

The Landmark Trust

Report and Financial Statements

Year Ended

31 March 2018

Charity Number 243312

The Landmark Trust
Report and financial statements
for the year ended 31 March 2018

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Directors

The Landmark Trustee Company Limited is the trustee, and its directors during the year, or as stated, are:

Neil Mendoza
Dr Douglas Gurr
Sarah Porritt CBE
Charles McVeigh
Martin Stancliffe
John Hastings-Bass
Dame Elizabeth Forgan DBE
Peter Smith

Secretary and registered office

S Wilkinson, Shottesbrooke, Maidenhead, Berkshire SL6 3SW

Charity number

England and Wales : 243312
Scotland : SC039205

Auditors

BDO LLP, 2 City Place, Beehive Ring Road, Gatwick, West Sussex, RH6 0PA

Bankers

Coutts & Co., 440 Strand, London, WC2R 0QS

The Landmark Trust

Trustees' report for the year ended 31 March 2018

Administrative details of the Charity

The Landmark Trust ('Landmark') was established by trust deed in 1965 and is a charity registered in England and Wales, number 243312, and in Scotland, number SC039205. It has one Trustee being the Landmark Trustee Company Limited. There are three wholly owned subsidiaries being the Lundy Company Limited, Landmark Trading (Shottesbrooke) Limited (dormant) and Landmark Trust (Auchinleck) Limited which is itself a charity registered in England and Wales number 1071185.

Objectives and Activities

The Landmark Trust is a historic buildings charity that exists to save extraordinary historic places in jeopardy and to promote the public enjoyment of historic places by making its buildings available for people to stay in and to enjoy. We rescue significant and often difficult buildings and our approach to their repair and refurbishment is designed to bring out their historic character and so to provide visitors who briefly live there with exceptional experiences.

Landmark's charitable objects, first enshrined in 1965, are:

- The preservation of small buildings, structures or sites of historic interest, architectural merit or amenity value and where possible finding suitable uses for them.
- The protection and promotion of the enjoyment of places of historic interest or natural beauty.

We currently have some 260 historic buildings in our care, in England, Scotland, Wales, the Channel Islands, Belgium, France and Italy as well as the island of Lundy, with its unique historic and natural environment. 198 of these are available for short periods for holidays, with the remainder let to tenants on a longer term basis. The income they generate is used to pay for their long term maintenance and to contribute to the work of the charity in rescuing further buildings at risk.

Public Benefit

The work of the Landmark Trust is undertaken for the benefit of many different communities of people. The trustee has had regard for the Charity Commission's guidance on public benefit. The work can be described under its two charitable objects:

i. The preservation of buildings

A nation's historic buildings are precious and fragile relics of its past, representing and able to illuminate the lives of our ancestors. They tell us where we have come from and who we are. Through them the past is with us still in tile and timber, plank and plaster. The Landmark Trust acquires and repairs extraordinary historic buildings which are facing real danger, and in some cases are in a very advanced state of decay, helping to safeguard the best of this finite resource for all, both now and in the future. Over 10,000 grade I and II* historic buildings and scheduled ancient monuments are currently 'at risk' in the UK; the Landmark Trust is approached annually about around 100, of which only one or two of the most important and in need are taken on. In making our selection we look at three main criteria: those which are the most extraordinary, the most endangered, and the most likely to make a wonderful place to stay.

Our work usually involves undertaking a major campaign of repair to an old and dilapidated building. Our approach is one which accords the greatest respect to traditional building techniques and, in employing craftspeople in traditional skills, such as thatching, lime-plastering or leadwork, we contribute to the continuation of these skills which are essential to the survival of historic buildings in Great Britain as a whole.

The charity benefits greatly from the support of its volunteers. During 2017-18 these numbered more than 140. 47 volunteers assisted in various projects on Lundy, whilst 97 helped with open days and other projects in Landmark.

ii. Promoting public enjoyment of special places

The buildings we rescue do not simply benefit people in an abstract or theoretical sense, but are available to and enjoyed in a profound and prolonged sense by tens of thousands every year. Over 57,000 people stayed for

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Trustees' report for the year ended 31 March 2018 (*continued*)

three to seven nights in our buildings during 2017-18 (2016-17: 58,000), enjoying an intense, personal experience of the past which requires no prior knowledge or qualification. To live in an old and important building for a short time has the capacity to inspire and to offer a sense of beauty and peace that is quite different from a fleeting visit to a stately home or museum. The availability at all our buildings of well researched histories of that place and its physical and historical context, encourages visitors to learn more.

We let our buildings for short stays year-round, enabling us to offer the wide range of prices that make our buildings financially accessible to a large portion of society. More than 60% of our buildings have periods when they can be rented for less than £20 per person per night, cheaper than most Youth Hostels, while the average cost per person per night across the entire year is £48, making our buildings cheaper for much of the time than a B&B.

As well as making 198 buildings available all year round for guests who stay, we welcome many thousands of visitors each year to our buildings on free open days and changeover days, and on day trips to the island of Lundy. Our educational programmes and resources reach a wide range of people, from primary school pupils to practitioners and life-long learners, helping them gain a deeper understanding and enjoyment of history and architecture from the places in our care.

Achievements and Performance

In April 2016 the Landmark Trustees agreed a new Strategic Plan for the Landmark Trust for the coming 5 years, entitled 'Landmark Forever!', focussed on making Landmark stronger and more sustainable in the long term, and setting out strategic aims for the period 2016-2020.

In line with targets set for the year, key achievements in 2017-18 include the following:

Preserving Places

- Completed the repair and renovation of Coed y Bleiddiau on the Ffestiniog Railway in Snowdonia, ready for opening at Easter 2018.
- Implemented a £1.7m programme of repairs and maintenance and a series of Quinquennial Surveys of our buildings.
- Completed a second year of works to Llwyn Celyn in Monmouthshire, part of a £4.2m project to repair a grade I listed historic house, implementing an ambitious accompanying engagement programme.
- Raised all the funds to start work on the repair and renovation of Cobham Dairy, a grade II* listed garden building in Kent.
- Held an international design competition to find an architect to design an approach to reviving Calverley Old Hall in Yorkshire.
- Undertook a programme of major property upgrades, refurbishing three buildings, Tangy Mill, Warden Abbey and Old Place of Monreith.

Promoting public enjoyment

- Achieved an annual occupancy rate across all our buildings of 85%, meaning some 57,000 people stayed in a Landmark Trust building in 2017-18.
- Welcomed 17,700 people to Landmark's buildings on 85 free open days and 16,900 to Lundy.
- Offered free stays in Landmark Trust buildings to 50 deserving and hard-to-reach groups (see below), nominated by other charities, as part of our '50 For Free' scheme.
- Ran a new 'Landmark Futures' programme in which our buildings help important ground-breaking research projects to come to completion.
- Staged a contemporary art exhibition in Spitalfields, London, bringing Landmark to a new audience and celebrating the buildings as artistic inspiration.
- Created and rolled out new 'Landmark Explorers' material, designed to engage children in our buildings and their history.

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Trustees' report for the year ended 31 March 2018 (continued)

Financial sustainability

- Carefully monitored costs, reducing our 'break even' occupancy to 79% (and to 76% when temporary investments in operational areas are excluded).

Landmark's '50 for Free' scheme operated for a fifth year, offering short breaks in selected Landmarks free to charities, educational institutions and non-profit organisations.

Charities benefitting from the scheme in 2017-18:

Action for Aspergers	Kent Refugee Action Network
Action for Children	Merchant Company of Edinburgh
Action for Conservation	Merthyr Mencap
Balloons	Midland Mencap
Bolton Sensory Service	Nelson's Journey
Brighter Futures	New Roots Housing Project
Campbeltown School	Newham Woodcraft Folk
Cancer Support UK	Northamptonshire Carers
Cherry Tree Nursery	Pete's Dragons
Children's Hospice SW Little Harbour	Rotunda Ltd
Children's Hospice SW Charlton Farm	SAVS - Folk Like Us Project
CLIC Sargent Devon	SELFA
CLIC Sargent Gloucester	Startuponline
CLIC Sargent Sheffield	Surf Action
CLIC Sargent London	Survive
CLIC Sargent Liverpool	Teens Unite Fighting Cancer
CLIC Sargent Surrey	The Cara Trust
Dementia Adventure	Little Miracles
Dochas Carers' Centre	VOCAL
Dorset Children's Foundation	Yellow Submarine
Friends of the Earth	Young Carers Together
Just a Drop	One Parent Families Scotland

In 2016-17 we piloted a new scheme 'Landmark Futures' aimed at promoting research, understanding and creativity within our buildings, particularly among young people, by making 10 free stays available to higher and further education groups. The success of this pilot led to a further 5 institutions benefitting from this engagement programme in 2017-18 and more are planned for 2018-19.

"FUTURES" STAYS 2017-18		
Institution	Landmark	Research Topic
Bournemouth University, Department of Archaeology, Anthropology and Forensic Science	Woodsford Castle, Dorset	Building a curriculum for Fess, a new community engagement project to benefit young people from deprived local areas to engage with heritage. PhD research students.
University of Liverpool	Cavendish Hall, Suffolk	Taught study weekend, focusing specifically on the writing of Suffolk poet George Crabbe. Mature undergraduates.
Imperial College, London, Department of Life Sciences	Worham Manor, Devon	Worked on a joint research article on deforestation in the tropics. PhD and Postdoctoral students from the Forest Ecology and Conservation Group
Aston University, Department of Life and Health Sciences	Worham Manor, Devon	The long-term effects of injuries for children's brain development. Postdoctoral fellows, PhD students, professors and undergraduates studying developmental neuroscience.
Swansea University	Sant' Antonio, Tivoli	MA Heritage students examined Italian approaches to heritage preservation, visiting Villa Adriana, Temple of Sibyl, Villa d'Este and nearby churches.

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Trustees' report for the year ended 31 March 2018 (continued)

Fundraising

Landmark relies on the great generosity of many individuals and grant-giving bodies to rescue and secure the future of buildings at risk and to ensure the unique environment of Lundy can remain accessible to all.

In 2017-18 our fundraising activities generated total income of £2,489,000 (2016-17: £4,784,000). Over half of this income came from private giving by individuals, accounting for 56% of the total (2016-17: 74%). The balance was received in grants from bodies such as the Heritage Lottery Fund for specific restoration projects, from grant-giving trusts and foundations, and through company giving. The significant variance in income from the previous year is largely due to the valuation of two buildings which were received as gifts in Wills in 2016-17.

We employ a diverse range of fundraising activities to encourage personal donations to our work. Private giving by individuals comes in the form of one-off donations in response to appeals in print and digital communications, monthly donations (e.g. by Direct Debit), memberships of our Friends and Patrons supporters' schemes, and our annual raffle. Higher value giving is also encouraged and some of our most valuable supporters have chosen to become Guardians of a building rescue appeal, or Pioneers who provide seedcorn funding for future building rescues.

Gifts in Wills are also an important source of funding from individuals, and represented over 18% of our fundraised income in the year (2016-17: 49%). Whilst a financial gift in a Will is a popular way to support our work, we can also accept many other types of gift such as paintings, furniture, and sometimes buildings, which may go on to become part of the Legacy Estate or as a Landmark in our holiday portfolio.

Investment in growing our fundraising income was £403,000 (2016-17: £395,000), meaning that 84% of total income in the year was available for our work – or, 16 pence was invested in raising every £1 (2016-17: 8 pence due to the variance in income).

To ensure our fundraising conformed to recognised standards we voluntarily registered with the new Fundraising Regulator and continued to follow the Code of Fundraising Practice which details how fundraising is to be carried out in England and Wales (with Scotland and Northern Ireland maintaining their own equivalent system of self-regulation). Furthermore, our Head of Development continued his membership of the Institute of Fundraising, the professional body for fundraising, helping to ensure that current best practice is being followed.

Fundraising is carried out by a Development team of six staff (4.1 FTE) whose activities are led and monitored by the Head of Development who is a member of the Management Board and reports to the Director. Fundraising is also supported by others within the organisation e.g. the Marketing and Communications team, Historic Estate team, as well as other colleagues and Trustees.

Fundraising activity and overall strategy is regularly addressed by the Board of Trustees in exercise of its duties under CC20. They, together with our Audit Committee, monitor significant risks and ensure they are being properly addressed.

The execution and management of the annual Landmark Raffle was supported by the professional services of an external agency (The Woods Group Limited) which carried out the administration of the raffle on our behalf – for mailing and fulfilment services to collate responses and respond to enquiries. This activity was monitored directly by us and is also regulated by the Gambling Commission. We did not use other external bodies or professional fundraisers to carry out fundraising activities on our behalf.

Landmark is committed to fundraising appropriately from supporters, and we are conscious of our responsibilities to vulnerable people. Our Privacy Policy sets out how we collect, use and protect personal information provided to us. Our Safeguarding Policy and Complaints Policy also apply to all of our fundraising activities and ensure that we are protecting the public from undue pressure and persuasion, as well as identifying potential vulnerabilities. We received two complaints during the year relating to our fundraising activity (2016-17: one) none of which was in relation to any breach of the Code of Fundraising Practice.

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Trustees' report for the year ended 31 March 2018 (continued)

Financial review

This has now been the fourth year of good progress in improving the underlying financial performance of the Charity in particular by increasing the utilisation of our buildings, and doing so while investing in our long term financial sustainability.

Total income decreased by £1.7 million to £14.0 million in 2018. Income from charitable activities increased by £0.6 million; the overall decrease was due to the receipt of two unusually large legacies during the previous year.

Total expenditure has increased by £0.1 million, all of which relates to expenditure on restoration, maintenance, letting and public access. We have taken the opportunity to increase our investment in both the maintenance of our buildings and engagement related activities. The costs associated with fundraising income relate principally to the costs of our fundraising department and revenue related project costs associated with projects for which we have fundraised.

As a result of the above, net income fell by £1.8 million to £1.8 million. Cash and cash equivalents increased to £10.3 million (2016-17 - £10.1 million). Of this, £9.2 million is held on special interest deposit accounts (2016-17 - £8.9 million). Of the total cash of £10.3 million, £5.2 million is represented by customer deposits and £4.9 million is allocated against identified projects.

Our principal trading subsidiary, included in the above numbers, is the Lundy Company Limited which is charged with the management of Lundy and the passenger ship which services it. Visitor numbers increased by more than 1,200 from 2016-17, driving a 10% increase in turnover. The costs of maintaining ageing infrastructure contributed to a loss of £0.1 million (2016-17 - £0.2 million loss). Discussions are underway with the National Trust, the owner of the island, to determine the future of the island and the terms of a new lease to the Landmark Trust.

Looking forward, the key financial challenges are to:

- 1) Maintain the financial strength of the charity by sustaining the occupancies of our buildings.
- 2) Sustain over time our break-even occupancy at a level below 80% to lower the exposure of the organisation to the impact of future economic downturns.
- 3) Continue to fundraise for and progress a substantial list of important renovation projects.
- 4) Through the talks with the National Trust, develop a strategy that will secure Lundy's long term future.

Reserves

The General Fund comprises the Landmark Trust's consolidated net assets excluding those which are restricted or designated in their use e.g. assets or cash which are restricted or designated to a particular project. At 31 March 2018 the consolidated General Fund was £42.8 million (2016-17 - £44.4 million). This comprises £42.7 million of properties and contents held for charitable use and £7.8 million of current assets less £7.3 million of current liabilities and £0.4 million of provisions.

The Trustee's policy on its General Fund is to apply the net income generated from visitors to Landmark properties to cover operating expenditure, including the maintenance and management of existing properties.

Any surplus may be used to fund restoration projects, undertake special projects at existing Landmarks, provide partnership funding for restoration projects or to prime other projects. Net income generated from fundraising activities is predominantly used for restoration of properties. The reserves of the Charity are regularly reviewed by the Trustees.

Restricted funds at 31 March 2018 were £4.5 million (2016-17 - £3.5 million). £0.9 million of this increase reflects the increase in fixed assets held in restricted funds. In addition designated funds at 31 March 2018 were £3.9m (2016-17 - £1.5m). The restricted and designated funds at 31 March are spent over the time it takes to restore the various properties to which they have been allocated.

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Trustees' report for the year ended 31 March 2018 (continued)

At the year-end free reserves as viewed by management can be calculated as follows:

	£'m
General fund	42.8
Less fixed assets	(42.7)
Plus provision	0.4
Free reserves	0.5

Free reserves represent the difference between our current assets and liabilities held within the general fund and include as a liability £5.2 million of customer deposits. The above calculation excludes designated funds. Should the demands of the organisation require it, these funds may be drawn upon.

Given the size of the customer deposits and what can be lengthy delays in the receipt of accrued legacies, the Trustees' reserves policy is based on cash reserves and not an accounting definition of reserves. As such the Trustees' policy on the amount of unrestricted (or free) cash that needs to be held in reserve is that the average of unrestricted (or free) cash balances over the year should be at least equal to 60% of the average customer deposits over the year. For 2017-18 this equated to £4.1 million (2016-17: £4.1 million). Regular cash forecasts are produced to ensure that this will be the case and the policy was complied with throughout the year ended 31 March 2018.

The provision held on the balance sheet at 31 March 2018 of £0.4 million is an actuarial valuation of the liability to 5 retired employees to whom we have direct pension obligations. More information can be found in note 15.

Plans for the Future

The 5 year Strategic Plan for the Landmark Trust was agreed in April 2016, entitled "Landmark Forever!", aimed at making Landmark stronger and more sustainable in the long term, and setting out strategic aims for the period 2016-2020 as follows:

- To focus on the core mission of rescuing rare and remarkable historic buildings at risk in the UK
- To become financial sustainable for the long term
- To raise our profile and attract more supporters to our cause
- To make the Landmark experience as wonderful as possible for everyone
- To develop a strong and dynamic team equipped to do their jobs

Key objectives for achieving these over the plan period include the following:

Preserving places

- Repair and restore Cobham Dairy, Dunshay Manor, Winsford Hospital, Fairburn Tower and Calverley Old Hall as Landmarks, raising over £4.8 million to do so.
- Develop outstanding and ambitious new rescue projects, which our vision and experience uniquely allow us to tackle, including at least four projects from the priority building categories of our new potentials strategy.
- Carry out quinquennial inspections of all Landmark buildings, using these to guide our planned maintenance and repair works.

Promoting public enjoyment

- Ensure we remain financially accessible, keeping the average cost of a stay under £50 per person per night in real terms, and continuing the '50 For Free' initiative.
- Develop and implement an adventurous new engagement programme that keeps us socially relevant and draws in younger audiences.

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Trustees' report for the year ended 31 March 2018 (*continued*)

Financial stability and efficiency

- Work to reduce Landmark's break-even occupancy level from 80% to closer to 70% by 2020.
- Position Landmark as the charity of choice for leaving a property bequest through greater awareness of the Legacy Estate.
- Increase the overall legacy supporter base by 35%, with pro-active marketing to recruit pledgers.
- Build the commercial estate to create greater diversification of income by increasing the revenue from the commercial estate by 20%.

There will, of course, be a number of factors outside Landmark's control that will influence our ability to achieve these, ranging from the impact of the weather on financial performance to the effect of national or international economic volatility on booking levels.

Among the specific targets for the coming financial year (2018/19) we will:

- Complete and open to the public two newly restored buildings: Coed y Bleiddiau in Snowdonia and Llwyn Celyn in Monmouthshire.
- Start work on three new building rescue projects: Cobham Dairy in Kent, Dunshay Manor in Dorset and Winsford Cottage Hospital in Devon.
- Support the creation of a two-part TV programme on Llwyn Celyn for broadcast on Channel 4/More4.
- Develop plans to celebrate the 50th anniversary of the saving of Lundy for the nation, and sign a new lease on the island with the National Trust.

Structure, governance and management

Governing document

The Landmark Trust was established by trust deed in 1965 and is a registered Charity (number 243312 in England and Wales; SC039205 in Scotland). The Landmark Trustee Company Limited, a company limited by guarantee, is the corporate trustee of the Landmark Trust, the charitable trust. Its Directors act, in effect, as Trustees of the Landmark Trust. The Landmark Trust wholly owns the Lundy Company Limited and Landmark Trading (Shottesbrooke) Limited.

The overarching responsibility of the Board of Directors of the Trustee Company ("the Trustees") is to direct the affairs of the Landmark Trust, ensuring it is solvent, well run, its assets are safeguarded, it complies with relevant laws and regulations, and delivers its charitable objects. The Trustees all give their time voluntarily. They reclaim expenses, which are set out in the notes to the accounts, but receive no benefits.

The Trustees are appointed for three years and may be re-elected. A change to the Memorandum and Articles of Association of the Landmark Trustee Company Limited was made on 29 August 2007 to replace the previous system whereby one third of the Trustees retired by rotation each year.

The Trustees' focus is on strategic matters; they meet at least 4 times a year, and review the organisation's long-term strategy annually. The day to day running of the Landmark Trust is delegated to a management team led by Anna Keay (the "Director"), who was appointed in July 2012. A formal scheme of delegation setting out the matters the Trustees reserve to themselves and those delegated to management, 'The Landmark Trust: Delegation of Authority' was discussed and agreed by the Board in December 2012. It is scheduled to be reviewed again in 2018-19. Two board committees, the Audit Committee, which met twice during the year, and the Remuneration Committee, which meets once a year, make recommendations to the Board according to their terms of reference.

New Trustees are recruited to ensure the board maintains an appropriate balance of skills and experience to allow it to fulfil its charitable objects and a formal recruitment process precedes any appointment. Each prospective Trustee receives a job description covering the nature of the Trustee role and the expectations of Trustees. A thorough induction into the work of the charity follows any appointment, including individual meetings with the Director and all the heads of department, along with visits to see Landmark's buildings to understand the

The Landmark Trust

Trustees' report for the year ended 31 March 2018 (*continued*)

nature of the charity's work and the experiences it offers. Regular board effectiveness reviews allow for periodic consideration of how the board works.

There were 8 Board members during the financial year. The Board met 5 times and in addition visited a series of Landmark's buildings during a three day tour of the eastern counties of England in September 2017.

Remuneration policy

In terms of pay policy, we strive to ensure employees receive equal pay and reward for work of equal value and our pay policy is fair to all. Starting salaries are set between the lower to median quartile of the latest Croner Charity Rewards survey and, where appropriate, adjustments may be made to reflect the experience of the successful candidate or particular local circumstances affecting the recruitment. In addition, the Remuneration Committee meets once a year to consider Landmark's remuneration levels. There is no contractual entitlement to an annual pay rise but consideration is given annually to the level of inflation as measured by the CPI in determining whether a pay increase is appropriate or affordable.

Risk management

The Trustees have formally assessed the major risks to the charity's business and decided the steps to be taken should identified risks occur. The Directors have an Audit Committee to monitor risk, review the Trust's draft Annual Report and Accounts and to make recommendations to the Board. The Audit Committee meets twice a year.

The risk review involves identifying the types of risk the charity faces, prioritising them in terms of potential impact and likelihood of occurrence, and identifying means of managing the risks. Linked to this exercise, a disaster manual has been prepared.

The principal risks and uncertainties identified are loss of income (including loss resulting from economic conditions), a major incident or other event that leads to a loss of reputation, changes in regulation, and systems failure. Where necessary, systems and procedures have been formulated to manage the risks the charity faces.

Looking forward, the particular areas of focus to better manage the above risks are; to mitigate the risk of loss of income by reducing the breakeven level of occupancy to below 80%; a continuing focus on our health and safety processes to ensure we are up to date with current legislation and best practice; and the continuing drive to move our systems into the cloud and away from local servers managed by on-site staff helping to minimise the risk of failures.

There are terms of reference for Directors of the Lundy Company Limited which make clear the relationship between the parent and subsidiary entities and to ensure that the line of accountability is understood and respected.

The Trust's Health and Safety Policy is available to all staff and is periodically reviewed with the help of an external consultant. During the previous year significant investment was made in reviewing and revising the Landmark Trust's Health and Safety policy and practice, engaging an expert external advisor, and putting in place a pan-organisation programme of training and guidance. The revised and updated Health and Safety Policy was issued In September 2017.

The Landmark Trust

Statement of Trustees' responsibilities for the year ended 31 March 2018

The Trustees are responsible for preparing the Trustee's Report and the financial statements in accordance with applicable law and regulations.

Charity law requires the Trustees to prepare financial statements for each financial year in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under charity law the Trustees 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 group and charity, and of the incoming resources and application of resources, including the income and expenditure, of the group for that period.

In preparing these financial statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business.

The Trustees are responsible for keeping adequate accounting records that are sufficient to show and explain the charity's transactions and disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Charities Act 2011. 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.

Financial statements are published on the charity's website in accordance with legislation in the United Kingdom governing the preparation and dissemination of financial statements, which may vary from legislation in other jurisdictions. The maintenance and integrity of the charity's website is the responsibility of the Trustees. The Trustees' responsibility also extends to the ongoing integrity of the financial statements contained therein.

Auditors

BDO LLP have expressed their willingness to continue in office and a resolution to reappoint them will be proposed at the annual general meeting.

Signed on behalf of the Trustees (The Landmark Trustee Company Limited) on 8 November 2018



N F J Mendoza
(Director of The Landmark Trustee Company Limited)

The Landmark Trust

Independent auditor's report

INDEPENDENT AUDITOR'S REPORT TO THE TRUSTEES OF THE LANDMARK TRUST

Opinion

We have audited the financial statements of the Landmark Trust ("the Parent Charity") and its subsidiaries ("the Group") for the year ended 31 March 2018 which comprise of the Consolidated statement of financial activities, the Consolidated and charity balance sheet, the Consolidated cash flow statement 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).

In our opinion, the financial statements:

- give a true and fair view of the state of the Group's and of the Parent Charity's affairs as at 31 March 2018 and of the Group's incoming resources and application of resources 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 Charities Act 2011 and Charities and Trustee Investment (Scotland) Act 2005 and regulation 6 & 8 of the Charities Accounts (Scotland) Regulations 2006, as amended in 2010.

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 Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the Group and the Parent Charity in accordance with the ethical requirements 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 related 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 Trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the Trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the Group or the Parent Charity'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.

The Landmark Trust

Independent auditor's report

Other information

The other information comprises the information included in the Report and Financial Statements, other than the financial statements and our auditor's report thereon. The other information comprises the Trustees' report. The Trustees are responsible for the other information.

Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, 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 we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. 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.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters in relation to which the Charities Act 2011 and the Charities and Trustee Investment (Scotland) Act 2005 requires us to report to you if, in our opinion;

- the information contained in the financial statements is inconsistent in any material respect with the Trustees' Annual Report; or
- proper accounting records have not been kept by the Parent Charity; or
- the Parent Charity financial statements are not in agreement with the accounting records and returns; or
- we have not received all the information and explanations we require for our audit.

Responsibilities of Trustees

As explained more fully in the Statement of Trustees' responsibilities, the Trustees 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 Trustees determine is 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 Trustees are responsible for assessing the Group's and the Parent Charity'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 Trustees either intend to liquidate the Group or the parent Charity or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

We have been appointed as auditor under section 144 of the Charities Act 2011 and section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and report in accordance with the Acts and relevant regulations made or having effect thereunder.

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 an auditor's report 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.

The Landmark Trust

Independent auditor's report

A further description of our responsibilities for the audit of the financial statements is located at the Financial Reporting Council's ("FRC's") website at: <https://www.frc.org.uk/auditorsresponsibilities>. This description forms part of our auditor's report.

Use of our report

This report is made solely to the Charity's Trustees, as a body, in accordance with the Charities Act 2011 and the Charities and Trustee Investment (Scotland) Act 2005. Our audit work has been undertaken so that we might state to the Charity's Trustees 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 Charity and the Charity's Trustees as a body, for our audit work, for this report, or for the opinions we have formed.

BDO LLP

Fiona Condron (Senior Statutory Auditor)
For and on behalf of BDO LLP, statutory auditor
Gatwick

Date *14 November 2018*

BDO LLP is eligible for appointment as auditor of the charity by virtue of its eligibility for appointment as auditor of a company under section 1212 of the Companies Act 2006.

BDO LLP is a limited liability partnership registered in England and Wales (with registered number OC305127).

The Landmark Trust

Consolidated statement of financial activities for the year ended 31 March 2018

Income and expenditure	Note	Unrestricted funds 2018 £'000	Restricted funds 2018 £'000	Total 2018 £'000	Total 2017 £'000
Income from:					
Donations and legacies	3	922	1,567	2,489	4,784
Charitable activities - Income from lettings and other core operations		11,455	-	11,455	10,890
Investments		15	-	15	21
Gain on disposal of fixed assets		6	-	6	4
Total income		<u>12,398</u>	<u>1,567</u>	<u>13,965</u>	<u>15,699</u>
Expenditure on:					
Raising funds		166	237	403	395
Charitable activities: Expenditure on maintenance, lettings and other core operations		11,464	313	11,777	11,742
Total expenditure	4	<u>11,630</u>	<u>550</u>	<u>12,180</u>	<u>12,137</u>
Net Income		768	1,017	1,785	3,562
Other recognised gains/losses:					
Actuarial losses on defined benefit pension scheme		(10)	-	(10)	(74)
Net movements in funds		<u>758</u>	<u>1,017</u>	<u>1,775</u>	<u>3,488</u>
Total funds brought forward		<u>45,906</u>	<u>3,454</u>	<u>49,360</u>	<u>45,872</u>
Total funds carried forward		<u>46,664</u>	<u>4,471</u>	<u>51,135</u>	<u>49,360</u>

The income and expenditure of the charity may be found at note 2.
The notes on pages 16 to 37 form part of these financial statements

The Landmark Trust

Consolidated and Charity balance sheet as at 31 March 2018

	Note	Consolidated		Charity	
		2018 £'000	2017 £'000	2018 £'000	2017 £'000
Fixed assets					
Heritage assets	8	44,285	41,788	44,016	41,517
Other properties and infrastructure	9	1,615	1,789	-	-
Plant and equipment	10	233	163	163	71
		<u>46,133</u>	<u>43,740</u>	<u>44,179</u>	<u>41,588</u>
Current assets					
Stocks	11	204	176	-	-
Debtors	12	2,203	3,407	2,528	3,852
Current investments	13	9,200	8,900	9,200	8,900
Cash at bank and in hand		1,106	1,179	1,038	1,119
		<u>12,713</u>	<u>13,662</u>	<u>12,766</u>	<u>13,871</u>
Creditors: amounts falling due within one year					
Payments received in advance		(5,166)	(5,269)	(4,635)	(4,741)
Creditors	14	(2,146)	(2,357)	(1,813)	(2,048)
		<u>(7,312)</u>	<u>(7,626)</u>	<u>(6,448)</u>	<u>(6,789)</u>
Net current assets		<u>5,401</u>	<u>6,036</u>	<u>6,318</u>	<u>7,082</u>
Total assets less current liabilities		<u>51,534</u>	<u>49,776</u>	<u>50,497</u>	<u>48,670</u>
Provision for liabilities	15	(399)	(416)	(363)	(377)
Total net assets		<u>51,135</u>	<u>49,360</u>	<u>50,134</u>	<u>48,293</u>
Funds					
Restricted funds	16	4,470	3,454	4,202	3,184
Designated funds	16	3,895	1,484	3,895	1,484
General funds	16	42,770	44,422	42,037	43,625
		<u>51,135</u>	<u>49,360</u>	<u>50,134</u>	<u>48,293</u>

Signed on behalf of the Trustee (The Landmark Trustee Company Limited) on 8 NOVEMBER 2018


John Hastings-Bass

(Director of The Landmark Trustee Company Limited)

The notes on pages 16 to 37 form part of these financial statements.

The Landmark Trust

Consolidated cash flow statement for the year ended 31 March 2018

	Note	2018 £'000	2017 £'000
Net income		1,775	3,488
Gain on disposal of fixed assets		(6)	(4)
Depreciation		717	742
Interest received		(15)	(21)
Increase in stocks		(28)	(15)
Decrease/(Increase) in debtors		1,204	(2,321)
(Decrease)/ Increase in payments in advance		(103)	321
(Decrease)/ Increase in creditors		(211)	420
(Decrease)/ Increase in provision		(17)	47
Cash flows from operating activities		3,316	2,657
Cash flows used by investing activities			
Purchase of tangible fixed assets		(3,110)	(1,915)
Proceeds from sales of tangible fixed assets		6	10
		212	752
Cash flows from financing activities			
Interest received		15	21
Increase in cash and cash equivalents in the year		227	773
Cash and cash equivalents at the beginning of the year		10,079	9,306
Cash and cash equivalents at the end of the year		10,306	10,079

The notes on pages 16 to 37 form part of these financial statements.

The Landmark Trust

Notes forming part of the financial statements for the year ended 31 March 2018

1 Accounting policies

Basis of accounting

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of certain fixed assets, and are in accordance with applicable accounting standard FRS 102 and the Statement of Recommended Practice (Charities SORP (FRS 102)), effective 1 January 2015. The Landmark Trust is a public benefit entity.

The consolidated accounts incorporate the financial statements of the Charity and all of its subsidiary undertakings. No separate Statement of Financial Activities (SOFA) is presented for the Charity alone. The results of the parent charity and subsidiaries are shown in notes 2 and 7.

The financial statements have been prepared on a going concern basis as the Trustees are satisfied that the charity has the resources to continue for at least 12 months from the approval date of the financial statements.

The accounting policies used in the preparation of the financial statements are set out below and have been consistently applied during the year.

Income

All income is accounted for in the SOFA when the charity has legal entitlement, there is probability of receipt and the amount can be measured with reasonable accuracy.

Income from government and other grants, whether capital or revenue, is recognised when the charity has entitlement to the funds, any performance conditions attached to the grants have been met, it is probable that the income will be received and the amount can be measured reliably.

Legacy income is recognised when receipt is considered probable. Receipt is probable when the amount can be reliably measured and the Charity has been notified of the executors' intention to make a distribution. Date of recognition is the earlier of: the date the charity is aware that probate has been granted; the date the estate has been finalised and notification has been made by the executor(s) to the Charity that a distribution will be made; or the date when a distribution is received from the estate. Where legacies have been notified to the charity or the charity is aware of the granting of probate, but the criteria for recognising income has not been met, the legacy is then treated as a contingent asset and disclosed if material.

Gifts in kind of donated services, by third parties, are included at the value to the charity where this can be quantified and there is a cost to a third party. No amounts are included in the financial statements for services donated by volunteers.

Rental income is recognised in the SOFA over the period to which each receipt relates. Any monies received in advance of the period to which they relate are credited to payments received in advance and transferred to the SOFA over the relevant period.

Expenditure

All expenditure is accounted for on an accruals basis. Where costs cannot be directly attributed to particular headings, they have been allocated to activities on a basis consistent with the use of the resources: premises costs have been allocated on the basis of floor space, staff costs have been allocated according to direct salary costs, and other costs have been allocated according to total other expenditure. Governance costs comprise those costs incurred in the governance of the charity and its assets and are primarily associated with constitutional and statutory matters.

The Landmark Trust

Notes forming part of the financial statements for the year ended 31 March 2018 (continued)

1 Accounting policies (continued)

Heritage assets

The Landmark Trust properties and their contents are specialised properties of substantial historical or other interest. Land and buildings are shown at original historic cost or subsequent valuation up to 1993 and acquisition cost together with restoration costs thereafter. This treatment accords with FRS102 and the SORP. Those held in the books at valuation reflect a 1993 valuation by a former director of the Landmark Trust, a chartered surveyor. All heritage assets are capitalised.

The depreciation period on freehold and leasehold buildings is the shorter of 150 years or the life of the lease. The depreciation period on contents is 50 years. Land is not depreciated and is tested for impairment.

Plant and equipment

Plant and equipment is shown at cost less depreciation. Assets with a cost of less than £2,000 are taken direct to outgoing resources and not capitalised. Depreciation is provided at rates calculated to write off the cost, less estimated residual value, of each asset on a straight-line basis over its expected useful life. The main categories and rates of depreciation are:

Shipping	-	5 to 15 years
Motor vehicles	-	4 years
Computers and IT	-	4 years
Other	-	3 to 10 years

The Lundy infrastructure and jetty are depreciated so as to be fully written off by the end of the current lease with The National Trust in 2029.

Stock

Stock is included at cost where possible. Cost is based on the cost of purchase on a first in, first out basis. Where individual purchase cost is not known, the value is based on an aggregate selling price less aggregate costs to completion and disposal. The exception is the valuation of livestock, which is based upon an annual valuation.

Debtors

Trade and other debtors are recognised at the settlement amount. Prepayments are valued at the amount prepaid.

Cash at bank and in hand

Cash at bank and in hand includes cash and short term liquid assets held with a maturity date of 30 days.

Creditors

Trade and other creditors are recognised at the settlement amount after allowing for any trade discounts due.

Investments

Investments are carried at market value, and gains and losses, if applicable, are shown separately in the SOFA.

Operating leases

Rentals applicable to operating leases are charged or credited to the SOFA over the period in which the cost is incurred.

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (*continued*)

1 Accounting policies (*continued*)

Foreign currency translation

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the balance sheet date. All differences are taken to the SOFA.

Pension costs

The Group operates three defined contribution pension plans for the benefit of the employees. The cost of providing this pension benefit is charged to the SOFA as incurred.

The Group has five ex-employees who benefit from a self-administered pension. A fair value provision has been calculated in respect of this liability against which pension payments are charged. Actuarial gains and losses are recognised immediately in the SOFA.

Fund accounting

General funds comprise accumulated surpluses and deficits and are available for use at the discretion of the Trustees in pursuing the general charitable objectives of the charity and which have not been designated for other purposes.

Restricted funds are created when funds (whether income or capital in nature) are given to the Landmark Trust for use in a particular area or for a specific purpose only.

Designated funds are unrestricted funds set aside for a particular purpose.

2 Financial performance of the charity

The consolidated statement of financial activities includes the results of the charity's wholly owned subsidiaries (see note 7).

The summary financial performance of the charity alone is:

	2018 £'000	2017 £'000
Income	11,362	13,322
Expenditure on charitable activities	(9,522)	(9,591)
Net Income	<u>1,841</u>	<u>3,731</u>
Total funds brought forward	48,293	44,562
Total funds carried forward	<u>50,134</u>	<u>48,293</u>
Represented by:		
Restricted income funds	4,202	3,184
Unrestricted income funds	45,952	45,109
	<u>50,134</u>	<u>48,293</u>

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (continued)

3 Analysis of incoming resources	2018 £'000	2017 £'000
a) Unrestricted fundraising income		
Charitable Trusts	9	20
Direct Mail appeals including the Landmark Fund	10	15
Major individual donations	89	92
Patrons	121	200
Raffle	72	79
Other (including numerous individual donations)	243	230
Legacies - property:		
Mrs O Ward	-	850
Mr C Webb	-	1,300
Legacies - cash:		
Miss J Suter (adjustment to reflect final receipt)	31	6
Mr H Lewis	300	-
Mr M Grange	20	-
Mrs J Ryland	-	25
Miss P Smith	-	124
Other valuable legacies and gifts in memory	27	36
	<u>922</u>	<u>2,977</u>
b) Restricted fundraising income		
Grants:		
Heritage Lottery Fund	712	856
Other	2	8
For Lundy:		
Rural Payments Agency	171	159
Historic England	19	20
Other	9	24
Donations:		
Charitable Trusts	163	128
Direct Mail appeals (including the Landmark Fund)	110	147
Major individual donations	192	149
Patrons	54	44
Corporate donation	20	181
Other	39	66
Legacies:		
Mr G Ruthen	50	-
Mr F Heels	25	-
Mr J Senior	-	25
Legacies and gifts in memory	1	-
	<u>1,567</u>	<u>1,807</u>
Total fundraising Income	<u>2,489</u>	<u>4,784</u>

c) Income from charitable activities

The income from charitable activities was £11,455,000 (2016-17: £10,890,000), all of which was unrestricted.

The charity benefits greatly from the involvement and enthusiastic support of its many volunteers. In accordance with FRS 102 and the Charities SORP (FRS 102), the economic contribution of volunteers is not recognised in the accounts.

The Landmark Trust

Notes forming part of the financial statements for the year ended 31 March 2018 (continued)

4 Analysis of total expenditure

	Staff costs £'000	Other direct costs £'000	Other allocated costs £'000	Governance Costs £'000	Depreciation £'000	Total 2018 £'000	Total 2017 £'000
Fundraising costs	274	84	43	2	-	403	395
Expenditure on lettings and other core operations	4,138	6,444	438	50	717	11,787	11,742
Total expenditure	4,412	6,528	481	52	717	12,190	12,137

Fundraising staff costs include £61,000 allocated from central staff costs (£56,000 in 2016/2017). Total fundraising costs were £403,000 (2016/2017 - £395,000) of which £166,000 was unrestricted (2016/2017 - £257,000) and £237,000 was restricted (2016/2017 - £138,000). Total expenditure on charitable activities was £11,777,000 (2016/2017 - £11,742,000), of which £11,464,000 was unrestricted (2016/2017 - £11,379,000) and £313,000 was restricted (2016/2017 - £363,000)

Included in above are:

	2018 £'000	2017 £'000
Auditors' fees:		
- audit fees	22	21
Depreciation	715	742
Operating lease rentals	237	203

The Landmark Trust

Notes forming part of the financial statements for the year ended 31 March 2018 (continued)

5 Staff costs

The average monthly number of regular employees, including part-time employees and employees on fixed term contracts analysed by function, was:

	2018 Number	2017 Number
Charitable activities	154	151
Fundraising	5	5
	<u>159</u>	<u>156</u>

The average number of employees is calculated on a full time equivalent basis.

The average number of employees calculated on an actual headcount basis was 505 (2017 - 503).

Remuneration of employees	2018 £'000	2017 £'000
The aggregate remuneration of employees comprised:		
Wages and salaries	4,000	3,869
Social security costs	260	245
Pensions	152	146
	<u>4,412</u>	<u>4,260</u>

Included within these figures is £21,297 relating to termination payments (2017 - £3,885). The increase in wages and salaries is driven by increased headcount in Landmark, a 1.6 per cent cost of living pay increase, and a full year of the pay rise awarded to Landmark housekeepers in order to bring their pay into line with the National Living Wage.

The key management personnel comprise the Director and seven Heads of Department. The total employee benefits of the key management personnel were £569,291 (2017 - £570,939).

The number of employees whose pay and taxable benefits exceeded £60,000 in the respective financial years fell within the following bands:

	2018 Number	2017 Number
£110,000 - £119,999	1	
£100,000 - £109,999	-	1
£60,000 - £69,999	2	2
	<u>3</u>	<u>3</u>

All the employees earning more than £60,000 participated in the pension scheme. The aggregate contribution for these employees was £18,783 (2017 - £17,820).

The Directors of the Trustee Company do not receive any remuneration. Out of pocket expenses for travel and subsistence are reimbursed on presentation of receipts; the total of such expenses reimbursed in the year to three Directors was £1,928 (2017 - £6,328 to six Directors).

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (continued)

6 Corporate trustee

The Landmark Trustee Company Limited is a trust corporation and the sole trustee of the Landmark Trust. It is a dormant company and does not trade. It acts as nominee for the Charity and holds all property deeds and contracts of employment. There is no cash flow between it and the Charity.

7 Investment in subsidiaries

	2018 £'000	2017 £'000
Charity		
Cost as at 1 April 2017 and as at 31 March 2018	-	-

The Charity has three subsidiary undertakings, registered in England:

- The Lundy Company Limited, a wholly owned company limited by shares.
- Landmark Trading (Shottesbrooke) Limited, a wholly owned company (now dormant).
- The Landmark Trust (Auchinleck) Limited, a charitable company limited by guarantee.

The results of the subsidiaries are as follows:

	The Lundy Company Limited £'000	Landmark Trading (Shottesbrooke) Limited £'000	The Landmark Trust (Auchinleck) Limited £'000	Total 2018 £'000	Total 2017 £'000
Profit and loss account					
Turnover	2,399	-	-	2,399	2,175
Cost of sales	(778)	-	-	(778)	(706)
Gross profit	1,621	-	-	1,621	1,469
Administrative expenses	(1,888)	-	(2)	(1,890)	(1,914)
Other operating income	203	-	-	203	203
Net loss before taxation	(64)	-	(2)	(66)	(242)
Retained loss	(64)	-	(2)	(66)	(242)

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (continued)

7 Investments in subsidiaries (continued)

	The Lundy Company Limited £'000	Landmark Trading Shottesbrooke Limited £'000	The Landmark Trust (Auchinleck) Limited £'000	Total 2018 £'000	Total 2017 £'000
Balance sheet					
Fixed assets	1,687	-	269	1,956	2,153
Current assets	429	-	-	429	290
Creditors: amounts falling due within one year	(1,347)	(1)	-	(1,348)	(1,336)
Creditors: amounts falling due after more than one year		-	-		-
Provisions	(36)	-	-	(36)	(39)
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
Net assets/(liabilities)	733	(1)	269	1,001	1,068
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
General	733	(1)	-	732	797
Restricted		-	269	269	271
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
	733	(1)	269	1,001	1,068
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (*continued*)

8 Heritage assets

Consolidated	Freehold and long leasehold properties £'000	Assets under construction £'000	Short leasehold properties £'000	Property contents £'000	Total £'000
<i>Cost or valuation</i>					
At 31 March 2017	48,709	2,482	2,545	2,313	56,049
Additions	1,441	1,519	-	-	2,960
Transfers	244	(244)	-	-	-
At 31 March 2018	50,394	3,757	2,545	2,313	59,009
<i>Accumulated depreciation</i>					
At 31 March 2017	11,752	-	1,555	954	14,261
Charge for the year	301	-	116	46	463
At 31 March 2018	12,053	-	1,671	1,000	14,724
<i>Net book value</i>					
At 31 March 2018	38,341	3,757	874	1,313	44,285
At 31 March 2017	36,957	2,482	990	1,359	41,788
Charity					
	Freehold and long leasehold properties £'000	Assets under construction £'000	Short leasehold properties £'000	Property contents £'000	Total £'000
<i>Cost or valuation</i>					
At 31 March 2017	48,349	2,482	2,545	2,313	55,689
Additions	1,441	1,519	-	-	2,960
Transfers	244	(244)	-	-	-
At 31 March 2018	50,034	3,757	2,545	2,313	58,649
<i>Accumulated depreciation</i>					
At 31 March 2017	11,663	-	1,555	954	14,172
Charge for the year	299	-	116	46	461
At 31 March 2018	11,962	-	1,671	1,000	14,633
<i>Net book value</i>					
At 31 March 2018	38,072	3,757	874	1,313	44,016
At 31 March 2017	36,686	2,482	990	1,359	41,517

Tangible fixed assets with a carrying value of £1,127,000 (2017: £1,136,000) are held as security by Coutts bank. There was no liability to the bank in either year.

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (*continued*)

8 Heritage assets (*continued*)

The transitional arrangements of FRS15 were adopted for freehold, long and short leasehold properties where such properties held at 31 December 1993 were valued as at that date and the valuations have not subsequently been updated.

The properties and their contents are categorised as heritage assets and are managed and conserved by the charity so as to offer access to the public through short-term lettings and open days. Further details of access to the public and the charity's policy for the acquisition, preservation, management and disposal of heritage assets can be found through the charity's website at www.landmarktrust.org.uk.

Consolidated and Charity	2018	2017	2016	2015	2014
	£'000	£'000	£'000	£'000	£'000
Additions:					
Purchases	1,660	1,484	1,041	1,068	792
Donations/legacies	1,300	480	-	-	-
	<u>2,960</u>	<u>1,964</u>	<u>1,041</u>	<u>1,068</u>	<u>792</u>
Disposals:					
Carrying value	-	-	-	-	(470)
Sale proceeds	-	-	-	14	1,665
	<u>-</u>	<u>-</u>	<u>-</u>	<u>14</u>	<u>1,195</u>

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (*continued*)

9 Other properties and infrastructure

Consolidated	Jetty £'000	Island Road/ infra- structure £'000	Total £'000
<i>Cost or valuation</i>			
At 31 March 2017 and 31 March 2018	1,244	2,914	4,158
	-----	-----	-----
<i>Accumulated depreciation</i>			
At 31 March 2017	704	1,665	2,369
Charge for the year	49	125	174
	-----	-----	-----
At 31 March 2018	753	1,790	2,543
	-----	-----	-----
<i>Net book value</i>			
At 31 March 2018	491	1,124	1,615
	-----	-----	-----
At 31 March 2017	540	1,249	1,789
	-----	-----	-----

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (*continued*)

10 Plant and equipment

Consolidated	Shipping £'000	Motor vehicles £'000	Computer equipment £'000	Other equipment £'000	Total £'000
<i>Cost or valuation</i>					
At 31 March 2017	839	419	495	582	2,335
Additions	-	53	8	89	150
Disposals	(44)	(53)	(9)	(203)	(309)
	<u>795</u>	<u>419</u>	<u>494</u>	<u>468</u>	<u>2,176</u>
At 31 March 2018					
<i>Accumulated depreciation</i>					
At 31 March 2017	839	319	472	542	2,172
Charge for the year	-	49	10	19	78
On disposals	(44)	(53)	(9)	(201)	(307)
	<u>795</u>	<u>315</u>	<u>473</u>	<u>360</u>	<u>1,943</u>
At 31 March 2018	-	104	21	108	233
<i>Net book value</i>					
At 31 March 2017	-	100	23	40	163
	<u>-</u>	<u>104</u>	<u>21</u>	<u>108</u>	<u>233</u>
	<u>-</u>	<u>100</u>	<u>23</u>	<u>40</u>	<u>163</u>
Charity	Motor vehicles £'000	Computer equipment £'000	Other equipment £'000	Total £'000	
<i>Cost or valuation</i>					
At 31 March 2017	278	441	122	841	
Additions	40	8	85	133	
Disposals	(25)	-	-	(25)	
	<u>293</u>	<u>449</u>	<u>207</u>	<u>949</u>	
At 31 March 2018					
<i>Accumulated depreciation</i>					
At 31 March 2017	208	441	120	769	
Charge for the year	36	1	5	42	
On disposals	(25)	-	-	(25)	
	<u>220</u>	<u>442</u>	<u>125</u>	<u>786</u>	
At 31 March 2018					
<i>Net book value</i>					
At 31 March 2018	73	7	82	163	
	<u>73</u>	<u>7</u>	<u>82</u>	<u>163</u>	
At 31 March 2017	69	-	2	71	
	<u>69</u>	<u>-</u>	<u>2</u>	<u>71</u>	

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (continued)

11 Stocks

	Consolidated		Charity	
	2018 £'000	2017 £'000	2018 £'000	2017 £'000
Goods for resale	130	115	-	-
Raw materials and consumables	12	13	-	-
Livestock	62	48	-	-
	<u>204</u>	<u>176</u>	<u>-</u>	<u>-</u>

12 Debtors

	Consolidated		Charity	
	2018 £'000	2017 £'000	2018 £'000	2017 £'000
Trade debtors	266	283	237	280
Prepayments and accrued income	1,937	3,124	1,808	3,073
Subsidiary undertakings	-	-	483	499
	<u>2,203</u>	<u>3,407</u>	<u>2,528</u>	<u>3,852</u>

Included within prepayments and accrued income at 31 March 2018 is £1,308,000 relating to legacies (2017 - £2,341,000).

13 Current Investments

	Consolidated		Charity	
	2018 £'000	2017 £'000	2018 £'000	2017 £'000
Special interest deposit accounts	9,200	8,900	9,200	8,900

Current asset investments are classified as cash equivalents as they are held on 30 or 90 day deposit and are accessible without penalty after this time. Of the funds held on special interest deposit accounts, £721,000 is in respect of restricted funds and £3,895,000 is in respect of designated funds. These funds are to be used against future restoration projects. The remainder, along with cash at bank and in hand, after taking account of a proportion of customer payments received in advance (held in line with our policy), and also an element of contingency, is also available to be applied to future restoration projects.

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (continued)

14 Creditors: amounts falling due within one year

	Consolidated		Charity	
	2018 £'000	2017 £'000	2018 £'000	2017 £'000
Trade creditors	623	460	483	361
Taxation and social security	299	360	277	333
Rent receipts in advance	178	169	178	169
Other creditors	354	311	314	271
Accruals and deferred income	692	1,057	561	914
	2,146	2,357	1,813	2,048
	2,146	2,357	1,813	2,048

15 Provision for liabilities

	Consolidated		Charity	
	2018 £'000	2017 £'000	2018 £'000	2017 £'000
Provision for future pension costs				
At 1 April	416	369	377	332
Current Service Cost	(27)	(27)	(22)	(22)
Movement on required provision	10	74	8	67
	399	416	363	377
	399	416	363	377

The group accounts for the pension costs of five former employees on a basis consistent with the requirements of FRS 102.

An actuarial valuation was carried out by Broadstone, an independent actuary, at 31 March 2018. The major assumptions used by the actuary were:

Discount rate 2.6% pa
RPI inflation rate 3.4% pa
CPI inflation rate 2.4% pa
Pension increase rate 2.4% pa

It should be noted that given that individual circumstances of pensioners are necessarily not taken into account along with the very small numbers of pensioners involved (one of whom accounts for 79% of the provision), there is likely to be a higher amount of uncertainty around the valuation than one might expect in larger schemes.

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (continued)

16 Statement of Funds

	General funds £'000	Designated funds £'000	Restricted funds £'000	Total consolidated £'000	Less subsidiaries £'000	Total charity £'000
At 31 March 2017	44,422	1,484	3,454	49,360	(1,068)	48,292
Income	12,399	-	1,566	13,965	(2,602)	11,363
Expenditure	(11,052)	(589)	(550)	(12,190)	2,669	(9,521)
Transfers between funds	(3000)	3,000	-	-	-	-
At 31 March 2018	42,769	3,895	4,470	51,135	(1,001)	50,134

£3,000,000 has been transferred from general to designated funds in order to meet funding requirements for Dunshay Manor, Fairburn Tower and Calverley Old Hall.

Statement of Funds – previous year

	General funds £'000	Designated funds £'000	Restricted funds £'000	Total consolidated £'000	Less subsidiaries £'000	Total charity £'000
At 31 March 2016	42,172	1,552	2,148	45,872	(1,310)	44,562
Income	13,916	-	1,807	15,723	(2,401)	13,322
Expenditure	(11,497)	(237)	(501)	(12,235)	2,643	(9,592)
Transfers between funds	(169)	169	-	-	-	-
At 31 March 2017	44,422	1,484	3,454	49,360	(1,068)	48,292

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (continued)

16 Statement of Funds (continued)

Analysis of net assets between funds

	General funds £'000	Designated Funds £'000	Restricted funds £'000	Total 2018 £'000
Fund balances at 31 March are represented by:				
Fixed assets	42,723	-	3,410	46,133
Current assets	7,758	3,895	1,060	12,713
Current liabilities	(7,312)	-	-	(7,312)
Provisions	(399)	-	-	(399)
	<hr/>	<hr/>	<hr/>	<hr/>
Total net assets	42,770	3,895	4,470	51,135
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

Analysis of net assets between funds – previous year

	General funds £'000	Designated Funds £'000	Restricted funds £'000	Total 2017 £'000
Fund balances at 31 March are represented by:				
Fixed assets	41,262	-	2,478	43,740
Current assets	11,202	1,484	976	13,662
Current liabilities	(7,626)	-	-	(7,626)
Provisions	(416)	-	-	(416)
	<hr/>	<hr/>	<hr/>	<hr/>
Total net assets	44,422	1,484	3,454	49,360
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (continued)

16 Statement of Funds (continued)

Restricted funds comprised:	Auchinleck £'000	Cobham Dairy £'000	Llywn Celyn £'000	Coed y Bleddiau £'000	Lundy £'000	Winsford Hospital £'000	Other £'000	Total £'000
At 31 March 2017	270	377	2,452	280	-	21-	54	3,454
Income		143	758	3	199	376	87	1,566
Expenditure	(2)		(221)	(58)	(199)	(14)	(56)	(550)
At 31 March 2018	268	520	2,989	225	-	383	85	4,470

Restricted funds – previous year

	Auchinleck £'000	Cobham Dairy £'000	Llywn Celyn £'000	Coed y Bleddiau £'000	Lundy £'000	Other £'000	Total £'000
At 31 March 2016	272	-	1,587	211	16	62	2,148
Income		385	1,062	83	203	74	1,807
Expenditure	(2)	(8)	(197)	(14)	(219)	(61)	(491)
At 31 March 2017	270	377	2,452	280	-	75	3,454

Auchinleck restricted fund is for the restoration and future maintenance of Auchinleck House as part of The Landmark Trust's portfolio of buildings, promoted for short-term lettings.

Llywn Celyn, Coed Y Bleddiau, Cobham Dairy and Winsford Hospital are funds for the restoration of those buildings and associated activities. Lundy is a fund for public benefit projects on the island.

Other (restricted funds) comprises funds for a number of smaller projects.

As at 31 March 2018 our identified future restoration projects had a further funding requirement of £4.0 million.

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (continued)

16 Statement of Funds (continued)

Designated funds comprised:	Dunshay Manor £'000	Cobham Dairy £'000	Llywn Celyn £'000	Coed y Bleddiau £'000	Winsford Hospital £'000	Fairburn Tower £'000	Other Restoration £'000	Total £'000
At 31 March 2017	-	350	373	176	500	-	85	1,484
Expenditure	(60)	-	(373)	(80)	-	(21)	(55)	(589)
Transfers	1,500	-	-	-	-	500	1,000	3,000
At 31 March 2018	1,440	350	-	96	500	479	1,030	3,895

Designated funds - previous year:

	Dunshay Manor £'000	Cobham Dairy £'000	Llywn Celyn £'000	Coed y Bleddiau £'000	St Edward's Presbytery £'000	Other Restoration £'000	Total £'000
At 31 March 2016	170	75	406	93	13	795	1,552
Expenditure	(170)	-	(18)	-	-	(49)	(237)
Transfers	-	275	(15)	83	(13)	(161)	169
At 31 March 2017	-	350	373	176	-	585	1,484

Other Restoration is the balance of designated funds to be used on future restoration projects. The transfer in of £1 million is for the restoration of Calverley Old Hall, which is at an early stage of project development.

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (continued)

17 Financial commitments

Operating leases	2018	2017
	£'000	£'000

The following amounts represent the total of future minimum lease payments under non-cancellable operating leases for each of the following periods:

	Property	Property
- not later than one year	187	196
- greater than one year and less than five years	517	555
- greater than five years	1,784	1,697

	Other	Other
- not later than one year	7	7
- greater than one year and less than five years	10	16

2018	2017
£'000	£'000

The following amounts represent the total of future minimum lease receipts under non-cancellable operating leases for each of the following periods:

	Property	Property
- not later than one year	202	193
- greater than one year and less than five years	713	696
- greater than five years	1,155	1,252

Capital commitments

2018	2017
£'000	£'000

As at 31 March 2018 the Trust had capital commitments as follows:

Capital expenditure contracted for but not provided in the accounts	568	1,541
Capital expenditure authorised but not contracted for	2,159	1,323

Capital expenditure contracted for but not provided relates to contracts placed for building costs. Capital expenditure authorised but not contracted for relates to costs approved by Trustees on building projects. As at 31 March 2018 there was £153,000 available in restricted funds with the balance of £2,006,000 to come from designated funds and agreed Heritage Lottery funding.

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (*continued*)

18 Related party transactions

During the year Neil Mendoza was a commissioner of Historic England and is a non-executive board member of the Department for Culture, Media and Sport (DCMS). The DCMS is associated with assessing the performance and strategy of the Heritage Lottery Fund which awarded grants of £712,081 (£2017 - £855,606) to the Landmark Trust during the year, £338,719 of which was outstanding at the year end (2017 - £426,756). Sarah Porritt CBE was a trustee of the English Heritage Trust and a member of the South West Committee of the Heritage Lottery Fund. Anna Keay, Director, is a member of the National Trust Collections and Interpretation Advisory Group.

The National Trust leases a number of properties to the Landmark Trust including Lundy. The rental charges paid under these leases amounted to £42,822 (2017 - £54,370). The balance outstanding at 31 March 2018 was £11,281 (2017 - £13,927).

There is an intercompany balance between the charity and the Lundy Company Limited. This is comprised of an outstanding debt owing to the charity of £977,825 which has been partially offset throughout the year by funds held by the charity on behalf of the Lundy Company Limited. At the year end, these funds totalled £495,565 (2017 - £479,230), resulting in a net debtor balance of £482,260 (2017 - £498,595) (see note 12).

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (*continued*)

19 Patrons

The Trust is extremely grateful to the Patrons of the Landmark Trust for their on-going support. During the year, those who have supported the Landmark Trust as Patrons were:

Life Patrons

Mr N Atkinson and Mr G Reed	Mr and Mrs R Joye
Mr A Baker and Mrs S Darling	Miss K Lampard
Mr G Ball	Mr and Mrs F Ledden
Mr I Boyd	Miss T Little
Mr D Brownlow CVO	Dr and Mrs C Lott
Mr R Broyd OBE	Miss E Marsh
Dr and Mrs J Bull	Mr S Martin
Mr M Caporn	Mr D McCleary and Mrs A Gloag OBE
Mr and Mrs T Cave	Mr A Mead
The Hon E Cayzer	Mr N Mendoza
Mr and Mrs S Cieslik	Mr J Miller CBE and Mrs I Miller
Mr R Collins	Mr A Murray-Jones and Ms D Finkler
Mr S Conrad	Mr G Neame OBE
Mr H Cookson	Revs J and S Pitkin
Dr P Corry	Mr T Reid and Ms L Ambrose
Mr P Davies	Mrs S Andrew
Sir John de Trafford Bt MBE	Mr and Mrs J Scott
Mrs V Dyer	Mr M Seale
Mr R Eaton	Mr B Sealey CBE and Mrs H Sealey
Mr J Elliot	Mr and Mrs R Setchim
Mrs J Fairbairn	Mr W Sieghart
Sir Bill and Lady Gammell	Mr P Stormonth Darling
Mrs E Gibbs	The Hon Tobias Tennant
Mr and Mrs M Gwinnell	Mr O Thomas
Dr A Hamilton	Mr and Mrs B J Thompson
Mr and Mrs T Hart	Mr and Mrs C Turner
Miss J Hodgkinson	Mr M and Lady S Ward
Ms B Hollond	Mr W Whyte and Ms S Whitley
Dr M Jones	

19 Life Patrons wish to remain anonymous

The Landmark Trust

Notes forming part of the financial statements
for the year ended 31 March 2018 (*continued*)

19 Patrons (*continued*)

Annual Patrons

Professor M Airs
Mrs C Alderson
Miss S Almond and Mr P Hubbard
Mr N Baring CBE and Mrs E Baring
Dr J Barney
Mrs A Bartleet
Mr G Battha-Pajor and Mr P Doyle
The Benindi Fund
Mr M Bennett
Mr J Benton
Mr C Bird
Mr R Broadhurst CVO CBE
Mrs T Brown
Sir Hugo and Lady Brunner
Mr P Burfoot and Mr D Boyd
Mr H Channon
Mr D Clark
Mr and Mrs R Conway
Mrs E Cooke
Mrs P Couchman
Mr J Cox
Mr M Drury CBE
Mr N Dutton
Mr H Eddis
Mr G Edington CBE
Mr D Fagan
Mr and Mrs C Farrow
Mr J Fell
Mr J Ferguson
Mr B Foord
Mr P Fox
Mr and Mrs A Froggatt
Mr D Giles
Mr J Glen
Dr C Guettler and Ms J Graham
Dr R Gurd
Mr T Gwyn-Jones
Professor J Harrington
Mr J Hastings-Bass
Mr D Haunton
Dr E Hicks
Mr D Holberton
Mr K Holmes
Dr K Holowka
Mr C Hutt
Mr G Jennings
Mr A Johnston
Mr and Mrs S Jordan
Dr and Mrs R Jurd
Mrs P Kent
Mr and Mrs N Kingon
Mrs A Kingston
Mr J Lamb
Dr and Mrs I Lee
Mrs S Lund
Mr G MacGregor
Sir Laurie Magnus Bt and Lady Magnus
Mrs P Maitland Dougall
Mr A Manisty
Mr J May
Professor R Mayou
Mr C McVeigh III
Dr C Mitchell
Mr P Morris
Mrs J Murray
Mrs F Murray
Sir Charles Nunneley
Mrs Z Ollerenshaw
Ms W Owen
Mr M Page
Dr H Parry-Smith
The Rt Hon the Lord Phillimore
Mr C Phoenix
Mrs P Plunket-Checkemian
Mr M Power
Mr J Ransom
Ms G Rawinsky
Mr and Mrs N Record
Mr M Rice and Ms E Bridgewater
Mr and Mrs J Ringer
Mr D Rowe
Dr J Schofield
Dr R Schofield
Mr and Mrs J Seekings
Mr P Skuse
Dr M Sparks
Mrs P Spens
Lady Stewart MBE
Mr D Trehane
Mr M Thomas
Mrs J Waterman
Mr M Wieliczko
Mrs M Williams
Mrs J Worsfold
Mr T Youngman

22 Annual Patrons wish to remain anonymous.