



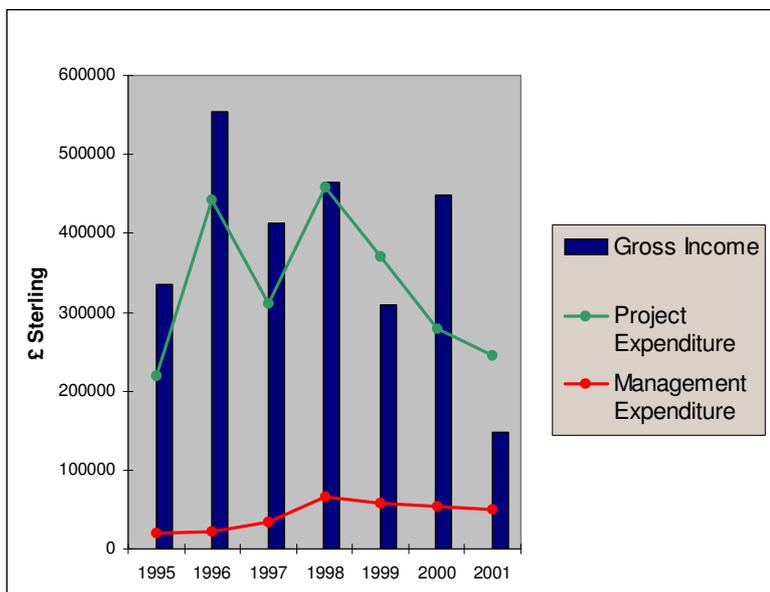
World Land Trust

Analyses of Income & Expenditure - August 2002

The World Land Trust is aware that many charities today are not transparent about how their funds are managed, in particular, what donations and grants are actually being spent on. At the WLT, we want our supporters to know how we spend our funds, and to give re-assurance that we run an efficient organisation, keeping administrative costs to a minimum.

The purpose of this document is to clearly display relevant information from the World Land Trust's accounts, to show what proportion of funds is spent on administrative costs, and consequently what proportion is spent on projects.

The current set of audited accounts of WLT is also available. Should you require a copy of these accounts, please contact Kirsty Forbes, Projects Manager on (01986) 874 422, or email: kirsty@worldlandtrust.org



Income & Expenditure Graph 1995 - 2001

1. Income & Expenditure

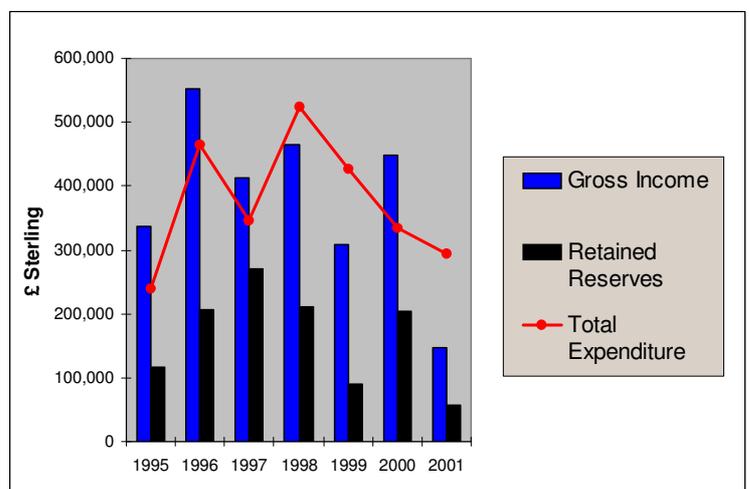
The nature of the Trust's activities means that funds raised in one calendar year are not necessarily spent in the same year, which accounts for variability clearly seen in the graph (left) "Income and Expenditure 1995 - 2001"

The dramatic fall in income that can be seen for 2001 is partly accountable to the events of September 11th. Unfortunately, that was the day the Trust had organised to launch its major fundraising initiative for the year. Ongoing expenditure was maintained using reserves from previous years.

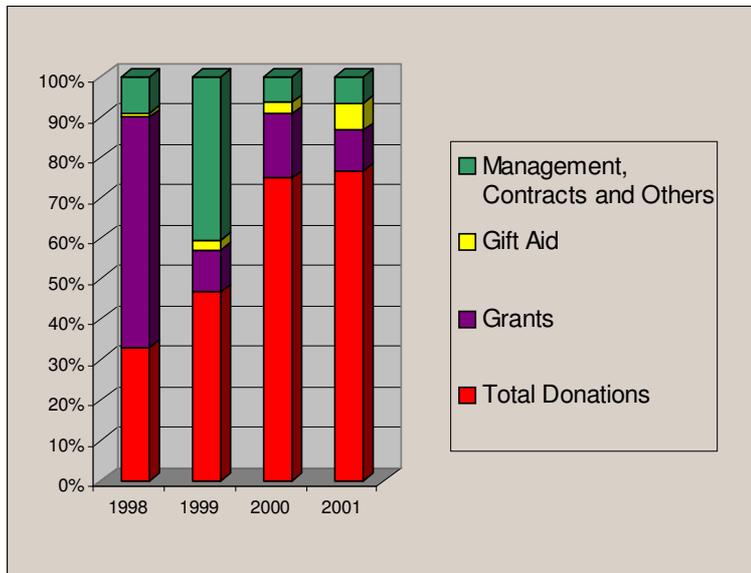
2. Retained Reserves

Since income is not often spent in the year that it is raised (particularly relevant for EU funded projects), in order to maintain cash flow, some retained reserves are essential. Although in most years, the Trust's total income has exceeded total expenditure, in 1998/1999/2001 the retained reserves have been sufficient to cover the shortfall.

The reserves are currently at their lowest for many years, largely as a result of the fall in income in the latter part of 2001.



Income & Expenditure Graph incl. Retained Reserves 1995 - 2001



3. Source of Income

Over the past four years, there have been significant changes in income (earlier data is not easily comparable due to changes in accounting procedures).

a) Donations & Gift Aid

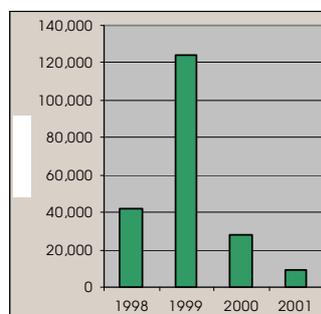
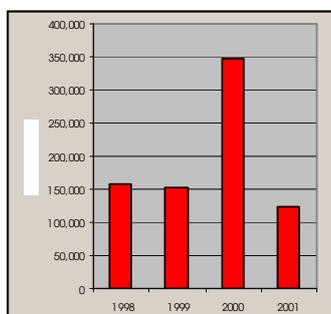
The increase is largely due to a small number of larger donations; these are being actively sought.

There has been a significant increase in tax recovered through the Gift Aid Scheme, whereby the WLT are able to reclaim an extra 22% (from the government) from donations by UK tax payers. This is partly due to changes in government policy, but is also directly related to the success of WLT in increasing the number of committed donors.

b) Management Fees

The percentage of gross income derived from management fees has declined since 1999, since the majority derived from a single large EU-funded project.

% Ratio of Annual Income 1998 - 2001

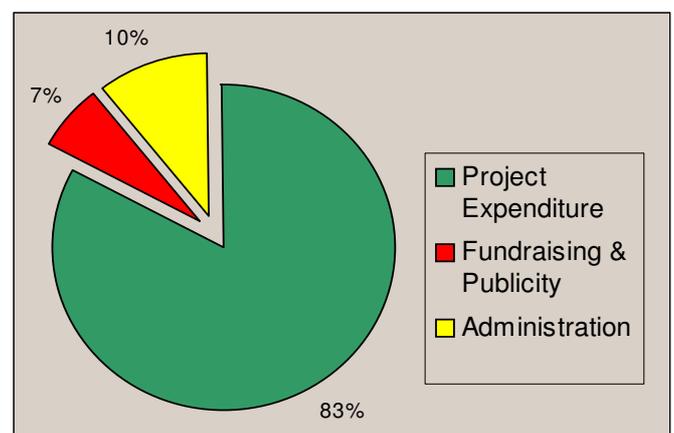
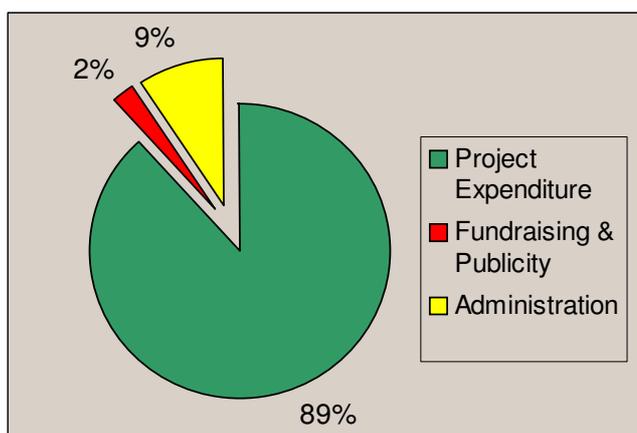


(a) Donations & Gift Aid

(b) Management/Contracts

4. Project Expenditure & Management Costs

The two graphs showing "Project Expenditure and Management Costs" (right) clearly show that the World Land Trust is an efficient organisation, with average administrative expenditure (administration, fundraising & publicity costs) only 11% for the period 1995-2001. Administrative expenditure for 2001, however, can be seen at a slightly higher proportion of 17%. This is due to a substantial loss in income due to September 11th, whilst at the same time administrative costs remaining the same.



Administrative & Project Expenditure 2001

Administrative & Project Expenditure 1995 - 2001