

# FINANCIAL REPORT 2012

**APRIL 2013** 

VISMARKT 15
6511 VJ NIJMEGEN
NETHERLANDS
T. 31-24-3249220
CONTACT@BANKTRACK.ORG
WWW.BANKTRACK.ORG



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#### **CONTACT:**

JOHAN FRIJNS

BANKTRACK

VISMARKT 15

6511 VJ NIJMEGEN

NETHERLANDS

JOHAN@BANKTRACK.ORG

31-24-3249220



#### 1 Introduction

2012 was a year of change and further development for BankTrack. With the endorsement of our Strategic plan 2012-2014 in April 2012, our 36 member groups once more committed themselves to pool their capacity and resources together with the aim to systematically and meticulously track the policy developments and business decisions of leading international banks.

The new framework provided by this plan, backed up with sufficient funding to start implementing it over the course of the year, proved to be of great help in this collective effort to hold the banking sector accountable. For example, it allowed us to expand the number of banks and controversial deals that we keep under surveillance and to map out trends in finance in key sectors such as the oil, gas and coal industry and the nuclear sector. Our member groups continued to engage with numerous banks on the sustainability impact of their lending and investment policies, whereas the network almost by tradition led wider NGO efforts to further strengthen the Equator Principles. On an organisational note, we were able to further strengthen our network, this by developing a robust online -internal- training programme that we then used to conduct campaigners trainings in Brazil, Russia and China. More information on all our work can be found in our annual report 2012, forthcoming.

While 2012 was therefore a productive year, Unfortunately, towards the end of the year, the secretariat also encountered some obstacles; it proved more difficult than expected to secure sufficient funding for 2013 and beyond, which forced us to trim down our costs and terminate a number of staff positions. As a result, we finished the year with a secretariat half the size of when we began, way below what is needed to adequately coordinate our ever growing network. At the time of writing –March 2013- we this funding gap is not yet resolved, which puts restraints on our capacity and activities as we proceed.

#### **STAFFING AT SECRETARIAT**

The secretariat started 2012 with a team of seven persons. At the end of the year, BankTrack directly employed a team of three, with an additional campaign coordinator part of our team but formally employed by our member group Les Amis de la Terre in France. This brings the total staff capacity early 2013 at 2.9 fte, down from 5.1 at the end of 2011 and substantially below what is needed to adequately run the secretariat. Provided we will find sufficient funds, we aim to expand staff in 2013 with two paid positions plus a number of interns and volunteers.

#### **SALARY POLICY**

BankTrack is following the Dutch 'CAO Welzijn' as guidance for its salary policy, as far as our financial situation permits us to do so. All secretariat staff is paid according to our 'salary policy', updated yearly to take changes in legislation and new agreements within our steering committee into account. Compared to 2011 there have been no substantial changes in this policy other than increases in



periodicals in line with the salary tables of the CAO Welzijn. In 2013, the salary policy will be integrated into the comprehensive management manual of BankTrack, forthcoming.

#### **FINANCIAL SUPPORT AND CHALLENGES**

We are grateful for the financial support that we have received from the core group of funders that has stood with us for many years now. The Mott Foundation (supporting us since 2003), Oxfam Novib (since 2004) the Sigrid Rausing Trust (since 2007) in 2012 all provided us with multi-year general purpose grants. In addition, the Netherlands based Adessium Foundation provided us with a project grant to help us strengthen BankTrack in the so called BRIC countries (Brazil, Russia, India, China). We also used part of the project grant already obtained from the JMG Foundation in 2011 to finance a training for Chinese NGOs.

For 2013 we are faced with more challenges in securing our income. The support received from the Adessium foundation in 2012 was not extended into 2013, leading to a drop of 100.000 euro in our initial projected income for 2013. Our other core funders consider providing grants on a one year basis instead of multi-year support, leading to greater insecurity of our funding base. Faced with these developments, coordinator and steering committee of BankTrack are currently exploring how we can further diversify our income base for the years to come. Options include seeking support from new funders, actively soliciting donations, increase the direct contributions from our members, and inviting voluntary fees for services delivered to external parties.

#### **FINANCIAL RESERVES**

Despite the funding constraints encountered at the end of the year, we have managed to increase our general reserves to 111.513 euro, an increase of 16.385 euro compared to the end of 2011 (95.128 euro). This is in line with our target to increase our reserves with 15.000 euro per year, mainly through membership contributions. Having these reserves in place allows us to cover salary costs of our staff for at least one year and implement most of our work plans, even if there were to be a reduction in our income in 2013. Our target for end 2014 remains to have secured a reserve of 140.000 euro.

Nijmegen, April 2013

Johan Frijns, Director



## 2 BALANCE SHEET

		Decei	mber 31, 20	12	December 31, 20	11
CURRE	ENT ASSETS					
		Specification	n*			
Fixed a			4.070		2.047	
	Tangible fixed assets	*1	1.970		2.847	
				1.970		2.847
Cl-:						
Claims	Deposits	2	2.300		2.300	
	Paid in advance	3	2.300		2.300	
	Accounts receivable	4	_		1.987	
	Accounts receivable	_		2 200		4.500
				2.300		4.539
Cash a	t banks	5		171.414		309.980
			_	175.684	· <del>-</del>	317.365
			=		=	
		Decei	mber 31, 20	12	December 31, 20	11
CURRE	ENT LIABILITIES					
Genera	al reserve account					
Genera	Reserve value at January 1		95.128		76.520	
	Balance financial year		16.385		18.608	
	Januarios irriantesar year			444 542		05.420
				111.513		95.128
Proiect	ts reserve account					
,	Reservations long term income	6	48.331		115.531	
	Reservations ongoing projects	7	3.000		3.500	
	5 5. ,	_		51.331		119.031
				31.331		113.031
Accour	nts payable					
	Received in advance	8	-		70.000	
	Salaries, taxes, social contributions	9	9.201		13.819	
	Remaining accounts payable	10	3.638		19.387	
		_		12.839		103.206
			_	175.684	_	317.365
			=	0,00	- =	0,00

<sup>\*</sup> see 'specification balance sheet'



## 3 PROFIT AND LOSS ACCOUNT

		2012		2011	
INCOME	Specification	n*			
Grants	1	393.583		339.070	
interest earnings	2	5.610		3.760	
otherincome	3	10.775		15.456	
	_		409.968		358.287
Total income		_	409.968		358.287
		_		_	
		2012		2011	
EXPENDITURES	_				
1. ORGANISATION					
1.1&1.2 Staff					
Staff costs	4		244.695		212.202
1.3 Secretariat					
Housing costs	5	10.761		11.571	
Secretariat	6	29.378		36.449	
Depreciation equipment		2.455		3.846	
	_		42.595		51.866
2. WORK AREAS					
2.1 Network development	7	76.576		28.491	
2.2 Bank focused campaigns	8	24.906		23.954	
2.3 Project focused campaigns	9	2.250		3.761	
2.4 Issue focused campaigns	10	2.562		19.405	
	_		106.293		75.611
Total expenditures		-	393.583	_	339.678
Result			16.385		18.608
		_	409.968		358.287



## 4 SPECIFICATION BALANCE SHEET

#### **CURRENT ASSETS**

Depreciation till Dec 31, 2011       4.591-       9.119-         Book value Dec 31, 2011       464       2.383         Investments 2012       -       1.578	6.557 3.710- 2.847 1.578
Book value Dec 31, 2011       464       2.383       2         Investments 2012       -       1.578       1	2.847 1.578
Investments 2012 - 1.578	1.578
Depreciation 2012 464 1 001	
Dehlecianou 5015 404- 1.331- 5	2.455-
Book value Dec 31, 2012 - 1.970	1.970
December 31, 2012 December 31, 2011	
2 Deposits	
Deposit rent 2.300	2.300
3 Paid in advance	
Div. office costs 251	
	251
4 Accounts receivable	
Network contributions 1.600	
Other accounts receiveable 387	
	1.987
<del></del>	
5 Cash at banks	
Triodos bank 28.464 70.820	
Triodos savings account 69.951 78.200	
ASN bank savings account 73.000 160.960	
<u>171.414</u> <u>309</u>	9.980



#### **CURRENT LIABILITIES**

	December 31, 201	2	December 31, 2011	
6 Reservations long term income				
CS Mott Foundation			70.976	
JMG Foundation	7.211		32.511	
Sigrid Rausing Trust	12.011		12.044	
Oxfam-Novib	29.109		-	
		48.331		115.531
	=	10.331	:	110.001
7 Reservations ongoing projects				
Auditor (est.)	3.000		3.500	
		3.000		3.500
	=	3.000	:	3.300
8 Received in advance				
Ades sium Foundation			70.000	
				70.000
	=		:	70.000
9 Salaries, taxes and social contributions				
Reservation holiday supplement	3.823		5.987	
Pay-as-you-earn-income-tax	5.454		8.008	
Pensions	75-		77-	
Net salaries			99-	
		9.201		13.819
	<del>-</del>		=	
10 Remaining accounts payable				
Staff AdT France	2.296		2.935	
Other accounts payable	1.342		911	
VROM-SMOM			13.888	
Travel costs strategy meeting			1.653	
		3.638		19.387



## 5 SPECIFICATION PROFIT AND LOSS ACCOUNT

INCOME	2012		2011	
1 Grants				
CS Mott Foundation	90.575		57.929	
Sigrid Rausing Trust ('10-'12)	76.817		82.140	
Oxfam Novib ('09-'11)	100.891		193.421	
JMG Foundation ('11-'13)	25.300		6.189	
Adessium Foundation	100.000			
VROM (Dutch ministry for environment)			608-	
		393.583		339.070
2 Interest earnings				
on bank accounts	5.610		3.760	
		5.610		3.760
3 Other income				
Member support, fees	10.700		12.576	
income other	75		2.880	
		10.775		15.456



EXPENDITURES	2012		2011	
1. ORGANISATION				
4 1.1 &1.2 Staff				
Gross salaries	161.711		126.324	
Social contributions	25.314		18.144	
Pension contributions	9.504		7.789	
Reservation holiday money	2.165-		846	
Staff commuting costs	9.610		7.342	
Premiums health insurance act	1.724		2.385	
Staff at AdT France	36.800		40.000	
Training, education & coaching	1.368		8.686	
Other staff costs	828		687	
	=	244.695	=	212.202
5 1.3 Housing costs				
Rent, housing costs	10.761		11.571	
Herry Housing costs		40.764		444
	=	10.761	=	11.571
6 1.3 Secretariat				
Insurances	192		202	
Communication costs, hosting	3.909		2.521	
Supplies	1.756		3.047	
Copy, printing	586		377	
Representation costs	749		2.395	
Documentation	750		869	
Other secretariat costs	251		143	
Travel staff	1.894		2.211	
Translations	1.364			
IT, website & design	8.797		19.047	
Climate compensation fund	-		1.176	
Bookkeeping and salary administration	4.480		1.239	
Auditor	1.910		2.710	
Legal advice	2.314			
Banking costs	427		510	
	=	29.378	=	36.449



EXPENDITURES (CONTINUED)	2012		2011	
2. WORK AREAS				
7 2.1 Network development				
Strategy meetings	2.740		10.109	
Training activities, BRIC programme	73.835		3.068	
Outreach and presentation			160	
External evaluation			15.153	
		76.576		28.491
8 2.2 Bank focused campaigns	_	_		_
Travel bank meetings	1.685		8.004	
Research and publications	23.221		15.950	
nooda, di a pad nodiono		24.006		22.05.4
	=	24.906	=	23.954
9 2.3 Project focused campaigns				
Research and publications (SRF)	2.250		3.700	
Travel and fact finding missions			61	
		2.250		3.761
10 2.4 Issue focused campaigns	=		_	
Travel campaign events	2.562		4.285	
Research and publications	2.502		10.120	
Support partners, other costs			5.000	
Support partners, other costs				
	=	2.562	_	19.405



#### 6 Breakdown of expenditures by grant maker

In 2012 BankTrack received financial support from five different funders (including grants received earlier and used in 2012). Support was provided both for core operating costs as well as specific research and other projects. In addition, we received income from a number of other sources, primarily membership fees. The following pages provide a breakdown of expenditures as they were covered in the budget of our respective funders.

#### **CHARLES STEWART MOTT FOUNDATION**

Contract period Budget, according to contract	Jan 1st 2011 - D US\$ 200.000	ec 31st 2012		
	Result		Budget	
INCOME				
CS Mott Foundation advance 2011	70.976		14.416	
CS Mott Foundation 2012	19.600		76.160	
	=	90.575	=	90.576
EXPENDITURES				
Staff costs				
	65.074		64.655	
		65.074		64.655
Secretariat				
overhead	22.762		19.100	
		22.762		19.100
Network development				
Strategy meeting	2.740		6.000	
		2.740		6.000
Unforeseen			821	
		-		821
	_	90.575	_	90.576
Balance 31/12/2012	=	-	=	-



### SIGRID RAUSING TRUST

Contract period	March 1st 2010 until February 28, 2013				
Budget, according to contract	£ 195.000(£65	5.000 per year)			
	Result		Budget		
INCOME					
Transfer from previous year		12.044		12.044	
Sigrid Rausing Trust 2012		76.784		76.683	
	-	88.828	_	88.727	
EXPENDITURES	=		=		
Staff costs					
	60.767		65.000		
		60.767		65.000	
Secretariat					
Overhead	10.652		15.100		
Translations			2.000		
		10.652		17.100	
Network development					
Network development			4.000		
		-		4.000	
Bank focused campaigns					
travel bank meetings Research and publications	1.685 2.250		2.000		
Research and publications		2.025		2.000	
		3.935		2.000	
Project focused campaigns  Travel / fact finding missions			700		
mavery race minding missions				700	
		-		700	
Issue focused campaigns  Travel campaign events	1.462				
naver campaign events		1.462			
		1.462		-	
unforeseen	-		_	27	
	=	76.817	=	88.827	
Balance 31/12/2012	=	12.011	=	-	

#### Reservations

 Sigrid Rausing Trust 2013
 12.011

 12.011
 12.011



### OXFAM NOVIB

Contract period Budget, according to contract	January 1, 2012 until December 31th, 2014 € 390.000				
	Result		Budget		
INCOME					
Oxfam Novib 2012	130.000		130.000		
		130.000		130.000	
EXPENDITURES					
Staff costs Staff costs					
	90.605		100.066		
		90.605		100.066	
Secretariat					
Overhead	9.186		22.200		
		9.186		22.200	
Network development					
New membership outreach			400		
		-		400	
Project focused campaigns					
Travel / fact finding missions			4.100		
Research and publications			670		
Others			2.500		
		-		7.270	
Issue focused campaigns					
travel campaign events	1.100				
		1.100		-	
Unforeseen				64	
	•	100.891	_	130.000	
Balance 31/12/2012	:	29.109	= =	-	



## ADESSIUM FOUNDATION

Contract period Budget, according to contract	January 1st, 2012 until December 31st, 2012 € 100.000				
	Result		Budget		
INCOME					
Adessium 2012	100.000		100.000		
		100.000		100.000	
EXPENDITURES					
Staff costs					
	21.381		18.760		
		21.381		18.760	
Secretariat					
Translations	1.364		2.400		
		1.364		2.400	
Network development					
Training activities	58.835		51.100		
(BRIC programme)					
		58.835		51.100	
Bank focused campaigns					
Research and publications	18.421		25.885		
		18.421		25.885	
Project evaluation				1.200	
Unforeseen				655	
	_ _	100.000	_	100.000	
Balance 31/12/2012	<del>-</del>	-	=	-	
	_	<del></del>	_		



### **JMG FOUNDATION**

	Contract period Budget, according to contract	unspecified € 38.700			
		Result		Budget	
INC	OME				
	Transfer from previous year	32.511		32.511	
			32.511		32.511
EXF	PENDITURES				
	Staff costs Staff costs	F F00		F F00	
		5.500	5.500	5.500	5.500
	Network development		5.500		3.300
	Training activities (BRIC programme)	15.000		9.400	
			15.000		9.400
	Bank focused campaigns				
	Research and publications	4.800		9.000	
	Translations		4.000	1.211	40 244
			4.800		10.211
	Project focused campaigns Travel / fact finding missions			3.900	
	Research and publications			2.000	
	Project campaigns other			1.500	
			-		7.400
		•	25.300	_	32.511
Bala	ance 31/12/2012	:	7.211	=	-
Res	ervations				
	JMG foundation 2013	7.211			
			7.211		



### NON-EARMARKED INCOME AND OWN RESOURCES

	Result	Budget
INCOME		
Member support, fees	10.700	7.000
Interest earnings	5.610	4.000
Income other	75	
	16.38	5 11.000
EXPENDITURES		
	-	
Balance 31/12/2012	16.38	5 11.000



### **AUDITOR STATEMENT**

In paper version of report



## ANNEX 1 BUDGET 2012, AS COVERED BY GRANT MAKER

The tables on the next pages provide an overview of how the work budget for 2012 was covered by the contributions per grant maker. Please note that the format of our work budget over 2012 has been adapted from previous versions sent to funders, this to achieve compatibility with the budget format that we will use from 2013 onwards.



1	Japana .	:46.	8	8 8	S. OF	OF OF		sned isned	ONT ISPED	SAN SAN	Ade	SON SON	MISSON
EXPENDITURES						COVER	9	NDER					
	one	enro	enro		enro		enro		enro		enro		enro
1. ORGANISATION													
1.1 salary costs													
coordinator (director) JF	81.011	81.634	26.044	26.000	26.044	24.454	12.923	12.600			16.000	18.581	
operations manager (WP)	43.820	34.620	17.528	14.200	17.528	13.420	8.764	7.000					
communication officer (BJ)	39.496	28.648	15.798	11.000	15.798	11.648	7.900	000'9					
communication officer (RB))		4.529		4.529									
campaign assistant (JS)	38.085	32.406			14.912	11.106	14.913	13.000	5.500	5.500	2.760	2.800	
financial & office assistant (RVV)	10.569	12.486	5.285	9.345	5.284	3.141							
dimate campaign coordinator (YL)	31.000	36.800			14.500	20.300	14.500	16.					2.000
salary cost sall staff		1.765				903		862			1		
total salary costs	243.981	232.888	64.655	65.074	94.066	84.972	59.000	55.962	5.500	5.500	18.760	21.381	2.000
1.2 other staff costs													
staff commuting	12.000	9.610			000'9	4.805	000.9	4.805					
training, education & coaching	3.000	1.368		88	1.500		1.500	684					
volunteers, trainees	2.400	0											2.400
staff cost, other	1.800	828				828	1.800						
total staff costs	19.200	11.806	0	684	7.500	5.633	9.300	5.489	0	0	0	0	2.400
1.3 secretariat													
housing costs	12.000	10.761	4.000	3.500	4.000	3.761	4.000						
insurances	300	192	300	7.715		4.958		4.500					
communication costs, hosting	5.200	3.909	1.000		1.200		1.000						2.000
supplies	3.000	1.756	1.000		1.000		1.000						
copy, printing	1.600	286	800		800								
representation costs	1.800	749			1.000		800						
documentation	009	750			009								
other secretariat costs	1.200	251	400		400		400						
travel staff	2.000	1.894	1.800		2.400		800						
translation	7.611	1.364					2.000		1.211		2.400	1.364	2.000
text writing	2.000		009										1.400
IT, website and design	12.000	8.797	5.000	7.863	90009	467	1.000	467					
bookkeeping and salary admin	4.000	4.480	1.500	3.000	1.500		1.000	1.500					
auditor	3.000	1.910	1.000		1.000		1.000						
legal advice	0	2.314											
bank costs	200	427	200										
depreciation equipment	2.800	2.455	1.200		800		800						
total secretariat	52.311	42.595	19.100	22077	201	7010	12 800	0000	770 7	•			



						6							
रोक	<sup>1</sup> 860 <sub>14</sub>	OF		Right Hone	ide Hous	Wileyo Straggoniego		The dispersion of the Control of the	ON ON	SECONI SECONI	S. S	EFORGLING PA	Coll. Mo
BORNETURES						SARR		誓					
	euro	euro	one		eno	H	ento		euro		erro		euro
2 WORKARFAS													
2.1 network development													
networkstrategy meetings	0009	2.740	9000	2740									
training activities, BRC programme	60500	73.835							9.400	15.000	51.100	58.835	
campaignsupport members	0												
outreachand presentation	1800				400								1.400
netwarkdevelopment other	10000						4.00						999
total retwork development	78300	75.576	60D	2740	400	0	4000	0	9400	15000	51.100	0	7.400
22 Bankfæusedcampaigns													
travel bank meetings and events	2000	1.685					2.000	1685					
research and publications	34.885	23.221							9.000	4.800	25.885	18421	
bank foused campaign other	2000												2.000
total bank manitoring	38885	24,906	0	0	0		2000	1685	<i>300</i> 0	4800	25885	18.421	2000
23 Prjed foused campaigns													
travel/fact finding missions	8700				4100		<b>@</b>		3.900				
research and publications (SRF)	4,000	2.250			029			2250	2.000				1.330
project focus campaigns other	4,000				2500				1.500				
total project compaign	16700	2250	0	0	7.220	0	æ	2250	7.400	0	0	0	1330
24 issuefoasedcampaigns													
travel for campaign events	4.000	2.562				1100		1462					4.000
regarch and publications	4,000												4.000
isuefoascampignsother	2000												2.000
total faus programmes	10000	2562	0	0	0	1700	0	1462	0	0	0	0	1000
3 EVALUATION, UNFORESTEN													
unforesen, exchange connection	1567		821		29		Œ				999		
exaluation	1.200										1.200		
total evaluation unforeseen	2767	0	128	0	159	0	Ø	0	0	0	1885	0	0
Total BLDGET	462.144	398.588	90206	90575	130000	100891	88.827	76.817	32.511	25.300	100.000	100.000	30,530



Q.				, WAN	121	77.17	77.17	N. A.F.	Q	POS		7.19	870
**	SANA CANADA	SAP.		Chart Can	STONES OF	NUESO	Stores Chileso	Sales ex	Our Sign	COON TRON	S. S	NO THINS PLAN	TITISTA
INCOVE													
Income from grants	total	total	mdt		odam		rausing		guí		Adessium		SM
nott aproved	76160	76.160	76160	76160								Ī	
ovfarm toapply	130000	130000			130000	130000							
rausing approved	76783	76.784					76.783	76.784					
jng toapaly	0	0											
	30000	10000									10000	10000	į
owntunds transeaves													17.130
Total furding amenty ear	382943	322944	76160	76160	130000	13000	76783	76784	0	0	100 CO	20000	17.130
from 2011 to 2012 -transfered-	28971	58970	14416	14415			12.044	12044	32,511	32511	0		
from 2012 to 2013 -reserved-	o d	48322				29.109		12011		7211			
Total transfers furaling	58971	10 <i>6</i> 39	14416	14415	0	-29109	1204	33	<b>32511</b>	25300	0	0	0
		total											
nanbarsupport, frees	<del>3006</del>	10.700											<del>3</del> 00
interest carnings	4000	5,610											400
gifts, cbrations	400	0											8
Other	d	ĸ											0
Total after incone	13400	1635											13400
Total INCOVE	455314	40998	90576	<b>30575</b>	130000	100891	88.827	76817	32,511	25300	10000	10000	30530
		total	matt		ofam		rausing		jng		adessium		OM
Profit/Loss	<b>189</b>	1638	0	0	0	0	0	0	0	0	0	0	0
From/to reserves	<b>D899</b>	1638											
		1											