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FORM AR27

Trade Union and Labour Relations (Consolidation) Act 1992

ANNUAL RETURN FOR AN EMPLOYERS' ASSOCIATION

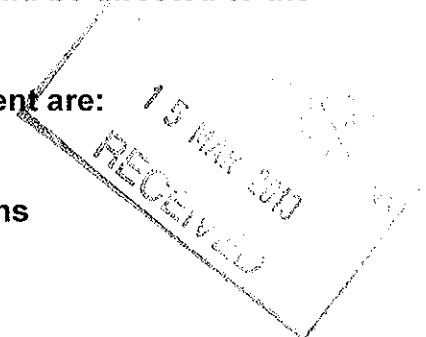
Name of Employers' Association:	<input type="text" value="National Farmers' Union"/>
Year ended:	<input type="text" value="31 October 2012"/>
List No:	<input type="text" value="245E"/>
Head or Main Office:	<input type="text" value="Agriculture House
Stoneleigh Park
Stoneleigh
Warwickshire
CV8 2TZ"/>
Website address (if available)	<input type="text" value="www.nfuonline.co.uk"/>
Has the address changed during the year to which the return relates?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No (Tick as appropriate)
General Secretary:	<input type="text" value="Kenneth Sutherland"/>
Contact name for queries regarding the completion of this return:	<input type="text" value="Tamsin Richards"/>
Telephone Number:	<input type="text" value="02476 858576"/>
e-mail:	<input type="text" value="Tamsin.Richards@nfu.org.uk"/>

PLEASE FOLLOW THE GUIDANCE NOTES IN THE COMPLETION OF THIS RETURN.
Any difficulties or problems in the completion of this return should be directed to the Certification Office as below or by telephone to: 020 7210 3734

The address to which returns and other documents should be sent are:

For Employers' Associations based in England and Wales:
Certification Office for Trade Unions and Employers' Associations
22nd Floor, Euston Tower, 286 Euston Road, London NW1 3JJ

For Employers' Associations based in Scotland:
Certification Office for Trade Unions and Employers' Associations
Melrose House, 69a George Street, Edinburgh EH2 2JG



FORM AR27

ANNUAL RETURN FOR AN EMPLOYERS' ASSOCIATION

NATIONAL FARMERS' UNION – YEAR ENDED 31 OCTOBER 2012

LIST N0: 245E

List of Officers as at 31 October 2012:-

Edmund Bailey	President NFU Wales
Thomas Binns	Member of the Governance Board
Rosemary Dunn	Member of the Governance Board
Peter Kendall	President
Robert Lasseter	Member of the Governance Board
William Martin	Member of the Governance Board
Adam Quinney	Vice President
Meurig Raymond	Deputy President
Andrew John Robertson	Director General
Charles Sercombe	Member of the Governance Board
Kenneth Sutherland	NFU Secretary

RETURN OF MEMBERS

(see note 9)

NUMBER OF MEMBERS AT THE END OF THE YEAR				
Great Britain	Northern Ireland	Irish Republic	Elsewhere Abroad (including Channel Islands)	TOTALS
96,012				96,012

OFFICERS IN POST

(see note 10)

Please attach as an annexe to this form a complete list of all officers in post at the end of the year to which this form relates, with the title of each persons office.

CHANGE OF OFFICERS

Please complete the following to record any changes of officers during the twelve months covered by this return.

Title of Office	Name of Officer ceasing to hold office	Name of Officer Appointed	Date of Change
Vice President	Gwyn Jones		22 February 2012
Vice President		Adam Quinney	22 February 2012
Member of the Governance Board	Ian Backhouse		16 April 2012
Member of the Governance Board	Charles Bourns		16 April 2012
Member of the Governance Board	Alistair Mackintosh		16 April 2012
Member of the Governance Board	Anthony Rew		16 April 2012
Member of the Governance Board		Thomas Binns	16 April 2012
Member of the Governance Board		Robert Lasseter	16 April 2012
Member of the Governance Board		William Martin	16 April 2012
Member of the Governance Board		Charles Sercombe	16 April 2012
Director General	Kevin Roberts		26 September 2012
Director General		Andy Robertson	26 September 2012

REVENUE ACCOUNT/GENERAL FUND

(see notes 11 to 16)

Previous Year			£	£
	INCOME			
29,136,412	From Members	Subscriptions, levies, etc	29,545,299	
1,452,492	Investment income	Interest and dividends (gross)	899,449	
92,722		Bank interest (gross)	35,488	
8,613		Profit on Sale of Investments	62,083	
(2,369,508)		Movement in value of listed investments	1,854,249	
1,459,774	Other income	Rents received	1,537,137	
(368,647)		Impairment of Investments	368,647	
29,411,858				34,302,352
		TOTAL INCOME		
	EXPENDITURE			
	Administrative expenses			
14,749,061		Remuneration and expenses of staff	14,821,797	
1,763,302		Occupancy costs	1,370,200	
1,130,228		Printing, Stationery, Post		
2,336,319		Telephones	1,153,661	
1,748,856		Legal and Professional fees	1,975,548	
		Cost of Sales	1,982,211	
26,749	Other charges	Bank charges	23,112	
698,511		Depreciation	635,245	
1,074,346		Donations/Grants made	1,274,869	
5,289,513		Miscellaneous (specify)	5,395,944	
1,209,708	Taxation		902,604	
30,026,593		TOTAL EXPENDITURE		29,535,191
(614,735)		Surplus/Deficit for year		4,767,161
79,445,480		Amount of fund at beginning of year		78,830,745
78,830,745		Amount of fund at end of year		83,597,906

Miscellaneous Expenses

	Current year	Previous Year
Members representation	2,789,163	2,563,513
Promotional Activities	998,724	915,940
Repairs and Maintenance	806,523	744,046
General insurance	327,413	329,170
Vehicle Insurance and Licences	57,897	50,792
Lease Rentals	311,757	417,651
Interest Payable	967	1,612
Project Costs	103,500	266,789
	5,395,944	5,289,513

ACCOUNTS OTHER THAN THE REVENUE ACCOUNT/GENERAL FUND

(see notes 17 to 18)

ACCOUNT 2		Fund Account	
Name of account:		£	£
Income	From members Investment income Other income (specify)		
		Total Income	
Expenditure	Administrative expenses Other expenditure (specify)		
		Total Expenditure	
		Surplus (Deficit) for the year	
		Amount of fund at beginning of year	
		Amount of fund at the end of year (as Balance Sheet)	

ACCOUNT 3		Fund Account	
Name of account:		£	£
Income	From members Investment income Other income (specify)		
		Total Income	
Expenditure	Administrative expenses Other expenditure (specify)		
		Total Expenditure	
		Surplus (Deficit) for the year	
		Amount of fund at beginning of year	
		Amount of fund at the end of year (as Balance Sheet)	

ACCOUNTS OTHER THAN THE REVENUE ACCOUNT/GENERAL FUND

(see notes 17 to 18)

ACCOUNT 4		Fund Account	
Name of account:		£	£
Income	From members		
	Investment income		
	Other income (specify)		
		Total Income	
Expenditure	Administrative expenses		
	Other expenditure (specify)		
			Total Expenditure
		Surplus (Deficit) for the year	
		Amount of fund at beginning of year	
		Amount of fund at the end of year (as Balance Sheet)	

ACCOUNT 5		Fund Account	
Name of account:		£	£
Income	From members		
	Investment income		
	Other income (specify)		
		Total Income	
Expenditure	Administrative expenses		
	Other expenditure (specify)		
			Total Expenditure
		Surplus (Deficit) for the year	
		Amount of fund at beginning of year	
		Amount of fund at the end of year (as Balance Sheet)	

ACCOUNTS OTHER THAN THE REVENUE ACCOUNT/GENERAL FUND

(see notes 17 to 18)

ACCOUNT 6		Fund Account	
Name of account:		£	£
Income	From members		
	Investment income		
	Other income (specify)		
	Total Income		
Expenditure	Administrative expenses		
	Other expenditure (specify)		
	Total Expenditure		
	Surplus (Deficit) for the year		
	Amount of fund at beginning of year		
	Amount of fund at the end of year (as Balance Sheet)		

ACCOUNT 7		Fund Account	
Name of account:		£	£
Income	From members		
	Investment income		
	Other income (specify)		
	Total Income		
Expenditure	Administrative expenses		
	Other expenditure (specify)		
	Total Expenditure		
	Surplus (Deficit) for the year		
	Amount of fund at beginning of year		
	Amount of fund at the end of year (as Balance Sheet)		

BALANCE SHEET AS AT []
(see notes 19 and 20)

Previous Year		£	£
17,126,456	Fixed Assets (as at page 11)	18,352,878	
	Investments (as per analysis on page 13)		
42,896,584	Quoted	49,604,863	
33,640,000	Investment Property	35,700,000	
93,663,040	Total Investments		103,657,741
	Other Assets		
2,443,712	Sundry debtors	2,915,275	
8,039,614	Cash at bank and in hand	5,323,408	
10,483,326	Total of other assets	8,238,683	
104,146,366	TOTAL ASSETS		111,896,424
25,910,468	Capital Reserve	25,910,468	
21,106,165	Accumulated Fund	20,391,468	
5,359,814	Revaluation of Investment	8,918,149	
26,454,298	Revaluation Reserve	28,377,821	83,597,906
	Liabilities		
4,903,625	Pension Liability	16,681,960	
620,185	Bank overdraft	565,102	
624,697	Tax payable	826,652	
2,487,106	Sundry creditors	2,881,602	
4,600,378	Accrued expenses	4,769,957	
12,079,630	Provisions	2,573,245	
25,315,621	TOTAL LIABILITIES		28,298,518
104,146,366	TOTAL ASSETS		111,896,424

FIXED ASSETS ACCOUNT

(see note 21)

	F/Hold Property	Fixtures, Fittings & Vehicles	L/Hold Property & Under Construction	Total
	£	£	£	£
COST OR VALUATION				
At start of period	6,532,956	737,305	9,856,195	17,126,456
Additions during period	356,072	179,349	1,469,426	2,004,847
Less: Disposals during period	(93,789)	-	-	(93,789)
Less: DEPRECIATION:	(109,050)	(400,173)	(209,586)	(718,809)
Add back on disposals	34,173			34,173
Total to end of period				
 BOOK AMOUNT at end of period				
 Freehold				
 Leasehold (50 or more years unexpired)				
 Leasehold (less than 50 years unexpired)				
 AS BALANCE SHEET	6,720,362	516,481	11,116,035	18,352,878

ANALYSIS OF INVESTMENTS

(see note 22)

		Other Funds £	
QUOTED	British Government & British Government Guaranteed Securities		
	British Municipal and County Securities		
	Other quoted securities (to be specified)		
	42,896,584	TOTAL QUOTED (as Balance Sheet)	49,604,863
		*Market Value of Quoted Investments	
UNQUOTED	British Government Securities		
	British Municipal and County Securities		
	Mortgages		
	Other unquoted securities (to be specified)		
		TOTAL QUOTED (as Balance Sheet)	
	*Market Value of Unquoted Investments		

* Market value of investments to be stated where these are different from the figures quoted in the balance sheet

ANALYSIS OF INVESTMENT INCOME (CONTROLLING INTERESTS)

(see notes 23 to 25)

Does the association, or any constituent part of the association, have a controlling interest in any limited company?		YES ✓	NO
If YES name the relevant companies:			
COMPANY NAME NFU Services Limited (formerly known as Associa Ltd)	COMPANY REGISTRATION NUMBER (if not registered in England & Wales, state where registered) 3687910		
INCORPORATED EMPLOYERS' ASSOCIATIONS			
Are the shares which are controlled by the association registered in the association's name		YES	NO
If NO, please state the names of the persons in whom the shares controlled by the association are registered.			
COMPANY NAME	NAMES OF SHAREHOLDERS		
NFU Services Limited (formerly known as Associa Ltd)	National Farmers' Union Trust Co Limited		
UNINCORPORATED EMPLOYERS ASSOCIATIONS			
Are the shares which are controlled by the association registered in the names of the association's trustees?		YES	NO ✓
If NO, state the names of the persons in whom the shares controlled by the association are registered.			
COMPANY NAME	NAMES OF SHAREHOLDERS		
NFU Services Limited (formerly known as Associa Ltd)	National Farmers' Union Trust Co Limited		

SUMMARY SHEET

(see notes 26 to 35)

	All funds except Political Funds £	Political Funds £	Total Funds £
INCOME			
From Members	29,545,299		29,545,299
From Investments	997,020		997,020
Other Income (including increases by revaluation of assets)	3,760,033		3,760,033
Total Income	34,302,352		34,302,352
EXPENDITURE (including decreases by revaluation of assets)			
Total Expenditure	29,535,191		29,535,191
Funds at beginning of year (including reserves)	78,830,745		78,830,745
Funds at end of year (including reserves)	83,597,906		83,597,906
ASSETS			
Fixed Assets			18,352,878
Investment Assets			85,304,863
Other Assets			8,238,683
		Total Assets	111,896,424
LIABILITIES			
		Total Liabilities	28,298,518
NET ASSETS (Total Assets less Total Liabilities)			83,597,906

NOTES TO THE ACCOUNTS

(see note 36)

All notes to the accounts must be entered on or attached to this part of the return.

See attached accounts

ACCOUNTING POLICIES

(see notes 37 and 38)

see attached accounts

SIGNATURES TO THE ANNUAL RETURN

(see notes 39 and 40)

including the accounts and balance sheet contained in the return.

Secretary's Signature: _____ <i>Ken Sutherland</i>	Director General's Signature: _____ <i>Andy Robertson</i> <small>(or other official whose position should be stated)</small>
Name: <u>Ken Sutherland</u>	Name: <u>Andy Robertson</u>
Date: <u>23/2/2013</u>	Date: <u>25/2/13</u>

CHECK LIST

(see note 41)

(please tick as appropriate)

IS THE RETURN OF OFFICERS ATTACHED? (see Page 3)	YES		NO	
HAS THE RETURN OF CHANGE OF OFFICERS BEEN COMPLETED? (see Page 3)	YES		NO	
HAS THE RETURN BEEN SIGNED? (see Note 38)	YES		NO	
HAS THE AUDITOR'S REPORT BEEN COMPLETED (see Note 39)	YES		NO	
IS A RULE BOOK ENCLOSED? (see Note 40)	YES		NO	
HAS THE SUMMARY SHEET BEEN COMPLETED (see Notes 6 and 25 to 34)	YES		NO	

AUDITOR'S REPORT

(see notes 42 to 47)

made in accordance with section 36 of the Trade Union and Labour Relations (Consolidation) Act 1992.

1. In the opinion of the auditors or auditor do the accounts they have audited and which are contained in this return give a true and fair view of the matters to which they relate?
(See section 36(1) and (2) of the 1992 Act and notes 43 and 44)

YES/~~NO~~
If "No" please explain below.

2. Have the auditors or auditor carried out such investigations in the preparation of their audit report as will enable them to form an opinion as to:
 - (a) whether the trade union has kept proper accounting records in accordance with section 28 of the 1992 Act;
 - (b) whether it has maintained a satisfactory system of control over its transactions in accordance with the requirements of that section; and
 - (c) whether the accounts to which the report relates agree with the accounting records?(See section 36(3) of the 1992 Act, set out in note 43)

YES/~~NO~~
If "No" please explain below.

3. Are the auditors or auditor of the opinion that the union has complied with section 28 of the 1992 Act and has:
 - (a) kept proper accounting records with respect to its transactions and its assets and liabilities; and
 - (b) established and maintained a satisfactory system of control of its accounting records, its cash holding and all its receipts and remittances.(See section 36(4) of the 1992 Act set out in note 43)

YES/~~NO~~
If "No" please explain below.

4. Please set out a copy of the report made by the auditors or auditor to the union on the accounts to which this AR27 relates. The report is to set out the basis upon which the audit has been conducted and/or such other statement as the auditor considers appropriate. Such a statement may be provided as a separate document.
(See note 45)

AUDITOR'S REPORT (continued)

see attached report

Signature(s) of auditor or auditors:	Baker Tilly UK Audit LLP	
Name(s):	BAKER TILLY UK AUDIT LLP	
Profession(s) or Calling(s):	STATUTORY AUDITOR	
Address(es):	3RD FLOOR, ONE LONDON SQUARE CROSS LANE GUILDFORD SURREY GU1 1LN	
Date:	11 MARCH 2013	
Contact name and telephone number:	GRAEME MILES 01483 307052	

N.B. When notes to the accounts are referred to in the auditor's report a copy of those notes must accompany this return.

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF THE NATIONAL FARMERS' UNION

We have audited the Group and NFU financial statements (the "financial statements") on pages 6 to 33. 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).

This report is made solely to the NFU's members, as a body, in accordance with section 36 of the Trade Union and Labour Relations (Consolidation) Act 1992. Our audit work has been undertaken so that we might state to the NFU'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 NFU and the NFU's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of officers and auditor

The Officers' responsibilities for preparing the Annual Report and 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 Officers' Responsibilities. As explained more fully in the Statement of Officers' Responsibilities set out on page 4, the officers are responsible for the preparation of the 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.

Opinion on financial statements

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 affairs of the group and the NFU at 31 October 2012 and of the group's income and expenditure for the year then ended; and
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and with the Trade Union and Labour Relations (Consolidation) Act 1992.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Trade Union and Labour Relations (Consolidation) Act 1992 requires us to carry out such investigations and will enable us to form an opinion as to whether:

- proper accounting records have been kept in accordance with the requirements of the legislation; or
- a satisfactory system of control over transactions has been maintained in accordance with the requirements of the legislation; or
- the accounts to which the report relates are in agreement with the accounting records; and
- to state in our report if, in our opinion, the NFU has not complied with any of the above.

Baker Tilly UK Audit LLP

Baker Tilly UK Audit LLP
Statutory Auditor
Guildford
23 January 2013