of the society and to enable them to ensure that the financial statements comply with the Friendly and Industrial and Provident Societies Act 1968 and the Industrial and Provident Societies Act 1965. They are also responsible for safeguarding the assets of the society and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The board members are responsible for maintenance and integrity of company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statement may differ from legislation in other

### Statement as to disclosure of information to the auditors

So far as the board members are aware, there is no relevant audit information of which the society's auditors are unaware, and each board member has taken all the steps that he ought to have taken as a board member in order to make himself aware of any relevant audit information and to establish the society's auditors are aware of the information.

#### Auditors

A resolution to reappoint Levy + Partners Ltd as auditors will be put to the members at the Annual General Meeting. This report was approved by the board on 21 November 2008

Signed on behalf of the board

Stephen Callen (Treasurer

C Gammon- (Secretary)

# INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF

# BRENTFORD FOOTBALL COMMUNITY SOCIETY LIMITED

### FOR THE YEAR ENDED 31 MAY 2008

We have audited the financial statements of Brentford Football Community Society Limited for the year ended 31 May 2008 which comprise the Income and Expenditure Account, the Balance Sheet and the related notes. These financial statements have been prepared under the accounting policies set out therein.

This report is made solely to the society's members, as a body, in accordance with Section 4 of the Friendly and Industrial and Provident Societies Act 1968. Our audit work has been undertaken so that we might state to the society'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 reponsibility to anyone other than the society and the society's members as a body, for our audit work, for this report, or for the opinions we have formed.

# Respective responsibilities of Board Members and Auditors

As described in the Statement of Board Members' Report the board members are responsible for the preparation of the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kindgom Generally Accepted Acounting Practice).

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland).

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Industrial and Provident Societies Act 1965 and the Friendly and Industrial and Provident Societies Act 1968. We also report to you if, in our opinion, the Board Members Report is not consistent with the financial statements, if the society 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 boards' remuneration and transactions with the society is not disclosed, or if a satisfactory system of internal control has not been established and maintained.

We also consider the requirement 5.3(a)c of Friendly and Industrial and Provident Society Act 1968 for the exemption requirement in respect of the Group Accounts.

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

#### Basis of audit opinion

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

# INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF

# BRENTFORD FOOTBALL COMMUNITY SOCIETY LIMITED

### FOR THE YEAR ENDED 31 MAY 2008

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.

#### Opinion

In our opinion:

- the financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice applicable to Smaller Entities, of the state of the society's affairs as at 31 May 2008 and of its excess of income over expenditure for the year then ended;
- the financial statements have been properly prepared in accordance with the Industrial and Provident Societies Act 1965 and the Friendly and Industrial and Provident Societies Act 1968 and;
- the information given in the Board Members Report is consistent with the financial statements.

### **Exemption from Requirements in respect of Group Accounts**

Under 5.3(a)c of the Friendly and Industrial and Provident Societies Act 1968,we agree with the committee of the society that grounds given in the original application continued to apply througout the year of account.

Levy + Partners Ltd.
Chartered Accountants & Registered Auditors
86/88 South Ealing Road
Ealing
London

Date: 21 November 2008

### INCOME AND EXPENDITURE

# FOR THE YEAR ENDED 31 MAY 2008

		2008	2007
	Notes	£	£
Income	2	128,839	149,920
Expenditure		(35,884)	
Operating surplus	3	92,955	$\frac{(48,436)}{101,484}$
Interest receivable and similar income Surplus for the year		2,202	2,029
Tax on excess of		95,157	103,513
Income over Expenditure	4	(9)	
Net Surplus for the year		95,148	103,513
Retained surplus brought forward		420,339	316,826
Retained surplus carried forward	ı	515,487	420,339

#### BALANCE SHEET

#### AT 31 MAY 2008

		20	008	3	007
	Notes	£	£	£	007 £
Fixed assets Investments	5		2		2
Current assets Debtors Cash at bank and in hand	6	1,987,911 109,497		1,366,661 86,174	2
Creditors: amounts falling due within one year	7	2,097,408 (748,740)		1,452,835	
Net current assets  Total assets less current			1,348,668	(202,843)	1,249,992
liabilities Creditors: amounts falling due			1,348,670		1,249,994
after more than one year Net assets	8		$\frac{(831,521)}{517,149}$		(828,223) 421,771
Capital and reserves Share capital Profit and loss account	9		1,662		1,432
Shareholders' funds			515,487 517,149		420,339

The financial statements were approved by the Board on 21 November 2008 and signed on its behalf by

David Merritt

Chairman

Stephen Callen

Treasurer

Chris Gammon

Secretary

### NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEAR ENDED 31 MAY 2008

#### 1. Accounting policies

#### 1.1. Accounting convention

The financial statements are prepared under the historical cost convention and in accordance with the Financial Reporting Standard for Smaller Entities.(FRSSE effective January 2007)

#### Cash flow statement

The society has taken advantage of the exemption in the Financial Reporting Standard for Smaller Entities (FRSSE effective January 2007) from including a cashflow statement on the grounds that the society is small.

#### 1.2. Members Subscription Income

Members subscriptions for both annual and life memberships are recognised as income on a receipts basis.

#### 1.3. Consolidation

No consolidated accounts have been prepared as, in the opinion of the society board, these would be misleading to members due to the differing business of the football club to that of the society, and the fact that society shareholders are not entitled to any share of profits or distribution of assets from group companies.

#### 2. Turnover

The total turnover of the company for the year has been derived from its principal activity wholly undertaken in the UK.

3.	Operating profit		
		2008	2007
	Operating profit is stated after charging: Auditors' remuneration	£	£
	Auditors remuneration	2,938	2,350
4.	Taxation	2008	2007
	UK current year taxation	£	£
	UK Corporation Tax	9	_

### NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEAR ENDED 31 MAY 2008

#### 5. Investments

	Investment in Subsidiary Undertakings	Total
Cost	£	£
At 31 May 2007	2	2
At 31 May 2008	2	2

Investments have been stated at the purchase cost of shares acquired. Costs of acquisition have been written off in the income and expenditure account.

The company holds 20% or more of the share capital of the following companies:

Company	Country of registration or incorporation	Shares held Class	%
Brentford FC Limited	England and Wales	Ordinary	60
		2008	2007
Aggregate capital and reserves Profit/(loss) for the year		1,371,305 (499,960)	1,876,367 (60,896)
Brentford Holdings Limited	England and Wales	Ordinary	90
		2008	2007
Aggregate capital and reserves Profit/(loss) for the year		42647 NIL	42,647 <b>1,641</b>
Griffin Park Stadium Limited	England and Wales	Ordinary	53
		2008	2007
Aggregate capital and reserves Profit/(loss) for the year		1311040 ( <b>4124</b> )	1,315,164 (673)

# NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEAR ENDED 31 MAY 2008

6.

**Debtors** 

		2008 £	2007 £
	Secured loans to Brentford FC Limited Unsecured loans to group undertakings	1,625,000 362,911	1,080,000 286,661
		1,987,911	1,366,661
2200			

7.	Creditors: amounts falling due within one year	2008 £	2007 €
	Bank loan(Secured)		-
	Loan notes	60,031	60,031
		134,000	134,000
	Loans from board members	-	250
	Loans from former board members		500
	Loan repayable 31 January 2009	550,000	500
	Accruals and deferred income	4,709	8,062
		748,740	202,843
		STATE OF THE PROPERTY OF THE P	

8.	Creditors: amounts falling due after more than one year	2008 £	2007 £
	Bank loan(Secured)	86,521	128,223
	Loan repayable February 2012	595,000	120,225
	Loan repayable 31 January 2009		550,000
	Loan repayable 31 January 2011	150,000	150,000
		831,521	828,223

The bank loan carries interest at a rate of 2.562% above base rate. At the year end Barclays Base Rate was 5%.

The loans repayable are interest free except for £100,000 which carries interest at 2% per annum.