

Charity Registration No. 1098744

Company Registration No. 4600790 (England and Wales)

GREENHOUSE SPORTS LIMITED
ANNUAL REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2016

GREENHOUSE SPORTS LIMITED

LEGAL AND ADMINISTRATIVE INFORMATION

Trustees	Jeff Berman Michael de Giorgio Luke Ellis Lynn Gadd Penelope Linnett David Meller Michael Sherwood Matthew Syed
Secretary	Marianne de Giorgio
Charity number	1098744
Company number	4600790
Registered office	35 Cosway Street London NW1 5NS
Auditor	HW Fisher & Company Acre House 11-15 William Road London NW1 3ER United Kingdom
Bankers	Santander Corporate Banking 2nd Floor Santander House 100 Ludgate Hill London EC4M 7RE
Solicitors	Hogan Lovells Atlantic House Holborn Viaduct London EC1A 2FG

GREENHOUSE SPORTS LIMITED

CONTENTS

	Page
Trustees' report	1 - 8
Statement of Trustees' responsibilities	9
Independent auditor's report	10 - 11
Statement of financial activities	12
Balance sheet	13
Statement of cash flows	14
Notes to the accounts	15 - 28

GREENHOUSE SPORTS LIMITED

REPORT OF THE BOARD OF TRUSTEES FOR THE YEAR ENDED 31 MARCH 2016

The Trustees are pleased to present their report, together with the financial statements of the charity, for the twelve months ended 31 March 2016.

The accounts have been prepared in accordance with the accounting policies set out in note 1 to the accounts and comply with the charity's Memorandum and Articles of Association, applicable law and the requirements of the Statement of Recommended Practice "Accounting and Reporting by Charities" (revised 2005).

Governing document

Greenhouse Sports is a company limited by guarantee (registration number 4600790) by its Memorandum and Articles of Association dated 26 November 2002 as amended thereafter by special resolutions. It is registered as a charity with the Charity Commission (registration number 1098744).

Directors and Trustees

The directors of Greenhouse Sports are its Trustees for the purposes of charity law and throughout this report are collectively referred to as "the Trustees".

The Trustees serving during the year were as follows:

Jeff Berman (Chairman)
Justin Byam Shaw (resigned 10 December 2015)
Michael de Giorgio
Justin Dowley (resigned 31 May 2015)
Luke Ellis
Lynn Gadd
Penelope Linnett
David Meller
Michael Sherwood
Matthew Syed

Company Secretary: Marianne de Giorgio

Trustee appointments and resignations

Justin Dowley resigned as a Trustee on 31 May 2015. Justin Byam Shaw resigned as a Trustee on 10 December 2015.

None of the Trustees has any beneficial interest in the company.

Michael de Giorgio is a member of the company and guarantees to contribute £1 in the event of a winding up.

GREENHOUSE SPORTS LIMITED

REPORT OF THE BOARD OF TRUSTEES FOR THE YEAR ENDED 31 MARCH 2016

Structure, governance and management

Organisation

The board of Trustees administers the charity and the board meets regularly throughout the year. All strategic development decisions are taken by the Trustees.

Four sub-committees also meet regularly throughout the year. The Fundraising Committee, the Operations Committee, the Finance, Audit and Risk Committee and the Cosway Governance Committee each comprise Trustees and relevant members of the senior management team. The Chair of each Committee reports back to full Trustee meetings. The Operations Committee has a Safeguarding and Child Protection sub-committee chaired by a Lead Trustee and a Health & Safety sub-committee chaired by a Lead Trustee.

Whilst day to day decisions are delegated to senior employees, Michael de Giorgio, a founder Trustee, worked for the charity full-time on a voluntary basis in the capacity of Chief Executive Officer until 22 August 2016; hence, he was an important and valuable link to the Trustees. He remains as a member of the board to provide ongoing support to the new Chief Executive Officer, John Herriman.

Key Management Personnel

The Trustees consider that they, together with the Chief Executive Officer, Chief Finance Officer, Director of Development and Director of Programmes comprise the Key Management Personnel. Since the end of the financial year, the Trustees have invested in the senior management team with the recruitment of a new Chief Executive Officer, John Herriman, and a Director of Programmes. The pay and remuneration of the new Chief Executive Officer and other senior staff is set by the Trustees, and will be kept under review. A number of criteria are used in setting pay:

- Nature of the role and responsibilities
- Competitor salaries in the region
- The sector average salary for comparable positions
- Trends in pay

All Trustees give of their time freely and no remuneration or expenses were paid in the year.

Appointment of Trustees

At each Annual General Meeting, one-third of the existing Trustees retire by rotation but they may offer themselves for re-election. No person other than a Trustee retiring by rotation shall be appointed a Trustee unless recommended by the other Trustees or proposed by a member in accordance with the Articles of Association. There must be at least two Trustees but the maximum number is unlimited.

When considering the appointment of new Trustees, the board has regard to the requirement for any specialist skills or characteristics needed, together with general enthusiasm for the work of Greenhouse.

Greenhouse Sports is looking to appoint some new Trustees in the next year who have appropriate skills to complement those of the existing Trustees.

GREENHOUSE SPORTS LIMITED

REPORT OF THE BOARD OF TRUSTEES FOR THE YEAR ENDED 31 MARCH 2016

Risk management

The Trustees have adopted a risk management strategy which comprises:

- a risk register to review the risks the charity may face;
- review of key risk indicators (KRIs) to aid risk mitigation; and
- systems, policies and procedures designed to minimise the impact on the charity should those risks materialise.

The successful management, prevention and control of risks are a key factor in the quality and safety of all stakeholders involved with Greenhouse Sports. Further to last year's internal audit of our safety management system by a competent consultant, significant progress has been made in addressing programme-specific actions; in addition we have upgraded a number of safety policies and rolled out on-line training tailored to staff roles.

The risk register and KRIs are updated every quarter and regularly reviewed by the Finance, Audit and Risk Committee and the main board of Trustees.

During the year, the Trustees have made a significant investment to manage the key risks of the charity. In particular, the fundraising team has been strengthened, projects have been initiated to improve impact measurement, new tools have been developed to monitor programme quality, a health & safety consultant has been engaged to conduct detailed health & safety audits of our programmes, and a programme of health & safety training has been started for all employees.

The principal risks and uncertainties facing the charity and plans for their mitigation are as follows:

Risk	Mitigating actions
Not raising enough funds	<ul style="list-style-type: none">- Develop a detailed annual fundraising strategy- Regular reporting and monitoring of progress against targets, and of pipeline income- Fundraising Committee established to help support the strategy
Failure to prove impact to funders and/or schools	<ul style="list-style-type: none">- Dedicated impact and evaluation team in place- Impact reports produced for programmes and for Greenhouse Sports overall- Key Performance Indicators reviewed regularly
Falling programme quality	<ul style="list-style-type: none">- Tools developed to monitor programme quality- Performance management of coaches- Feedback received from schools- Training provided to support development of coaches
Health & Safety/Child Protection issues	<ul style="list-style-type: none">- Health & Safety and Safeguarding & Child Protection Committees in place- Processes in place for risk assessment and management- Insurance- Training to be delivered for new and existing policies
Loss of programmes due to school funding cuts	<ul style="list-style-type: none">- School contract signed for 3 years where possible- CEO and Director of Programmes conversations with high

GREENHOUSE SPORTS LIMITED

REPORT OF THE BOARD OF TRUSTEES FOR THE YEAR ENDED 31 MARCH 2016

	risk schools - PMs develop better insight and feed back concerns - Develop our proposition to meet more of their needs
--	--

Training of Trustees

The Operations Committee contains a Lead Trustee for safeguarding children and child protection, and one for safety who receive training in their respective areas; other Trustees receive key updates.

Prior to their appointment, Trustees undergo a period of familiarisation with the charity's activities by visiting programmes, meeting staff and reading key information.

Income recognition policy

All income is recognised upon receipt except where its use is wholly or partially restricted beyond or exceeding a twelve month period by the donor, in which case the relevant proportion will be treated as deferred income.

Reserves policy

Greenhouse Sports aims to retain unrestricted funds of between three and six months of expected operating expenditure for the following year to ensure that we can meet our long term commitments to the participants, their schools, community clubs and other partners.

At the year end the charity had £2.1m (2015: £1.3m) unrestricted funds, designated reserves of £11.5m (2015: £10.0m), and restricted reserves of £1.2m (2015: £0.9m).

The unrestricted funds of £2.1m represent five months of the approximately £5m budgeted annual expenditure. The designated reserves relate to funds invested in the purchase and refurbishment of a Community Sports Centre at Cosway Street in February 2015. Of restricted reserves, £1.0m relates to the Community Sports Centre and can be utilised on either capital or operational expenditure. A further £3m will need to be raised in addition to this amount for refurbishment costs. Around £1m per year will also need to be raised to cover ongoing operational costs of the Community Sports Centre.

Objectives and activities

The objects of the charity, as set out in the Memorandum of Association, are to improve the conditions of life of children and young people in London who are deprived or disadvantaged or who do not ordinarily have access to sports facilities, by the provision of sports programmes.

As such, Greenhouse Sports aims to transform young people's lives by engaging them in sport, especially targeting those who may not otherwise have access to such opportunities.

GREENHOUSE SPORTS LIMITED

REPORT OF THE BOARD OF TRUSTEES FOR THE YEAR ENDED 31 MARCH 2016

Greenhouse Sports aims to develop social, thinking, emotional and physical skills for young people in London's most disadvantaged communities through high quality, intensive sports programmes delivered by inspirational coaches, enabling them to improve their life chances.

Greenhouse Sports ran the following programmes during the 2015-16 financial year:

- *Basketball:* Greenhouse Sports operated 17 school-based programmes and the Greenhouse London Pioneers community club. There were 2,033 registered participants during the year, of whom 852 averaged 1+ hour per week.
- *Football:* From its home in Southwark, Greenhouse Sports Football Club continued to cater for young people from the age of five; it comprised 11 teams for under 18s, and three adult teams (two male and one female) in 2015-16. We also started a school-based football programme at St Gabriel's College. There were 1,080 registered participants during the year, of whom 359 averaged 1+ hour per week.
- *Judo:* We ran two full-time school programmes. There were 200 registered participants during the year; of whom 55 averaged 1+ hour per week.
- *SEN Multi-sports:* Greenhouse Sports operated 10 full-time programmes in Special Educational Needs (SEN) schools and one weekend, fully inclusive swim club. Our mainstream school programmes also continued to target "harder to reach" young people by working with SEN Coordinators and Learning Support Units. In SEN schools there were 1,139 registered participants during the year, of whom 446 averaged 1+ hour per week.
- *Table tennis:* We ran 14 school programmes, four of which also ran community club sessions. There were 1,458 registered participants during the year, of whom 518 averaged 1+ hour per week.
- *Volleyball:* Greenhouse Sports operated two full-time school programmes. There were 284 registered participants during the year, of whom 90 averaged 1+ hour per week.
- *Tennis:* Greenhouse Sports ran three full-time school programmes. There were 270 registered participants during the year, of whom 86 averaged 1+ hour per week.
- *Coach Core:* We continued to run the Coach Core apprenticeship programme in sports coaching for 16-24 year olds. During the coming year, Greenhouse Sports will work in consortium with five other sports organisations in London (Marylebone Cricket Club, West Ham FC, Fulham FC, London Youth Rowing and London Rugby League Foundation) to deliver the programme. Each member will recruit up to four apprentices, and the programme commences in September 2016. Greenhouse Sports have developed a longer term apprenticeship to give the young people as much opportunity as possible to get a new job or move into further education.

GREENHOUSE SPORTS LIMITED

REPORT OF THE BOARD OF TRUSTEES FOR THE YEAR ENDED 31 MARCH 2016

- *Volunteering:* Volunteers supported Greenhouse Sports across all areas of the charity's work and we are very grateful for their knowledge, experience and enthusiasm. Their roles varied from long-term regular coaching and mentoring positions to support on projects and events. During the year 91 volunteers donated almost 3,000 hours of their time to help Greenhouse Sports achieve its mission.

Financial review

During the year the charity received £4.4m operational income (2015: £4.3m). Restricted income of £2.9m was donated for the purchase and refurbishment of the Community Sports Centre (2015: £7.1m) resulting in total income of £7.3m (2015: £11.4m).

Costs reduced from £5.1m to £4.7m, mainly due to savings on fundraising and communications costs. The fundraising team has, however, been strengthened during the period, and so fundraising costs will increase again next year. The charity also made savings on its programme costs by reducing expenditure on venue hire, equipment and kit. In total, 92% of costs (2015: 88%) related to charitable activities, with most of the remainder spent on generating voluntary income.

The Community Sports Centre project includes one-off items which have a significant impact on the financial results of Greenhouse. The table below separates out the income, costs and reserves balances related to the Community Sports Centre to demonstrate the underlying performance of the charity (called Greenhouse Operations in this table). Income and costs categorised under the Community Sports Centre in the table below are those relating to restricted funds for the Community Sports Centre, and the designated fund.

	Community Sports Centre £	Greenhouse Operations £	Total £
Income	2,850,000	4,435,708	7,285,708
Expenditure	315,312	4,342,278	4,657,590
Net incoming resources	2,534,688	93,430	2,628,118
Reserves b/f	9,995,558	2,197,697	12,193,255
Reserves c/f	12,530,246	2,291,127	14,821,373

Investment powers and policy

Under the Memorandum and Articles of Association, the charity has the power to invest at the discretion of the Trustees. It is the Trustees' policy to invest surplus funds on a conservative basis.

GREENHOUSE SPORTS LIMITED

REPORT OF THE BOARD OF TRUSTEES FOR THE YEAR ENDED 31 MARCH 2016

Plans for future periods

Greenhouse Sports intends to continue to expand the number of programmes it offers and to implement the social, thinking, emotional and physical (STEP) skills methodology in the schools with which it works.

Early in 2015-16, Greenhouse Sports gained the support of Sport England for its mainstream programmes, with the award of a 3 year Lottery Funding Agreement of £0.3m pa for a Sport Development project, which will continue into 2016-17.

In February 2015, Greenhouse Sports purchased a property at 35 Cosway Street, which it is now converting into a Community Sports Centre, with space also for charity offices. Greenhouse Sports continues to raise funds for the refurbishment costs and to establish an endowment fund, income from which will help fund activities at the Community Sports Centre in the long-term.

Public Benefit Statement

The Trustees confirm that they have complied with the duty in section 17 of the Charities Act 2011 to have due regard to the Charity Commission's general guidance on Public Benefit 'Charities and Public Benefit'.

Greenhouse Sports' charitable purpose is enshrined in its objects to "improve the conditions of life of children and young people in the United Kingdom (from disadvantaged communities) who do not ordinarily have access to sports and arts facilities" by providing high-quality sport programmes.

The Trustees ensure that this purpose is carried out for the public benefit by reviewing our programmes to ensure they are meeting our aims as outlined in the section on Objectives and Activities. They also review annual evaluation reporting to assess the impact of Greenhouse Sports programmes on our participants' engagement with their education, their involvement in the community and their overall health and well-being.

Participation in Greenhouse Sports programmes is open to all pupils of our participating schools and membership of our clubs is open to those who both fall into the relevant age categories and who show a commitment to engaging in the relevant activity.

The Trustees have concluded that the aims of the organisation continue to be charitable, that the aims and the work done give identifiable benefits to our participants, that the benefits are in the public interest, are not unreasonably restricted in any way and that there is no detriment or harm arising from the aims and activities.

Disclosure of information to the auditors

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

GREENHOUSE SPORTS LIMITED

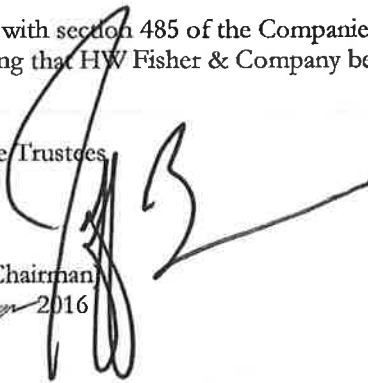
REPORT OF THE BOARD OF TRUSTEES FOR THE YEAR ENDED 31 MARCH 2016

Auditors

In accordance with section 485 of the Companies Act 2006, a resolution will be proposed at the Annual General Meeting that HW Fisher & Company be re-appointed as auditors to the charity for the ensuing year.

By order of the Trustees

Jeff Berman (Chairman)
13 October 2016



GREENHOUSE SPORTS LIMITED

STATEMENT OF TRUSTEES' RESPONSIBILITIES

FOR THE YEAR ENDED 31 MARCH 2016

The Trustees, who are also the directors of Greenhouse Sports Limited for the purpose of company law, are responsible for preparing the Trustees' Report and the accounts in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company Law requires the Trustees to prepare accounts for each financial year which give a true and fair view of the state of affairs of the charity and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that year.

In preparing these accounts, the Trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgements and 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 accounts; and
- prepare the accounts on the going concern basis unless it is inappropriate to presume that the charity will continue in operation.

The Trustees are responsible for keeping adequate accounting records that disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the accounts comply with the Companies Act 2006. 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.

GREENHOUSE SPORTS LIMITED

INDEPENDENT AUDITOR'S REPORT

TO THE MEMBERS OF GREENHOUSE SPORTS LIMITED

We have audited the financial statements of Greenhouse Sports Limited for the year ended 31 March 2016 set out on pages 12 to 28. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 102.

This report is made solely to the charitable company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditors' 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 charitable company and its members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of Trustees and auditor

As explained more fully in the Trustees' Responsibilities Statement on page 9, the who are also the directors of the charitable company for the purposes of company law, are responsible for the preparation of the accounts and for being satisfied that they give a true and fair view.

Our responsibility is to audit and express an opinion on the accounts in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the accounts

An audit involves obtaining evidence about the amounts and disclosures in the accounts sufficient to give reasonable assurance that the accounts are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the charitable company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the Trustees; and the overall presentation of the accounts. In addition, we read all the financial and non-financial information in the Trustees' Annual Report to identify material inconsistencies with the audited accounts and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on accounts.

In our opinion the accounts:

- give a true and fair view of the state of the charitable company's affairs as at 31 March 2016 and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Trustees' Report for the financial year for which the accounts are prepared is consistent with the accounts.

GREENHOUSE SPORTS LIMITED

INDEPENDENT AUDITOR'S REPORT (CONTINUED)

TO THE MEMBERS OF GREENHOUSE SPORTS LIMITED

Matters on which we are required to report by exception

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

Other matter

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

- the information given in the Trustees' Report is inconsistent in any material respect with the accounts; or
- adequate accounting records have not been kept, or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

HW Fisher & Company

Andrew Rich (Senior Statutory Auditor)
for and on behalf of HW Fisher & Company

Chartered Accountants

Statutory Auditor

Acre House

11-15 William Road

NW1 3ER

United Kingdom

1/11/16

GREENHOUSE SPORTS LIMITED

STATEMENT OF FINANCIAL ACTIVITIES INCLUDING INCOME AND EXPENDITURE ACCOUNT

FOR THE YEAR ENDED 31 MARCH 2016

	Notes	Unrestricted funds general £	Unrestricted funds designated £	Restricted funds £	Total 2016 £	Total 2015 £
<u>Income from:</u>						
Voluntary income	3	-	-	-	-	-
- Community Sports Centre		-	-	2,850,000	2,850,000	7,100,000
- Operational		1,243,816	-	1,453,130	2,696,946	2,305,729
Charitable activities	4	-	-	933,821	933,821	846,538
Events income	5	794,469	-	-	794,469	1,106,899
Investments	6	10,472	-	-	10,472	58,630
Total income		2,048,757	-	5,236,951	7,285,708	11,417,796
<u>Expenditure on:</u>						
Raising funds	7	325,856	-	55,417	381,273	611,731
Charitable activities	8	896,079	93,831	3,286,408	4,276,318	4,446,541
Total resources expended		1,221,935	93,831	3,341,825	4,657,591	5,058,272
Net incoming resources before transfers		826,822	(93,831)	1,895,126	2,628,117	6,359,524
Gross transfers between funds		-	1,645,275	(1,645,275)	-	-
Net income for the year/ Net movement in funds		826,822	1,551,444	249,851	2,628,117	6,359,524
Fund balances at 1 April 2015		1,275,697	9,995,558	922,000	12,193,255	5,833,731
Fund balances at 31 March 2016		2,102,519	11,547,002	1,171,851	14,821,372	12,193,255

The statement of financial activities also complies with the requirements for an income and expenditure account under the Companies Act 2006.

GREENHOUSE SPORTS LIMITED

BALANCE SHEET

AS AT 31 MARCH 2016

	Notes	2016		2015	
		£	£	£	£
Fixed assets					
Tangible assets	13		11,569,556		11,157,589
Current assets					
Debtors	15	476,409		408,534	
Cash at bank and in hand		3,133,059		908,352	
		<u>3,609,468</u>		<u>1,316,886</u>	
Creditors: amounts falling due within one year	16	<u>(357,652)</u>		<u>(281,220)</u>	
Net current assets			3,251,816		1,035,666
Total assets less current liabilities			<u>14,821,372</u>		<u>12,193,255</u>
Income funds					
<u>Restricted funds</u>					
Community sports centre		983,243		-	
Operational		<u>188,608</u>		<u>922,000</u>	
	17		1,171,851		1,855,351
<u>Unrestricted funds</u>					
Designated funds - Community Sports Centre	18	11,547,002		9,995,558	
General unrestricted funds		<u>2,102,519</u>		<u>1,275,697</u>	
			13,649,521		10,337,904
			<u>14,821,372</u>		<u>12,193,255</u>

The accounts were approved by the Trustees on 31/10/16.

.....
 Jeff Bertram
 Trustee

m. de Giorgio

 Michael de Giorgio
 Trustee

Company Registration No. 4600790

GREENHOUSE SPORTS LIMITED

STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 31 MARCH 2016

	Notes	2016 £	£	2015 £	£
Cash flows from operating activities					
Cash generated from operations	22		2,744,905		6,002,404
Investing activities					
Purchase of tangible fixed assets		(530,670)		(11,240,940)	
Fixed term deposits		-		3,250,000	
Interest received		10,472		58,630	
Net cash used in investing activities			(520,198)		(7,932,310)
Net cash used in financing activities			-		-
Net increase/(decrease) in cash and cash equivalents			2,224,707		(1,929,906)
Cash and cash equivalents at beginning of year			908,352		2,838,258
Cash and cash equivalents at end of year			<u>3,133,059</u>		<u>908,352</u>

GREENHOUSE SPORTS LIMITED

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2016

1 Accounting policies

Company information

Greenhouse Sports Limited is a private company limited by guarantee incorporated in England and Wales. The registered office is 35 Cosway Street, London, NW1 5NS.

1.1 Accounting convention

These accounts have been prepared in accordance with FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" ("FRS 102"), "Accounting and Reporting by Charities" the Statement of Recommended Practice for charities applying FRS 102, the Companies Act 2006 and UK Generally Accepted Accounting Practice as it applies from 1 January 2015. The charity is a Public Benefit Entity as defined by FRS 102.

The accounts are prepared in sterling, which is the functional currency of the charity. Monetary amounts in these financial statements are rounded to the nearest £.

The accounts have been prepared on the historical cost convention. The principal accounting policies adopted are set out below.

These accounts for the year ended 31 March 2016 are the first accounts of Greenhouse Sports Limited prepared in accordance with FRS 102, The Financial Reporting Standard applicable in the UK and Republic of Ireland. The date of transition to FRS 102 was 1 April 2014. The financial impact of this is stated in Note 23 in the accounts.

1.2 Going concern

At the time of approving the accounts, the Trustees have a reasonable expectation that the charity has adequate resources to continue in operational existence for the foreseeable future. Thus the Trustees' continue to adopt the going concern basis of accounting in preparing the accounts.

1.3 Charitable funds

Unrestricted funds are available for use at the discretion of the Trustees in furtherance of their charitable objectives unless the funds have been designated for other purposes.

Unrestricted funds are general funds that are available for the use at the trustees' discretion in furtherance of the objectives of the charity.

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

Endowment funds are subject to specific conditions by donors that the capital must be maintained by the charity.

1.4 Incoming resources

Income is recognised when the charity is legally entitled to it after any performance conditions have been met, the amounts can be measured reliably, and it is probable that income will be received.

Cash donations are recognised on receipt. Other donations are recognised once the charity has been notified of the donation, unless performance conditions require deferral of the amount. Income tax recoverable in relation to donations received under Gift Aid or deeds of covenant is recognised at the time of the donation.

Legacies are recognised on receipt or otherwise if the charity has been notified of an impending distribution, the amount is known, and receipt is expected. If the amount is not known, the legacy is treated as a contingent asset.

Turnover is measured at the fair value of the consideration received or receivable and represents amounts receivable for goods and services provided in the normal course of business, net of discounts, VAT and other sales related taxes.

GREENHOUSE SPORTS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2016

1 Accounting policies

(Continued)

1.5 Resources expended

Expenditure is recognised on an accruals basis, inclusive of value added tax.

Costs of generating funds are those costs incurred in attracting voluntary income, in particular grant funding and the costs of maintaining the charity's profile in the sector.

Expenditure relating to sports programmes are those elements of expenditure directly incurred in performing these activities.

Governance costs include those costs incurred in the governance of the charity's assets and are primarily associated with constitutional and statutory requirements.

1.6 Tangible fixed assets

Tangible fixed assets are initially measured at cost and subsequently measured at cost or valuation, net of depreciation and any impairment losses.

Depreciation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives on the following bases:

Leasehold land and buildings	Over the extended period of the lease
Fixtures, fittings & equipment	33% straight line

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset, and is recognised in net income/(expenditure) for the year.

1.7 Impairment of fixed assets

At each reporting end date, the charity reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any).

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset is estimated to be less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount. An impairment loss is recognised immediately in income/(expenditure) for the year, unless the relevant asset is carried at a revalued amount, in which case the impairment loss is treated as a revaluation decrease.

Recognised impairment losses are reversed if, and only if, the reasons for the impairment loss have ceased to apply. Where an impairment loss subsequently reverses, the carrying amount of the asset is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset in prior years. A reversal of an impairment loss is recognised immediately, unless the relevant asset is carried in at a revalued amount, in which case the reversal of the impairment loss is treated as a revaluation increase.

1.8 Cash and cash equivalents

Cash and cash equivalents include cash in hand, deposits held at call with banks, other short-term liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities.

GREENHOUSE SPORTS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2016

1 Accounting policies

(Continued)

1.9 Financial instruments

The charity has elected to apply the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102 to all of its financial instruments.

Financial instruments are recognised in the charity's balance sheet when the charity becomes party to the contractual provisions of the instrument.

Financial assets and liabilities are offset, with the net amounts presented in the financial statements, when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

Basic financial assets

Basic financial assets, which include debtors and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest. Financial assets classified as receivable within one year are not amortised.

Basic financial liabilities

Basic financial liabilities, including creditors and bank loans are initially recognised at transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future receipts discounted at a market rate of interest. Financial liabilities classified as payable within one year are not amortised.

Debt instruments are subsequently carried at amortised cost, using the effective interest rate method.

Trade creditors are obligations to pay for goods or services that have been acquired in the ordinary course of operations from suppliers. Amounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade creditors are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest method.

Derecognition of financial liabilities

Financial liabilities are derecognised when the charity's contractual obligations expire or are discharged or cancelled.

1.10 Employee benefits

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the charity is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

2 Critical accounting estimates and judgements

In the application of the charity's accounting policies, the Trustees are required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised where the revision affects only that period, or in the period of the revision and future periods where the revision affects both current and future periods.

GREENHOUSE SPORTS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2016

3 Voluntary income

	Unrestricted funds general £	Restricted funds £	Total 2016 £	Total 2015 £
Community Sports Centre	-	2,850,000	2,850,000	7,100,000
Operational	1,243,816	1,453,130	2,696,946	2,305,729
For the year ended 31 March 2015	348,448	9,057,281		9,405,729

Donated goods and services

The charity received the benefit of various gifts in kind during the year, in the form of sports facilities and equipment and professional advice and assistance. These contribute £113,600 (2015: £206,388) to incoming resources. This figure comprises £110,200 (2015: £149,018) for facilities; £3,400 (2015: £5,470) for programme prizes and £nil (2015: £51,900) for systems development.

4 Charitable activities

	2016 £	2015 £
Sports programmes	933,821	846,538

5 Events income

	Unrestricted funds general £	Restricted funds £	Total 2016 £	Total 2015 £
External sponsorship events	172,038	-	172,038	575,829
Internal fundraising activities	622,431	-	622,431	531,070
Events income	794,469	-	794,469	1,106,899
For the year ended 31 March 2015	670,392	436,507		1,106,899

GREENHOUSE SPORTS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2016

6 Investments

	2016	2015
	£	£
Interest receivable	10,472	58,630

7 Raising funds

	Unrestricted funds general £	Restricted funds £	Total 2016 £	Total 2015 £
<u>Costs of generating voluntary income</u>				
Other fundraising costs	108,281	55,417	163,698	362,190
Staff costs	217,575	-	217,575	249,541
Costs of generating voluntary income	325,856	55,417	381,273	611,731
	325,856	55,417	381,273	611,731
For the year ended 31 March 2015				
Costs of generating voluntary income	611,731	-		611,731

GREENHOUSE SPORTS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2016

8 Charitable activities

	2016	2015
	£	£
Staff costs	2,452,930	2,581,980
Depreciation and impairment	104,880	8,870
Charitable expenditure	664,841	718,672
	<u>3,222,651</u>	<u>3,309,522</u>
Share of support costs (see note 9)	1,003,714	1,112,155
Share of governance costs (see note 9)	49,953	24,864
	<u>4,276,318</u>	<u>4,446,541</u>
Analysis by fund		
Unrestricted funds - general	896,079	
Unrestricted funds - designated	93,831	
Restricted funds	3,286,408	
	<u>4,276,318</u>	
For the year ended 31 March 2015		
Unrestricted funds - general		745,098
Restricted funds		3,701,443
		<u>4,446,541</u>

GREENHOUSE SPORTS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2016

9 Support costs	Support costs	Governance costs	2016	2015	Basis of allocation
	£	£	£	£	
Staff costs	730,725	27,001	757,726	621,971	Time and resource
Depreciation	13,629	-	13,629	22,822	Time and resource
Programmes insurance	15,483	-	15,483	13,738	Time and resource
IT Costs	102,170	-	102,170	111,251	Time and resource
Accountancy	5,535	-	5,535	5,450	100%
Legal and professional	24,839	-	24,839	7,134	Specific costs
Other support costs	111,333	-	111,333	230,866	Time and resource
Fixed asset disposal	-	-	-	104,442	100%
Audit fees	-	22,324	22,324	18,908	100%
Legal and professional	-	200	200	-	Specific costs
Trustees' expenses and insurance	-	428	428	437	100%
	<u>1,003,714</u>	<u>49,953</u>	<u>1,053,667</u>	<u>1,137,019</u>	
Analysed between					
Charitable activities	<u>1,003,714</u>	<u>49,953</u>	<u>1,053,667</u>	<u>1,137,019</u>	

10 Trustees

None of the Trustees (or any persons connected with them) received any remuneration or benefits from the charity during the year. One trustee was reimbursed £51 (2015: £95) for refreshments at trustee meetings.

GREENHOUSE SPORTS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2016

11 Employees

Number of employees

The average monthly number of employees during the year was:

	2016 Number	2015 Number
Total number of employees	93	95

Employment costs

	£	£
Wages and salaries	2,937,630	2,963,157
Social security costs	273,735	269,708
Other staff costs	190,936	203,097
Other pension costs	25,930	17,530
	<u>3,428,231</u>	<u>3,453,492</u>

The number of employees whose annual remuneration was £60,000 or more were:

	2016 Number	2015 Number
£80,000-£89,999	2	2

12 Senior management team

Senior Management team as described in the trustee's report received total remuneration of £212,709 (2015: £149,748)

GREENHOUSE SPORTS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2016

13 Tangible fixed assets

	Leasehold land and buildings	Fixtures, fittings & equipment	Total
	£	£	£
Cost			
At 1 April 2015	11,122,707	108,662	11,231,369
Additions	518,126	12,544	530,670
Disposals	-	(4,315)	(4,315)
At 31 March 2016	11,640,833	116,891	11,757,724
Depreciation and impairment			
At 1 April 2015	-	73,780	73,780
Depreciation charged in the year	93,831	24,677	118,508
Eliminated in respect of disposals	-	(4,120)	(4,120)
At 31 March 2016	93,831	94,337	188,168
Carrying amount			
At 31 March 2016	11,547,002	22,554	11,569,556
At 31 March 2015	11,122,707	34,882	11,157,589

The current lease runs until 7 April 2082 for 67 years. There is a clause in the lease agreement which allows the charity to extend the lease for another 57 years from 8 April 2082 to 7 April 2139. It is currently the Trustee's intention to extend the lease on this basis. Depreciation has been charged over 124 years.

14 Financial instruments

	2016	2015
	£	£
Carrying amount of financial assets		
Debt instruments measured at amortised cost	421,632	333,646
Carrying amount of financial liabilities		
Measured at amortised cost	287,871	205,588

15 Debtors

	2016	2015
	£	£
Amounts falling due within one year:		
Trade debtors	410,981	322,387
Other debtors	10,651	11,259
Prepayments and accrued income	54,777	74,888
	476,409	408,534

GREENHOUSE SPORTS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2016

16 Creditors: amounts falling due within one year

	2016	2015
	£	£
Other taxation and social security	69,781	75,632
Trade creditors	84,389	93,066
Other creditors	-	11,500
Accruals and deferred income	203,482	101,022
	<u>357,652</u>	<u>281,220</u>

17 Restricted funds

The income funds of the charity include restricted funds comprising the following balances of donations and grants held on trust for specific purposes:

	Movement in funds				
	Balance at 1 April 2015	Incoming resources	Resources expended	Transfers	Balance at 31 March 2016
	£	£	£	£	£
Community Sports Centre	-	2,850,000	(221,483)	(1,645,275)	983,242
Table Tennis	318,328	339,153	(474,199)	(159,565)	23,717
East London - GSG Project	26,321	78,583	(104,904)	-	-
Basketball	189,786	837,871	(1,010,771)	-	16,886
Specific SEN Schools	140,442	224,162	(321,139)	-	43,465
Football Programmes	235,276	202,360	(541,649)	159,565	55,552
Management	-	158,247	(109,258)	-	48,989
Volleyball	-	58,116	(58,116)	-	-
Judo	11,847	41,000	(52,847)	-	-
Training	-	115,459	(115,459)	-	-
Mainstream (Sport England)	-	332,000	(332,000)	-	-
	<u>922,000</u>	<u>5,236,951</u>	<u>(3,341,825)</u>	<u>(1,645,275)</u>	<u>1,171,851</u>

Greenhouse is very grateful for the many generous donations from all our supporters.

The Community Sports Centre project results from generous donations that have been invested in a property in Cosway Street that will be used as a community sports centre with a special focus on table tennis.

Operational expenditure is funded in a number of different ways; for example, some donors restrict a donation to specific programmes by sport or geographical area. Donors also fund the management and systems of the charity and the apprenticeship training programme.

The funds from these donations have been grouped by their main categories above, though they are tracked individually against the separate programmes they fund.

Donors also support the charity achieving its objectives with funding without any restriction.

GREENHOUSE SPORTS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2016

17 Restricted funds

(Continued)

The charity wishes to acknowledge its thanks for the support of all these donors that enable it to carry out its work:

Adam Calvert Shooting
Adelphi Capital LLP
Alan Cristea Gallery
Bank of America Merrill Lynch
Blackstone
Blue Water Energy LLP
BNP Paribas
Campden Hill Lawn Tennis Club
Charterhouse in Southwark
Chaucer Foundation
Cheyne Capital Management (UK) LLP
CMC Markets UK plc
CQS
Credit Suisse UK Ltd
Deloitte
Football Foundation
Garfield Weston Foundation
Generation Investment Management LLP
Generations Foundation
Goldman Sachs Gives
HSBC Bank plc
Huntsman
ICAP Plc
JP Morgan
JRJ Investments Ltd
JVAN Trust
Lansdowne Partners Ltd
Leathersellers Company Charitable Fund
Lehman Brothers Foundation Europe
Mahoro Charitable Trust
Man Group plc
Marshall Wace Asset Management Ltd
Mary Kinross Charitable Trust
Meller Educational Trust
Morgan Stanley

GREENHOUSE SPORTS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2016

17 Restricted funds

(Continued)

Nobu Restaurants, Mark Edwards
Oakley Capital
OCBC Bank
Partners contributing to Goldman Sachs Gives
Players of People's Postcode Lottery
Prudential Plc
Quintessentially Foundation
RGSPFA
Santander Foundation
SELCHP Energy Recovery Facility
Sport England
St Giles and William Shelton Educational Charity
Synthesis
Table Tennis England
Tarquin Millington-Drake Photography
TCI Fund Management Ltd CIFF
Tennis Foundation
The Aarum Charitable Trust
The Beatrice Laing Trust
The Charles Dunstone Charitable Trust
The Hans & Julia Rausing Trust
The Ledbury, Brett Graham
The Nomura Charitable Trust
The Royal Foundation of the Duke and Duchess of Cambridge and Prince Harry
The Sobell Foundation
The Supporters Club – BT Sport
The Worshipful Company of Dyers
Thomson Reuters
Tom ap Rhys Pryce Memorial Trust
Vitol Foundation
Warburg Pincus LLP
Wembley National Stadium Trust
Zing Foundation

18 Designated funds

The income funds of the charity include the following designated funds which have been set aside out of unrestricted funds by the trustees for specific purposes:

	Movement in funds				Balance at 31 March 2016 £
	Balance at 1 April 2015 £	Incoming resources £	Resources expended £	Transfers £	
Community Sports Centre	9,995,558	-	(93,831)	1,645,275	11,547,002
	9,995,558	-	(93,831)	1,645,275	11,547,002

The designated funds above represent donated funds received to the year end in respect of the purchase and refurbishment of the property for the Community Sports Centre at Cosway Street.

GREENHOUSE SPORTS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2016

18 Designated funds

(Continued)

19 Analysis of net assets between funds

	Unrestricted funds £	Designated funds £	Restricted funds £	Total £
Fund balances at 31 March 2016 are represented by:				
Tangible assets	22,554	11,547,002	-	11,569,556
Current assets/(liabilities)	2,079,965	-	1,171,851	3,251,816
	<u>2,102,519</u>	<u>11,547,002</u>	<u>1,171,851</u>	<u>14,821,372</u>

20 Operating lease commitments

At the reporting end date the charity had outstanding commitments for future minimum lease payments under non-cancellable operating leases, which fall due as follows:

	2016 £	2015 £
Between two and five years	<u>206,250</u>	<u>328,744</u>

21 Related party transactions

During the period, payments totalling £1,352 (2015: £8,545) were made to Shireburn Services Limited for software licensing and technical support. Director Michael de Giorgio and company secretary Marianne de Giorgio are related to one of the directors of Shireburn Services Limited. It is the Trustees view that the costs of this software are competitive in comparison to other similar software packages.

During the period, members of the Board of Trustees made donations to the charity totalling £135,000 (2015: £100,000). Michael Sherwood is a Trustee of Greenhouse and also Vice Chairman of Goldman Sachs Group. During the year, Greenhouse received £1,327,000 (2015: £7,003,424) from Goldman Sachs Gives'.

GREENHOUSE SPORTS LIMITED

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2016

22	Cash generated from operations	2016 £	2015 £
	Surplus for the year	2,628,117	6,359,524
	Adjustments for:		
	Investment income recognised in profit or loss	(10,472)	(58,630)
	Loss on disposal of tangible fixed assets	195	105,830
	Depreciation and impairment of tangible fixed assets	118,214	30,304
	Movements in working capital:		
	(Increase) in debtors	(67,581)	(259,090)
	Increase in creditors	76,432	61,451
	(Decrease) in deferred income	-	(236,985)
	Cash generated from operations	<u>2,744,905</u>	<u>6,002,404</u>
23	Transition to FRS 102		

In preparing the accounts, the Trustees have considered whether in applying the accounting policies required by FRS 102 and Charities SORP FRS 102 the restatement of comparative items was required.

The only restatement made in the accounts to the 2015 comparatives is to recognise an accrued liability brought forward of £56,316 at 1 April 2015 and related expense of £15,422 in the 2015 accounts due to the non-coterminous holiday year with the accounting period.

