

THE UPHILL SKI CLUB OF GREAT BRITAIN

known as

DISABILITY SNOWSPORT UK

REPORT AND FINANCIAL STATEMENTS

YEAR ENDED 31 MAY 2007

A company limited by guarantee
Company No: 1681335
Charity No: 287106

*Uphill Ski Club of Great Britain – known as
Disability Snowsport UK – Report and Accounts for the Year to 31 May 2007*

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Our Vision and Mission and Objectives

Our vision

We have a clear vision: skiers and boarders with a disability should be able to ski or board alongside the able bodied as equals at all snowsports facilities and resorts.

- We work with all ages and all disabilities using specially trained instructors and volunteers.
- We believe that anyone with some degree of mobility can ski or board with our help and encouragement, and that snowsport is the perfect medium for anybody to use to get fit, especially people with disabilities
- We believe that the opportunity for “taking part” is essential for our therapeutic and social development and should be available regardless of disability.

Our objects, as formally agreed with the Charity Commission, are to provide facilities for competition, recreation and other leisure-time activities, following principles of quality and safety and in the interests of social and therapeutic welfare.

Our mission

To provide opportunities for people with disabilities to take part in snowsports, to help improve their enjoyment and standard of performance at a level of their choice, and to help transfer the benefit that they gain from taking part to their everyday life.

Our strategic objectives

International programmes	To be the leading provider of international activities for people affected by a disability who wish to experience snowsports.
Regional activities in the UK	To develop and expand a network for local provision, based at artificial ski centres throughout England, Scotland and Wales.
Performance development	To provide the performance pathway for disabled athletes wishing to progress within a competitive snowsport arena
Support and information	To be the leading provider of authoritative information to people affected by a disability who wish to experience snowsports.
Awareness	To become an effective campaigning organisation

“The Skier’s and Boarder’s Charity”

We are seeking to establish ourselves under the brand “the Skier’s and Boarder’s charity”. We believe that we have a natural constituency – skiers and boarders – who inherently support the work that we do. We want the whole of the skiing community to share in our vision, to identify with our work and support us as we seek to provide greater participation.

Our Activities

Overview

In our Trustees report last year, we said that we would continue with our core activities. Details of what we have achieved in each of the main areas of our activities are included in the sections below – and there are also reports in our yearbook, which is obtainable on request from our office in Cairngorm. A summary of our achievements against the plans that we described in last year’s report is as follows:

Plan described in 2005/6 report	Accomplishment
1. Run overseas activity weeks so as to reduce the financial burden on the Charity	Done – see section 1 below which describes the programme and shows the resulting improvement in financial performance
2. Expand the activity of our ski schools	Ski schools were similar to 2005/6, with no expansion. We have not yet secured the funding to expand. See section 2 below.
3. Make significant progress under “national coordination and local groups”	In the last year, we have paved the way for the establishment of 9 local Disability Snowsport groups. See section 8 below
4. Build on our links with Villars and Andorra and establish links elsewhere	Good progress with established resorts. We have the start of plans for some of the best known resorts – see section 5 below
5. Build on the foundations of the British Adaptive Ski Team	The renamed British Disabled Ski Team has gone from strength to strength in terms of results, organisation and backing – see section 4 below
6. Review and update our training programme	As well as running a full programme of training for volunteers, we have revised the way in which the competency of helpers can be described and built – see section 6 below.
7. Promote the brand “the Skier’s and Boarder’s charity”	We use “Disability Snowsport UK – the skier’s and boarder’s charity” consistently after changing our Memorandum of Association. We have produced and used promotional literature to support this, staged events where we have popularised the new brand, and revamped our website.
8. Get closer to our goal of having reserves sufficient to meet 6 summer months’ costs	We have made major progress and increased our unrestricted reserves to £94,984 – see “Financial Review” below

1. Overseas activity weeks

Our overseas activity weeks are one of the most visible ways in which the Charity fulfils its objects. Since they involve taking groups skiing and boarding, they are expensive to mount.

We ran a total of 9 weeks in the 2007 winter season with a total of 69 adaptive skiers (2006 – 122). 8 of the skiers (11.5%) had not been with us before.

Each group is accompanied by a team of volunteers and instructors. In 2007, 53 volunteer helpers took part in our activity weeks, of whom 15 were new to us (27.7%). This was a welcome injection of new blood.

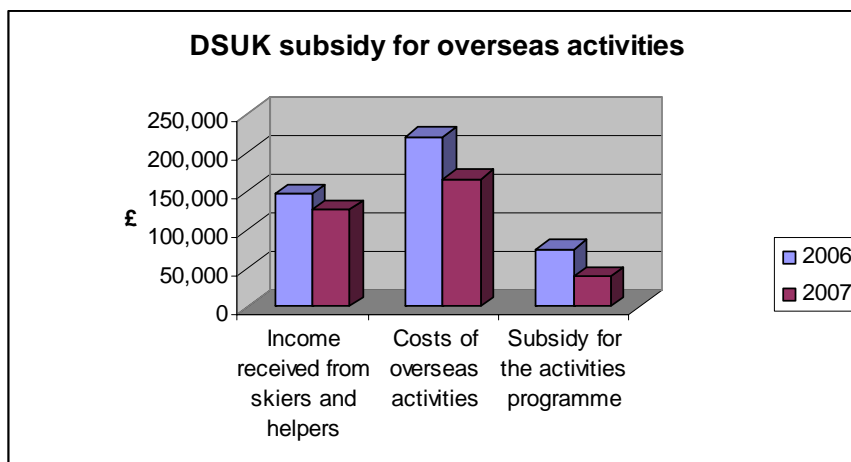
Our Activities (continued)

	2007	2006
Number of activity weeks	9	10
Adaptive skier participants	69	122

Disability Snowsport's commitment to equality of opportunity means that we incur costs in mounting the overseas activity programme. Skiers and boarders with disabilities need more support on the mountain in terms of equipment and help. We charge a price for each participant that reflects the full cost in terms of travel, accommodation, lift passes, equipment, and the administration that is involved. But we subsidise the costs of getting instructors and specially adapted equipment to the resorts where we operate. We also offer subsidies of up to 60% to the helpers who accompany the trips, although we encourage them only to take the subsidy if it is absolutely necessary for them to take part.

In 2006/7, we deliberately set out to reduce the overall cost of subsidising the activity programme because it was unsustainable. We offered fewer activity weeks to ensure that all would be booked quickly (improving cash flow) and that we would be able to find all the instructors and helpers we needed. We also increased the prices to reflect the true administration cost of the holidays.

We were wholly successful in filling all the places quickly and were fortunate to find a large number of helpers who accompanied trips without taking a subsidy. In addition, some instructors waived the fees they could have charged for providing lessons on our trips. As a result of all this, the net cost to DSUK of providing overseas activities fell from £74,172 in 2006 to £41,008 in 2007.



Our Activities (continued)

In 2007, we took groups to familiar resorts including Breckenridge, Villars, Niederau, Morzine and Big Bear. We also took a group to Soldeu in Andorra, where the reaction to our group was fantastic.

"I am still drawing strength from that holiday and as a result am handling many aspects of life in a different way. This includes my disability and that is something I definitely was not expecting!"

Skier from the Villars party, February 2007

Our plans for 2007/8

After a year of financial consolidation in 2007, we will gradually seek to build up the scale and scope of the activities programme. In 2008, we will return to most of the resorts we used in 2007, with the replacement of Big Bear by the promising Swedish resort of Åre, which has a dedicated adaptive snowsports school. 2008 will also see several trips run independently by local groups of DSUK.

2. Adaptive snowsports schools in Scotland and the north of England

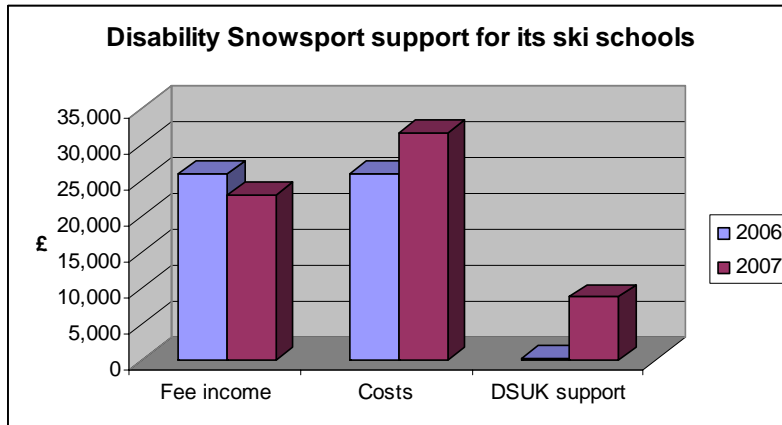
	2007	2006
Lessons provided in Scotland	128	200

With our permanent base at Cairngorm and access to part of a building at the Lecht ski area, we are well placed to deliver adaptive lessons in the north east of Scotland. Sadly, the weather conspired against us in 2007, which was a very poor snow season.

In the North of England, we are better placed as we use artificial slopes – artificial snow at Xscape in Castleford, and a dry slope at Rossendale. Here, Dominik Jonas has continued his good work. We offer adaptive skiing on assigned days so that people can get used to regular sessions. An hour's private lesson on artificial snow costs £35; on the outdoor slope, it costs £25

In 2007, Disability Snowsport provided more support for its ski schools, with a deficit caused by costs in excess of fee income of £9,050 (2006 £130)

Our Activities (continued)



Last year, we commented that we were in talks with Xscape in Glasgow to see if we could replicate in Scotland the programme that Dominik runs. At the time of signing these accounts, we have successfully secured adequate funding to start this project.

Our plans for 2007/8

We intend to continue our work in north east Scotland; and in the North of England, we will be adding the newly developed Chill Factor^e at Manchester.

We have partial funding to replicate, in the central belt of Scotland, what we do in Northern England, and we have also identified an instructor who would take on the role. Our priority is to find the residual funding to launch a sustainable programme.

In time, it is our aim to replicate the model in more parts of England and Wales, so that we have adequate geographic coverage of the country.

3. Schools and youth programmes

Thanks to the generous support of Children in Need and the Peter Harrison Foundation, as well as other supporters, we have continued to run programmes to support schools and youth groups at artificial slopes in Northern England and on snow in Scotland during the season. The tuition includes groups ranging between 4 – 24 skiers, as well as some individual sessions, and incorporates bi-ski, mono-ski and stand up (skiing and snowboarding) lessons.

	2007	2006
Skiers who participated in sessions in the North of England	1257	750

The total cost of our Schools and Youth programme in 2007 was £61,335 (2006 - £60,377). The costs include salary costs of staff members dedicated to this work, the costs to provide equipment and time on slopes, and travel costs. In large part, these costs have been met by the support of two principal and many other donors. The cost of an hour's lesson with our instructor is £15.

Our Activities (continued)

It is a noticeable feature of this work that some of the groups who take part in our programme again organised their own ski trips abroad, accompanied by Dominik and some of our other adaptive instructors. IN total, we sent instructors with four groups. A full account of one such trip is included in our Yearbook.

“Some of our pupils were matching their mainstream peers in terms of skill development...people at the resort were full of praise for the pupils’ achievements and exemplary behaviour ... the parents would never have dreamt that their sons and daughters would learn to ski..”

Andy Squire, Headteacher, Tor Valley Community Special School

Our plans for 2007/8

We have been supported generously in running the Schools and Youth programme by BBC Children in Need (nationally) and by the Peter Harrison Foundation in the north of England. We will continue to run our programmes in 2008. Our ability to continue beyond 2008 depends on our success in finding new supporters to back the programme once the current sponsors stand down.

4. Competition and the British Disabled Ski Team

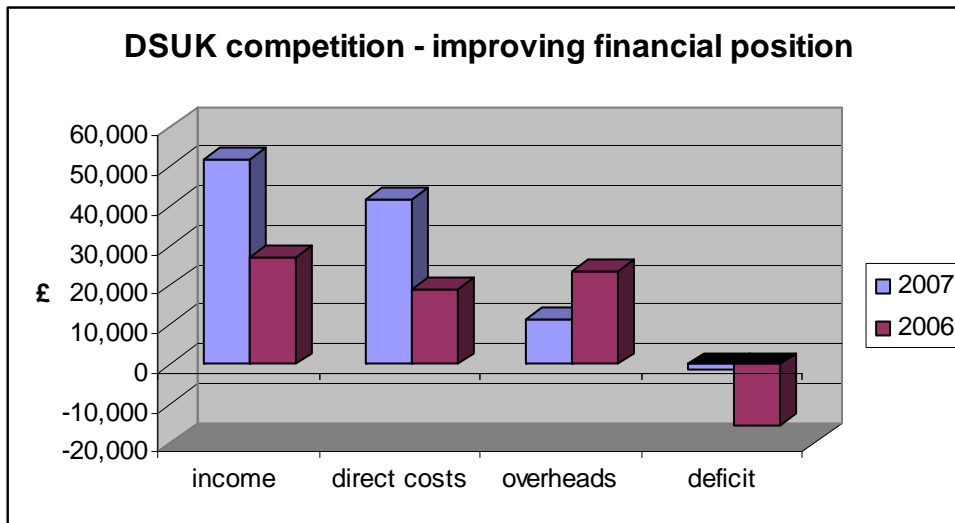
Disability Snowsport seeks to provide a pathway so that talented disabled skiers can become involved with competition. The pinnacle of this is the British Disabled Ski Team. In 2006/7, the BDST have benefited from the hard work put in previous years. They now have a pool of committed athletes, a well established volunteer management team, and, thanks in part to the financial support that the Team now receives, were able to add professional coaching and physiotherapy support.

All of that bore fruit on the slopes, with Great Britain rising from 24th in the national rankings of the European Cup to 12th. Individual racers secured no less than 14 podium places in their races, and a further 16 positions within the top 10. The elite group of the BDST had the chance to perform alongside their able bodied contemporaries at the British Land Championships at Meribel in March 2007, where Sean Rose was crowned overall British Disabled Ski Champion. A fuller account of the BDST’s performance is included in our yearbook and on the dedicated website <http://britishdisabledskiteam.co.uk>

Two DSUK Trustees are involved with the direction and management of BDST - Jeremy Wood as Performance Director and Robbie Young as Technical Director.

The racing arm of Disability Snowsport attracts some specific financial support. Some donors wish to make grants for the race programme; the racers themselves have mounted major fundraising efforts to support DSUK – such as their successful participation in the Great North Run; and UK Sport has provided backing for the programme to the tune of £20,000 annually, enabling the team to hire a specialist coach, Jane Stevens. As a result of this support, the financial position has improved over 2006, when the competition programme needed a subsidy of over £15,000 from DSUK overall.

Our Activities (continued)



The athletes who make up BDST have to fund themselves. DSUK has helped some gain support under the Talented Athlete Scholarship Scheme (TASS), whilst all of them seek individual sponsorship for their efforts.

Our plans for 2007/8

From a competitive point of view, the focus is strongly on planning for the next Paralympics in 2010 in Vancouver. In preparation for this, new volunteer managers have taken on responsibility for operations and team and commercial affairs. In addition, Dave Chugg, a former Trustee of Disability Snowsport and former racer, has taken on the role of development officer – responsible for identifying and nurturing new talent.

5. Support for the development of adaptive facilities in continental Europe

We also enhanced our relationships in Andorra, where we ran popularly acclaimed activity weeks; and Villars, which welcomed us for the fourth time as participants in their Formula Charity 24 hour race and where we also ran activity weeks.

Our intent is to co-operate with like-minded organisations in other European countries, and to establish links in a small number of resorts such that the profile of adaptive skiing will be raised, and facilities for adaptive skiers will be at a reliably high standard. Relationships with resorts like Villars and Andorra are critical to this. In 2006, we were principal beneficiaries from the Formula Charity 24 hour race and we will continue to see Villars as a prime location in which to organise future activity.

Our plans for 2007/8

We will further strengthen our position in known resorts where we run activity weeks. We also aim to pilot schemes by providing skills and equipment to operators in other well-known resorts to improve the provision of facilities there for disabled skiers.

Our Activities (continued)

6. Training for instructors, volunteers and ski centre staff

We ran a Helper Training week prior to the 2006/7 season in Zermatt with 11 participants. A further week in Andorra was planned but did not happen.

We ran a helper training on Cairngorm Mountain with 21 attenders over the weekend 11th - 12th March funded by Cairngorm National Park.

The cost of training in 2007 was £26,234 (2006 - £43,787). The reduction in costs was a direct result of our holding a smaller number of week long, on-snow training courses. Our income went down for the same reason to £6,210 (2006 - £17,126)

Our plans for 2007/8

We are running a Helper Training course in Zermatt for 10 volunteers in November and hope to repeat it with a week in April at the end of the season.

Snow permitting there will be a helper training weekend delivered in Scotland

We are organising volunteer training with local DSUK groups between through 2007/8.

The volunteers will work through a log book to ensure they have adequate knowledge of the equipment and are using each piece correctly. The logbook stays with the individual volunteer and is a working document to be used and updated at each session.

7. Advice for members and the wider community

Disability Snowsport sets out to be there for its members, including keeping in contact through the production of newsletters and via the website. With the introduction of members who were formerly members of the British Si Club for the Disabled (BSCD) this role is set to increase.

We also handle a range of enquiries from members and prospective members about getting started with adaptive skiing, where to go in the UK and elsewhere, and what sort of equipment to use.

As DSUK establishes itself as the charity for adaptive skiing, we expect our role as a source of information to increase, as will our ability to make our voice heard.

Our website receives around 400,000 hits annually.

Our plans for 2007/8

As we further establish ourselves, we need and expect to increase the range of support we provide.

Our Activities (continued)

8. National availability and a network of local groups

In last years report, we looked forward to working more closely with groups who have, until now, been part of Scotland's Alternative Skiers and The British Ski Club for the Disabled (BSCD). We appointed Ali Steeds as our National Coordinator and she spent much of her time in 2007 helping local groups prepare to join Disability Snowsport UK. 9 groups have joined DSUK at the time of drafting this report. These local groups have operated for many years at artificial ski slopes around the country, offering the opportunity to join regular sessions under the guidance of teams of volunteer helpers and instructors. It is the goal of Disability Snowsport UK overall to encourage these groups, to expand geographic coverage, and to enable local programmes to achieve their full potential.

In 2007, the cost of our work in this area was £17,070 (2006 - £6,125), made up significantly of the employment cost and associated expenses of having a dedicated staff member. We had received funding for this post in 2006 from a supporter who saw how important it is to bring provision of facilities for disabled skiing under one charity.

Our plans for 2007/8

A priority for 2007/8 is to work closely with the local groups, to provide them with the service that they need, and to help expand activity around the country.

Governance and management of Disability Snowsport

How Disability Snowsport UK is managed

We are a UK-registered charity, regulated by the Charity Commission for England and Wales. DSUK is constituted as a company limited by guarantee. The organisation is bound by its Memorandum and Articles of Association, copies of which are available on request, and which were updated this year.

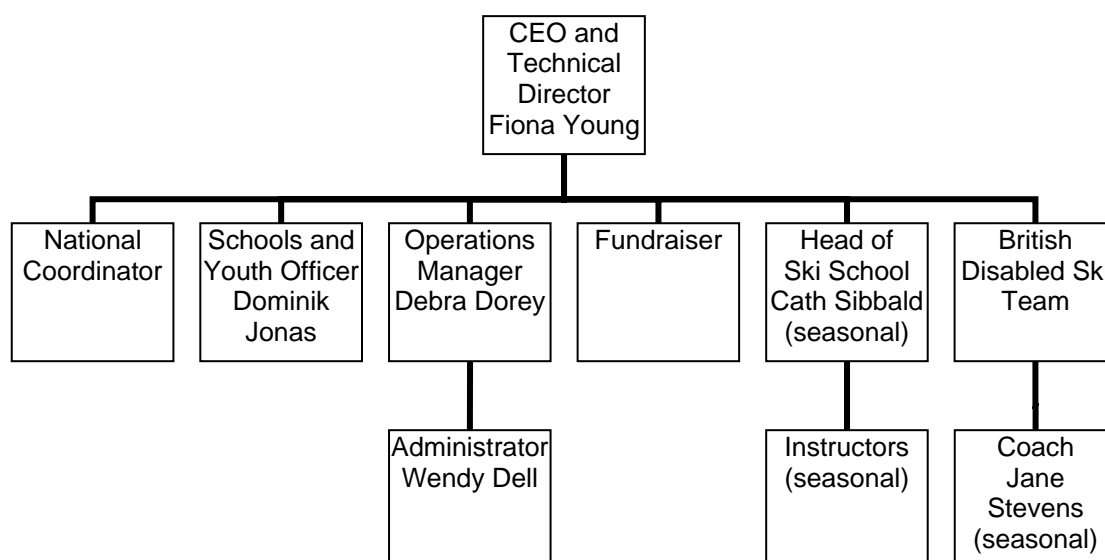
DSUK has a board of trustees, a small core of staff members, and depends on large numbers of volunteers to deliver its activities alongside the professional staff.

The staff and trustees have long experience of involvement with the Charity, in some cases stretching over 20 years.

DSUK produced its current strategy “Capturing the experience 2007-2012” in the past year. From this – and from previous strategy documents – operating plans are developed that guide what the charity does. The financial budget is prepared alongside the plans, and the plans and budget form a basis against which management reports monthly to the Trustees. The Chief Executive, Fiona Young, holds executive responsibility for implementing the policies and strategies approved by the board.

DSUK has a permanent office at its dedicated adaptive ski school at Cairngorm, where some staff, including the CEO, are based. Other staff work at different locations around the country – although in 2007/8 there will be some concentration around Chill Factor^e at Manchester.

Our staff



The Disability Snowsport team is led by Fiona Young, who combines the roles of CEO and Technical Director. Fiona has been involved with DSUK for around 20 years. She teaches the courses that the British Association for Snowsports Instructors (BASI) provides for those wishing to gain competence to instruct disabled skiers; and she sits on the BASI Board as the Director responsible for its activity in adaptive snowsports.

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The people we hire to work with our disabled skiers and boarders – whether for the winter season or a longer basis – are required to have the BASI qualification to teach the disabled.

With all of our people, we look both for the professional skills that will enable them to do their job, and also a fitness for the organisation: the competencies that we expect them to have include an empathy for disabled people and an appreciation of what our programmes can do for participants.

Our Trustees and their responsibilities

The trustees listed on page 20 are directors of the company and trustees of the charity.

The following changes took place to the trustees during the year:

Mr S Anderman	resigned : 13 May 2007
Mr I Bashford	resigned : 13 May 2007
Ms E Philpott	resigned : 13 May 2007

At any time, there may be up to 12 trustees. Nominations for new trustees are considered by the board and may subsequently be invited to join the board.

New trustees are provided with an induction to familiarise them with the charity and the charity sector and to brief them on their responsibilities as trustees under charity and company law. New trustees are referred to the Charity Commission's guide "How to be an effective trustee". The trustees have, during 2006/7, signed up to the Charity Commission's Code of Conduct for Trustees.

The trustees meet periodically during the year as a group, and many are involved – alongside their trustee role - as volunteers in different aspects of the organisation. A Trustee Advisory Committee reviews upcoming agendas for the Board and plans the Board's work.

Our Board members bring valuable experience to the organisation:

Professor Elizabeth (Lisa) Hall, the Chairman, has been involved with the Charity since 1979 and a Trustee since 1985. She has 'grown up with disability' and has special interest in communication with people with learning difficulties. Her sister is a skiing member of DSUK and participated in the Special Olympics in 1993. Lisa is a Fellow of the Royal Society of Chemistry and Queens' College, Cambridge and brings an expertise in innovation, entrepreneurship and project management to the Board of Trustees. She serves on several professional bodies, grant giving bodies and Trust Funds and is on the advisory board of a number of high tech international companies.

Robbie Young, the vice chair, has been involved since the second year of the Uphill Ski Club 30 years ago. He has continued to be actively involved following the development of DSUK. He sits on the race management group as technical director. Robbie has worked for the sports company Salomon for the past 25 years.

Paul Masters, the Treasurer, has been involved with DSUK since 2001 and is a Chartered Accountant. He is also a Trustee of two other charities – Mango (Management Accounting for NGOs), of which he is Chair, and Link Community Development, of which he is Treasurer.

Christopher Gosland, a retired barrister with two disabled children both of whom regularly skied and ski with the Uphill Ski Club, now DSUK. He had been involved with the club as a parent since the early 80s, volunteered as a helper on overseas

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trips since about 1999 and became a Trustee in 2001. Sadly, Chris died before these accounts were signed.

Jeremy Wood, a Bi-lateral Amputee, active supporter of DSUK since 1998 and Trustee since 2003 is an Associate of the Chartered Institute of Bankers and a career Banker of some 30 years. He became Performance Director of the British Disabled Ski Team, following its integration with DSUK in 2004, is Treasurer for his local swimming club and maintains close links with the charity's sporting partners UK Sport and the British Paralympic Association.

John Currie has been volunteering for DSUK on overseas activity weeks since 2000 and has been a Trustee since 2006. A Member of the Chartered Institute of Bankers in Scotland, he has been with Bank of Scotland Corporate for almost 20 years. His main professional experience is in Operational management and Corporate Finance.

Joe Broussard joined the Trustees as the Chairman of Scotland's Alternatives Skiers to help smooth the process by which that group joined Disability Snowsport UK. He is a disabled skier (bi-ski) and enjoys skiing with his family. He is a retired Head Teacher of a special residential school. He continues to be involved as Chairman of the newly established Disability Snowsport UK local club – Disability Snowsport Scotland.

Trustees' responsibilities in relation to the financial statements

Company law requires the trustees to prepare financial statements that give a true and fair view of the state of affairs of the charity at the end of the financial year and of its surplus or deficit for the financial year. In doing so the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent; and
- prepare the 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 maintaining proper accounting records which disclose with reasonable accuracy at any time the financial position of the charity and enables them to ensure that the financial statements comply with the Companies Act 1985. The trustees 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.

Auditors

The auditors, Peter Munro & Company, will be proposed for re-appointment in accordance with Section 385 of the Companies Act 1985.

Risk management

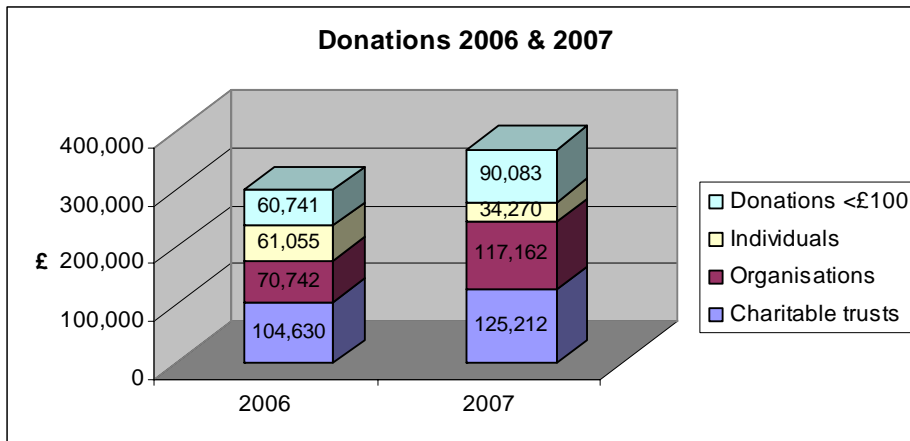
The Trustees have identified the main risks facing the charity in three categories: financial risk, reputation risk and operational risks. These risks are mitigated by the management team following strategies, plans and policies approved by the board. The Board receives regular financial reports and forecasts which it considers in depth; and also receives and considers regular reports from the safety officer.

Fundraising

The year to 31 May 2007 was a very successful one for fundraising and our income rose from £297,168 last year to £366,726, an increase of 23%.

Our organisation cannot function without acts of generosity from individual donors, and consistent support from many organisations including charitable trusts, sports and community bodies, and companies. We thank you sincerely.

The diagram below shows the sources of our fundraising income in 2006-7.



We have not split the source of individual donations below £100. In almost all cases these have come from individuals, and the total of £90,083 (an increase of 48% on last year) shows what an important contribution each donor can make. Many of our members hold fundraising events, as do friends of the charity.

Sponsored events have been very important for us. As an example, many of the race team participated in the Great North Run in autumn 2006. Tim Farr's efforts in finding supporters (and in completing the race!) gained the charity over £10,000 in individual donations.

We held the first Disability Snowsport Santa Run in December 2006 and this provided an opportunity for 1500 individuals to run, and collect sponsorship, for DSUK. We are grateful for the professional support of Mike Gratton and 2:09 events in helping us to make this happen – and hugely grateful to the runners who took part. Supporters have taken part in famous events – such as the London marathon – while others have designed their own challenges, such as cycling round much of the world.

Individual donations of over £100 are rarer. The amount we received in 2006 was exceptional and included one donation of £39,000. We are very appreciative of all these major donations, which included some in memoriam, and have included the names of many donors in our yearbook.

The 65% growth in support from organisations has come about through a variety of factors:

- Some financial support has come from companies – including some that have supported us by awarding prizes in recognition of what we do.
- We have received grant funding from UK Sport to back the race team.
- Formula Charity – the organisation behind the Villars 24 hour ski race which chose us as their principal benefiting charity last year – have provided further support this year as more funds have come through to them
- Cairngorm National Park Authority supported us with approx £16,300.
- Organisations from within the ski community such as the Ski Club of Great Britain and Natives have supported us generously.

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The support we receive from Charitable Trusts and Foundations has been critical since the inception of the Charity. The level of support in 2006 was excellent. That it increased by nearly 20% to £125,212 in 2007 is exceptional. The main cause of the growth was the provision, by Highland Cross, of a minibus to the value of over £26,000. We know that some trusts and foundations will be unable to continue their support beyond 2007 and thank them for all they have contributed to make our activities possible. We have recorded our appreciation of all of the Trusts that support us in our yearbook by name.

Our plans for 2007/8

During 2007/8, we expect to repeat successful fundraising activity. We will also make use of the services of Susan Harrison, an ambassador for DSUK, to develop relationships with individual donors and companies.

Financial Review

Year to 31 May 2007

We have attempted to improve our financial position in recent years and 2006/7 has been our greatest success.

This year we have managed to achieve a surplus of £90,196 (2006 £33,503). Our income was £544,180 (up 8% from £499,911 in 2006), and expenditure – including fundraising costs - was £453,984 (down 2.66% from £466,408).

The main categories of our income are highlighted in the table below:

	2007 £	2006 £
Donations	366,726	297,168
Fee income from charitable activity	173,459	200,456
Other income	3,995	2,287
Total	£544,180	£499,911

Income went up by 8% overall – with a 23% increase in donations (the result of fundraising) and a decline of 15% in fee income – the charges we make to people who participate in our activities. This decline was intentional – for example we reduced the scale of our overseas activity weeks - and the expenditure in these areas went down accordingly, as shown in Note 3 to the accounts.

We entered the year with a deficit of unrestricted reserves of £2,645. (These are our “free” reserves, to do with as we will). We planned to build reserves by achieving a surplus in the year and succeeded. The main reasons for our improvement in 2006/7 were:

- An increase in fundraised income from £297,169 to £366,726, as noted in the section on Fundraising, above. We thank all of the supporters who have contributed to this. We have strived to develop new sources of income.
- We decided to cap the number of places on our overseas activity weeks to ensure that we filled all the places early, and avoided the costs of chasing helpers and instructors to participate. Even with this tight control, DSUK still contributed funding of £41,000 to the overseas programme – but this was down from over £70,000 the previous year – a level that we regard as unaffordable.
- We employed fewer instructors this winter. The team we had worked incredibly hard, and we benefited even more than in the past from some instructors giving their time free
- We were obliged to postpone some of our training in 2006/7, and hold it over to 2007/8. This appeared to “save” us £20,000. We would, of course, have preferred to run the training and plan a major catch up in 2007/8
- We kept our administrative costs under tight control.

Reserves

We need reserves of unrestricted funds in order to undertake projects at short notice, and to cover the administration, fundraising and support costs without which the charity could not function.

The Trustees’ goal is to have unrestricted reserves at a level that would cover 6 months out of season running costs. That would require a level of approximately £125,000. As a result of the surplus this year, our unrestricted reserves have increased to £94,984 and our total reserves stand at £353,275. We have not yet reached our reserves goal but we are pleased to have achieved the current level after entering this financial year with a deficit of £2,645.

Financial Review (continued)

Our total reserves at the year end comprise three elements (and the box below explains how these different elements arise):

- 1) Unrestricted reserves that are held as cash. These are the result of generous donations and tight financial stewardship during the year. As noted above, we need these reserves as a safety net and to allow us to undertake projects at our discretion. These amount to £94,984
- 2) Restricted reserves that are held as cash. Some beneficiaries give us money to support particular projects that are partly completed at the year end. The cash we hold we be used exclusively for those projects in the future. We cannot use the cash for any other purposes. These amount to £72,453
- 3) Restricted reserves that are not held as cash. Generous supporters of DSUK contributed tens of thousands of pounds to enable us to establish our permanent centre in Cairngorm, and other supporters have enabled us to buy ski equipment, office equipment and vehicles. Although that money was spent when we bought the assets, we show, in reserves, an amount equivalent to the remaining value of the assets. These amount to £185,838

Reserves – an illustration of the different types

Situation 1 We are given £10,000 from donations at the Santa Run. We can use this money at our discretion (“unrestricted”) and, if we have made a surplus at the end of the year, the cash could still be in the bank and we may be showing a balance of unrestricted reserves.

Situation 2 We are given £10,000 from the Peter Harrison Foundation to support our work on Schools and Youth. This is “restricted” because the donor has specified what the money must be spent on. We spend it all in the year on the cost of providing lessons to young people. Nothing of the donation is left in the bank, and there are no reserves associated with the donation.

Situation 3 We are given £5,328 by the Primary Club to support Blind skiing – a restricted donation. The programme has not been completed at 31 May. We have £5,328 in the bank – and will show £5,328 of restricted reserves. We cannot use the cash for any purpose other than blind skiing.

Situation 4 We were given £10,000 five years ago as part of the programme to establish our centre in Cairngorm – a restricted donation as there was a specified purpose. The money was spent, along with other donations, that year. Nothing is left in the bank. But, in line with normal accounting treatments, we show the building that we bought in our accounts. Initially, we would have shown £10,000 as part of the building cost (A “tangible asset” in the Balance Sheet in accounting language), and £10,000 in restricted reserves, even though the money had been spent. We make a yearly charge to reflect the depreciation of the building of 5%. Each year, the value of the asset is reduced by 5%, or £500, and the amount shown in reserves goes down by the same amount. So, of the £10,000, £7,500 is left after 5 years. With buildings, we will still be showing a small amount in restricted reserves until 20 years after the donation was received, but clearly there is no cash left.

Our reserves are held in high interest accounts.

We do not make grants to other organisations.

We believe that we have sound day-to-day processes for handling cash and reporting income and expenditure. We contract in financial support services from an accounting professional in Scotland.

Our plans for 2007/8

We will need to provide support in 2007/8 to local groups of DSUK to enable them to exercise appropriate financial control. Otherwise no changes are planned for 2007/8

Volunteers

Volunteers contribute hugely to most aspects of DSUK activity.

- In our local groups, we benefit from volunteer instructors, helpers and organisers, many of whom commit their time very regularly at slope sessions throughout the year
- Our overseas activity weeks include volunteer helpers, each of whom gives at least a week to participate, and also a number of instructors who volunteer their services
- The British Disabled Ski Team, although it has a paid coach, has a volunteer management team who provide their time all year off the slopes and, in concentrated doses, during the racing season
- DSUK's fundraising efforts are massively reliant on volunteers. We have volunteers who "fly the flag" at events like the ski shows and Warren Miller film evenings alongside our staff; volunteers who help to organise and participate in DSUK fundraising events such as the Santa Run; and individuals who give of their time to set up fundraising events and challenges from which they donate the proceeds to us.
- Our trustees give generously of their time both in formally governing the charity and, more extensively, in promoting and supporting the Charity.

We have not accurately collected data about the number of volunteers or the time that they contribute.

But it is likely that DSUK benefits from volunteer time of a least 10 person years annually to support its charitable activities; and a similar amount in support of its fundraising.

Our plans for 2007/8

We will hope to develop still more contacts with volunteers to support our charitable activities and fundraising efforts. In addition, we will seek to make more use of volunteers in performing administrative tasks for the charity.

Approved by the Board of Directors and Trustees on 3 March 2008 and signed on its behalf.

Professor Elizabeth Hall

Director and Trustee

Legal and Administrative Information

Charity name: The Uphill Ski Club of Great Britain
Known as: Disability Snowsport UK
Charity registration no.: 1681335
Company registration no.: 287106

Registered office: Ski Rossendale
Haslingden Old Road
Rawtenstall
Rossendale
Lancs
BB4 8RR

Auditors: Peter Munro & Company
Chartered Certified Accountants
15-17 High Street
Kingussie
Inverness-shire
PH21 1HS

Bank: HSBC, Saffron Walden
The Bank of Scotland, Aviemore

Trustees: Professor E Hall (Chair)
Mr R Young
Mr P Masters (Treasurer)
Mr C Gosland (deceased, February 2008)
Mr J Wood
Mr J Currie (Company secretary)
Mr J Broussard

Management: Fiona Young – Chief Executive
Debra Dorey – Operations Manager

Patrons: Lord Moynihan
Lady Joan Bader
Konrad Bartelski
John Craven OBE
Martin Bell
Mike Dixon
Alain Baxter
Graham Bell

Website:

Details of all of the charity's aims, activities and staff are available at
www.disabilitysnowsport.org.uk.

*Uphill Ski Club of Great Britain – known as
Disability Snowsport UK – Report and Accounts for the Year to 31 May 2007*

Financial Statements

Statement of Financial Activities

DISABILITY SNOWSPORT UK

Year Ended 31 May 2007

STATEMENT OF FINANCIAL ACTIVITIES

	Notes	Unrestricted funds £	Restricted funds £	Total 2007 £	Total 2006 £
INCOMING RESOURCES					
Incoming resources from generated funds					
Voluntary income					
Donations	(2)	205,817	160,909	366,726	297,168
Other income		1,169		1,169	1,391
Investment income		2,826		2,826	896
Incoming resources from charitable activities					
Overseas activities		126,663		126,663	146,802
Ski schools		22,904		22,904	25,846
Helper training		6,210		6,210	17,126
Membership		17,682		17,682	10,682
Total incoming resources		383,271	160,909	544,180	499,911
RESOURCES EXPENDED					
Costs of generating funds					
Costs of generating voluntary income	(6)	35,191	27,513	62,704	53,301
Charitable activities					
Overseas activities	(3)	152,593	15,078	167,671	220,974
Ski schools		26,120	5,834	31,954	25,976
Schools and Youth		16,592	44,743	61,335	60,377
Competition		6,363	41,690	48,053	20,143
European development		6,902	8,680	15,582	21,825
Helper training		17,262	8,972	26,234	43,787
Member support		9,297		9,297	5,431
National coordination		1,238	15,832	17,070	6,125
Advocacy and policy		6,754		6,754	
Governance costs	(5)	7,330		7,330	8,469
Total resources expended		£285,642	£168,342	£453,984	£466,408
NET INCOMING/(OUTGOING)RESOURCES		97,629	(7,433)	90,196	33,503
TOTAL FUNDS BROUGHT FORWARD		(2,645)	265,724	263,079	229,576
TOTAL FUNDS CARRIED FORWARD		£94,984	£258,291	£353,275	£263,079

Financial Statements (continued)

Balance Sheet at 31 May 2007

	Notes	£	2007 £	2006 £
FIXED ASSETS				
Tangible assets	(8)		185,838	<u>182,661</u>
CURRENT ASSETS				
Debtors and prepayments	(9)	27,498		16,428
Cash at bank and in hand		163,683		84,292
			<u>191,181</u>	<u>100,720</u>
CREDITORS: amounts falling due Within one year	(10)	23,744		20,302
			<u>167,437</u>	<u>80,418</u>
NET CURRENT ASSETS			<u>167,437</u>	<u>80,418</u>
NET ASSETS			<u>£353,275</u>	<u>£263,079</u>
			=====	=====
FUNDS				
Unrestricted income funds			94,984	(2,645)
Restricted income funds			258,291	265,724
			<u>353,275</u>	<u>(2,645)</u>
	(14)		<u>£353,275</u>	<u>£263,079</u>
			=====	=====

Approved by the Board of Directors and Trustees on 3 March 2008 and signed on its behalf.

Professor Elizabeth Hall

Director and Trustee

Paul Masters

Director and Trustee

Financial Statements (continued)

Notes forming part of the Financial Statements for the Year

1. Accounting Policies

Basis of preparation of accounts

The financial statements have been prepared under the historical cost convention and include the results of the Charity's operations which are described in the Trustees' report and all of which are continuing. The accounts have been prepared in accordance with the Statement of Recommended Practice – Accounting and Reporting by Charities (SORP 2005) issued in March 2005, applicable UK Accounting Standards and the Companies Act 1985.

The Charity has taken advantage of the exemption in Financial Reporting Standard for Small Entities (effective March 2000) from the requirement to produce a cash flow statement.

Fund accounting

The Company's income is all provided for the specific objects of the Charity. Funds held by the charity are either restricted funds or unrestricted funds.

Restricted funds are those relating to donations and other income that may only be used for specific purposes – usually as specified by the donor.

Unrestricted funds may be used in accordance with the charitable objects at the discretion of the trustees.

Further explanation of the nature and purpose of each fund is included in the notes to the financial statements.

Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Items of equipment are capitalised when they exceed a valuation of £250. Depreciation is provided at rates calculated to write off the cost or valuation of fixed assets, less their estimated residual value, over their expected useful lives thus:

Cairngorm base	5% per annum on the straight line basis
Ski store, leasehold	4% per annum on the straight line basis
Ski equipment	25% per annum on the reducing balance
Office equipment and furniture	25% per annum on the reducing balance
Motor vehicles	25% per annum on the reducing balance

Incoming resources

Voluntary income and donations are accounted for as received by the Charity. All other income is accounted for on an accruals basis. No permanent endowments have been received in the period.

Costs of generating funds

Costs of fundraising activity are accounted for on an accruals basis. They are allocated in direct proportion to the income from restricted and unrestricted funds except where specifically precluded by the donor.

Resources expended

All expenditure is accounted for on an accruals basis. Certain expenditure is directly attributable to specific activities and has been included in those cost categories.

Certain other costs are attributable to more than one activity and have been apportioned across cost categories on the basis of an estimate of the proportion of time spent by staff on those activities.

Value added tax

Value added tax is not recoverable by the Charity and as such is included in the relevant costs in the Statement of Financial Activities.

Financial Statements (continued)

Notes forming part of the Financial Statements for the Year

Pension contributions

The company operates a defined contribution pension scheme, the assets of which are held in external funds. Contributions are charged to the statement of financial activities as they become payable.

2. Analysis of restricted income

Restricted grants	2007	2006
S Brooke Fund	267	6,454
Volunteer Support	8,000	8,500
Schools and Youth	39,353	27,858
P Harrison Foundation	10,000	10,000
Ski equipment	9,720	8,500
Racing Team	52,011	25,589
National Coordination	-	39,000
Motor vehicles	26,660	-
HBOS	5,000	5,000
Lecht	-	10,000
Villars	-	43,461
Helper training	4,570	-
Blind skiers	5,328	-
	£160,909	£184,362

Although only £267 was received during the year in respect of the Simon Brooke Fund, a further £5,727 was received shortly after the year end.

The purpose of the restricted funds – where this is not clear from the title – is as follows:

Simon Brooke Fund	To support instructors seeking the adaptive qualification
Volunteer Support	Helping meet the costs of some volunteers who help skiers with disabilities
Peter Harrison Foundation	The setting up and running costs of our projects at Rossendale and Castleford Ski Centres
HBOS	Money given to buy office (2006) and ski (2007) equipment

3. Resources Expended

	Direct costs	Support costs	Total 2007	2006
Overseas activities	154,982	12,690	167,671	220,974
Ski Schools	27,724	4,230	31,954	25,976
Schools and Youth	52,875	8,460	61,335	60,377
Competition	45,938	2,115	48,053	20,143
European development	11,352	4,230	15,582	21,825
Helper training	24,119	2,115	26,234	43,787
Member support	5,067	4,230	9,297	5,431
National coordination	17,070	-	17,070	6,125
Advocacy and policy	6,754	-	6,754	-
Total carried forward	£345,881	£38,069	£383,950	£404,638

Financial Statements (continued)

Notes forming part of the Financial Statements for the Year (continued)

3 Resources Expended (continued)

	Direct Costs	Support Costs	Total 2007	2006
Total brought forward	£345,881	£38,069	£383,950	£404,638
Governance costs (see note 5)	3,100	4,230	7,330	8,469
Total support costs		£42,299		
Fundraising costs (see note 6)			62,704	53,301
Total expenditure			£453,984	£466,408

Support costs have been allocated to different areas of charitable activity based on estimates. The most widely used estimate has been for employment costs, where we have allocated costs according to the time spent on each activity.

The operating surplus has been arrived at after charging:

	2007 £	2006 £
Depreciation of tangible assets	27,404	20,912
Auditors remuneration	3,100	3,038

4. Support costs

	2007 £	2006 £
Staff costs	25,131	18,977
Other expenses	17,168	33,228
	£42,299	£52,205

Support costs include all the costs associated with managing the charity which are not directly related to specific charitable activities, to supporting the board of trustees or to meeting the charity's statutory requirements.

5. Governance costs

	2007 £	2006 £
Audit fees	3,100	3,037
Support costs	4,230	5,432
	£7,330	£8,469

Governance costs include all costs directly related to meeting the charity's statutory requirements, including staff time spent supporting the board of trustees. 2005/06 is the first year for which we have maintained records of time spent on governance. In 2004/05, some staff time was spent on governance but the costs of that time have been included under "support costs" rather than separately under "staff costs".

Financial Statements (continued)

Notes forming part of the Financial Statements for the Year (continued)

6. Fundraising costs

	2007 £	2006 £
Staff costs	49,801	41,361
Direct costs	13,623	11,940
	£62,704	£53,301

7. Trustee and employee information

Two trustees were reimbursed a total of £1,596 in respect of expenses they had incurred in connection with the Charity (2006 – nil). No trustee was remunerated. The trustees donated over £4,000 to the charity in the year and, apart from the two instances noted above, bore the cost personally of expenses they incurred.

Employment costs were:	2007 £	2006 £
Salaries	146,143	128,418
Social security	13,520	12,114
Pension costs Pension costs	2,000	7,560
	£161,633	£148,092

The highest paid member of staff earned £34,542 during the year to 31 May 2007.
(2006 - £34,200)

The average number of staff employed by the Charity during the period was 7
(2006:7)

Financial Statements (continued)

Notes forming part of the Financial Statements for the Year (continued)

8 Tangible Fixed Assets

	Cairngorm base	Leasehold Ski store	Ski equipment	Office equipment	Motor Vehicles	Total
	£	£	£	£	£	£
COST						
At 1 June 2006	115,383	26,802	100,161	12,318	55,665	310,329
Additions			3,222	699	26,660	30,581
	_____	_____	_____	_____	_____	_____
At 31 May 2007	115,383	26,802	103,383	13,017	82,325	340,910
	_____	_____	_____	_____	_____	_____
DEPRECIATION						
At 1 June 2006	4,615	7,504	71,854	8,613	35,081	127,667
Charge for year	5,538	1,072	7,882	1,101	11,811	27,404
	_____	_____	_____	_____	_____	_____
At 31 May 2007	10,153	8,576	79,736	9,714	46,892	155,071
	_____	_____	_____	_____	_____	_____
NET BOOK VALUE						
At 31 May 2006	£11,0768	£19,298	£28,307	£3,705	£20,584	£182,661
	=====	=====	=====	=====	=====	=====
At 31 May 2007	£105,230	£18,226	£23,647	£3,303	£35,433	185,838
	=====	=====	=====	=====	=====	=====

9 Debtors

	2007 £	2006 £
Debtors	2,526	2,526
Other debtors	10,814	5,902
Prepayments	14,157	8,000
	_____	_____
	£27,497	£16,428
	=====	=====

Financial Statements (continued)

Notes forming part of the Financial Statements for the Year (continued)

10 Creditors

	2007 £	2006 £
Trade creditors	3,322	7,133
Social security and other taxes	0	3,010
Accruals	20,422	10,159
	_____	_____
	£23,744	£20,302
	=====	=====

11 Taxation

No Corporation Tax is payable since, as a registered charity, the company is generally exempt on its income and capital gains provided they are applied for charitable purposes.

12 Company limited by Guarantee

The company is incorporated as a company limited by guarantee, having no share capital. In the event of a winding up of the company, the liability of the members is restricted to a maximum of £1 per member. The average number of members during the year under review was 762 (2006:617).

13 Analysis of fund balances

	Unrestricted income £	Restricted income £	Total £
Tangible fixed assets	0	185,838	185,838
Net current assets	94,984	72,453	167,437
	_____	_____	_____
Net assets as 31 May 2007	94,984	258,291	353,275
	=====	=====	=====

Financial Statements (continued)

Notes forming part of the Financial Statements for the Year (continued)

14 Analysis of charitable funds

	As at 01 June 2006	Incoming r Resources	Outgoing Resources	Transfers	As at 31 May 2007
Unrestricted funds					
Income funds	(2645)	383,271	285,642		94,984
	—	—	—		—
Restricted funds					
Fixed assets	182,661	26,660	27,404	3,921	185,838
Schools and Youth	331	39,353	36,903		2,781
Volunteer support	5,111	8,000	1,928		11,183
Instructor and helper training	(248)	4,570	3,781		541
Racing Team	2,405	52,011	51,777		2,639
Simon Brooke fund	10,399	267	1,585		9,081
Peter Harrison Foundation	(1,083)	10,000	8,917		0
National coordination	32,005		15,832		16,173
Villars	23,502		8,680		14,822
Others	10,641		9,092		1,549
Blind skiers		5,328			5,328
HBOS		5,000			5,000
Skipton Building Society		1,800	879	(921)	0
Agnes Hunter Trust		3,000		(3,000)	0
The Lords Tavern		4,920	1,564		3,356
	265,724	160,909	168,342	0	258,291
TOTAL	263,079	544,180	453,984	0	353,275
	=====	=====	=====	=====	=====

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF THE UPHILL SKI CLUB OF GREAT BRITAIN

We have audited the financial statements of The Uphill Ski Club of Great Britain for the year ended 31 May 2007 which comprise the Statement of Financial Activities, the Balance Sheet and the related notes. These financial statements have been prepared under the accounting policies set out therein.

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

Respective responsibilities of trustees and auditors

The trustees' (who are also the directors of The Uphill Ski Club of Great Britain for the purposes of company law) responsibilities for preparing the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are set out in the Statement of Trustees' Responsibilities.

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

We report to you our opinion as to whether the financial statements give a true and fair view and are properly prepared in accordance with the Companies Act 1985. We also report to you whether in our opinion the information given in the Trustees' Report is consistent with the financial statements.

In addition we report to you if, in our opinion, the charity has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding trustees' remuneration and other transactions is not disclosed.

We read the Trustees' Report and consider the implications for our report if we become aware of any apparent misstatements within it.

Basis of audit opinion

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

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In

*Uphill Ski Club of Great Britain – known as
Disability Snowsport UK – Report and Accounts for the Year to 31 May 2007*

forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

Opinion

In our opinion:

- the financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the charity's affairs as at 31 May 2007 and of its incoming resources and application of resources, including its income and expenditure for the year then ended;
- the financial statements have been properly prepared in accordance with the Companies Act 1985,
and
- the information given in the Trustees' Report is consistent with the financial statements.

Peter Munro & Company
Registered Auditors
15/17 High Street
Kingussie
Inverness-shire
PH21 1HS

Dated: 27th March 2008