

Focus Birmingham

ANNUAL REPORT AND FINANCIAL STATEMENTS

for the year ended

31 March 2017

Charity No. 1065745
Company Registration No. 3353444
Registered in England and Wales

Focus Birmingham

TRUSTEES' REPORT AND REVIEW OF THE YEAR for the year ended 31 March 2017

The Trustees, who are also Directors of the Charitable Company, present their annual report and audited financial statements of the Company for the year ended 31 March 2017. As a small charity the Trustees have taken advantage of the exemption of not providing a Strategic Report.

TRUSTEES

The following Trustees have served since 1 April 2016 (an asterisk indicates visually impaired members(*)):

Mr G Prior (Chairman, appointed 14 September 2016)
Mr J Cade
Mrs J Dufty (appointed 14 September 2016)
Mr C Gascoigne
Ms V Griffiths*
Dr R Hindle (appointed 14 September 2016)
Mrs H Lees (resigned 14 September 2016)
Mrs J Mc Dougall (appointed 14 September 2016)
Mr M Murria
Ms V Smith (appointed 14 September 2016)
Ms M Tsaloumas

REGISTERED OFFICE

Focus Birmingham
48-62 Woodville Road
Harborne, Birmingham
B17 9AT

ABOUT FOCUS BIRMINGHAM

Focus Birmingham is a registered charity and the biggest provider of care and support services to those with a visual impairment in Birmingham. It is estimated that over 40,000 people in Birmingham have a visual impairment.

The Charity was founded in 1998, previously operating under the auspices of BRIB (Birmingham Royal Institution for the Blind).

The organisation employs over 140 staff and provided support to blind and visually impaired people on over 8,000 occasions in 2016-17.

The charity aims to provide high quality, innovative services to blind, visually impaired and disabled people across the West Midlands. It intends to become known as a centre of excellence, working in partnership with others to develop pathways of care and support that achieve the best possible outcomes for people.

Focus Birmingham

TRUSTEES' REPORT AND REVIEW OF THE YEAR
for the year ended 31 March 2017

ABOUT FOCUS BIRMINGHAM (CONTINUED)

Focus Birmingham aims to fulfil this objective by:

- Providing expert support, advice and information to people affected by sight loss or disability in a number of specialist fields including optometry, rehabilitation, community support and direct care.
- Assisting people in a holistic way through multi-disciplinary approaches and by involving and supporting their families and carers.
- Raising awareness of the issues people with visual impairment or disabilities may face and campaigning for change when appropriate.

Focus Birmingham has a formal relationship with two other organisations:

- Birmingham Royal Institution for the Blind (“BRIB”). Three Focus Birmingham Trustees are entitled to be members of the BRIB Board.
- Three Local Charities (“TLC”) Lottery. Focus Birmingham owns one third of the Lottery alongside Acorns Children’s Hospice and St Mary’s Hospice. Focus has the right to appoint two members of the TLC Board, including a trustee.

GOVERNANCE ARRANGEMENTS, BOARD OF TRUSTEES, SENIOR MANAGEMENT TEAM

Focus Birmingham is a registered charity (no.1065745) and a company limited by guarantee (no. 3353444) with its own constitution - the ‘Memorandum and Articles of Association’ as amended in July 2016. It is entered in the Central Register of Charities as Focus Birmingham. The company is referred to as such, or as the “charity” “the charitable company” or “Focus”.

The Trustees of Focus Birmingham are responsible for overseeing the management and administration of the charity and have ultimate responsibility for the charity’s activities. The Trustees are also the Directors of the company.

Trustees are elected by the membership at the Annual General Meeting or join as co-opted members at the invitation of the Board of Trustees. Induction and training is available for all Trustees.

The role of the Board of Trustees is to:

- Ensure that Focus Birmingham acts in accordance with its Memorandum and Articles, charity law, company law, and other relevant legislation or regulations.
- Ensure that Focus Birmingham applies its resources exclusively in pursuance of its objects (“the relief of blind and partially sighted people and those with other disabilities and in particular the promotion of and assistance with services for and with blind and partially sighted people and disabled people to enhance their quality of life”).

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TRUSTEES' REPORT AND REVIEW OF THE YEAR

for the year ended 31 March 2017

GOVERNANCE ARRANGEMENTS, BOARD OF TRUSTEES, SENIOR MANAGEMENT TEAM (CONTINUED)

- Provide strategic direction to the organisation, setting overall policy, setting targets and evaluating performance against agreed targets.
- Safeguard the good name and values of the charity.
- Protect and manage the property of the charity and to ensure the proper investment of Focus Birmingham's funds.
- Oversee the financial affairs of the charity.

During the year the full Board of Trustees met quarterly and all meetings were quorate. The Board has also formed three subcommittee's, which also meet quarterly, with current membership being:

Finance, Audit and Quality

Dr R Hindle
Mr J Cade
Mr C Gascoigne
Mr G Prior

Contracts and Performance

Mr J Cade
Mrs J Dufty
Ms V Griffiths
Mr G Prior

Business and Development

Mrs J Mc Dougall
Mr M Murria
Ms V Smith
Ms M Tsaloumas

All Committees have a nominated Chair, who is the first named trustee in the above lists; terms of reference for each Committee are in place, but currently under review. All Board and Committee meetings also have a Service User and Staff representative in attendance.

The day-to-day management of the charity is delegated to the charity's paid staff, and in particular to the Senior Management Team.

During the year a number of the Senior Managers changes occurred, with at year end the members of senior management being:

- Chief Executive - Mrs S Hoath
- Director of Finance – Mr J N Bland
- Director of Operations – Mr A Dennehy
- Head of Low Vision and Community Services – Mr A Miller

The key management remuneration policy is set by the Finance, Audit & Quality Committee and is reviewed on an annual basis as part of the budget-setting process.

FOCUS BIRMINGHAM SERVICES

During the year 2016/17, Focus Birmingham provided a wide range of services including:

- Accommodation based care and support. We have a registered residential care home and deliver a supported living scheme for visually impaired people in partnership with Bromford Housing;

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TRUSTEES' REPORT AND REVIEW OF THE YEAR

for the year ended 31 March 2017

- Comprehensive specialist day care services providing social activities and learning opportunities for up to 100 people with multiple disabilities each week;
- A specialist Low Vision service providing assessments, advice, equipment and support at venues across Birmingham. The service offers over 2,000 appointments each year and issues specialist low vision aids, adaptations and equipment tailored to individual needs;
- Counselling and emotional support services designed specifically to support people living through the traumatic experiences of sight loss;
- Hospital-based advice and information services working alongside NHS eye care services;
- Community-based specialist assessment and advisor service for individuals and households affected by sight loss;
- Individual and group support services to enable and promote independence and tackle social isolation (including advice and guidance, social groups, activities and befriending schemes)
- Telephone helpline offering access to information and guidance and signposting or referral to local services;
- Rehabilitation services and support;
- Resource and information centre offering:
 - o Accessible IT, training and support
 - o Daily living aids and specialist equipment,
 - o Low vision and sight loss information and advice;
 - o Information on relevant national and local services.
- Supported, fully-accessible facilities in which small and larger groups can come together to learn, lead, engage and participate in a wide range of activities.

OBJECTIVES, ACTIVITIES AND ACHIEVEMENTS

In setting our objectives and planning our activities, the trustees have considered the Charity Commission's guidance on public benefit. Our mission is to provide a range of services and support to help our vision become a reality.

Our Vision: To fashion a world where sight loss and other disabilities do not limit or determine opportunities and where people value their sight. We aim to achieve this by:

- Providing services and support directly to people with sight loss and disability to improve their everyday life;
- Changing the attitudes and behaviour of individuals towards people with sight loss and disability;
- Working in partnership with other organisations to identify new opportunities to achieve our vision.

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TRUSTEES' REPORT AND REVIEW OF THE YEAR

for the year ended 31 March 2017

The year 2016/17 has been one of transition and has seen the appointment of five new trustees and recruitment of three new senior officers (Chief Executive, Director Finance, and Director of Operations). These major changes to the leadership and governance were the result of a significant period of redesign through 2015/16.

The attraction, recruitment and induction of five trustees, three senior officers and several managers are major achievements, investing in the future development of our organisation. Unsurprisingly, this period of significant change in leadership has reduced the degree to which new services could be implemented, but the trustees are able to report that a number of key developments have been achieved including:

- The development of a small 'tech club' into a permanent, user-led support service offering advice, training and support for service users to access the digital world through a wide range of devices such as laptops, tablets and smart phones;
- The enhancement of sensory spaces through the purchase and installation of specialist equipment in several areas of the day centre, using light, sound and tactile experiences to encourage interaction;
- The recognition of our day care service which won the Success in Partnership award at the Birmingham Care Awards, celebrating the work that we do to support transition for young people as they leave school and move into specialist day care;
- The expansion of the Hospital Information Service to provide dedicated support within the Queen Elizabeth Hospital and Birmingham Midlands Eye Clinic (Dudley Road), offering advice and information to people newly diagnosed with untreatable sight loss;
- The design of targeted visual awareness training which was then delivered to GPs and staff in primary care centres across Birmingham;
- The delivery of sensory impairment services through a new partnership with Birmingham Institute for the Deaf and the Disability Resource Centre;
- The building of stronger relationships with local corporate trusts and sponsors to deliver specific initiatives and activities for our service users;
- The continued development and delivery of training and education programmes through our Low Vision service. The EU funded TEMPUS project (which works with partners to develop low vision services in Palestine and Jordan) continues to grow and we support the Optometry and Visual Impairment Rehabilitation courses at both Aston University and Birmingham City University;
- The improvement of internal quality assurance including training, peer-to-peer support and audit.

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TRUSTEES' REPORT AND REVIEW OF THE YEAR for the year ended 31 March 2017

FUTURE PLANS

We recognise that the number of people affected by sight loss and other disabilities continues to grow, as does the need for services to support them to make adjustments and to continue to live independent lives. The Board of Trustees and Senior Management Team are committed to building and driving forward a strategy to strengthen and develop services that improve the offer to people affected by sight loss and other disabilities. This will include:

- Working in partnership with partner organisations to create and realise opportunities to improve services for people affected by sight loss; playing our part to deliver the England Vision Strategy.
- Learning from our experiences in supported living support to identify other opportunities to enable more blind and partially sighted people to live independently.
- Developing accessible services for visually impaired people in north Birmingham.
- Exploring opportunities to develop new models of day care and personalised support.
- Introducing systems and processes to capture, analyse and report data on our service delivery and impact and work with like-minded organisations to develop an evidence-base for the benefits of community-based low vision and support services.
- Investing in the development of our new board members and our workforce, including volunteers, to develop our skills and knowledge and nurture a culture of care, empowerment, inclusiveness and collaboration.
- Developing a range of business case proposals for service development and expansion, in response to the needs of disabled people in Birmingham.

CONTRIBUTION OF VOLUNTEERS

Volunteers are absolutely essential to the continued delivery of our services, and to the support we are able to offer to vulnerable people. We have around 50 regular volunteers embedded in our services and a large pool of those who support activities and events.

We are committed to increasing both the number and range of volunteering opportunities and will be implementing a Volunteer Strategy in 2017/18.

In addition to these volunteers, we provide support to student placement and work experience schemes through-out the year.

RISK MANAGEMENT

The Trustees have considered risks and risk management throughout the year as part of the business of board and committee meetings. The principal area for attention remains the potential reduction of external funding from Local Authorities and the NHS. A formal strategic risk assessment was approved by the Board in July 2016 and subsequently updated. This review identified the following key areas of risk to the charity:

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for the year ended 31 March 2017

1. **Risk:** Vulnerability due to reliance on external funding associated with local authority and NHS contracts.

Mitigation: Focus day centre positioned as a specialist provider for people who are entitled to social care funding under the Care Act 2014. The service is increasingly providing placements funded by the NHS (under Continuing Healthcare Criteria) or through individual and personal budgets reducing the likelihood and impact of reductions in funding for individuals.

2. **Risk:** Focus holds inadequate reserves to support service delivery when contracts are reduced or withdrawn.

Mitigation: Reserves policy to be actively reviewed against the risk profile of the organisation's business.

3. **Risk:** Changes to national or local procurement policies relating to health and social care services may cause either reduced income or mandatory increased costs of delivery.

Mitigation: The trustees and senior managers are well informed on existing and proposed arrangements for commissioning and funding health, care and support services. Focus continues to deliver an effective and valued service to local authority and NHS commissioners.

4. **Risk:** The charity fails to meet its regulatory or contractual obligations (as set out by the Care Quality Commission, the NHS, the General Optical Council and other regulatory bodies) resulting in loss of income and/or reputation damage.

Mitigation: The Senior Management Team are suitably qualified and experienced to ensure that services deliver effectively and fulfil all such obligations. Compliance and performance are monitored on a quarterly basis by Trustees through the Contracts and Performance Committee.

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TRUSTEES' REPORT AND REVIEW OF THE YEAR

for the year ended 31 March 2017

PRINCIPAL FUNDING SOURCES

The principal funding sources during the year have been as follows:

- Specific funding contracts with Birmingham City Council Adults and Communities Department (including 'spot purchases' for placements in Day Services and grant aid for the Community Services);
- Specific contracts with NHS bodies (e.g. Clinical Commissioning Groups and NHS England);
- Grants from Charitable Trusts;
- Donations, bequests and money raised through fundraising activities;
- Grants from the Birmingham Royal Institution for the Blind (BRIB);
- Income from Partnerships such as 'TLC Lottery' and 'Midland Societies for the Blind';
- Income from service users with Individual Budgets for social care (awarded by their local authority).

FINANCIAL REVIEW

Income for the year increased by £86,170 to £3,400,473, while expenditure on continuing business activities reduced by £44,330 to £3,367,620. As a result, a surplus on business activities of £32,853 has been made compared to a deficit last year of £97,647, before taking into account closure costs of £78,898. Overall the Charity shows a deficit for the year of £46,045 compared to £97,647. Each of these headline areas are considered below.

Income

Income from charitable activities increased from £2,738,112 to £2,932,100, largely as a result of increased use of the Elizabeth Gunn day centre; service user numbers at the centre increased by 5%, accounting for an increase in multi disability income by £93,847. In addition, multi disability income improved due to the newly opened Millward Place supported living operation trading for a whole year. Community service income also improved due to the Charity being successful in obtaining a new contract with Birmingham City Council (BCC) as part of a joint consortium with BID (Birmingham Institute of the Deaf) and DRC (Disability Resource Centre). Unfortunately, existing grants from BCC for Community Service operations are currently under review.

The other significant improvement in income results from our lottery joint venture with St Mary's Hospice and Acorns Children's Hospice, where distributions to the Charity increased by £22,182 to £149,259.

Expenditure

With the increase in income from Charitable activities expenditure has also increased, but contained to only £14,971. This has been assisted by the depreciation on the Charity's leasehold building improvements being reviewed, with the assets now being written off over 25 years and thus reducing the annual depreciation charge by £97,366.

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TRUSTEES' REPORT AND REVIEW OF THE YEAR

for the year ended 31 March 2017

Our staff remain the Charity's major asset, and cost, and wherever possible such costs are contained; consequently, no general pay rise was awarded in the year, although costs after taking account of overtime and on costs increased by £45,035 or 2%. Premises costs remain a significant overhead for the charity and the Trustees once again acknowledge the continuing generous support from Birmingham Royal Institution for the Blind in providing a grant to offset the rental of the Charity's main premises.

Closure Costs

Towards the end of the financial year the trustees finalised the transfer to New Outlook Housing Association of the Charity's residential home business in Erdington ('Beech House'). This decision has been part of the Charity's strategy for a number of years and with the assistance of BRIB the underlying property lease has now been transferred and New Outlook commenced operations from 1 June 2017. Around 10 staff have been subject to a TUPE transfer as part of the transfer. Costs of £78,898, largely of a capital nature have been written off as a result of the transfer, but the Trustees are confident that Focus Birmingham can now concentrate on its core activities.

Reserves Policy

The Trustees have given careful consideration to the charity's reserves policy; as a result, the policy has been amended to take account of the risks the charity is facing within the provision of its core services..

The Trustees have considered the risks faced by each of the Charity's core services that could potentially result in Focus not being able to continue to offer those services in the future. In particular, the Trustees have considered, for each of its core services, the likelihood of funding contracts, grants and funding from service users being withdrawn or reduced.

Based on this review, the Trustees are of the view that two of the Charity's activities,, namely Low Vision and Community Services, are both facing significant risks to their continued funding. Consequently, in order that the Charity can continue to provide these services to its users, whilst alternative funding is secured, the Trustees believe reserves equal to at least 6 months' staff costs in these areas, together with an appropriate allocation of overheads need to be maintained. Such costs are currently in the region of £187,500, and as a result the Trustees believe a minimum reserve level of £200,000 is required, with a preference for a level of around £250,000 to cover any unexpected costs. It is the Trustees belief that free cash reserves equivalent to this level of reserves should be available at all times. At the current time General reserves at £372,207 and cash balances of £568,126 exceed these minimum requirements.

The Trustees will regularly review the risks faced by the Charity and, as such, the level of reserves held by the Charity will also be subject to regular review.

Investment Policy

The Trustees have again reviewed their investment policy, in light of the changes to the charity's restricted and unrestricted funds. The Trustees continue to consider the return on all cash deposits, and led by the Treasurer, look to continue to effectively manage the charity's investments during this period of low interest rates for deposits. Consequently, deposits are restricted to UK "high street" banks and during the final few months of the financial year short term time deposits of less than 1 year in duration have been utilised in order to improve the Charity's return on its cash surplus to short term operational requirements.

Focus Birmingham

TRUSTEES' REPORT AND REVIEW OF THE YEAR
for the year ended 31 March 2017

ADMINISTRATIVE DETAILS OF THE CHARITY'S ADVISORS

AUDITOR

Mazars LLP
45 Church Street
Birmingham
B3 2RT

BANKERS

Lloyds Bank Plc
114 Colmore Row
Birmingham
B3 3BD

INSURANCE

Arthur J. Gallagher Insurance Brokers Limited
Walbrook Building
25 Walbrook
London
EC4N 8AW

PENSIONS

Wren Sterling
Pegasus Court
Olympus Avenue
Tachbrook Park
Warwick
CV34 6LW

SOLICITORS

Veale, Wasbrough, Vizards LLP
2nd Floor
3 Brindley Place
Birmingham
B1 2JB

Focus Birmingham

TRUSTEES' REPORT AND REVIEW OF THE YEAR

for the year ended 31 March 2017

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITOR

The Trustees who were in office on the date of approval of these financial statements have confirmed, as far as they are aware, that there is no relevant audit information of which the auditor is unaware. Each of the Trustees have confirmed that they have taken all the steps that they ought to have taken as trustees in order to make themselves aware of any relevant audit information and to establish that it has been communicated to the auditor.

SMALL COMPANY PROVISIONS

The Trustees' report and review of the year have been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption provided by Part 15 and Section 414B(b) of the Companies Act 2006.

On behalf of the Board

G Prior
Chairman

13th July 2017

Focus Birmingham

TRUSTEES' RESPONSIBILITIES IN THE PREPARATION OF FINANCIAL STATEMENTS

The Trustees (who are also Directors of Focus Birmingham for the purposes of company law) are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing those financial statements, the trustees are required to:

- a select suitable accounting policies and then apply them consistently;
- b observe the methods and principles in the Charities SORP;
- c make judgements and estimates that are reasonable and prudent;
- d state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- e prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company will continue in business.

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

In so far as the trustees are aware:

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

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF FOCUS BIRMINGHAM

We have audited the financial statements of Focus Birmingham for the year ended 31st March 2017 which comprise the Statement of Financial Activities, the Balance Sheet, the Statement of Cashflows and the related notes. 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), including FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland".

Respective responsibilities of directors and auditor

As explained more fully in the Statement of Trustees' Responsibilities set out on page 12, the trustees (who are also the directors for the purposes of company law) 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 Ethical Standards for Auditors. 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.

Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's web-site at www.frc.org.uk/auditscopeukprivate.

Opinion on the financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31st March 2017 and of its deficit 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.

Opinion on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the Trustees' Report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Trustees' Report has been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the Trustees' Report.

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, take advantage of the small companies' exemption in preparing the Directors' report and take advantage of the small companies exemption from the requirement to prepare a Strategic report.

Vincent Marke (Senior Statutory Auditor)

for and on behalf of Mazars LLP

Chartered Accountants and Statutory Auditor

45 Church Street

Birmingham B3 2RT

19th July 2017

Focus Birmingham
STATEMENT OF FINANCIAL ACTIVITIES
(Incorporating an Income and Expenditure Account)
for the year ended 31 March 2017

	<i>Notes</i>	Unrestricted funds 2017 £	Restricted funds 2017 £	Total funds 2017 £	Total funds 2016 £
INCOME FROM:					
Donations and legacies	1	245,678	61,345	307,023	435,088
Other trading activities:					
- fundraising		12,091	-	12,091	14,026
Investments	2	149,259	-	149,259	127,077
Charitable activities:					
- multiple disability		2,589,714	-	2,589,714	2,427,112
- low vision		227,657	-	227,657	228,187
- community		100,146	-	100,146	57,813
Other income					
Lease premium		14,583	-	14,583	25,000
TOTAL INCOME		3,339,128	61,345	3,400,473	3,314,303
EXPENDITURE ON:					
Raising funds:					
- costs of generating voluntary income	3	115,995	-	115,995	172,616
- fundraising activities	3	-	-	-	2,680
		115,995	-	115,995	175,296
Charitable activities:					
- multiple disability	3	2,722,769	59,407	2,782,176	2,749,921
- low vision	3	292,100	2,911	295,011	336,131
- community	3	169,264	-	169,264	145,137
- information and advocacy	3	5,174	-	5,174	5,465
		3,189,307	62,318	3,251,625	3,236,654
TOTAL EXPENDITURE	3	3,305,302	62,318	3,367,620	3,411,950
NET INCOME/(EXPENDITURE) BEING NET MOVEMENT IN FUNDS		33,826	(973)	32,853	(97,647)
Exceptional Costs	3a	(78,898)	-	(78,898)	-
NET EXPENDITURE AND NET MOVEMENT IN FUNDS		(45,072)	(973)	(46,045)	(97,647)
RECONCILIATION OF FUNDS:					
FUND BALANCES AT 1 APRIL 2016		1,391,439	254,628	1,646,067	1,743,714
FUND BALANCES AT 31 MARCH 2017		1,346,367	253,655	1,600,022	1,646,067

The Statement of Financial Activities includes all gains and losses in the year. All income and expenditure is derived from continuing activities. A breakdown of prior year comparatives is provided in note 22.

Focus Birmingham

BALANCE SHEET

31 March 2017

Company Registration No. 3353444

		2017	2016
		£	£
FIXED ASSETS	<i>Note</i>		
Tangible assets	6	1,104,600	1,267,861
Investments	7	5,000	5,000
		<hr/>	<hr/>
		1,109,600	1,272,861
		<hr/>	<hr/>
CURRENT ASSETS			
Stock	8	3,988	3,014
Debtors	9	275,876	241,317
Cash and current asset investments	15	568,126	553,168
		<hr/>	<hr/>
		847,990	797,499
CREDITORS:			
Amounts falling due within one year	10	(211,734)	(274,293)
		<hr/>	<hr/>
NET CURRENT ASSETS		636,256	523,206
		<hr/>	<hr/>
TOTAL ASSETS LESS CURRENT LIABILITIES		1,745,856	1,796,067
CREDITORS: Amounts falling due after more than one year	11	(145,834)	(150,000)
		<hr/>	<hr/>
NET ASSETS	14	1,600,022	1,646,067
		<hr/>	<hr/>
RESERVES AND FUNDS			
Restricted funds	12	253,655	254,628
Unrestricted funds:			
Designated funds:			
Fixed Asset	13	974,160	1,126,985
General fund	13	372,207	264,454
		<hr/>	<hr/>
		1,346,367	1,391,439
		<hr/>	<hr/>
TOTAL CHARITY FUNDS	14	1,600,022	1,646,067
		<hr/>	<hr/>

The Company's financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies regime.

The financial statements on pages 15 to 31 were approved by the board on 13th July 2017, and authorised for issue on its behalf by:

G Prior – Chairman and Trustee

Focus Birmingham
STATEMENT OF CASHFLOWS
For the year ended 31 March 2017

	<i>Note</i>	2017		2016	
		£	£	£	£
CASHFLOWS FROM OPERATING ACTIVITIES:					
Net expenditure for the year			(46,045)		(97,647)
Adjustments for:					
Depreciation and Impairment			197,030		240,209
Investment income			(149,259)		(127,077)
(Profit)/Loss on disposal of fixed assets			(132)		4,561
(Increase) in stocks			(974)		(732)
(Increase)/decrease in debtors			(34,559)		15,344
(Decrease)/Increase in creditors			(66,725)		51,157
NET CASH (USED IN) OPERATING ACTIVITIES			(100,664)		85,815
CASHFLOWS FROM INVESTING ACTIVITIES:					
Distribution received from joint venture		149,094		126,913	
Interest received		165		164	
Purchase of tangible assets		(33,769)		(40,854)	
Proceeds on sale of tangible assets		132		-	
NET CASH PROVIDED BY INVESTING ACTIVITIES			115,622		86,223
CHANGE IN CASH AND CASH EQUIVALENTS			14,958		172,038
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR			553,168		381,130
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR	15		568,126		553,168

Focus Birmingham

ACCOUNTING POLICIES

BASIS OF ACCOUNTING

The financial statements have been prepared under the historical cost convention and in accordance with the Statement of Recommended Practice, “Accounting and Reporting by Charities” preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015) – (Charities SORP (FRS 102)), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Companies Act 2006.

Focus Birmingham meets the definition of a public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy notes.

GOING CONCERN

The charity has prepared detailed budgets which indicate that the charity has sufficient resources in order to meet its liabilities as they fall due and on that basis, the trustees are satisfied that it remains appropriate to prepare the financial statements on the going concern basis.

CRITICAL ACCOUNTING ESTIMATES AND AREAS OF JUDGEMENT

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

In 2016/17, the trustees reviewed the estimated remaining life of assets classified as leasehold improvements. They concluded that expenditure on leasehold buildings, including project management expenses had an estimated useful life of 25 years (previously 10 years) while incidental expenditure to the buildings such as equipment and alarms should be reclassified as plant, furniture, fixtures and fittings on which a 10 year life remained appropriate. Consequently as disclosed in note 6, the depreciation charge for the year has been reduced in comparison to last year.

The trustees annually review legacies received and potentially receivable and are firmly of the view that legacies should not be recognised until a clear indication of the amounts to be received is known.

INCOME

All income is accounted for when the charity has entitlement to the funds, the probability of receipt and the amount is measurable.

Income from collection boxes is recognised when it is received from the collection agents.

Income from legacies is recognised on an accruals basis to the extent that the charity has been notified that it is a beneficiary and that there is a clear indication of the amounts involved. Investment income is accounted for on a receivable basis.

Other income is included in the financial statements on an accruals basis.

EXPENDITURE

Expenditure is accounted for on the accruals basis when a legal or constructive obligation is incurred. The cost of irrecoverable value added tax is included with the item of expense to which it relates.

Costs of raising funds are those costs incurred in attracting voluntary income and those incurred in trading activities that raise funds.

Charitable activities include expenditure associated with the charity’s objects including both the direct costs and support costs relating to these activities.

Support costs which include central functions have been allocated to cost categories on a basis consistent with resources employed e.g. staff hours.

Focus Birmingham

ACCOUNTING POLICIES

TANGIBLE FIXED ASSETS

Tangible fixed assets are recorded at cost. Minor expenditure on plant, furniture, fixtures and fittings and computer and technical equipment is charged to revenue in the year of acquisition.

Profits and losses on sales of tangible assets are included in the statement of financial activities in the year of realisation.

DEPRECIATION

Depreciation is calculated to write off the cost of all tangible fixed assets over their estimated useful lives on the following basis:

Leasehold building improvements	Over 25 years (previously 10 years)
Plant, furniture, fixtures & fittings	10% - 20% straight line
Motor vehicles	20% straight line
Computer and technical equipment	25% straight line

OPERATING LEASES

Rentals payable under operating leases are charged to the Statement of Financial Activities on a straight line basis over the term of the lease.

STOCKS

Stocks are stated at the lower of cost and net realisable value. Net realisable value is based upon estimated selling price, with provision made for obsolete or slow-moving items.

DEBTORS

Trade and other debtors are recognised at the settlement amount due after any trade discounts offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

CASH AT BANK AND IN HAND

Cash at bank and cash in hand includes cash and monies on short term deposit, at the bank and other short term liquid investments with original maturities of less than one year.

CREDITORS AND PROVISIONS

Creditors and provisions are recognised where the Charity has a present obligation resulting from a past event that will probably result in the transfer of funds to a third party and the amount due to settle the obligation can be measured or estimated reliably. Creditors and provisions are normally recognised at their settlement amount allowing for any trade discounts due.

FINANCIAL INSTRUMENTS

The Charity only has financial assets and liabilities of a kind that qualify as basic financial instruments and are not considered to be of a complex nature. Such financial instruments are initially recognised at transaction value and subsequently measured at their settlement value.

Focus Birmingham

ACCOUNTING POLICIES

PENSION SCHEMES

Focus Birmingham contributes to two defined contribution group personal pension schemes. Contributions are charged to the statement of financial activities as they become payable. Differences between contributions payable in the year and contributions actually paid are shown in either accruals or prepayments in the balance sheet.

FUNDS

Unrestricted funds:

General fund

This fund represents accumulated surpluses arising from the Charity's activities and is available for use at the discretion of the Trustees in furtherance of the general objectives of the Charity.

Designated fund – Fixed asset fund

This fund, which equates to the net book value of unrestricted tangible fixed assets, has been set aside from the remaining general funds.

Restricted funds:

These are funds to be used in accordance with specific restrictions imposed by donors or which have been raised for particular purposes. The costs of raising and administering such funds are charged against the specific fund.

VOLUNTARY HELP AND GIFTS IN KIND

No value has been put on the voluntary help received during the year; various services benefit from the help given by the 67 volunteers who were registered with the organisation at 31 March 2017. Individual gifts in kind of significant value would be valued at estimated cost to the donor and included in the financial statements; however the value of small gifts is not quantifiable.

INVESTMENTS

Fixed asset investments are recorded at cost.

Focus Birmingham
NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2017

1	DONATIONS AND LEGACIES	2017 £	2016 £
	Donations and grants	300,119	431,984
	Legacies	6,904	3,104
		<u>307,023</u>	<u>435,088</u>

In March 2017 the Charity was made aware it was the beneficiary of a legacy resulting from the death of an individual in 2014. Currently the solicitors appointed to the estate cannot provide an estimate of the amounts receivable; accordingly no income will be recognised in the Financial Statements until a reliable estimate is established.

2	INVESTMENT INCOME	2017 £	2016 £
	Short- term deposits – interest receivable	165	164
	Income from joint venture	149,094	126,913
		<u>149,259</u>	<u>127,077</u>

3	TOTAL EXPENDITURE	Staff costs £	Other direct costs £	Allocated costs £	2017 £	2016 £
	Generating voluntary income	86,739	25,006	4,250	115,995	172,616
	Fundraising activities	-	-	-	-	2,680
	Multiple disability	1,916,238	711,712	154,226	2,782,176	2,749,921
	Low vision	159,433	119,318	16,260	295,011	336,131
	Community	133,404	28,240	7,620	169,264	145,137
	Information and advocacy	-	4,316	858	5,174	5,465
		<u>2,295,814</u>	<u>888,592</u>	<u>183,214</u>	<u>3,367,620</u>	<u>3,411,950</u>

Focus Birmingham
NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2017

3	TOTAL EXPENDITURE (continued)	Charitable activities £	Raising funds £	Total 2017 £	Total 2016 £
	SUPPORT COSTS				
	General office	303,672	11,924	315,596	289,219
	Finance office	65,223	2,561	67,784	52,121
	Human Resources	83,980	3,297	87,277	108,488
	Information Technology	58,635	2,302	60,937	67,650
	Central Resources	93,331	3,665	96,996	100,327
		<u> </u>	<u> </u>	<u> </u>	<u> </u>
	Other direct costs include:			2017	2016
				£	£
	Depreciation				
	Owned assets			126,132	240,209
	(Profit)/Loss on disposal of fixed asset			(132)	4,561
	Auditor's remuneration(including irrecoverable VAT)				
	For audit services			11,520	14,280
	For other services – Tax			600	-
	Operating leases				
	Hire of plant and machinery			7,342	7,769
	Rental of premises			171,260	192,302
				<u> </u>	<u> </u>

Information and advocacy expenditure represents the costs incurred in making the public aware of the needs of blind or partially sighted people and the range of activities and services provided by the charity.

Support costs and administration expenses have been apportioned to services on the basis of staff costs incurred by those services. Support costs include the human resource, finance and information technology departments and general office expenses represent the cost of managing the charity and include the costs of the Chief Executive.

3a. EXCEPTIONAL COSTS: PARTIAL CLOSURE OF MULTIDISCIPLINARY ACTIVITIES

Exceptional costs relate to the decision by the trustees to move out of residential care provision carried out at Beech House, Erdington; accordingly, on 1 June 2017 the service provision and property lease have been transferred to New Outlook Housing Association. The majority of the closure costs relate to the write down of the associated Fixed Assets to their recoverable amount as disclosed in note 6.

Focus Birmingham

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2017

4	EMPLOYEES	2017	2016
		No.	No.
	Fundraising	3	4
	Multiple Disability	113	115
	Low Vision	5	6
	Community	6	6
	Departmental Support	15	15
		<hr/>	<hr/>
	Average during year	142	146
		<hr/> <hr/>	<hr/> <hr/>
	Staff costs	2017	2016
		£	£
	Wages and salaries	2,096,740	2,061,439
	Social security costs	135,647	123,473
	Other pension costs	63,427	65,867
		<hr/>	<hr/>
		2,295,814	2,250,779
		<hr/> <hr/>	<hr/> <hr/>

Included within the staff costs above are termination payments amounting to £28,246 (2016:£41,231).

Unpaid pension contributions as at 31 March 2017 were £9,542 (2016: £8,561). These were paid post year end.

There were no employees whose annual earnings (including taxable benefits in kind) exceeded £60,000 (2016: None).

Pension contributions to money purchase schemes on behalf of higher paid employees were £Nil (2016: £Nil).

The key management personnel of the charity are those having authority and responsibility delegated to them by the trustees, for planning, directing and controlling the activities of the charity. The total employee benefits of key management personnel, including employer's national insurance contributions and contributions to the pension scheme, were £205,656 (2016: £204,377).

5 TRUSTEES EXPENSES

In accordance with the Articles of Association the members of the Board of Trustees do not receive any remuneration from the Charity. No travel expenses (2016: £29) were reimbursed during the period. Indemnity insurance for Trustees and Officers, providing £1m (2016: £1m) of cover has been purchased at a cost of £1,683 including IPT (2016: £1,569).

Focus Birmingham
NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2017

6 TANGIBLE FIXED ASSETS

	Short leasehold Building improvements £	Plant, furniture fixtures and fittings £	Motor vehicles £	Computer and technical equipment £	Total £
Cost:					
1 April 2016	1,745,625	270,064	390,950	199,130	2,605,769
Additions	-	11,763	22,006	-	33,769
Disposals	-	(99,591)	(28,253)	(174,062)	(301,906)
Reclassification	(266,502)	266,502	-	-	-
31 March 2017	1,479,123	448,738	384,703	25,068	2,337,632
Depreciation:					
1 April 2016	640,836	178,831	342,001	176,240	1,337,908
Charge for the year	50,546	45,929	19,023	10,634	126,132
Impairment (note 3a)	58,365	12,533	-	-	70,898
Disposals	-	(99,591)	(28,253)	(174,062)	(301,906)
Reclassification	(90,781)	90,781	-	-	-
31 March 2017	658,966	228,483	332,771	12,812	1,233,032
Net book value:					
31 March 2017	820,157	220,255	51,932	12,256	1,104,600
31 March 2016	1,104,789	91,233	48,949	22,890	1,267,861

Leasehold Building Improvements consists of refurbishment and expansion of the Resource Centre Building and the Elizabeth Gunn Centre.

During the year the depreciation of leasehold buildings was reviewed; as a result assets with a cost value of £266,502 were reclassified more appropriately as plant and machinery. The remaining life of the leasehold building improvements were reviewed and the useful life considered to be 25 years; as a result the depreciation charge for the year has been reduced by £97,366.

The impairment provision relates to assets which will be disposed of when the Beech House property is transferred as detailed in note 3a.

Focus Birmingham
NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2017

7 INVESTMENTS

	2017 £	2016 £
Investment in joint venture:		
Historical cost at 1 April and 31 March	5,000	5,000
	<u>5,000</u>	<u>5,000</u>

Investment in joint venture

	Proportion of Issued ordinary shares held %
TLC Lotteries Limited	33.3

TLC Lotteries Limited is a trading company incorporated in England and Wales and promotes a commercial lottery game, which aims to generate profits for the benefit of its affiliated charities.

As at 31 March 2017 the Charity's share of the Company's profit was £129,000 (2016: £127,000) and net assets were:

Represented by:	
Share of gross assets	67,553
Share of gross liabilities	(52,253)
	<u>15,300</u>

8 STOCK

	2017 £	2016 £
Goods for resale	3,988	3,014
	<u>3,988</u>	<u>3,014</u>

9 DEBTORS: Amounts falling due within one year

	2017 £	2016 £
Fees and grants receivable	202,826	132,241
Other debtors	2,206	4,149
Prepayments and accrued income	70,844	104,927
	<u>275,876</u>	<u>241,317</u>

Focus Birmingham
NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2017

10	CREDITORS: Amounts falling due within one year		
		2017 £	2016 £
	Taxation and social security	34,683	34,658
	Other creditors	74,154	135,301
	Accruals	72,900	28,040
	Deferred income	29,997	76,294
		<u>211,734</u>	<u>274,293</u>
11	CREDITORS: Amounts falling due after more than one year		
		2017 £	2016 £
	Deferred income	145,834	150,000
		<u>145,834</u>	<u>150,000</u>
	DEFERRED INCOME		
		2017 £	2016 £
	Balance at 1 April 2016	226,294	223,306
	Deferred income recognised in year	15,414	51,294
	Deferred income released to SOFA	(65,877)	(48,306)
		<u>175,831</u>	<u>226,294</u>
	Balance at 31 March 2017	<u>175,831</u>	<u>226,294</u>

Deferred income includes a lease premium balance amounting to £160,417 (2016: £175,000) which will be recognised as income in the SOFA over the life of the lease (11 years remaining) of which £14,583 will be recognised in 2017/18. It also includes deferred grant income of £13,248 (2016: £36,888) and other fees receivable of £2,166 (2016: £14,406).

Focus Birmingham

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2017

12 RESTRICTED FUNDS	Fixed Assets £	SD Fund £	Other £	Total 2017 £	Total 2016 £
1 April 2016	140,876	5,412	108,340	254,628	259,050
Grants & Donations received	-	-	61,345	61,345	185,210
Expenditure before transfers	(10,437)	(2,911)	(48,970)	(62,318)	(189,632)
	<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
31 March 2017	130,439	2,501	120,715	253,655	254,628
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

The restricted fixed assets fund comprises grants and donations received specifically to fund the purchase of fixed assets. This fund will be amortised in line with the depreciation of the relevant fixed assets.

The Service Development fund comprises sundry grants and donations originally earmarked for northern city projects where the donors have accepted that they may be used for Service Development. Expenditure has been and will continue to be directed towards expanding existing services or developing new services.

Other restricted funds comprise sundry grants and donations for specific purposes.

Focus Birmingham

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2017

13 UNRESTRICTED FUNDS

	2017 £	2016 £
General fund:		
1 April 2016	264,454	182,291
Net expenditure for the year before transfers	(45,072)	(93,225)
Transfer from Designated – fixed asset fund	152,825	175,388
	<hr/>	<hr/>
31 March 2017	372,207	264,454
	<hr/> <hr/>	<hr/> <hr/>
	£	£
Designated fund – Fixed Asset fund:		
1 April 2016	1,126,985	1,302,373
Transfer to General fund	(152,825)	(175,388)
	<hr/>	<hr/>
31 March 2017	974,160	1,126,985
	<hr/> <hr/>	<hr/> <hr/>

A transfer to the designated fixed asset fund in the charity is made so that the fixed asset fund equals the net book value of its own tangible fixed assets excluding fixed assets represented by the restricted fund.

14 ANALYSIS OF NET ASSETS BETWEEN FUNDS

	Fixed assets £	Current assets £	Total liabilities £	Total net assets £
Restricted funds	130,440	123,215	-	253,655
Unrestricted funds				
- General fund	5,000	724,775	(357,568)	372,207
- Designated funds	974,160	-	-	974,160
	<hr/>	<hr/>	<hr/>	<hr/>
	1,109,600	847,990	(357,568)	1,600,022
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

Focus Birmingham

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2017

15	ANALYSIS OF CASH AND CASH EQUIVALENTS	2017 £	2016 £
	Cash at bank and in hand	568,126	553,168
	Total cash and cash equivalents	568,126	553,168

Included in the above balances are two short term deposits of £100,000 each, maturing in July and October 2017 respectively.

16 LEASING OBLIGATIONS

The total future minimum lease payments under non-cancellable operating leases for plant and machinery are as follows:

	2017 £	2016 £
Amounts due:		
Within one year	5,818	7,342
Between one and five years	5,617	16,768
	11,435	24,110

The Charity operates from premises in Woodville Road, Harborne , Birmingham. Such premises are rented from BRIB (note 18) under a 75 year lease commencing in 1996. An annual rental of £163,570 is payable, but under the terms of the 1996 transfer agreement BRIB provides grants to the charity to offset this expenditure so the net cost to Focus Birmingham is nil.

17 CAPITAL COMMITMENTS

Capital expenditure commitments up to 31 March 2017, not provided for in these financial statements, in respect of which contracts had been placed, amounted to £Nil (2016: £Nil).

18 CONNECTED ORGANISATIONS

The principal connected organisation is as follows:

The Birmingham Royal Institution for the Blind (“BRIB”)

Three members of the Focus Board are also members of the BRIB Board. BRIB is Focus Birmingham’s landlord and provides regular grants at least equal to the annual rent paid for the buildings used at the Harborne site.

Grants received during the year equalled £147,260 (2016: £147,260) and rent paid was £147,260 (2016: £147,260).

Focus Birmingham

NOTES TO THE FINANCIAL STATEMENTS

for the year ended 31 March 2017

18 CONNECTED ORGANISATIONS (continued)

In addition, BRIB leased Beech House (Gravelly Hill, Erdington) a 6 bedded residential home to Focus Birmingham at an annual rent of £24,000 per annum (2016: £24,000) and made other donations to Focus Birmingham during the year of £5,000 (2016: £65,020).

There were no amounts due from BRIB as at 31 March 2017 (2016: £2,408).

19 RELATED PARTY TRANSACTIONS

The charity owns a third share of TLC Lotteries Limited, a trading company which is jointly controlled by Focus Birmingham, Acorns Children's Hospice Trading Limited and St Mary's Hospice Trading Limited, under the terms of a joint venture agreement.

Transactions for the year comprised:

	2017	2016
	£	£
TLC Lotteries Limited:		
Gift aid received	149,094	126,913
	<u>149,094</u>	<u>126,913</u>

20 LEGAL STATUS OF THE CHARITY

The charity is a company limited by guarantee and has no share capital. The liability of each member in the event of winding up is limited to £1.

The address of the charity's registered office and principal place of business is 48-62 Woodville Road, Harborne, Birmingham, B17 9AT.

21 FINANCIAL INSTRUMENTS

	2017	2016
	£	£
The carrying amount of the charity's financial instruments at 31 March were:		
Financial assets		
Debt instruments measured at amortised cost	205,032	136,390
	<u>205,032</u>	<u>136,390</u>
Financial liabilities		
Debt instruments measured at amortised cost	147,054	163,341
	<u>147,054</u>	<u>163,341</u>

Focus Birmingham
NOTES TO THE FINANCIAL STATEMENTS
for the year ended 31 March 2017

22 PRIOR YEAR FUND ANALYSIS

	Unrestricted funds 2016 £	Restricted funds 2016 £	Total funds 2016 £
INCOME FROM:			
Donations and legacies	259,874	175,214	435,088
Other trading activities:			
- fundraising	14,026	-	14,026
Investments	127,077	-	127,077
Charitable activities:			
- multiple disability	2,427,112	-	2,427,112
- low vision	218,191	9,996	228,187
- community	57,813	-	57,813
Other income			
Lease premium	25,000	-	25,000
TOTAL INCOME	3,129,093	185,210	3,314,303
EXPENDITURE ON:			
Raising funds:			
- costs of generating voluntary income	172,616	-	172,616
- fundraising activities	2,680	-	2,680
	175,296	-	175,296
Charitable activities:			
- multiple disability	2,642,001	107,920	2,749,921
- low vision	262,595	73,536	336,131
- community	136,961	8,176	145,137
- information and advocacy	5,465	-	5,465
	3,047,022	189,632	3,236,654
TOTAL EXPENDITURE	3,222,318	189,632	3,411,950
NET EXPENDITURE BEING NET MOVEMENT IN FUNDS	(93,225)	(4,422)	(97,647)
RECONCILIATION OF FUNDS:			
FUND BALANCES AT 1 APRIL 2015	1,484,664	259,050	1,743,714
FUND BALANCES AT 31 MARCH 2016	1,391,439	254,628	1,646,067