

**COMPANY REGISTRATION NUMBER 04117847**

**EEEEGR**

**Company Limited by Guarantee**

**Financial statements**

**31 March 2012**

# EEEGR (Company Limited by Guarantee)

## Financial statements

Year ended 31 March 2012

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# EEEGR (Company Limited by Guarantee)

## Company information

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### **The Board of Directors**

Blair Ainslie  
Celia Anderson  
Sid Anverali  
Paul Chilvers  
Cheree Fletcher  
Mark Frith  
Mark Goodall  
Simon Gray (CEO)  
Mark Hughes  
Richard Jenkins  
Jason Martin  
John Morse  
John Sewell  
Anna Soroko

### **Company secretary**

Birketts Secretaries Limited

### **Registered office**

Beacon Innovation Centre  
Beacon Park  
Gorleston  
Norfolk  
NR31 7RA

### **Auditor**

Lovewell Blake LLP  
Chartered Accountants  
& Registered Auditor  
Sixty Six  
North Quay  
Great Yarmouth  
Norfolk  
NR30 1HE

## EEEEGR (Company Limited by Guarantee)

### Chairman's statement

Year ended 31 March 2012

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2011/12 witnessed a major change for EEEGR. Following nearly 11 years in post, EEEGR's CEO John Best moved on to pastures new with Simon Gray being appointed the new CEO. We bid a fond farewell to John and warmly welcome Simon.

The year also finished on a high spot with the most successful SNS Conference and Innovations Awards events ever held. Both events were fully booked with waiting lists. Feedback showed clearly that they were very successful from a delegate perspective.

Looking forward to 2012/13, this should be an even more successful year for EEEGR. A rolling annual programme of events has been established and is being delivered. The events range from the exceedingly popular Breakfast Clubs (always a sell out) to newly introduced supply chain road shows, our flagship conferences, and networking events (Christmas Ball and Ladies Day at the races). The events focus on business opportunities and networking. Overall, when compared to a couple of years ago, our events programme has tripled in size.

Unique to EEEGR, is our Skills for Energy Programme. This too has expanded as existing projects embed (eg the Energy Skills foundation Programme) and other new ones are implemented (eg the Energy Engineering Degree Programmes at the University of East Anglia). More recently, the three counties of Essex, Norfolk and Suffolk have aligned programmes in this most important area. A decision regarding the funding and construction for the EPISCentre is now imminently expected and we are anticipating construction commencing as early as possible in 2013 - This will provide a unique industry-led facility for our region. The Skills for Energy Programme continues to expand and is increasingly viewed by government as "an exemplar" of what should be done (to use Lord Browne's words).

On the promotion front and in collaboration with the Norfolk & Suffolk Energy Alliance, we have a focussed drive to attract energy majors and tier 1 & 2 contractors/ developers to the region. Critical components include an annual programme of participation in carefully screened national and international energy exhibitions/ trade fairs. This is supported by the retention of a major PR firm for placing articles with national and international energy industry journals on the opportunities and advantages of the energy sector in our region - with some £30bn on investment projects over the coming five years.

Turning to consider our financial position, EEEGR has increasingly faced funding challenges. Hence, in the coming year our efforts will be on how to underpin the financial fundamentals of EEEGR. In December 2011, EEEGR was awarded a European Regional Development Fund (ERDF) contract to deliver an integrated supply chain development programme to SMEs across the low carbon energy sectors in the east of England. We hope the current uncertainty over the validity of the award, held by certain Government departments, will not be to the detriment of EEEGR's supply chain delivery programme.

As ever, EEEGR can only plan and deliver these results with the support of its members, Board of Directors and staff. A special "vote of thanks" should go to Celia Anderson who, in her role as our Interim CEO, has led a step change improvement in the professionalism of EEEGR. This was achieved in addition to her day-job as Executive Director for our Skills for Energy Programme.



Mark Goodall - Chairman of Board 17 December 2012  
Executive Chairman

## EEEEGR (Company Limited by Guarantee)

### The directors' report

#### Year ended 31 March 2012

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The directors have pleasure in presenting their report and the financial statements of the company for the year ended 31 March 2012.

#### Principal activities

The principal activity of the company during the year was to represent, promote and assist the energy industry and associated businesses, in the East of England. The company is a non-profit making association limited by guarantee. Any surplus arising in the year will be utilised in future years with a view to furthering the entity's objectives.

#### Directors

The directors who served the company during the year were as follows:

Blair Ainslie	
Celia Anderson	(appointed 22 April 2011)
Sid Anverali	
Alan Barlow (Executive Chairman)	(resigned 19 October 2012)
John Best	(resigned 31 March 2012)
Paul Chilvers	
Cheree Fletcher	
Mark Goodall	
Graham Hacon	(resigned 20 October 2011)
David Hodgkinson	(resigned 30 November 2012)
Mark Hughes	
Richard Jenkins	
Jason Martin	(appointed 22 November 2011)
John Morse	(appointed 22 November 2011)
Dave Openshaw	(resigned 28 August 2012)
Eliza O'Toole	(appointed 20 October 2011, resigned on 27 November 2012)
Stephen Rose	(resigned 14 September 2011)
Ian Sadler	(resigned 28 February 2012)
Mark Scrancher	(resigned 27 November 2012)
Anna Soroko	
Gary Williams	(retired 19 October 2012)

#### Directors' responsibilities

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

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

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

## EEEGR (Company Limited by Guarantee)

### The directors' report *(continued)*

#### Year ended 31 March 2012

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

In so far as the directors are aware:

- there is no relevant audit information of which the company's auditor is unaware; and
- the directors have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information.

#### Auditor

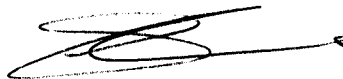
Lovewell Blake LLP shall be deemed to be re-appointed under section 487(2) of the Companies Act 2006.

#### Small company provisions

This report has been prepared in accordance with the special provisions for small companies under Part 15 of the Companies Act 2006.

Registered office:  
Beacon Innovation Centre  
Beacon Park  
Gorleston  
Norfolk  
NR31 7RA

Signed on behalf of the directors



Mr S Anverali  
Director

Approved by the directors on 17 December 2012.

# EEEEGR (Company Limited by Guarantee)

## Independent auditor's report to the members of EEEGR (Company Limited by Guarantee)

Year ended 31 March 2012

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We have audited the financial statements of EEEGR (Company Limited by Guarantee) for the year ended 31 March 2012 on pages 7 to 12. The financial reporting framework that has been applied in their preparation is applicable law and the Financial Reporting Standard for Smaller Entities (effective April 2008) (United Kingdom Generally Accepted Accounting Practice applicable to Smaller Entities).

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

### Respective responsibilities of directors and auditor

As explained more fully in the Directors' Responsibilities Statement set out on pages 3 to 4, the directors are responsible for the preparation of the Annual Report, financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements 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 (APB's) Ethical Standards for Auditors.

### Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the APB's website at [www.frc.org.uk/apb/scope/private.cfm](http://www.frc.org.uk/apb/scope/private.cfm).

### Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 March 2012 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice applicable to Smaller Entities; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### Emphasis of matter: Uncertain outcome of grant review

In forming our opinion, which is not qualified, we have considered the adequacy of the disclosures made in note 2 to the financial statements concerning the uncertain outcome of a review of a grant received from the European Regional Development Fund. The ultimate outcome of the matter cannot presently be determined and no provision for any liability which may arise has been made in the financial statements. The financial statements do not include the adjustments that would result if the company was unable to continue as a going concern.

### Opinion on other matters prescribed by the Companies Act 2006

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

## EEEGR (Company Limited by Guarantee)

### Independent auditor's report to the members of EEEGR (Company Limited by Guarantee) *(continued)*

**Year ended 31 March 2012**

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#### **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:

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

Russell Leggett FCA TEP (Senior Statutory Auditor)  
For and on behalf of LOVEWELL BLAKE LLP, Statutory Auditor

Sixty Six  
North Quay  
Great Yarmouth  
Norfolk  
NR30 1HE  
18 December 2012



# EEEGR (Company Limited by Guarantee)

## Profit and loss account

Year ended 31 March 2012

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		2012	2011
	Note	£	£
Turnover		1,750,535	944,089
Direct costs		(829,429)	(639,683)
<b>Gross profit</b>		921,106	304,406
Administrative expenses		(409,912)	(364,754)
Other operating income		–	57,000
<b>Profit/(loss) on ordinary activities before taxation</b>		511,194	(3,348)
Tax on profit/(loss) on ordinary activities	5	(46,500)	–
<b>Profit/(loss) for the financial year</b>		464,694	(3,348)

The notes on pages 9 to 12 form part of these financial statements.

# EEEEGR (Company Limited by Guarantee)

## Balance sheet

31 March 2012

	Note	2012		2011	
		£	£	£	£
<b>Fixed assets</b>					
Tangible assets	6		2,204		2,004
<b>Current assets</b>					
Debtors	7	211,142		416,076	
Cash at bank		613,738		102,742	
		<u>824,880</u>		<u>518,818</u>	
<b>Creditors: Amounts falling due within one year</b>	8	<u>(237,994)</u>		<u>(396,426)</u>	
<b>Net current assets</b>			<u>586,886</u>		<u>122,392</u>
<b>Total assets less current liabilities</b>			<u>589,090</u>		<u>124,396</u>
<b>Reserves</b>	12				
Profit and loss account	13		589,090		124,396
<b>Members' funds</b>			<u>589,090</u>		<u>124,396</u>

These financial statements have been prepared in accordance with the special provisions for small companies under Part 15 of the Companies Act 2006 and with the Financial Reporting Standard for Smaller Entities (effective April 2008).

These financial statements were approved by the directors and authorised for issue on 17 December 2012, and are signed on their behalf by:

S Anverali



S Gray



Company Registration Number: 04117847

The notes on pages 9 to 12 form part of these financial statements.

# EEEGR (Company Limited by Guarantee)

## Notes to the financial statements

Year ended 31 March 2012

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### 1. Accounting policies

#### Basis of accounting

The financial statements have been prepared under the historical cost convention, and in accordance with the Financial Reporting Standard for Smaller Entities (effective April 2008).

#### Fixed assets

All fixed assets are initially recorded at cost.

#### Depreciation

Depreciation is calculated so as to write off the cost of an asset, less its estimated residual value, over the useful economic life of that asset as follows:

Fixtures & fittings	-	20% Straight line
Office equipment	-	20 - 33% Straight line

#### Operating lease agreements

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged against profits on a straight line basis over the period of the lease.

#### Pension costs

The company operates a defined contribution pension scheme for employees. The assets of the scheme are held separately from those of the company. The annual contributions payable are charged to the profit and loss account.

#### Turnover

The turnover shown in the profit and loss account represents the amount of goods and services provided during the year, exclusive of Value Added Tax. Due to the nature of the company's income, the directors consider it appropriate to include turnover net of costs in certain instances.

Subscription income is recognised in the profit and loss account in the period in which it is invoiced. Grant income is recognised in the period to which the income relates. Core funding is recognised in the profit and loss account in the same period as the expenditure to which it relates.

### 2. Fundamental uncertainty and going concern

During the year, as part of a total award of £1.58m, the company has recognised income of £855,745 in the profit and loss account in respect of grant funding from the European Regional Development Fund (ERDF). Of this amount, £772,776 was received during the year and £82,969 is included within other debtors. Despite a successful initial audit, the executives of the ERDF have subsequently announced that they are uncertain as to whether the retrospective element of this grant, amounting to £723,877, should have been offered in the first place. This is refuted by the directors who are of the opinion that the grant was properly made. UK Government departments are considering the eligibility and the outcome of that consideration is not yet known. The financial statements have been drawn up on the basis that none of this grant is repayable.

# EEEGR (Company Limited by Guarantee)

## Notes to the financial statements

Year ended 31 March 2012

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### 3. Operating profit/(loss)

Operating profit/(loss) is stated after charging:

	2012	2011
	£	£
Staff pension contributions	17,314	9,621
Depreciation	1,106	510
Auditor's fees	<u>4,370</u>	<u>4,250</u>

### 4. Directors' remuneration

The directors' aggregate remuneration in respect of qualifying services was:

	2012	2011
	£	£
Aggregate remuneration	115,862	65,200
Value of company pension contributions to money purchase schemes	<u>12,338</u>	<u>5,000</u>
	<u>128,200</u>	<u>70,200</u>

The number of directors who accrued benefits under company pension schemes was as follows:

	2012	2011
	No	No
Money purchase schemes	<u>2</u>	<u>1</u>

### 5. Taxation on ordinary activities

Analysis of charge in the year

	2012	2011
	£	£
Current tax:		
UK Corporation tax based on the results for the year	<u>46,500</u>	-
Total current tax	<u>46,500</u>	<u>-</u>

The Corporation tax charge for the year has been reduced due to the availability of losses brought forward.

# EEEGR (Company Limited by Guarantee)

## Notes to the financial statements

Year ended 31 March 2012

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### 6. Tangible fixed assets

	Equipment £
<b>Cost</b>	
At 1 April 2011	96,905
Additions	1,306
<b>At 31 March 2012</b>	<u>98,211</u>
<b>Depreciation</b>	
At 1 April 2011	94,901
Charge for the year	1,106
<b>At 31 March 2012</b>	<u>96,007</u>
<b>Net book value</b>	
<b>At 31 March 2012</b>	<u>2,204</u>
At 31 March 2011	<u>2,004</u>

### 7. Debtors

	2012 £	2011 £
Trade debtors	117,557	234,050
Other debtors	93,585	182,026
	<u>211,142</u>	<u>416,076</u>

### 8. Creditors: Amounts falling due within one year

	2012 £	2011 £
Trade creditors	63,997	112,207
Corporation tax	46,500	-
Other taxation and social security	9,858	7,319
Other creditors	117,639	276,900
	<u>237,994</u>	<u>396,426</u>

### 9. Commitments under operating leases

At 31 March 2012 the company had aggregate annual commitments under non-cancellable operating leases as set out below.

	2012 £	2011 £
Operating leases which expire: Within 2 to 5 years	<u>2,550</u>	<u>2,550</u>

### 10. Contingencies

It is acknowledged that the grant agencies reserve the right to require part or all of any grants to be repaid if any of the conditions of the grant application have not been complied with. The directors are not aware of any breaches and no liability is therefore expected to arise.

# EEEGR (Company Limited by Guarantee)

## Notes to the financial statements

### Year ended 31 March 2012

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#### 11. Related party transactions

The company has transactions of small value in the normal course of business with entities in which directors have an interest.

During the year A T Barlow, executive chairman, provided services which cost the company £nil (2011 - £45,510).

#### 12. Company limited by guarantee

Every member of the company undertakes to contribute such amount as may be required (not exceeding £1) to the company's assets if it should be wound up.

#### 13. Profit and loss account

	2012 £	2011 £
Balance brought forward	124,396	127,744
Profit/(loss) for the financial year	464,694	(3,348)
Balance carried forward	<u>589,090</u>	<u>124,396</u>