

Company Number : 4309557

Registered Charity Number : 1090161

**AGE CONCERN EAST CHESHIRE
(A Company Limited by Guarantee)
Trading as Age UK Cheshire East**

**REPORT OF THE TRUSTEES
& FINANCIAL STATEMENTS**

FOR THE YEAR ENDED 31 March 2018

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LEGAL AND ADMINISTRATIVE INFORMATION

Company Number	4309557
Charity Number	1090161
Trustees	S Brearley A Dicken - appointed 7th September 2017 D Evans - resigned 7th September 2017 P Grierson J Hardy - co-opted 8th February 2018 M O'Boyle - resigned 16th June 2017 G Powrie I Ross M Strutt - Chair
Management Team	
Mr Damon Taylor	Chief Executive and Company Secretary
Mrs Karen Wilson	Deputy Chief Executive
Mr Dominic Anderson	Director of Service Development - left 22nd May 2017
Mrs Jennette Brown	Director of Services- left 23rd June 2017
Mrs Joanne Fishwick	Services Manager - from 26th June 2017
Registered Office	New Horizons Centre Henderson Street Macclesfield Cheshire SK11 6RA
Auditors	Booth Ainsworth LLP Chartered Accountants and Registered Auditors Alpha House 4 Greek Street Stockport Cheshire SK3 8AB
Bankers	Royal Bank of Scotland 56 Chestergate Macclesfield Cheshire SK11 6BU NatWest PO Box 65 2 Chestergate Macclesfield Cheshire SK11 6BA

MESSAGE FROM THE CHIEF EXECUTIVE
FOR THE YEAR ENDED 31 March 2018

This year has been a successful year, as we have consolidated our services to ensure that the charity more sustainable going forwards, whilst continuing to provide vital support to thousands of older people. Our Dementia Support Service, renamed the 'New Horizons Club' celebrated its first full year of operation and now operates at capacity, providing a vitally important service to those living with dementia as well as those who care for them. Our Help at Home service continues to provide valuable support to older people in their homes across our area, and our Information and the Advice service has again handled many thousands of queries from older people, their carers, families and friends about issues that impact on older people in later life.

In addition to our core services, our Men in Sheds project has continued to operate, despite lack of external funding. A welcome addition to our service offering this year was the Joining Forces project, an exciting new initiative aimed at supporting and improving the wellbeing of aged veterans. The project, although still in its infancy, has already achieved some notable successes, and constructive relationships have started to be developed across the plethora of veteran support organisations and charities. In addition to these main services, we also operate a computer learning group and an art group, both volunteer led, with classes specifically aimed at older people.

All this has been achieved against a continued difficult financial environment, which has been compounded by commissioned services being terminated early or not recommissioned. The Charity's Board of Trustees has long been aware of this scenario and very wisely invested in the charity's capacity to raise its own unrestricted income, which is achieved through its six high street shops. Although the retail environment itself comes under increasing pressures, the shops have still managed to make a contribution to the charity, which is vital for our wider services.

None of this would have been possible without the amazing contribution of our staff and volunteers, who have continued to provide first class services against a very challenging backdrop. This has, of course, been made easier in the knowledge that all of that effort has enabled us to provide so much important support to older people across Cheshire East.

Damon Taylor
CEO

REPORT OF THE TRUSTEES FOR THE YEAR ENDED 31 March 2018

Introduction

The directors and trustees of Age Concern East Cheshire (a Company Limited by Guarantee) present their annual report for the year ended 31 March 2018 under the Companies Act 2006 and the Charities Act 2011, together with the audited financial statements for that year. The financial statements comply with the Companies Act 2006, the Charities Governing Document and the relevant Statement of Recommended Practice (the Charities SORP (FRS 102)).

Reference and Administrative Details

Age Concern East Cheshire is a registered charity (No.1090161) and a company (No. 4309557) limited by membership guarantees. Its registered office is shown on page 1.

The trustees who served during the year, together with details of external advisers, are noted on page 1.

Structure, Governance and Management

- **Governing Document**

The charity is governed by its Articles of Association adopted on 19 October 2001, updated 29th November 2012 and 8th December 2015

Age Concern East Cheshire is an independent registered charity and a member of the Age England Association. The Age England Association is an association of autonomous registered charities.

Age Concern East Cheshire, under its working name, Age UK Cheshire East (AUKCE) by which will be referred to within this report, continues to be an independent registered charity with an area of benefit that mirrors the unitary authority boundary of Cheshire East.

- **Governing Bodies**

The Board of Trustees is responsible for the overall governance of the charity.

- **Recruitment and Training of Trustees**

The trustees are responsible for the appointment of new trustees. New trustees will only be appointed after due consideration is given to eligibility, personal competence and specialist skills. New trustees, when appointed, are inducted into the working of the charity by the existing trustees and the Chief Executive.

- **Risk Management**

The trustees have assessed the major risks to which the charity is exposed, in particular those relating to the operations and finance of the charity, and are satisfied that systems are in place to mitigate the exposure to major risk.

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 March 2018
(Continued)**

Public Benefit, Aims and Intended Impact

The object for which the charity is established is to promote and enhance the quality of life and well-being for all members of the public, with a particular focus on those aged 50 years and older. This may be undertaken in any manner which now or hereafter may be deemed by law to be charitable, mainly but not exclusively in Cheshire East.

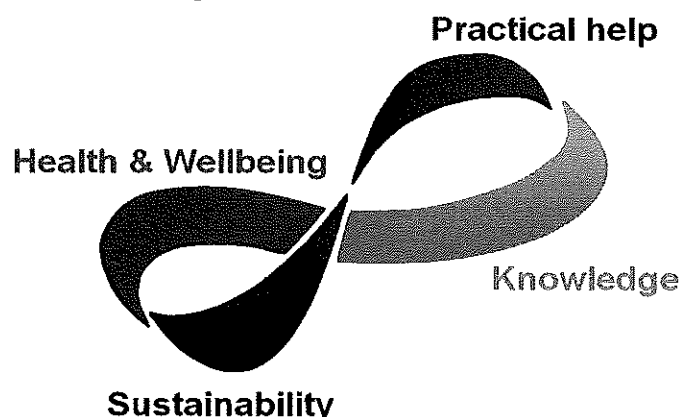
The charity which was established in 1988 has as its mission:

“Improving later life for people in Cheshire East”

Age UK Cheshire East is recognised for its provision of quality services, its campaigning with and on behalf of older people, its reliable, up-to-date information and advice and as a pioneer of innovative services. Age UK Cheshire East has discussed needs and developmental issues with older people, their carers and families and with volunteers and staff. The external environment and plans of local statutory and voluntary organisations have also been taken into account.

The charity considers it important to take account of older people's needs and aspirations in deciding its strategic aims and direction. It also considers it important to take account of the wider external environment and potential sources of funding for the charity's work.

The charity is structured around what Age UK Cheshire East believes are the four vital elements to an independent later life.



We have referred to the guidance contained in the Charity Commission's general guidance on public benefit when reviewing our aims and objectives and in planning our future activities. In particular the trustees consider how planned activities will contribute to the aims and objectives they have set.

Financial Review

A summary of the year's results can be found on page 14 of the attached accounts.

During the year, the total incoming resources were:

Unrestricted **£1,058,324**, Restricted **£188,187** Total **£1,246,511** (2017 **£1,566,084**)

Total resources expended in the year were **£1,246,965** (2017 **£1,778,622**). At the balance sheet date the free reserves of the Charity were **£172,673** (2017 **£151,914**). Other reserves tied up in fixed assets and restricted funds were **£209,494** (2017 **£230,707**)

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 March 2018
(Continued)**

Public Benefit, Aims and Intended Impact - continued

Reserves Policy

The reserves fund represents the unrestricted funds arising from past operating results and from the free reserves of the charitable company. This is intended to protect the charity from the risk of disruption to services at short notice due to lack of funds, while at the same time ensuring the organisation can continue to operate as normal. In the opinion of the trustees, as at 31 March 2018 free reserves were 50% of the prudent level of reserves.

Investment Policies

Under the Articles of Association, the charity has the power to make any investments which the trustees see fit. The charity has a policy of keeping any surplus funds in short term deposits, which can be accessed readily. All funds are invested at the bank and the trustees consider their return on the investments throughout the year to be satisfactory.

Review of Development, Activities and Achievements during the Year

Social Accounting

By applying social accounting principles to our work over the last year, we can demonstrate the following impact:

Social Impact

Age UK Cheshire East offers a variety of services, providing direct help to thousands of individuals each year. The detailed impact of individual services, and their outcomes, is provided in the following pages.

Economic Impact

Income attracted to the local area:

In the last year we secured **£110,484** funding from outside Cheshire East for the benefit of local older people.

Volunteer hours:

Around 150 volunteers support our services within Age UK Cheshire East. Over the year we have calculated that volunteers have given us **29,434** hours of their time.

Based on the average income (2017) for Cheshire of £15.55 per hour (source ONS Annual Survey of Hours and Earnings), this represents a monetary value of around **£458,000**

Income maximisation:

Total income gains of **£1,180,173** were claimed on behalf of older people in the last year. Cheshire East Council estimates that for every pound in benefit claimed, 78p is spent locally, equivalent to £920,535 for the local economy.

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 March 2018
(Continued)**

Review of Development, Activities and Achievements during the Year - continued

Environmental Impact

The organisation's 5 Charity Shops and Furniture Showroom act as town centre recycling points for clothes, furniture, books, bric-a-brac and electrical items.

Information and Advice

Our Information and advice service provides up to date information on a wide range of issues such as housing, health and care, money matters, leisure and social opportunities. As well as meeting clients in the offices in Macclesfield, home visits can also be offered.

During the year, the service has dealt with 6,450 enquiries from 4,411 individuals. Clients raised 10,062 issues with our advisers and volunteers, with the main issues being benefits, non-residential/ domicillary care and residential care. As well as providing such information, the service also helps older people complete forms and offers specialist advice sessions on issues such as wills and related legal matters. Alongside our adviser, 6 volunteers have provided an invaluable 411 hours of additional support.

The largest percentage of queries relate to benefit issues. During 2017/18, there were 1,769 benefit checks undertaken with the annual income gain for our clients as a result of this support totalling £1,180,173.

To ensure that the service we provide remains relevant, we survey our service users after they have received a service from us by satisfaction surveys by post and carer feedback by telephone.

We were grateful to the Big Lottery Fund who funded the service until December 2017, after which the service was funded by Awards for All.

iACE Information & Advice

iACE is a service commissioned by Cheshire East Council, which provides easy access to accurate, relevant information and advice which enables people to understand their options relating to; all aspects of care and support, health and disability conditions, resolving issues, making choices and accessing services.

The service is for anyone who has queries about adult social care issues including people with illnesses and disabilities, carers and young people in transition from children's to adult services.

Issues we can help with include:

- The Care Act
- Peer social support and leisure activities
- Accessing care and support services
- Paying for Personal Care
- Condition specific information
- Adaptive technologies and independent living aids

The iACE service is provided in a consortium of local, quality assured, information and advice providers which also includes Citizens Advice Cheshire East, Age UK Cheshire, Disability Information Bureau, Citizens Advice Cheshire North and the Deafness Support Network.

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 March 2018
(Continued)**

Review of Development, Activities and Achievements during the Year - continued

iACE Information & Advice - continued

During the year, the project has dealt with 188 clients on a wide variety of issues, providing 517 interventions.

Due to changing commissioning priorities, Cheshire East Council has terminated this contract with effect from 31 May 2018.

Help at Home

Our Help at Home Service is a vital service providing practical help and support to the over 50s in their homes. Our 25 Home Helps are fully trained and help our clients with a wide range of household tasks, including cleaning and laundry, shopping calls, accompanying service users to appointments and respite/companionship allowing carers a break. A key aspect of the service is that we visit older people in their homes, providing a regular contact point for them and we are able to tailor our support to ensure it best suits their needs. Over the year, an average of 175 service users have accessed the service, receiving a total of 13,946 hours of support in their homes.

New Horizons Club (Dementia Day Support)

2017/18 was the first full year of the Centre's operation, following its opening in September 2016. The centre can cater for up to 14 users every day, and is primarily focused on people with memory problems and experiencing the early stages of dementia. We have an excellent relationship with Cheshire East Council's Dementia Reablement Service, who refer many clients through to us to receive our support.

The service is operated by a small team of dedicated Activity Support Workers, who provide a range of stimulating activities for service users, and if weather permits, an opportunity to go out on trips in the service's very own minibus. To ensure that the service remains accessible to residents across our area of benefit, we provide transport to and from the centre, using a combination of staff and volunteer drivers.

The service is a 'paid for' service and the fees charged cover the provision of the service, with any surplus ploughed back into the charity to further improve services for older people.

At the end of 2017/18, the service had a total of 38 service users. 245 sessions had been held during the year, which was only 3 below target due to the group closing as a result of adverse weather conditions. Over the year, 2790 places were filled, against the target of 2,976. Volunteers provided 2,466 hours of support.

Men in Sheds

This project uses two well stocked sheds built within two locations in Macclesfield and Congleton. The project is a place where older men can be themselves. Those attending the sheds can make use of their skills and experience and share them with other service users, as well as taking part in a number of woodworking projects.

The project enables men to make friends and extend their social networks, in a welcoming and warm environment. Three sessions are held every day, with both sheds open every Monday and Tuesday. In total, there have been 1,194 attendances during the year. In addition, a number of volunteers help to run

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 March 2018
(Continued)**

Review of Development, Activities and Achievements during the Year - continued

Men in Sheds - continued

the project. We have been grateful for the ongoing support of a number of funders during the last year, which have included Cheshire Community Foundation, The Francis Winham Foundation, The Hobson Charity and Macclesfield Town Council. However, we enter 2018/19 without any external funding and the securing of funds to maintain this project for future years will be a priority.

Joining Forces

This project commenced in July 2017, when we were successful in securing funding from Age UK to run a project along with 12 other areas in England. The project is financed from The Aged Veterans Fund funded by the Chancellor using Libor funds.

The project commenced with initial mapping, networking and relationship development, which proved successful in identifying veteran services already being provided and the range of organisations delivering those services. This initial phase also helped develop some strong strategic and operational relationships to help with positioning the project, developing our knowledge base of veteran specific issues, and influencing. In particular, the project has looked to collect better data around veterans through the organisation of a Cheshire East Joint Strategic Needs Assessment (JSNA) and also the fostering of more joined up services through a Cheshire East Armed Forces Network group.

We have developed promotional materials and managed to create good visibility through events, media and social media. In terms of numbers, we believe our communication has potentially hit over 15,000 people with about 500 aged veterans and 50 families engaging with the message in some way. At the more specific support end, the project has provided guided support to around 20 people to date. Whilst not a huge number, the outcomes have made some quite significant differences to people's lives.

As the project develops, it will look to use the data from the JSNA to understand the needs of veterans and to develop some more specific services/activities, probably focussing on the setting up of groups and developing befriending. It is also hoped the JSNA will give a clearer view of the number of veterans out there in order to review our target numbers. We have reviewed our marketing and communication activity and plan to use a radio campaign along with improved social media activity to engage with veterans and perhaps more significantly, families' friends and carers.

ICT Learning

We recognise the added value that computer literacy can bring to the lives of older people, and in particular, help address the issues of social isolation and enable people to lead more independent lives.

The ICT learning project provides learning and support for older people to respond to these very issues. The sessions are delivered through our learning centre in Henderson Street. Group sessions' led by volunteers, offer support and advice for those with particular issues or the use of equipment for those wishing to gain confidence knowing that a mentor on hand if they have a problem.

Individual courses are available for those who perhaps feel uncomfortable in a group environment and for complete beginners who need individual attention.

There is continuing change in client requirements from starters and absolute beginners to people who need help progressing to updated operating systems and equipment. Existing users often seek help the project.

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 March 2018
(Continued)**

Review of Development, Activities and Achievements during the Year - continued

ICT Learning - continued

We have been grateful for the ongoing support of a number of funders during the last year, which have included HSBC, The Royal British Legion, The Pennycress Trust, The Leigh Trust, Cheshire Community changing from traditional desktops and laptops to using tablets and phones. We make a small charge for sessions to make a contribution to costs.

Art Group

Our art group meets every Thursday in Macclesfield, clients of all level of experience can learn new skills and keep active. The group enables everyone to make friends and extend their social network, in a welcoming and warm environment. All equipment is provided and clients make a small contribution. Each year, the group hosts an art exhibition to show their work.

Long Term Care Discharge Placement

This service, which terminated in June 2017, was funded by Cheshire East Council, supporting people in hospital who have been assessed as requiring discharge into long-term care. During the first three months of the year, the service received 73 referrals, providing local knowledge in relation to all aspects of choosing and funding long-term care, with the aim of helping those older people select a care home most appropriate for their wishes and needs.

Charity Shops

The Charity has five high street shops, together with a furniture showroom. The shops, located in Alderley Edge, Congleton, Knutsford, Macclesfield and Poynton, sell a wide variety of good quality second hand clothes, books, DVDs, CDs, toys, jewellery, watches, electrical goods and various items of bric-a-brac. The furniture showroom, based across the road from the charity's offices in Henderson Street, Macclesfield, sells a large amount of quality second hand furniture, including beds, wardrobes, tables, chairs, sofas and pictures.

The charity is extremely grateful to the 100+ volunteers who help the staff make the shops such a success, as well as the customers who continue to use our stores and also donate unwanted goods, which in turn bring in vital unrestricted income to support the charity to provide a wide range of services for older people.

Trading

For a number of years, Age UK Cheshire East has worked in conjunction with Age UK to sell insurance and other related products. Changes in the arrangements have meant that Age UK Cheshire East has ceased the trading of these products with effect from 8 March 2018.

Volunteers

We are supported by approximately 150 volunteers, who undertake a variety of roles across the charity, including supporting our shop staff with a wide variety of tasks; providing support to people living with dementia, organising art groups, or providing information and advice on a wide variety of issues. Without their valuable support, we would not be able to provide the level of services that we do, and we are very grateful for all their efforts on behalf of our charity.

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 March 2018
(Continued)**

Statement of Trustees' Responsibilities and Corporate Governance

The trustees are responsible for their annual report, and the preparation of the financial statements for each financial year which give a true and fair view of the incoming resources and application of those resources to the charity and group during the year, and of the state of affairs at the end of the financial year. In preparing these financial statements the trustees are required to:

- ensure that suitable accounting policies are established and applied consistently;
- make judgements and estimates which are reasonable and prudent;
- observe the methods and principles in the Charities SORP
- state whether the applicable accounting standards and statement of recommended accounting practice have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on a going concern basis unless it is inappropriate to presume that the charity will continue in operation.

The trustees have overall responsibility for ensuring that the charity has appropriate systems and controls, financial and otherwise. They are also responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charity and for their proper application as required by charity law, and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities and to provide reasonable assurance that:

- the charity is operating efficiently and effectively;
- all assets are safeguarded against unauthorised use or disposition and are properly applied;
- proper records are maintained and financial information used within the charity, or for publication, is reliable;
- the charity complies with relevant laws and regulations.

Internal controls over all forms of commitment and expenditure continue to be refined to improve efficiency. Processes are in place to ensure that performance is monitored and that appropriate management information is prepared and reviewed regularly by both the executive management and the Board of Trustees.

The systems of internal control are designed to provide reasonable but not absolute assurance against material misstatement or loss. They include:

- an annual budget approved by the trustees;
- regular consideration by the trustees of financial results, variances from budgets, non financial performance indicators and benchmarking reviews;
- delegation of day to day management authority and segregation of duties; and
- identification and management of risks.

**REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 March 2018
(Continued)**

Statement of Trustees' Responsibilities and Corporate Governance - continued

Auditors

A governance review of our audit provision was carried out this year. A resolution with the proposal of the appointment of auditors for the company will be proposed at the Annual General Meeting.


Statement of disclosure to auditors

As far as the trustees are aware, there is no relevant audit information of which the company's auditors are unaware. Additionally, the trustees have taken all the necessary steps that they ought to have taken as trustees in order to make themselves aware of all the relevant audit information and to establish that the company's auditors are aware of that information.

This report has been prepared in accordance with the Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the FRS 102 and prior year results have been restated on this basis.

Signed on behalf of the trustees

M Strutt - Chairman



Date:

9/8/18

**INDEPENDENT AUDITORS' REPORT
TO THE TRUSTEES OF AGE CONCERN EAST CHESHIRE**

Opinion

We have audited the financial statements of Age Concern East Cheshire (the 'charity') for the year ended 31 March 2018 which comprise the statement of financial activities, the balance sheet, the statement of cash flows and the notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102. The financial Reporting standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

In our opinion, the financial statements:

- give a true and fair view of the state of the charitable company's affairs as at 31 March 2018 and of its incoming resources and application of resources, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on auditing (UK) (ISAs UK) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the accounts section of our report. We are independent of the charity in accordance with the ethical requirements that are relevant to our audit of the accounts in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISA's (UK) require us to report to you where:

- the trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the charity's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

Other information

The trustees are responsible for the other information. The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

**INDEPENDENT AUDITORS' REPORT
TO THE TRUSTEES OF AGE CONCERN EAST CHESHIRE
(Continued)**

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters in relation to which the Charities (Accounts and Reports) Regulations 2008 require us to report to you if, in our opinion:

- the information given in the financial statements is inconsistent in any material respect with the trustees' report; or
- sufficient accounting records have not been kept; or
- the financial statements are not in agreement with the accounting records; or
- we have not received all the information and explanations we require for our audit.

Responsibilities of trustees

As explained more fully in the statement of trustees' responsibilities, the trustees, who are also the directors of the charity for the purpose of company law, are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the trustees are responsible for assessing the charity's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

We have been appointed as auditors under section 144 of the Charities Act 2011 and report in accordance with the Act and relevant regulations made or having effect thereunder.

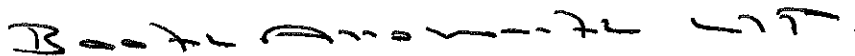
Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: <http://www.frc.org.uk/auditorsresponsibilities>. This description forms part of our auditor's report.

**INDEPENDENT AUDITORS' REPORT
TO THE TRUSTEES OF AGE CONCERN EAST CHESHIRE
(Continued)**

Use of our report

This report is made solely to the charity's trustees, as a body, in accordance with part 4 of the Charities (Accounts and Reports) Regulations 2008. Our audit work has been undertaken so that we might state to the charity's trustees those matters we are required to state to them in an auditors' 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 charity and the charity's trustees as a body, for our audit work, for this report, or for the opinions we have formed.



Booth Ainsworth LLP
Chartered Accountants
Statutory Auditors

Alpha House
4 Greek Street
Stockport
Cheshire
SK3 8AB

Date: 10 / 9 / 12.

Booth Ainsworth LLP is eligible for appointment as auditor of the charity by virtue of its eligibility for appointment as auditor of a company under of section 1212 of the Companies Act 2006

CONSOLIDATED STATEMENT OF FINANCIAL ACTIVITIES
(including Income and Expenditure account)
FOR THE YEAR ENDED 31 March 2018

	Unrestricted Funds	Restricted Funds	Total 2018	Total 2017	
Note	£	£	£	£	
INCOMING RESOURCES					
Incoming resources from generated funds:					
Voluntary income:					
Donations, legacies and similar income	2(a)	39,905	24,550	64,455	116,408
Activities for generating funds:					
Trading operations	2(b)	630,727	-	630,727	608,495
Investment income	2(c)	37	-	37	103
Incoming resources from Charitable activities					
Activities to generate funds	2(d)	387,655	163,637	551,292	841,078
Total incoming resources		<u>1,058,324</u>	<u>188,187</u>	<u>1,246,511</u>	<u>1,566,084</u>
RESOURCES EXPENDED					
Cost of generating funds					
Trading operations	3(a)	622,057	-	622,057	648,580
Charitable activities	3(b)	422,601	202,307	624,908	1,130,042
Total resources expended	4	<u>1,044,658</u>	<u>202,307</u>	<u>1,246,965</u>	<u>1,778,622</u>
Net expenditure		13,666	(14,120)	(454)	(212,538)
Transfer between funds	18	(242)	242	-	-
Net movement in funds		13,424	(13,878)	(454)	(212,538)
Balances brought forward 1 April 2017		<u>369,556</u>	<u>13,065</u>	<u>382,621</u>	<u>595,159</u>
Balances carried forward 31 March 2018		<u>382,980</u>	<u>(813)</u>	<u>382,167</u>	<u>382,621</u>

The consolidated statement of financial activities includes information relating to the one wholly owned subsidiary of the Charity.

The statement of financial activities includes all gains and losses in the year. All incoming resources and resources expended derive from continuing activities.

**BALANCE SHEET
FOR THE YEAR ENDED 31 March 2018**

	Note	Group		Charity	
		2018 £	2017 £	2018 £	2017 £
Fixed Assets					
Tangible fixed assets	7	209,494	217,642	209,494	217,642
Investment in subsidiary		-	-	1	1
		<u>209,494</u>	<u>217,642</u>	<u>209,495</u>	<u>217,643</u>
Current Assets					
Stock		1,412	1,255	1,412	1,255
Debtors	8	108,533	174,141	108,533	174,141
Cash at bank and in hand		150,286	82,214	150,286	82,214
		<u>260,231</u>	<u>257,610</u>	<u>260,231</u>	<u>257,610</u>
Creditors: amounts falling due within one year	9	<u>(87,558)</u>	<u>(89,000)</u>	<u>(87,559)</u>	<u>(89,001)</u>
Net Current Assets		<u>172,673</u>	<u>168,610</u>	<u>172,672</u>	<u>168,609</u>
Creditors: amounts falling due after more than one year	10	<u>-</u>	<u>(3,631)</u>	<u>-</u>	<u>(3,631)</u>
Net Assets	11	<u>382,167</u>	<u>382,621</u>	<u>382,167</u>	<u>382,621</u>
Funds					
Restricted funds		(813)	13,065	(813)	13,065
Unrestricted funds					
General funds – Liquid funds		173,486	151,914	173,486	151,914
Non liquid funds		209,494	217,642	209,494	217,642
		<u>382,167</u>	<u>382,621</u>	<u>382,167</u>	<u>382,621</u>

These accounts are prepared in accordance with the provisions applicable to companies subject to the small companies regime within Part 15 of the Companies Act 2006.

These group accounts have been prepared in accordance with section 398 of the Companies Act 2006 and section 138 of the Charities Act 2011

Approved on behalf of the Trustees

M Strutt - Chairman

I Ross - Trustee

Date:

9 August 2018

**CASH FLOW STATEMENT
FOR THE YEAR ENDED 31 March 2018**

	Note	Group	
		2018 £	2017 £
Net cash flow from operating activities	13	66,836	(188,431)
Cash flow from investing activities			
Payments to acquire tangible fixed assets		-	(2,110)
Proceeds from sale of tangible fixed assets		1,199	-
Interest received		37	103
Net increase/(decrease) in cash and cash equivalents		<u>68,072</u>	<u>(190,438)</u>
Cash and cash equivalents at start date 1 April 2017		82,214	272,652
Cash and cash equivalents at 31 March 2018		<u>150,286</u>	<u>82,214</u>
Cash and cash equivalents consists of:			
Cash at bank and in hand		150,286	82,214
Cash and cash equivalents at 31 March 2018		<u>150,286</u>	<u>82,214</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 March 2018**

1. Accounting Policies

The principal accounting policies are summarised below. The accounting policies have been applied consistently throughout the year and in the preceding year.

(a) Basis of Accounting

The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and the Republic of Ireland (charities SORP FRS 102) and the Companies Act 2006. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy notes.

(b) Fund Accounting

Unrestricted funds are donations and other incoming resources receivable or generated for the objects of the charity without further specified purpose and are available as general funds.

Designated funds are unrestricted funds earmarked by the trustees for particular purposes.

Restricted funds are funds that are to be used in accordance with specific restrictions imposed by donors or which have been raised by the charity for particular purposes. The aim and use of each restricted fund is set out in the notes to the accounts.

(c) Group Financial Statements

The financial statements consolidate the results of the charity and its wholly owned subsidiary, Age Concern East Cheshire (Enterprises Limited), on a line-by-line basis. A separate Statement of Financial Activities, and income and expenditure account for the charity has not been presented because the charity has taken advantage of the exemption afforded by section 408 of the Companies Act 2006.

(d) Incoming Resources

All incoming resources are included in the Statement of Financial Activities when the charity is entitled to the income and the amount can be quantified with reasonable accuracy. The following specific policies are applied to particular categories of income:

- Voluntary income is received by way of grants, donations and gifts and is included in full in the Statement of Financial Activities when receivable. Grants, where entitlement is not conditional on the delivery of a specific performance by the charity, are recognised when the charity becomes unconditionally entitled to the grant. For legacies, entitlement is established once the charity has been notified of an impending distribution.
- Donated services and facilities are included at the value to the charity where this can be quantified. The value of services provided by volunteers has not been included in these accounts.
- Clothing and other items donated for resale through the charity's shop are included as incoming resources within activities for generating funds when they are sold.
- Investment income is included when receivable.
- Incoming resources from charitable trading activity are accounted for when earned.
- Incoming resources from grants, where related to performance and specific deliverables, are accounted for as the charity earns the right to consideration by its performance.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 March 2018
(Continued)**

1. Accounting Policies - continued

(e) Resources expended

All expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to the category. Expenditure includes any VAT which cannot be fully recovered, and is reported as part of the expenditure to which it relates.

Where central costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of the resources following a high, medium and low usage, with charity shops covering the remaining balance. Breakdown as follows:

	Staff costs	Office costs	Premises costs	Fees & Other costs
	%	%	%	%
Activities to further Charity's objects:				
New Horizons Club	19	19	19	19
Help at Home	14	14	14	14
Information & Advice	6	6	6	6
iACE	3	3	3	3
Men in Sheds	6	6	6	6
LifeLinks	2	2	2	2
Joining Forces	3	3	3	3
Long Term Care	1	1	1	1
Activities to generate funds:				
Charity Shops	43	43	43	43
Income Generation	3	3	3	3
	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>

(f) Depreciation

Depreciation is provided on all tangible fixed assets at rates calculated to write off the cost, less estimated residual value, of each asset costing over £500 evenly over its expected useful life as follows:

Computer and other equipment	Over 3 to 4 years or life of project
Fixtures and fittings	Over 3 to 4 years or life of project
Buildings	Over 50 years
Leasehold improvements	In line with break clauses
Motor Vehicles	Over 5 years

Assets costing under £500 are depreciated in full in the year of acquisition.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 March 2018
(Continued)**

1. Accounting Policies - continued

(g) Stocks

Stocks are valued at the lower of cost and net realisable value. Cost is determined on a "first in, first out" basis and net realisable value is determined on the basis of expected selling price less any further costs expected to be incurred to disposal. Donated goods for sale in the shop are not valued for inclusion in the stock, sale proceeds are accounted for in the year in which the sale occurs.

(h) Pension Contributions

The charity operates a defined contribution pension scheme, the assets of which are held separately from those of the charity in independently administered funds. Contributions payable for the year are charged in the statement of financial activities.

(i) Operating Lease Commitments

Operating leases and payments made under them are charged to the Statement of Financial Activities on a straight line basis over the lease term.

(j) Net Income from Trading Activities of Subsidiary

The wholly owned subsidiary, Age Concern East Cheshire (Enterprises) Limited, provides insurance and related financial product services. See note 17 for a summary of the results.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 March 2018
(Continued)**

2. Incoming resources

	Unrestricted Funds	Restricted Funds £	Total 2018 £	Total 2017 £
(a) Voluntary Income:				
Donations	22,955	-	22,955	29,224
Legacies	16,950	-	16,950	1,227
Trust Funds	-	24,550	24,550	85,957
	<u>39,905</u>	<u>24,550</u>	<u>64,455</u>	<u>116,408</u>
(b) Trading Operations				
Charity Shops:				
- Donated Goods and Rags	568,653	-	568,653	549,262
- Purchased Goods	4,343	-	4,343	5,798
- Gift Aid Income	25,886	-	25,886	24,680
Insurance Commission	22,640	-	22,640	7,691
Fundraising Events	8,687	-	8,687	18,479
Sundry Income	518	-	518	2,585
	<u>630,727</u>	<u>-</u>	<u>630,727</u>	<u>608,495</u>
(c) Investment Income				
Bank Interest Received	37	-	37	103
(d) Charitable Activities				
New Horizons Club	146,349	-	146,349	105,155
Help at Home	219,080	-	219,080	244,944
Information & Advice - Big Lottery Fund	-	75,152	75,152	101,800
ICT & Outreach	-	-	-	1,900
Supporting You - Cheshire East Council	-	-	-	15,625
iACE	-	18,169	18,169	10,593
Activity classes - Art, IT, Craft	1,831	-	1,831	23,958
One You - Cheshire East Council	-	-	-	80,940
Men in Sheds	5,521	-	5,521	18,306
LifeLinks - Cheshire East Council	-	30,115	30,115	208,109
Joining Forces - MOD	-	40,201	40,201	-
Long Term Care - Cheshire East Council	14,874	-	14,874	29,748
	<u>387,655</u>	<u>163,637</u>	<u>551,292</u>	<u>841,078</u>
Total	<u>1,058,324</u>	<u>188,187</u>	<u>1,246,511</u>	<u>1,566,084</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 March 2018
(Continued)**

3. Resources Expended

	Unrestricted Funds	Restricted Funds £	Total 2018 £	Total 2017 £
(a) Trading Operations				
Charity Shops	598,873	-	598,873	573,468
Other trading	-	-	-	20,509
Fundraising and Trust Funds	23,184	-	23,184	54,603
	<u>622,057</u>	<u>-</u>	<u>622,057</u>	<u>648,580</u>
(b) Charitable Activities:				
New Horizons Club	145,996	-	145,996	252,152
Help at Home	221,858	-	221,858	250,398
Information & Advice:				
- Big Lottery Fund	-	64,107	64,107	108,389
- Other Funding	3,837	13,000	16,837	-
ICT & Outreach	-	-	-	33,849
Supporting You - Cheshire East Council	-	-	-	13,854
iACE	-	20,003	20,003	12,420
Activity classes - Art, IT, Craft	-	-	-	32,982
One You - Cheshire East Council	-	-	-	80,940
Men in Sheds	38,731	11,550	50,281	102,285
LifeLinks - Cheshire East Council	-	56,294	56,294	208,216
Joining Forces - MOD	-	37,353	37,353	-
Long Term Care - Cheshire East Council	12,179	-	12,179	34,557
	<u>422,601</u>	<u>202,307</u>	<u>624,908</u>	<u>1,130,042</u>
Total	<u>1,044,658</u>	<u>202,307</u>	<u>1,246,965</u>	<u>1,778,622</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 March 2018
(Continued)**

**4. Allocation of total resources
expended Charitable
expenditure:**

	Staff Costs £	Other direct Costs £	Other allocated Costs £	Total 2018 £	Total 2017 £
New Horizons Club	103,983	28,062	13,951	145,996	252,152
Help at Home	207,834	3,089	10,935	221,858	250,398
Information & Advice:					
- Big Lottery Fund	53,483	7,356	3,268	64,107	108,389
- Other Funding	15,405	326	1,106	16,837	-
ICT & Outreach	-	-	-	-	33,849
Supporting You - Cheshire East Council	-	-	-	-	13,854
iACE	17,375	441	2,187	20,003	12,420
Activity classes - Art, IT, Craft	-	-	-	-	32,982
One You - Cheshire East Council	-	-	-	-	80,940
Men in Sheds	34,697	11,210	4,374	50,281	102,285
LifeLinks - Cheshire East Council	44,026	10,398	1,870	56,294	208,216
Joining Forces - MOD	30,781	4,583	1,989	37,353	-
Long Term Care -Cheshire East Council	10,732	741	706	12,179	34,557
Costs of generating funds:					
- Charity Shops	320,494	246,497	31,882	598,873	573,468
- Commercial Trading Operations	-	-	-	-	20,509
- Income Generation	19,271	1,599	2,314	23,184	54,603
	<u>858,081</u>	<u>314,302</u>	<u>74,582</u>	<u>1,246,965</u>	<u>1,778,622</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 March 2018
(Continued)**

5. Staff Costs		2018	2017
		£	£
Wages & salaries		755,834	1,109,628
Social Security costs		40,871	69,657
Pension costs		59,230	85,757
Health insurance costs		2,146	2,725
		<u>858,081</u>	<u>1,267,767</u>
No employee earned more than £60,000 pa			
Total number of staff:	Full Time	17	30
	Part Time	43	47
		<u>60</u>	<u>77</u>
The average number of employees (full time equivalent analysed by function) was:			
New Horizons Club		4	4
Help at Home		9	9
Information & Advice		2	3
iACE		1	1
IT & Learning Centre		-	1
One You		-	4
Men in Sheds		2	3
LifeLinks		-	7
Joining Forces		1	-
Long Term Care		-	1
Charity Shops		14	14
Income Generation		1	1
Management & Finance		4	4
		<u>38</u>	<u>52</u>

6. Trustees Remuneration & Related Party Transactions

Trustees re-imburement of expenses during the year £Nil (2017 £Nil). No trustee or person related to the charity had any personal interest in any contract or transaction entered into by the charity during the year (2017 £Nil). Trustee Indemnity Insurance £857 (2017 £825)

7. Tangible Fixed Assets (Charity & Group)	Land & Buildings	Computers & other equipment	Fixtures & Fittings	Motor Vehicles	Total
	£	£	£	£	£
Cost:					
At 31 March 2017	276,179	18,043	37,343	17,995	349,560
Additions	-	-	-	-	-
Disposals	-	-	-	(17,995)	(17,995)
At 31 March 2018	<u>276,179</u>	<u>18,043</u>	<u>37,343</u>	<u>-</u>	<u>331,565</u>
Depreciation:					
At 31 March 2017	65,230	18,043	34,247	14,398	131,918
Charge for the year	3,404	-	1,147	2,398	6,949
On disposals	-	-	-	(16,796)	(16,796)
At 31 March 2018	<u>68,634</u>	<u>18,043</u>	<u>35,394</u>	<u>-</u>	<u>122,071</u>
Net book values:					
At 31 March 2018	<u>207,545</u>	<u>-</u>	<u>1,949</u>	<u>-</u>	<u>209,494</u>
At 31 March 2017	<u>210,949</u>	<u>-</u>	<u>3,096</u>	<u>3,597</u>	<u>217,642</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 March 2018
(Continued)**

	Group		Charity	
	Total 2018 £	Total 2017 £	Total 2018 £	Total 2017 £
8. Debtors				
Trade debtors	24,934	112,720	24,934	112,720
Prepayments & Accrued Income	71,816	53,051	71,816	53,051
Amount owed by subsidiary	1,278	-	1,278	-
Other debtors	10,505	8,370	10,505	8,370
	<u>108,533</u>	<u>174,141</u>	<u>108,533</u>	<u>174,141</u>
9. Creditors: Amounts falling due within one year				
Current instalment due on bank loan (secured)	3,837	6,312	3,837	6,312
Amount owed to subsidiary	-	-	1	1
Other creditors and accruals	54,503	55,888	54,503	55,888
Deferred income	29,218	26,800	29,218	26,800
	<u>87,558</u>	<u>89,000</u>	<u>87,559</u>	<u>89,001</u>
10. Creditors: amounts falling due after more than one year				
Mortgage	-	3,631	-	3,631
	<u>-</u>	<u>3,631</u>	<u>-</u>	<u>3,631</u>

11. Net Assets

The net assets of the Charity are divided into Free Reserves that are available for the general purposes of the Charity and Non-liquid Reserves that are tied up in fixed assets or are available only for restricted or designated purposes. At 31 March 2018 the liquid (free) reserves of the Charity amounted to £172,673 (2017 £151,914). Other reserves tied up in fixed assets or restricted funds totalled £209,494 (2017 £230,707). An analysis of the net assets between the various funds is set out below.

	Tangible fixed assets £	Net current assets £	Long term liabilities £	Total £
Restricted funds:				
East Cheshire CAB - iACE	-	(3,661)	-	(3,661)
Joining Forces - MOD	-	2,848	-	2,848
	<u>-</u>	<u>(813)</u>	<u>-</u>	<u>(813)</u>
Unrestricted funds:	209,494	173,486	-	382,980
	<u>209,494</u>	<u>173,486</u>	<u>-</u>	<u>382,980</u>
	<u>209,494</u>	<u>172,673</u>	<u>-</u>	<u>382,167</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 March 2018
(Continued)**

12. Restricted Funds – Charity

The analysis of the restricted funds is as follows:

	Big Lottery Fund Reaching Communities	Cheshire East CAB iACE	Peaks & Plains LifeLinks	MOD Joining Forces	Trust Funds Other	Restricted Funds Total
	£	£	£	£	£	£
Balance at start of year	(11,287)	(1,827)	26,179	-	-	13,065
Income deferred from 2016/17	25,050	-	-	-	-	25,050
Income accrued into 2017/18	-	-	-	10,019	-	10,019
Incoming resources	50,102	18,169	30,115	30,182	38,894	167,462
Income deferred until 2018/19	-	-	-	-	(14,344)	(14,344)
Income accrued into 2016/17	-	-	-	-	-	-
Outgoing resources (see below)	(64,107)	(20,003)	(56,294)	(37,353)	(24,550)	(202,307)
Transfer - unrestricted funds	242	-	-	-	-	242
Balance at end of year	-	(3,661)	-	2,848	-	(813)

The Information and Advice Service was funded from the Big Lottery through the Reaching Communities Fund until 31st December 2017. The service is based at the New Horizons Centre (NHC) in Macclesfield, with limited home visits also provided, with the purpose of increasing access to information and advice by older people and their carers. The service provides information, advice and casework on a wide range of issues, and helps older people and their carers to increase their income through benefit claims and grants, e.g. for home improvement.

The iACE project is run in partnership by 6 organisations, with Cheshire East CAB acting as the lead organisation, funded by Cheshire East Council.

The LifeLinks project ran in partnership with Peaks and Plains until 2nd April 2017 and was funded by Cheshire East Council.

The MOD project run in partnership with Age UK and other local Age UK's, funded by Ministry of Defence.

Age Concern East Cheshire has received resources from Trust Funds during the course of the year. Of the £38,994 received, £24,550 was spent during the year, with the balance of £14,344 deferred until 2018/19.

Donor	Project	£
Restricted Funds		
Macclesfield Town Council	Capital- New boiler NHC	894
The Pennycress Trust	Capital- New boiler NHC	200
The Trees of Leigh Trust	Capital- New boiler NHC	1,000
Big Lotto Fund	Information & Advice	10,000
The Albert Hunt Trust	Information & Advice	3,000
The Garfield Weston Foundation	Information & Advice	10,000
Macclesfield Town Council	Men in Sheds	1,750
The Cheshire Community Foundation	Men in Sheds	6,050
The Francis Winham Foundation	Men in Sheds	3,000
The Hobson Charity	Men in Sheds	3,000
		<u>38,894</u>

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 March 2018
(Continued)**

13. Reconciliation of net expenditure to net cash flow from operating activities

	2018	2017
	£	£
Net expenditure for the year	(454)	(212,538)
Interest receivable	(37)	(103)
Depreciation tangible fixed assets	6,949	18,214
(Increase)/decrease in stock	(157)	880
(Increase)/decrease in debtors	65,608	(13,751)
Increase/(decrease) in creditors	(5,073)	18,867
Net cash flow from operating activities	66,836	(188,431)

14. Operating Lease Commitments

Financial commitments under non-cancellable operating leases will result in the following payments falling due in the next financial year.

	Land & Buildings	Other	Land & Buildings	Other
	2018	2018	2017	2017
	£	£	£	£
Expiring:				
Within one year	200,506	8,364	194,563	3,480
Within two to five years	242,499	16,321	435,163	9,135
After five years	-	-	3,750	-
	443,005	24,685	633,476	12,615

15. Pension Contributions

The charity operates a defined contribution pension scheme the assets of which are held separately from those of the charity in independently administered funds. The pension cost charge for the year was £59,230 (2017 £85,757).

16. Taxation

The charitable company is exempt from corporation tax on its charitable activities.

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 March 2018
(Continued)**

17. Subsidiary undertaking

The wholly owned trading subsidiary Age Concern East Cheshire (Enterprises) Limited, which is incorporated in the United Kingdom, pays the whole of its profits to the charity by gift aid. The subsidiary operates the charity's insurance agency business. A summary of the trading results is shown below for the year ended 31st March 2018.

	2018	2017
	£	£
Turnover & Other Income	25,775	29,692
Overhead costs	(25,775)	(29,692)
Net Profit	<u>-</u>	<u>-</u>
Current assets	5,415	11,188
Current liabilities	(5,414)	(11,187)
Net Assets	<u>1</u>	<u>1</u>

18. Funds Transfer

A net transfer of £242 was made from unrestricted funds in the year representing the amount required to close the Big Lottery Reaching Communities project.

