

Charity Registration No. 1105769

Company Registration No. 05204296 (England and Wales)

AGE CONCERN SALFORD
ANNUAL REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2020

AGE CONCERN SALFORD

LEGAL AND ADMINISTRATIVE INFORMATION

Trustees	K Whittick (Chair) H Worrall P Griffin C Hudson - resigned 11 June 2019 D Marsden E Kenny M Jolley P Sherlock B Lea - resigned 20 August 2019 F Bennett - appointed 30 April 2019
Secretary	D Haynes
Charity number	1105769
Company number	05204296
Registered office	108 Church Street Eccles Salford M30 0LH
Auditor	Azets Audit Services Alpha House 4 Greek Street Stockport Cheshire SK3 8AB

AGE CONCERN SALFORD

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AGE CONCERN SALFORD

TRUSTEES' REPORT (INCLUDING DIRECTORS' REPORT)

FOR THE YEAR ENDED 31 MARCH 2020

The trustees present their report and financial statements for the year ended 31 March 2020.

The financial statements have been prepared in accordance with the accounting policies set out in note 1 to the financial statements and comply with the charity's [governing document], the Companies Act 2006 and "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 Republic of Ireland (FRS 102) (effective 1 January 2019)".

Purposes and activities

The purposes of the charity are:

"To promote the relief of elderly people in and around Salford in any manner which, now or hereafter, may be deemed by law to be charitable through the encouragement, promotion and organisation of direct services".

The charity has the general aim of contributing to the improved quality of life for all older people in the city of Salford through the provision of direct services, support and advocacy. The Strategic Aims of the charity are -

- To improve the health and wellbeing of older people and their carers through the provision of high quality, direct services and support and by reaching out to the most excluded.
- To seek out, inform and promote the views of older people and carers in Salford and to work in partnership with others and exert influence to ensure their voices are heard.
- To represent the stated needs and wishes of all older citizens by inspiring and supporting them, and by seeking to influence agendas locally and nationally.
- To be adaptable, professional, authoritative, trustworthy, and influential collaborating with others as a valued partner to proactively achieve change and continuous measured improvement.
- To work collaboratively to ensure all our activities maximise the organisations potential and resources, to value equality, champion volunteering and its benefits and reflect the diversity of our communities.
- To market ourselves innovatively in order to raise awareness of our work and of its benefits to older people and to expand opportunities for income generation, fundraising and training.
- To ensure the organisations financial stability within the Business Plan cycle, whilst offering quality and ensuring value for money
- To promote choice, control and independence, and empower older people to benefit from the reforms in Health and Social Care, consulting with them to offer a range of flexible non chargeable and chargeable support services.

The Senior Management Team and Trustees agreed the Strategic Plan in October 2016 from which an Operational Plan has been written along with a revised Risk Register. The Strategic Plan gives structure to the ongoing development of the charity and a tool by which progress and effectiveness by setting measurable targets can be monitored by the trustees.

AGE CONCERN SALFORD

TRUSTEES' REPORT (INCLUDING DIRECTORS' REPORT) (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2020

Public benefit statement

The Trustees are clear that the aims of Age Concern Salford are carried out for public benefit. They have referred to the guidance contained in the Charity Commission's general guidance on public benefit when reviewing the aims and objectives of the charity and when planning future activities. The trustees consider how planned activities will contribute to the aims and objectives of the charity. Age Concern Salford provides services, recognises the needs and campaigns on behalf of the older people of Salford through providing dedicated dementia support, daycare services, information and advice amongst its range of available support.

Achievements and Performance

Ageing Well Strategy:

As part of our Age Well Strategy Age UK Salford continues to be an active partner in supporting the City to further its Age Friendly programme. Our dedicated staff have this year worked on growing the membership of Salford's Age Friendly Alliance of local organisations. We hosted events where older people were able to directly influence some key strategic decisions in Salford, for example the Bee Network, a range of projects which are intended to make our streets environmentally more attractive, support wildlife and provide better health related benefits by providing opportunities for people to walk and cycle around more easily and Greater Manchester (GM') Air Quality Plan as older people in urban areas are directly affected by air pollution and the proposals to changes in public transport.

The programme also joined the Greater Manchester Ageing in Place programme and began work on looking in depth at Swinton Town Centre and how Age Friendly the local spaces and 'places' people visited are. A small team supported older people to conduct an Age Friendly Audit of café and eating venues, using a set of Age Friendly Standards they had developed. The Joint Chairs of Salford's Health & Wellbeing Board have signed the Age Friendly Certificates which will be awarded

This year we also produced a detailed, but Age Friendly document, charting the Salford Age Friendly progress and achievements over the last 5 years. An animated film version of this journey was completed at the end of March 2020.

The trustees have paid due regard to guidance issued by the Charity Commission in deciding what activities the charity should undertake.

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TRUSTEES' REPORT (INCLUDING DIRECTORS' REPORT) (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2020

Greater Manchester Nutrition and Hydration Programme:

Over the last year Age UK Salford has continued to deliver the Greater Manchester Nutrition and Hydration programme, funded by the Greater Manchester Health and Social Care Partnership, as part of the Population Health Plan. This programme aims to reduce preventable malnutrition and dehydration for older people. The main focus of the programme is to engage the public as well as front-line workers and volunteers so they can actively promote and encourage good nutrition and hydration. This involves enabling them to identify if someone is not eating or drinking well through their routine interactions with older people and to give timely and appropriate advice or signposting so people can make improvements to their diet, access to or enjoyment of nutritious food.

Over the last year, there has been a major upscale of the delivery of this project:

Over 2,100 front-line workers and volunteers have attended training about good nutrition and hydration

50,477 people have been engaged in awareness-raising activity

41,705 older people used the PaperWeight Armband or were asked questions to reflect on their own diet and appetite

4,393 of those asked were found to need advice and signposting to support them to gain weight

An evaluation from the University of Manchester found that 81% of those who were at risk of malnutrition had a positive outcome after 12 weeks following the brief intervention

The funding for the programme has been extended by 12 months with the aim of embedding this within commissioning priorities of all Greater Manchester localities from March 2021. An updated cost benefit analysis for the programme shows a return on investment of 1:2.27. What is more, it has shown to have additional benefits to individuals in terms of improving quality of life, reducing loneliness and social isolation and enabling people to retain independence for longer.

Locally, Age UK Salford continues to work in partnership with a range of local partners who form Salford's Malnutrition Taskforce.

In the financial year 2019-2020 funding was allocated from Salford City Council's Age Friendly programme to progress the aims of this group, in particular, to:

Support older people and their carers to be involved in planning and self-care to eat well and stay healthy through greater use of the assets that exist locally in communities.

Create a more timely process to identify older people, who are in receipt of adult social care, domiciliary care or AHP support, who are at risk of malnutrition and dehydration and intervene effectively.

Critchley House:

Critchley Community Hub saw its most successful year to date during this period with continued year on year growth in both the community shop and the café. The shop had a light touch refurbishment which was made possible by fundraising and income generation initiatives and the café was able to upgrade to a state-of-the-art coffee machine made possible from the generosity of an anonymous benefactor.

Critchley House continued with its strategic vision and increasing demand by visitors by introducing Saturday opening. We employed a Saturday Chef/Coordinator and provided further volunteering opportunities to those who ordinarily were unable to volunteer during the week. New groups were created to supplement the already very busy ones who met during the week. This saw the introduction of genealogy, Spanish for beginners, Next steps IT and photography taster sessions all of which proved to be incredibly popular. A new Saturday dish of the day provided an extra source of income, as well as a nutritionally balanced, homecooked meal for older people to enjoy. Many celebrations followed including a mocktail afternoon tea fashion show, a volunteer recognition celebration event and the yearly Heritage Open Day event with Peterloo People as the theme.

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TRUSTEES' REPORT (INCLUDING DIRECTORS' REPORT) (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2020

Many of the groups continued to grow in number and in confidence with the gardening group securing funding to purchase a new, larger greenhouse and equipment enabling expansion of the hanging basket enterprise and providing extra produce for use in the community cafe. The writing group also published an additional two books to add to the three already in print and on sale in the centre. The craft group enjoyed making hats to celebrate Mad Pride and were also involved in a banner making project to support heritage open day celebrations.

Another year and another milestone for staff and volunteers saw Ethan a volunteer who joined us from school celebrate his 18th and Clarice, a member of the reading group turned 100!

As Critchley House continued its journey, wider projects supporting work in the local community saw the edible bed maintained by the gardening group, produce a wonderful array of produce for local people to pick from. The involvement in the Swinton & Pendlebury Task group enabled the completion of the restoration of the Noah Robinson monument, the founding father of Swinton, accompanied by a feature in Life in Salford magazine.

Ambition for Ageing:

This year saw the final year of the Ambition for Ageing Programme and by March the programme had made £234,503 in small investments, over the past 4 years. A key theme this year was to explore the impact of arts and culture activity on increasing social connectedness and reducing isolation; to increase participation of older people in arts and culture activity and to share the story of ageing in Salford.

In one project older residents from a sheltered were introduced to the *Manchester International Festival* and invited to become hosts of a 'Festival in My House', which has never been done in a sheltered scheme before. With support the residents, wrote, directed, acted in and produced a show which was performed to a local audience in July

Continuing the Arts & Culture theme a highlight of the programme this year was a hugely successful event held at Salford Museum and Art Gallery to celebrate International Older Peoples Day. This interactive event was thoroughly enjoyed by the more than 80 older people attending, who moved about the space taking part in traditional crafts, memory lane and mapping sessions, reflecting on childhood and early working lives and the changing landscape of Salford using the cultural space as prompts for conversations. The event was visited by both the City and Ceremonial Mayors of Salford who, along with others signed a national Centre for Ageing Better Pledge to work towards eradicating Age Discrimination

University of Manchester Inspire Project:

Mr Alzheimer's was a 12 month project emerging from the Inspire Project which ran over 3 years, running from 1st April 2019 - 31st March 2020. Funding was obtained through Grants of £10,000 from Dementia United and £10,000 match funding from CVS (£4,000 was carried over from existing funds and being used to cover the launch costs, literature and any other overheads).

The project was aimed at all Salford primary schools facilitated through bi monthly dementia friendly sessions with the schools council and arranged for schools to collect packs from their local library who acted as intermediary, 10 packs being made available at all times.

The project launched their new book '**Mr Alzheimer's goes to school**' in addition to a school activity pack on the 17th May 2019 at Buille Hill. The event was a large intergenerational event with local schools in attendance helped create and starred in a shadow puppet performance' uploaded onto a dedicated YouTube website for schools to use as part of an introduction to children. A dedicated Facebook page was also set up called **Salford Inspire** The book has its own ISBN and bar code and selling at a retail price of £5 and can be purchased via an Ebay shop. The project was also promoted throughout Salford via media channels, advertising and newsletters, a photoshoot, Eccles festival in June, Older People's Event in October and an A4A fun event.

Hospital Discharge, Aftercare & Reablement Service:

The Hospital Discharge Aftercare and Reablement Service has managed to sustain and provide a good level of service despite the ongoing challenges it has faced involving modifications to Salford Royal Hospital admission and discharge arrangements for patients.

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TRUSTEES' REPORT (INCLUDING DIRECTORS' REPORT) (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2020

Consequently many people who ordinarily would have been admitted under the old system are now being deflected by the North West Ambulance Service to their GP or other support services such as Adult Social Care. However, the staff have worked proactively with some of the medical wards and A&E to support inpatients ready for discharge and followed up those people who have recently been discharged from Hospital and is reflected in the following figures.

The staff completed approximately 4,461 post discharge assessments and 125 telephone assessments. This is in addition to supporting 519 people who needed ongoing intervention ranging from under 7 days to 42+ days, of these 285 people received support post discharge from hospital. A total of 2,098 telephone calls were made providing assessments and support whilst liaising, signposting and referring people to other services.

The service has also said goodbye to 1 member of staff who transferred to an internal position with a different Service and managed to successfully recruit 2 new Community Support staff.

This service alongside the other Age UK Salford contracted services is being further redesigned and redeveloped using a coproduction model

Humphrey Booth Day Centre

We previously reported that the Day Centre underwent extensive alterations and refurbishment commencing in January 2019, completing in April of the same year. Following on from this Age UK Salford purchased new furniture and window blinds throughout the Centre to compliment the new décor. This included 8 new matching round pivot tables and matching carver chairs in the dining room. The dining room tables being round to encourage conversation and allow for ease of access for people and their wheelchairs where necessary to move about. The dining room was painted, a new wall mural, clock, new curtains and tableware was also purchased. A great deal of planning and thought was applied during this process to create a calm ambience by bringing an element of nature into the dining room and detract from an institutionalised environment by creating a café/bistro style effect that could be enjoyed by all.

Our day centre is now the proud owner of a new specially adapted bath and bathroom facilities including an additional wet room. The request for our bathing service continues to significantly increase each year and is valued as a much-needed resource. During April to December 2019 the Centre provided bathing for 10 clients who attend the Centre and to 1 client who resides in the community.

HBDC prides itself with welcoming visitors into the centre and 2019 was no exception. Approximately 12 -13 young children with support staff attended the centre from the Kids Planet' nursery and took part in activities or reading. This usually occurs 3 – 4 times per year in addition to visits during the festive periods such as Easter and Christmas.

A priest from a local church visits once per month providing Holy Communion to 7-8 people. The Centre also provides an entertainer once per month.

In August approximately 15 college students from the National Citizens Service in Salford gave up their time on 2 occasions to organise and provide activities for attendees and also brought in cakes, biscuits and crisps for people to enjoy. They also made flowers and a video recording of the event which they showed detailing how much they had enjoyed their time working with older people.

The Booth Charities for a further successive year awarded the HBDC a generous grant towards the Christmas festivities which Age UK Salford are extremely grateful for. Unfortunately, on the run up to Christmas there were high levels of sickness amongst regular attendees, some of whom were admitted to hospital.

The Centre remains open between the Christmas and New Year period and for those individuals who live alone and have no family support and continues to provide personal care and arranges to send home with the person a packed lunch for the following day. During the Christmas and New Year period they also provide the person with a food hamper with both basic and festive food for them to enjoy at their leisure.

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TRUSTEES' REPORT (INCLUDING DIRECTORS' REPORT) (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2020

Dementia Support Service

The Dementia Support Service continues to be in high demand providing a valuable support system for people with dementia and their carers. During the last financial year the Service has received and responded to 145 new referrals, supported 486 people with dementia and 495 Carers through 1:1 intervention and group work support. A number of groups are facilitated each week by the team and have proved invaluable in providing people with dementia and carers with peer support.

These groups have included an early onset group called Mount Chapel Champions which meets each Monday after securing another £1500 grant from the Booth Charities to pay for room hire. Each session has an average attendance of 21 people with dementia accompanied by their carers and supported 942 people over the past year. Buddy Cafes continue to operate on a Wednesday, Thursday and Friday having a weekly average attendance of between 9 – 13 per session. The fortnightly Dementia Café with an average attendance of 23 has supported 499 people this past year.

A total of 10 Carer workshops have also been facilitated this past year, topics including Falls Awareness, Nutrition and Hydration, Carers Rights, Dementia Awareness, Legal and Finance and Developing Coping strategies have been presented.

The Salfordian Hotel continues to be a welcome break for people with dementia and their carers. A total of 30 people with dementia and carers were supported on two separate weekend breaks in Southport during the year.

The Service has worked closely with Dementia United this past year on a GM Care Plan and Care Pathway representing Salford by being 1 of 3 localities who piloted the Post Diagnostic, Dementia Care plan. This has involved working on the development and trialling of a new Dementia Care Plan tool which will soon be available to all localities within Greater Manchester.

DSS have worked collaboratively with City of Trees and Salford Community Leisure and successfully delivered a Dementia Friendly Nature Walk in September. DSS also distributed 30 twiddle muffs donated by the Eccles Knitting Group.

Social Rehabilitation Service:

The Service continues to operate adjacent to the Hospital Discharge, Aftercare and Reablement Service situated within Salford Royal Hospital Foundation Trust. Providing community outreach support for older people, specifically individuals who are lonely and isolated to remain safe and well enabling them to live an independent life as possible.

From the beginning of April 2019 – end of December 2020 the Service has continued to support approximately 30 people per quarter with a long term intervention and 12 people with shorter term interventions. The Service worked closely with Age UK Salford's Volunteer Service and Critchley House to build on volunteer capacity by recruiting new volunteers to provide ongoing support to older people referred to the service.

The weekly Friday group at Critchley House has continued successfully this year with attendance with up to 11 members supported by a couple of volunteers. Talks have included victim support and nutrition and hydration.

Following the success of the Friday group a weekly Tuesday group was established at Streetgate Sheltered Scheme, approximately 5 -6 people from the scheme attend for a chat and natter. This group is facilitated by the service coordinator and a Health Improvement worker. Two volunteers are supporting the group separately from those volunteers who facilitate the Friday/Saturday Groups at Critchley House. A further Saturday group was also being trialled at Critchley House on a weekly basis.

Since the beginning of 2020 the service has been carrying a 28 hour Coordinator vacancy due to the departure of the previous worker who left at the end of December 2019. Moving forward, this service alongside the other Age UK Salford contracted services is being further redesigned and redeveloped

AGE CONCERN SALFORD

TRUSTEES' REPORT (INCLUDING DIRECTORS' REPORT) (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2020

Financial review

During the year the total incoming resources were:

Unrestricted £708,625, Restricted £1,174,129 : Total £1,882,754 (2018/19: £1,838,585)

Total resources expended in the year were £1,806,765 (2018/19: £1,677,711)

At the balance sheet date the free reserves of the Charity were £1,062,969 (2018/19: £986,980) of which £44,628 (2018/19 no restricted funds) was restricted and there were no designated funds (2018/19: £370,076 were designated)

The expenditure against the funding supported the objectives set out in the funding agreements by the principle funding sources. The principal funding sources of income to the charity itself were: grants and service level agreements from the local authority and CCG, The Booth Charities, Age UK, University of Manchester and other organisations.

Reserves Policy:

Age Concern Salford recognises that it is responsible and accountable for public funds. It further recognises that it needs clarity and transparency in demonstrating how these funds are managed, and in particular the level of funds that it judges appropriate to hold in reserve.

The board believes that it is important to build up reserves for the following reasons:

- **Operating funds** to ensure Age Concern Salford can meet its cash flow obligations in the short term in the event of late payment.
- **Contingency funds** to cover any outstanding liabilities such as staff redundancy payments and remaining lease commitments in the case of winding up the charity and ensure that Age Concern Salford core activity can continue during a period of unforeseen difficulty and to cover any unexpected cost or liabilities.
- **Development funds** to enable Age Concern Salford to invest in new initiatives or build internal capacity prior to external funding becoming available.

The Board of Trustees have in place a minimum reserves level policy to maintain unrestricted funds, which are the free reserves of the charity earned from previous operations, at a level equating to approximately to three months budgeted expenditure in the next financial year. The Trustees have reviewed this policy and are satisfied that this level of reserve is necessary to give Age Concern Salford flexibility to cover temporary timing difference for contract / grant claims and adequate working capital for its operational expenditure. This policy will continue to be reviewed annually.

The level of reserves is managed and monitored by the Finance Sub Group and reported back to the full board of trustees within the finance reporting procedures. The calculated reserves fund is reviewed on a quarterly basis to ensure it takes account of changing circumstances.

As at 31 March 2020 the level of undesignated reserves amounted to £1,062,969

Investment powers and policy

Age Concern Salford has a number of deposit accounts into which funds are invested. The historically low interest rates have made the return on these accounts very low in recent years. The finance sub group will continue to monitor the situation and research ways in which the charity can maximise the return on its reserves within a risk managed framework.

AGE CONCERN SALFORD

TRUSTEES' REPORT (INCLUDING DIRECTORS' REPORT) (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2020

Risk management

The Trustees have a risk management strategy which comprises:

An annual review of the risks the Charity may face;

The maintenance and regular review of a Risk Register;

The establishment and monitoring of systems and procedures designed to mitigate and identify risks promptly and effectively; and

The maintenance of a minimum reserve level so as to minimise any potential impact on the charity should any of these risks materialise. Trustees determine the minimum reserve level needed by forecasting income and expenditure levels over the short to medium term, based on planned activities. See Reserves Policy.

In addition, regular Health and Safety checks and Risk Assessments were carried out in various premises.

Plans for Future Periods

In the second half of 2019 the Trustees and senior management team met to develop a service model to position us to meet demand and expectations over the medium to long term. A number of exciting proposals emerged, for example, building on the success of Critchley House and replicating that elsewhere in the city; and strengthening the dementia offer we can make for older people and carers. Unfortunately, COVID-19 has meant we have had to put these plans on hold.

At a national level Age UK is consulting with us and other brand partners on a future organisational model, both nationally and locally, capable of meeting the challenges ahead. This process is at a relatively early stage but it is expected to be finalised in the summer of 2021. The aim is to reshape services, reduce costs, secure income and to explore new ways of working. The urgency is due to the financial pressures at a national level and at some local partners. I must stress that we are financially healthy and so not under the same pressures elsewhere. We will, of course, participate in the consultation and draw from the outcomes on what is best for us to strengthen our position.

Structure, governance and management

Working name of the Charity

Age Concern Salford is a Brand Partner of Age UK, the working name of the charity is Age UK Salford. The legal name of Age Concern Salford remains unchanged.

Governing Document

Age Concern Salford (ACS) is a Company Limited by Guarantee governed by its Memorandum and Articles of Association dated 12th August 2004. It is registered as a charity with the Charity Commission.

AGE CONCERN SALFORD

TRUSTEES' REPORT (INCLUDING DIRECTORS' REPORT) (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2020

The trustees, who are also the directors for the purpose of company law, and who served during the year and up to the date of signature of the financial statements were:

K Whittick (Chair)
H Worrall
P Griffin
C Hudson - resigned 11 June 2019
D Marsden
E Kenny
M Jolley
B Lea - resigned 20 August 2019
P Sherlock
F Bennett - appointed 30 April 2019

The Secretary to the Board of Trustees is D Haynes, Chief Executive.

The Board of Trustees (which can have up to 12 members in addition to the Chair and never less than 3 members), administers the charity. The Board meets approximately 6 times per annum with a Sub Committee covering Finance and Quality Compliance which meet regularly in addition to the Board meetings, Terms of Reference for each Sub Committee agreed by the Board. A Chief Executive has been appointed by the Trustees to manage the day-to-day operations of the charity. To facilitate effective management and control, the Chief Executive has delegated authority for operational matters including finance, employment and other charitable activities. The Chief Executive attends all Board meetings.

Key Management Personnel: Principle Staff

Chief Executive:	D Haynes
Assistant Chief Executive:	S Fletcher
Director of Services Development:	J Rollinson
Director of Care and Support Services:	C Barningham
Director of Finance and Resources:	H Tallents
Director of GM Nutrition & Hydration Programme	E Rose

Appointment of Trustees

The Chair of the Trustees is nominated and elected by the Board of Trustees. The Chair may serve for 3 years from the date of their election and is eligible for re-election, so that the Chair may serve for 6 consecutive years. Trustees are recruited for their skills and expertise in the fields of Health and Social Care; Governance; Business and for other professional experience and are elected at the Annual General Meeting (AGM) for a period of 3 years before seeking re-election. Trustees have the power to co-opt up to 4 further members to provide specialist skills. The Local Authority may nominate a member to become a Trustee of the Charity.

Trustee induction and training

New trustees are briefed on their legal obligations under Charity and Company law, Charity's governing documents, its structures, committees, decision-making processes, planning and the strategic objectives of the organisation. An induction programme, including one-to-one tutorials, visits to relevant sites and services and meetings with key employees, is organised for all new Trustees. A library of relevant reference books and Trustee guides and literature is maintained. Trustees are actively encouraged to attend appropriate external training events where these will facilitate the undertaking of their role or extend their areas of expertise.

AGE CONCERN SALFORD

TRUSTEES' REPORT (INCLUDING DIRECTORS' REPORT) (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2020

Pay Policy for senior staff

Age Concern Salford trustees, and the senior management team comprise the key management personnel of the charity in charge of directing and controlling, running and operating the Charity on a day to day basis. All trustees give of their time freely and no trustee received remuneration in the year. Details of directors' expenses and related party transactions are disclosed in note 19 to the accounts. The pay of the senior staff is reviewed annually. In view of the nature of the charity, the directors benchmark against pay levels in other local voluntary sector organisations of a similar size.

Related parties

The Charity has a close relationship with both Salford City Council and the local Health Trusts, namely Salford CCG, Salford Royal Hospital Foundation Trust, and Greater Manchester Mental Health NHS Foundation Trust, the Charity works closely in partnership with them for the benefit of older citizens of the city. The City Council and NHS Trusts, together with a range of other organisations, commission the provision of direct services and support which are funded under contract with the Charity. All organisations work collaboratively so as to serve the best interests of older people and maximise their wellbeing, avoid service duplication and provide value for money throughout the service delivery process.

The trustees neither received nor waived any emoluments during the year.

During the year the charity purchased services on normal commercial terms to the value of: £1,200 from Humphrey Booth Housing Charity.

During the year the charity received grants to the value of to the value of: £28,988 from The Booths Charities , a connected party to the Humphrey Booth Housing Charity.

During the year the charity received payment on normal commercial terms to the value of: £950 from Salford Citizen Advice Bureau.

Christine Hudson was a trustee of Humphrey Booth Housing Charity
Peter Griffin was related to a trustee of Humphrey Booth Housing Charity
Peter Griffin was related to trustee of Salford Citizen Advice Bureau
Elaine Kenny was Deputy Chief Officer of Salford Citizen Advice Bureau

Auditor

In accordance with the company's articles, a resolution proposing that Azets Audit Services be reappointed as auditor of the company will be put at a General Meeting.

The trustees' report was approved by the Board of Trustees.



K Whittick

Chair

Dated: 19.1.21,

AGE CONCERN SALFORD

STATEMENT OF TRUSTEES' RESPONSIBILITIES

FOR THE YEAR ENDED 31 MARCH 2020

The trustees, who are also the directors of Age Concern Salford for the purpose 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 charity and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that year.

In preparing these financial statements, the trustees are required to:

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

The trustees are responsible for keeping adequate accounting records that 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 hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

AGE CONCERN SALFORD

INDEPENDENT AUDITOR'S REPORT

TO THE TRUSTEES OF AGE CONCERN SALFORD

Opinion

We have audited the financial statements of Age Concern Salford (the 'charity') for the year ended 31 March 2020 which comprise the statement of financial activities, the balance sheet 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 2020 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 financial statements section of our report. We are independent of the charity in accordance with the ethical requirements that are relevant to our audit of the financial statements 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 ISAs (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.

AGE CONCERN SALFORD

INDEPENDENT AUDITOR'S REPORT (CONTINUED)

TO THE TRUSTEES OF AGE CONCERN SALFORD

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 auditor 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.

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.

AGE CONCERN SALFORD

**INDEPENDENT AUDITOR'S REPORT (CONTINUED)
TO THE TRUSTEES OF AGE CONCERN SALFORD**

**Jonathan Ward (Senior Statutory Auditor)
for and on behalf of Azets Audit Services**

27 / 1 / 2021

**Accountants
Statutory Auditor**

Alpha House
4 Greek Street
Stockport
Cheshire
SK3 8AB

Azets Audit Services

Azets Audit Services 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

AGE CONCERN SALFORD

STATEMENT OF FINANCIAL ACTIVITIES INCLUDING INCOME AND EXPENDITURE ACCOUNT

FOR THE YEAR ENDED 31 MARCH 2020

	Notes	Unrestricted funds 2020 £	Designated funds 2020 £	Restricted funds 2020 £	Total 2020 £	Unrestricted funds 2019 £	Designated funds 2019 £	Restricted funds 2019 £	Total 2019 £
<u>Income from:</u>									
Donations and legacies	3	20,491	-	-	20,491	25,719	-	-	25,719
Charitable activities	4	597,196	-	1,174,129	1,771,325	659,243	-	1,078,187	1,737,430
Other trading activities	5	86,642	-	-	86,642	73,527	-	-	73,527
Investments	6	4,296	-	-	4,296	1,909	-	-	1,909
Total income		708,625	-	1,174,129	1,882,754	760,398	-	1,078,187	1,838,585
<u>Expenditure on:</u>									
Charitable activities	7	786,082	-	1,020,683	1,806,765	724,243	-	953,468	1,677,711
Net (outgoing)/incoming resources before transfers		(77,457)	-	153,446	75,989	36,155	-	124,719	160,874

AGE CONCERN SALFORD

STATEMENT OF FINANCIAL ACTIVITIES (CONTINUED) INCLUDING INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31 MARCH 2020

Net (outgoing)/incoming resources before transfers	(77,457)	-	153,446	75,989	36,155	-	124,719	160,874
Gross transfers between funds	478,894	(370,076)	(108,818)	-	124,719	-	(124,719)	-
Net income for the year/ Net movement in funds	401,437	(370,076)	44,628	75,989	160,874	-	-	160,874
Fund balances at 1 April 2019	616,904	370,076	-	986,980	456,030	370,076	-	826,106
Fund balances at 31 March 2020	1,018,341	-	44,628	1,062,969	616,904	370,076	-	986,980

The statement of financial activities includes all gains and losses recognised in the year.

All income and expenditure derive from continuing activities.

The statement of financial activities also complies with the requirements for an income and expenditure account under the Companies Act 2006.

AGE CONCERN SALFORD

BALANCE SHEET

AS AT 31 MARCH 2020

	Notes	2020 £	£	2019 £	£
Fixed assets					
Tangible assets	11		276,484		296,846
Current assets					
Debtors	12	167,445		101,317	
Cash at bank and in hand		865,138		834,398	
		<u>1,032,583</u>		<u>935,715</u>	
Creditors: amounts falling due within one year	13	(246,098)		(245,581)	
Net current assets			786,485		690,134
Total assets less current liabilities			<u>1,062,969</u>		<u>986,980</u>
Income funds					
Restricted funds	14		44,628		-
Endowment funds - designated			-		370,076
<u>Unrestricted funds</u>					
Designated funds	15	-		370,076	
General unrestricted funds		1,018,341		246,828	
		<u>1,018,341</u>		<u>616,904</u>	
			<u>1,062,969</u>		<u>986,980</u>

AGE CONCERN SALFORD

BALANCE SHEET (CONTINUED)

AS AT 31 MARCH 2020

The company is entitled to the exemption from the audit requirement contained in section 477 of the Companies Act 2006, for the year ended 31 March 2020, although an audit has been carried out under section 144 of the Charities Act 2011.

The trustees acknowledge their responsibilities for ensuring that the charity keeps accounting records which comply with section 386 of the Act and for preparing financial statements which give a true and fair view of the state of affairs of the company as at the end of the financial year and of its incoming resources and application of resources, including its income and expenditure, for the financial year in accordance with the requirements of sections 394 and 395 and which otherwise comply with the requirements of the Companies Act 2006 relating to financial statements, so far as applicable to the company.

The members have not required the company to obtain an audit of its financial statements under the requirements of the Companies Act 2006, for the year in question in accordance with section 476.

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies regime.

The financial statements were approved by the Trustees on 19.1.21.



K Whittick
Chair

Company Registration No. 05204296

AGE CONCERN SALFORD

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 MARCH 2020

1 Accounting policies

Charity information

Age Concern Salford is a private company limited by guarantee incorporated in England and Wales. The registered office is 108 Church Street, Eccles, Salford, M30 0LH.

1.1 Accounting convention

The financial statements have been prepared in accordance with the charity's [governing document], the Companies Act 2006 and "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 Republic of Ireland (FRS 102) (effective 1 January 2019)". The charity is a Public Benefit Entity as defined by FRS 102.

The charity has taken advantage of the provisions in the SORP for charities applying FRS 102 Update Bulletin 1 not to prepare a Statement of Cash Flows.

The financial statements are prepared in sterling, which is the functional currency of the charity. Monetary amounts in these financial statements are rounded to the nearest £.

The financial statements have been prepared under the historical cost convention, modified to include certain financial instruments at fair value. The principal accounting policies adopted are set out below.

1.2 Going concern

At the time of approving the financial statements, the trustees have a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future. However at this time the full impact of the Corona virus pandemic on the UK and Global economy is uncertain and the effect, both immediate and long term, this may have on the company, its customers and suppliers is unknown.

1.3 Charitable funds

Unrestricted funds are available for use at the discretion of the trustees in furtherance of their charitable objectives.

Restricted funds are subject to specific conditions by donors as to how they may be used. The purposes and uses of the restricted funds are set out in the notes to the financial statements.

Designated funds comprise funds which have been set aside at the discretion of the trustees for specific purposes.

1.4 Incoming resources

Income is recognised when the charity is legally entitled to it after any performance conditions have been met, the amounts can be measured reliably, and it is probable that income will be received.

Cash donations are recognised on receipt. Other donations are recognised once the charity has been notified of the donation, unless performance conditions require deferral of the amount. Income tax recoverable in relation to donations received under Gift Aid or deeds of covenant is recognised at the time of the donation.

Legacies are recognised on receipt or otherwise if the charity has been notified of an impending distribution, the amount is known, and receipt is expected. If the amount is not known, the legacy is treated as a contingent asset.

Gifted rent is recognised as donated facilities and is valued at the rentable value of that property.

AGE CONCERN SALFORD

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2020

1 Accounting policies

(Continued)

1.5 Resources expended

Resources expended are included in the statement of financial activities on an accruals basis, inclusive of VAT where it is not recoverable.

Charitable expenditure comprises those costs incurred by the charity in the delivery of its activities and services for its beneficiaries. It includes both costs that can be allocated directly to such activities and those costs of an indirect nature necessary to support them.

Governance costs include those costs associated with meeting the constitutional and statutory requirements of the charity and include the audit fees and costs linked to the strategic management of the charity.

All costs are allocated between the expenditure categories in the Statement of Financial Activities (SOFA) on a basis designed to reflect the use of the resource. Costs relating to a particular activity are allocated directly whilst others are apportioned on an appropriate basis.

1.6 Tangible fixed assets

Tangible fixed assets are initially measured at cost and subsequently measured at cost or valuation, net of depreciation and any impairment losses.

Depreciation is recognised so as to write off the cost or valuation of assets less their residual values over their useful lives on the following bases:

Leasehold improvements (restricted)	20% reducing balance
Leasehold land and buildings (unrestricted)	6.66% straight line
Fixtures and fittings	20% reducing balance

The gain or loss arising on the disposal of an asset is determined as the difference between the sale proceeds and the carrying value of the asset, and is recognised in net income/(expenditure) for the year.

1.7 Impairment of fixed assets

At each reporting end date, the charity reviews the carrying amounts of its tangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any).

1.8 Cash and cash equivalents

Cash and cash equivalents include cash in hand, deposits held at call with banks, other short-term liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities.

1.9 Financial instruments

The charity has elected to apply the provisions of Section 11 'Basic Financial Instruments' and Section 12 'Other Financial Instruments Issues' of FRS 102 to all of its financial instruments.

Financial instruments are recognised in the charity's balance sheet when the charity becomes party to the contractual provisions of the instrument.

Financial assets and liabilities are offset, with the net amounts presented in the financial statements, when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or to realise the asset and settle the liability simultaneously.

AGE CONCERN SALFORD

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2020

1 Accounting policies

(Continued)

Basic financial assets

Basic financial assets, which include debtors and cash and bank balances, are initially measured at transaction price including transaction costs and are subsequently carried at amortised cost using the effective interest method unless the arrangement constitutes a financing transaction, where the transaction is measured at the present value of the future receipts discounted at a market rate of interest. Financial assets classified as receivable within one year are not amortised.

Basic financial liabilities

Basic financial liabilities, including creditors and bank loans are initially recognised at transaction price unless the arrangement constitutes a financing transaction, where the debt instrument is measured at the present value of the future payments discounted at a market rate of interest. Financial liabilities classified as payable within one year are not amortised.

Debt instruments are subsequently carried at amortised cost, using the effective interest rate method.

Trade creditors are obligations to pay for goods or services that have been acquired in the ordinary course of operations from suppliers. Amounts payable are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Trade creditors are recognised initially at transaction price and subsequently measured at amortised cost using the effective interest method.

Derecognition of financial liabilities

Financial liabilities are derecognised when the charity's contractual obligations expire or are discharged or cancelled.

1.10 Employee benefits

The cost of any unused holiday entitlement is recognised in the period in which the employee's services are received.

Termination benefits are recognised immediately as an expense when the charity is demonstrably committed to terminate the employment of an employee or to provide termination benefits.

1.11 Retirement benefits

Payments to defined contribution retirement benefit schemes are charged as an expense as they fall due.

1.12 COVID-19

The Charity has been impacted by COVID-19 and the Trustees have taken the necessary steps to secure the future of the Charity. The Trustees have secured funding from government schemes, used the staff furlough scheme and worked with the funding providers to adapt services to the lockdown environment.

2 Critical accounting estimates and judgements

In the application of the charity's accounting policies, the trustees are required to make judgements, estimates and assumptions about the carrying amount of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised where the revision affects only that period, or in the period of the revision and future periods where the revision affects both current and future periods.

AGE CONCERN SALFORD

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2020

3 Donations and legacies

	Unrestricted funds	Unrestricted funds
	2020	2019
	£	£
Donations and gifts	20,491	25,719

Donated goods and services

During the year the charity received rent free facilities totalling £10,383 (2019 £10,383), this has been recognised as a donation.

4 Charitable activities

	Other trading income	Charitable income	Total	Other trading income	Charitable income	Total
	2020	2020	2020	2019	2019	2019
	£	£	£	£	£	£
Trips and activities	-	26,766	26,766	-	29,592	29,592
Café income	-	84,141	84,141	-	76,255	76,255
Day care charges	-	58,335	58,335	-	78,272	78,272
Client charges and social membership	-	4,253	4,253	-	3,258	3,258
Shopping and cleaning fees	-	141,389	141,389	-	163,052	163,052
Grant and contract income	78,553	1,377,888	1,456,441	90,844	1,296,111	1,386,955
Other charitable income	-	-	-	-	46	46
	<u>78,553</u>	<u>1,692,772</u>	<u>1,771,325</u>	<u>90,844</u>	<u>1,646,586</u>	<u>1,737,430</u>
Analysis by fund						
Unrestricted funds	78,553	518,643	597,196	90,844	568,399	659,243
Restricted funds	-	1,174,129	1,174,129	-	1,078,187	1,078,187
	<u>78,553</u>	<u>1,692,772</u>	<u>1,771,325</u>	<u>90,844</u>	<u>1,646,586</u>	<u>1,737,430</u>

AGE CONCERN SALFORD

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2020

5 Other trading activities

	2020	2019
	£	£
Room hire	8,188	3,140
Membership fees	39,499	54,420
Fundraising events and tapering	2,580	2,496
Retail income	8,537	12,355
Product Sales	27,838	1,116
	<u> </u>	<u> </u>
Other trading activities	86,642	73,527
	<u> </u>	<u> </u>

6 Investments

	Unrestricted funds	Unrestricted funds
	2020	2019
	£	£
Interest receivable	4,296	1,909
	<u> </u>	<u> </u>

AGE CONCERN SALFORD

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2020

7 Charitable activities

	2020 £	2019 £
Staff costs	958,351	951,960
Depreciation and impairment	5,532	3,727
Cost of sales	351,864	293,829
Premises costs	50,111	40,717
Office costs	42,964	33,097
Other overheads	48,568	44,192
Finance expenses	1,420	1,060
	<u>1,458,810</u>	<u>1,368,582</u>
Share of support costs (see note 8)	334,898	296,841
Share of governance costs (see note 8)	13,057	12,288
	<u>1,806,765</u>	<u>1,677,711</u>
Analysis by fund		
Unrestricted funds	786,082	724,243
Restricted funds	1,020,683	953,468
	<u>1,806,765</u>	<u>1,677,711</u>

AGE CONCERN SALFORD

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2020

8 Support costs

	Support costs £	Governance costs £	2020 £	Support costs £	Governance costs £	2019 £
Staff costs	197,698	-	197,698	203,484	-	203,484
Depreciation	33,196	-	33,196	21,372	-	21,372
Cost of sales	-	-	-	400	-	400
Premises costs	48,258	-	48,258	50,614	-	50,614
Office costs	26,532	-	26,532	14,680	-	14,680
Other overheads	12,267	-	12,267	4,054	-	4,054
Depreciation	13,796	-	13,796	-	-	-
Finance expenses	3,151	-	3,151	2,237	-	2,237
Audit fees	-	9,374	9,374	-	8,820	8,820
Trustees insurance	-	3,683	3,683	-	3,468	3,468
	<u>334,898</u>	<u>13,057</u>	<u>347,955</u>	<u>296,841</u>	<u>12,288</u>	<u>309,129</u>
Analysed between Charitable activities	<u>334,898</u>	<u>13,057</u>	<u>347,955</u>	<u>296,841</u>	<u>12,288</u>	<u>309,129</u>

Governance costs includes payments to the auditors of £9,374(2019- £8,820) for audit fees.

9 Trustees

None of the trustees (or any persons connected with them) received any remuneration or benefits from the charity during the year.

AGE CONCERN SALFORD

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2020

10 Employees

Number of employees

The average monthly number of employees during the year was:

	2020 Number	2019 Number
Management	22	21
Support	53	55
	<u>75</u>	<u>76</u>

Employment costs

	2020 £	2019 £
Wages and salaries	1,020,026	1,017,945
Social security costs	55,667	60,137
Other pension costs	80,356	77,362
	<u>1,156,049</u>	<u>1,155,444</u>

There were no employees whose annual remuneration was £60,000 or more.

11 Tangible fixed assets

	Leasehold improvements (restricted) £	Fixtures and fittings £	Total £
Cost			
At 1 April 2019	502,975	88,720	591,695
Additions	-	18,367	18,367
	<u>502,975</u>	<u>107,087</u>	<u>610,062</u>
At 31 March 2020	502,975	107,087	610,062
Depreciation and impairment			
At 1 April 2019	217,875	76,975	294,850
Depreciation charged in the year	33,196	5,532	38,728
	<u>251,071</u>	<u>82,507</u>	<u>333,578</u>
At 31 March 2020	251,071	82,507	333,578
Carrying amount			
At 31 March 2020	<u>251,904</u>	<u>24,580</u>	<u>276,484</u>
At 31 March 2019	<u>285,101</u>	<u>11,745</u>	<u>296,846</u>

AGE CONCERN SALFORD

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2020

12 Debtors

	2020 £	2019 £
Amounts falling due within one year:		
Trade debtors	153,965	84,766
Prepayments and accrued income	13,480	16,551
	<u>167,445</u>	<u>101,317</u>

13 Creditors: amounts falling due within one year

	2020 £	2019 £
Other taxation and social security	18,119	22,100
Trade creditors	10,238	19,759
Accruals and deferred income	217,741	203,722
	<u>246,098</u>	<u>245,581</u>

AGE CONCERN SALFORD

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2020

14 Restricted funds

The income funds of the charity include restricted funds comprising the following unexpended balances of donations and grants held on trust for specific purposes:

	Movement in funds		
	Balance at 1 April 2019	Incoming resources	Resources expended 31 March 2020
	£	£	£
Social Rehabilitation	-	59,466	(59,466)
Dementia Support Services	-	209,531	(209,531)
Hospital Discharge, Aftercare & Reablement Service	-	273,159	(273,159)
Greater Manchester Nutrition and Hydration Program	-	312,074	(280,715)
Ambition for Ageing	-	220,969	(220,969)
The Booths Charities	-	28,998	(28,998)
Inspire Project	-	23,995	(14,130)
Salford Malnutrition Task Force	-	22,000	(18,596)
Bury Signpost	-	2,000	(2,000)
TtEoOp Campaign	-	4,827	(4,827)
Still Got It	-	670	(670)
Art with Heart	-	1,440	(1,440)
Critchley House	-	15,000	(15,000)
	-	1,174,129	(1,129,501)
			44,628

Ambition for Ageing

Partner led initiative from Big Lottery via GMCVO to work for the benefit of older people in the boroughs of Weaste/Seedley, Langworthy and Broughton in line with Salford's commitment to be an approved World Health Organisation Age Friendly City.

University of Manchester Inspire Project

Inspire will seek to empower people living with dementia and their carers living across Salford whilst building capacity across the member involvement and research community.

The Booths Charities

To support the continued resource of Day Care services with regular Saturday and cyclical Sunday opening extended to people who no longer qualify for public sector funding. The Grant will be used to reduce the rate at which increased charges to individuals would be raised.

AGE CONCERN SALFORD

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2020

14 Restricted funds

(Continued)

Restricted Funds (Contracted Services):

Dementia Support Services

The purpose is to fund the employment of staff, the support of carers and those living with dementia.

Hospital Discharge, Aftercare & Reablement Service

The core Hospital Aftercare Service, funded from contributions from the NHS Salford CCG, has evolved from the original service supporting people for up to 72 hours after leaving hospital.

Social Rehabilitation Service

To deliver a needs led and outcome focused community based outreach service to older people in Salford who require support following adverse life changes such as bereavement, a fall or following a decline in health.

Ambition for Ageing Investments

Age UK Salford supported the delivery of a number of Ambition for Ageing investments asked for by older people in Weaste and Seedley, Langworthy and Broughton.

Greater Manchester Nutrition and Hydration Programme

To play a central role in the work to reduce preventable malnutrition and dehydration in Salford and across Greater Manchester.

Through the Eyes of Older People (TtEoOp)

To support the delivery of the Ambition For Ageing Through The Eyes of Older People campaign.

AGE CONCERN SALFORD

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2020

15 Designated funds

The income funds of the charity include the following designated funds which have been set aside out of unrestricted funds by the trustees for specific purposes:

	Movement in funds				
	Balance at 1 April 2018	Incoming resources	Balance at 1 April 2019	Transfers	Balance at 31 March 2020
	£	£	£	£	£
Staff	82,966	-	82,966	(82,966)	-
Business Development Fund	29,389	-	29,389	(29,389)	-
Services Development Fund	161,109	-	161,109	(161,109)	-
Facilities Management Fund	96,612	-	96,612	(96,612)	-
	<u>370,076</u>	<u>-</u>	<u>370,076</u>	<u>(370,076)</u>	<u>-</u>

Current commercial activity and the level of reserves do not necessitate the need for the organisation to designate reserves at this time. The Trustees have made the decision to transfer all of these funds to general unrestricted reserves.

Staff costs

This represents a provision against potential maternity/paternity leave entitlement and possible future redundancy costs.

New Business Development Fund

This represents a designated fund to provide start-up funding for new projects under development.

Services Development Fund

In recognition of the changing Health and Social Care Environment it has been decided to create a designated reserve. The funding climate changes in Salford from a block contracting arrangement to one which means we will contract directly with individual service users will require us to shape and change our services to best work within the new contractual requirements and to provide modern innovative services that older people want. Additionally we anticipate that in the coming financial year further constraints on the value of older people's packages of support which may put the financial viability of some services at risk. The Services Development Fund is intended to make provision for the resources required to reshape our existing services and underwrite some of the financial risks brought about as a consequence of contractual funding changes.

Facilities Management Fund

In anticipation of repair costs and planned maintenance across the Age Concern Salford sites the trustees feel it prudent to make provision via a designated fund to cover future unfunded expenses.

AGE CONCERN SALFORD

NOTES TO THE FINANCIAL STATEMENTS (CONTINUED) FOR THE YEAR ENDED 31 MARCH 2020

16 Analysis of net assets between funds

The Charity	Unrestricted £	Designated £	Restricted £	Total £
Fund balances at 31 March 2020 are represented by:				
Tangible assets	276,484	-	-	276,484
Current assets/(liabilities)	741,857	-	44,628	786,485
	<u>1,018,341</u>	<u>-</u>	<u>44,628</u>	<u>1,062,969</u>

17 Operating lease commitments

At the reporting end date the charity had outstanding commitments for future minimum lease payments under non-cancellable operating leases, which fall due as follows:

	2020 £	2019 £
Within one year	18,111	18,909
Between two and five years	12,639	16,907
	<u>30,750</u>	<u>35,816</u>

18 Related party transactions

Remuneration of key management personnel

The remuneration of key management personnel is as follows.

	2020 £	2019 £
Aggregate compensation	<u>237,949</u>	<u>206,888</u>

The key management personnel of the charity comprise the Chief Executive, the Assistant Chief Executive, the Director of Care and Support Services, the Director of Ageing Well Strategy, Director of Finance and Resources and the Director of GM Nutrition and Hydration.