

REGISTERED COMPANY NUMBER: 04182273 (ENGLAND AND WALES)
REGISTERED CHARITY NUMBER: 1087082

REPORT OF THE TRUSTEES
UNAUDITED FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2016

FOR

RELATE SOUTH WEST HAMPSHIRE AND THE
ISLE OF WIGHT LTD

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**RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LTD
REPORT OF THE TRUSTEES
FOR THE YEAR ENDED 31 MARCH 2016**

The trustees who are also directors of the charity for the purpose of the Companies Act 2006 present their report with the financial statements of the charity for the year ended 31 March 2016. The financial statements comply with the Charities Act 2011, the Companies Act 2006, the Memorandum and Articles of Association 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 (FRS102) (effective 1 January 2015)

REFERENCE AND ADMINISTRATIVE DETAILS

Registered Company Number
04182273 (England and Wales)

Registered Charity Number
1087082

Registered Office
Eastleigh House
Eastleigh Borough Council
Upper Market Street
Eastleigh
Hampshire
SO50 9YN

Trustees

Ms L A Brown
Ms S Bailey
Mrs J Chapman - Andrews
Mr P Cassidy
Mrs H E Jennison
Mr R D Harrison
Mrs G M Webster
Mr G J Hemmings
Dr M Randall
Dr F E V Roberts

Chair

Honorary Treasurer (resigned Aug 2015)
Vice Chair

President
Honorary President
Company Secretary
Appointments Secretaries

The Mayor of Southampton
Mrs D Pike
Mrs D J Crescente
Mrs S Reeves, Mrs L O'Connell
Ms T Croucher and Mrs D Ames
Mrs D J Crescente
Mrs D Goodwin
Councillor S Pankhurst
Councillor S Sollitt
Councillor I Tait
Councillor C Dowden

Centre Director
Assistant to the Director
Fareham Borough Council Representative
Eastleigh Borough Council Representative
Winchester County Council Representative
Test Valley Borough Council Representative

**RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LTD
REPORT OF THE TRUSTEES (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2016**

Independent Examiner

Mr S E Datlen ACA
Moore Stephens (South) LLP
The French Quarter
114 High Street
Southampton
Hampshire
SO14 2AA

Bankers

NatWest
43 - 49 London Road
Southampton
Hampshire
SO15 2BL

Solicitors

Shentons Solicitors
Star Lane House
Staple Gardens
Winchester
Hampshire
SO23 9AD

Advisers

Senior Practice Consultants from the Relate National Practice Helpline.

EVENTS SINCE THE END OF THE YEAR

From 1st April 2016 we relocated our Southampton counselling service and training course delivery to the Voluntary Action Centre in Southampton.

DIRECTORS AND TRUSTEES

The directors of the charitable company (the Charity) are its trustees for the purposes of Charity Law. The trustees and officers serving during the year and since the year end are shown on page 1.

STRUCTURE, GOVERNANCE AND MANAGEMENT

Governing document and constitution

The Charity is controlled by its governing document, amended on 17 December 2013, a deed of trust, and is a company, limited by guarantee, as defined by the Companies Act 2006, governed by its Memorandum and Articles of Association.

Relate South West Hampshire and the Isle of Wight is a Registered Charity and is governed by a Board of Trustees.

Risk Management

An assessment of risk to the organisation is carried out and systems put in place to mitigate our exposure to risk from financial and organisation problems.

We observe the requirements of the PQASSO Quality Assurance and have now progressed to the second level of PQASSO to be fully aligned with new Relate Federation Agreement.

RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LTD
REPORT OF THE TRUSTEES (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2016.

REVIEW OF ACTIVITIES

Management, Staff and Key Management Processes

The leadership roles of The Centre Director and Clinical Supervisors have continued to provide the necessary leadership and clinical direction to ensure that we strive for excellence, fulfil our charitable obligations and maintain a healthy financial position. Our team of over 40 devoted volunteers support our counselling activities and fundraising. We are indebted to them and thank them for the many hours they have contributed over the last year. The hours they have so generously volunteered this year equates to over £16,500 saved.

Mission Statement

To ensure total client satisfaction from initial contact to the completion of a quality counselling, mediation or learning experience.

To be seen as the counselling, mediation and life skills training organisation of choice by those seeking the services that we offer.

The Objectives and Future Direction of Relate South West and the Isle of Wight

By means of our service provision, the objectives of Relate South West Hampshire and the Isle of Wight are as follows:-

to educate the public concerning the benefits of secure couple relationships, marriage and family life in order to improve the emotional, sexual and spiritual well-being of individuals which is derived from committed relationships;

to promote research into all aspects of couple relationships and marriage and to make the results available to the public;

to seek to enhance the good health, both mental and physical of adults and children by increasing public awareness of the benefit of committed couple relationships and marriage;

to promote family life by working to prevent poverty, hardship and distress caused by the breakdown of such relationships

to have a presence in schools and colleges to help young people through difficult relationships

Services

We continue to offer Relationship Counselling, Sex Therapy, Family Counselling, Family Counselling Training Courses and in-house contracts for counselling services. In addition we are now offering a Mediation service. Of the parents we saw this year, throughout our services over 1400 children were involved and have therefore directly benefitted from these interventions. Performance related measurements such as waiting times for first appointments, client's satisfaction and utilisation of our bursary continued to be monitored closely. 93% of clients who gave us feedback indicate that Relate has significantly improved their understanding of their problems which has helped them either to stabilise their current relationship or to move on.

We have continued to use our measuring outcomes system for gathering client feedback. In addition we have introduced the Relate National monitoring tool 'The Difference We Make' and this will be further rolled out across our main services in the year ahead. These tools measure client perception of various areas of their lives at the start and end of counselling and are often used during the counselling journey. They also help to inform our clinical practice and service provision planning.

Results show a significant shift and an improved quality of life for most clients. These methods of monitoring progress enable the counsellor to respond directly to the client need. The Client Feedback Questionnaires are, therefore, important tools in monitoring our activity.

RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LTD
REPORT OF THE TRUSTEES (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2016.

The Co-Parenting Training Courses developed by Relate with CAFCASS have been very successfully delivered throughout our area. Income generated through contracted services, including these courses has, again this year, very much underpinned our financial portfolio. The courses highlight the impact of the importance of separated parents working together to meet the needs of their children.

Relate continues to provide in-house counselling services at Southampton City and Richard Taunton's Sixth Form Colleges. The contracts allow for confidential counselling sessions for students on a self referral basis during college term times.

We also provide family counselling at our Southampton and Winchester Centres and our Trainers provide anti-bullying, peer mentoring and self-esteem courses within local colleges.

Across all our services, we have delivered over 4000 sessions.

Review of Public Benefit

The trustees confirm that they have referred to the guidance contained in the Charity Commission's general guidance on public benefit when reviewing the charity's aims and objectives and in planning future activities. The trustees refer to public benefit throughout this report.

Relate studies have shown that for every £1 spent on counselling as much as £11 may be saved from the purse in respect of housing needs, health problems and education.

Practitioners

Counsellors are trained to Relate's high standards and continue to access Continuous Professional Development throughout their careers.

Supervision of counselling at Relate South West Hampshire and the Isle of Wight meets The British Association of Counselling and Psychotherapy requirement of one and a half hours per month per counsellor. In addition counsellors can access group supervision eight times a year. As well as regular supervision at Centre level, all practitioners are supported by the Relate Practice Helpline which is operated by Senior Practice Consultants from Relate National. Relate National continues to research and develop new practice which means that the way we work is monitored and kept up to date.

Membership of the Federation of Relate Centres

We continue our membership of the Federation of Relate Centres.

FINANCE

Investment Policy

Funds that are in excess of immediate operating requirements are maintained in interest bearing accounts with our bankers, as authorised by the trustees. The return on investment this year was £840. No investments in the form of stock, shares, land and buildings are held. If, at some time investments of this nature are made the approval of all trustees will be required.

Financial Report

The Centre year ended with a surplus of £5,019 (2015: surplus £975)

Support from Local Authorities and other funders has enabled us to maintain our bursary support to clients on low incomes.

We uphold the belief that access to counselling should be a right, not a privilege and to that end, we continue to be able to offer a bursary to all our clients in financial difficulty. This is only possible through the support of Local Authorities, Charitable Trust Funds, Sponsors and our own fundraising activities. It is essential to the survival of our Bursary Scheme that Local Authorities in particular, continue to recognise our value and positive social impact within our local communities.

We continue to seek donations from individuals, businesses and organisations. If you feel able to support our work, please contact us direct.

RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LTD
REPORT OF THE TRUSTEES (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2016.

FUNDRAISING

Fundraising continues to be an important income stream for the charity. Raising public awareness of Relate as an organisation, alongside raising funds, is of key importance. Our need to seek support from grant funders increases as the public purse diminishes.

A Gardens Open Day took place in June 2015 in the village of Arreton, Isle of Wight. Proceeds from this event were shared between The Isle of Wight Scouts and Relate. A classical music recital and supper were also held on the Island.

Relate was also present at the Eastleigh Mela Festival and the Hordle Village fete August and September where donations and enquiries were made and received.

A Waitrose supermarket in the area supported us through their green token scheme.

The Waterside Herald Publication have continued to support our cause through their magazine and accepted donations for Relate using a foreign coin collection tower. We are also collecting postage stamps and used ink cartridges as another income source.

The online shopping portal, Easyfundraising, has produced over £200 across the year.

Gift Aid Donations

Gift Aid remains a source of income for us and a number of our supporters and 'Friends of Relate' donate a small sum on a monthly basis. This is an important way of raising funds with the added benefit of being able to claim a sum each year from the Government for those donations coming from tax payers.

Corporate Friends of Relate

Our Corporate Sponsorship Scheme, which started in 2006, has continued through the year and once again we would like to thank our Sponsor, Exxon Mobil for their continued support. This important source of income helps to maintain our bursary scheme.

Balance Sheet

The Balance Sheet indicates that at 31 March 2016 the total funds of Relate South West and the Isle of Wight were £127,504. The General Fund stands at £112,504 with designated reserves of £15,000. There were no restricted funds.

The Statement of Financial Activities shows Total Incoming Resources of £272,190 all of which are Unrestricted Funds.

Reserves Policy

The Reserves stand at £127,504 in line with the recommendation of the Charities Commission. Of this General Reserve we have allocated £10,000 to cover any closure costs that may be incurred.

Going Concern

Our balance sheet remains strong with net current assets of £126,209. The trustees have reviewed the Charity's circumstances and consider that adequate resources continue to be available to fund the Charity's activities for the foreseeable future. The trustees are therefore of the view that the Charity is a going concern.

RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LTD
REPORT OF THE TRUSTEES (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2016.

Trustees Responsibilities

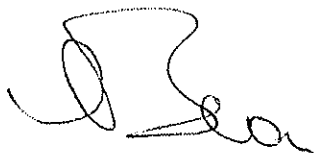
The charity trustees (who are also directors of the charity for the purposes of company law) are responsible for preparing a trustees' annual report and financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

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

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles 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;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business.

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and to 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 taking reasonable steps for the prevention and detection of fraud and other irregularities.

Approved by order of the board of trustees on 25 August 2016 and signed on its behalf by:



Ms L A Brown - Chair

**INDEPENDENT EXAMINER'S REPORT TO THE TRUSTEES OF
RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LTD
FOR THE YEAR ENDED 31 MARCH 2016**

I report on the accounts of the charity for the year ended 31 March 2016 which are set out on pages 8 to 20.

Respective responsibilities of trustees and examiners

The trustees (who are also the directors of the charity for the purposes of company law) are responsible for the preparation of the accounts. The trustees consider that an audit is not required for this year under section 144(2) of the Charities Act 2011 (the 2011 Act) and that an independent examination is needed. The charity's gross income exceeded £250,000 and I am qualified to undertake the examination by being a qualified member of ICAEW.

Having satisfied myself that the charity is not subject to audit under company law and is eligible for independent examination, it is my responsibility to:

- examine the accounts under section 145 of the 2011 Act;
- follow the procedures laid down in the general Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act; and
- state whether particular matters have come to my attention.

Basis of independent examiner's report

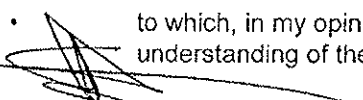
My examination was carried out in accordance with the general Directions given by the Charity Commission. An examination includes a review of the accounting records kept by the charity and a comparison of the accounts presented with those records. It also includes consideration of any unusual items or disclosures in the accounts, and seeking explanations from you as trustees concerning any such matters. The procedures undertaken do not provide all the evidence that would be required in an audit and consequently no opinion is given as to whether the accounts present a "true and fair view" and the report is limited to those matters set out in the statement below.

Independent examiner's statement

In connection with my examination, no matter has come to my attention:

- which gives me reasonable cause to believe that, in any material respect, the requirements:
 - to keep accounting records in accordance with section 386 of the Companies Act 2006, and
 - to prepare accounts which accord with the accounting records, comply with the accounting requirements of section 396 of the Companies Act 2006 and with the methods and principles of the Statement of Recommended Practice; Accounting and Report by Charities

have not been met: or

-  to which, in my opinion, attention should be drawn in order to enable a proper understanding of the accounts to be reached.

S E Datlen (ACA)
Moore Stephens (South) LLP
The French Quarter
114 High Street
Southampton
Hampshire - SO14 2AA

RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LTD
STATEMENT OF FINANCIAL ACTIVITIES
(INCORPORATING AN INCOME EXPENDITURE ACCOUNT)
FOR THE YEAR ENDED 31 MARCH 2016

	Notes	2016 Total Funds	2015 Total Funds
		£	£
INCOME			
Income from generated funds			
Voluntary income	2	17,524	16,930
Activities for generating funds	3	880	2,949
Investment income	4	840	632
Income from charitable activities			
Counselling, education and training	5	<u>252,946</u>	<u>234,740</u>
Total income		272,190	255,251
EXPENDITURE			
Cost of generating funds			
Cost of generating voluntary income	6	2,051	3,121
Charitable activities			
Counselling, education and training	7	257,658	244,719
Governance costs	10	7,462	6,436
		<u>267,171</u>	<u>254,276</u>
NET INCOME (EXPENDITURE) FOR THE YEAR		5,019	975
RECONCILIATION OF FUNDS			
Total funds brought forward		122,485	66,417
Unrestricted funds transferred from Relate Winchester & District		<u>-</u>	<u>55,093</u>
TOTAL FUNDS CARRIED FORWARD	18	<u><u>127,504</u></u>	<u><u>122,485</u></u>

The notes on pages 12 to 20 form part of these financial statements

RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LIMITED
BALANCE SHEET
AS AT 31 MARCH 2016

	Notes	2016 Total Funds £	2015 Total Funds £
FIXED ASSETS			
Tangible Assets	14	<u>1,295</u>	<u>1,684</u>
CURRENT ASSETS			
Debtors	15	5,849	26,466
Cash at bank and in hand	16	126,703	115,730
		<u>132,552</u>	<u>142,196</u>
LIABILITIES			
Creditors -amounts falling due within one year	17	<u>(6,343)</u>	<u>(21,395)</u>
NET CURRENT ASSETS		<u>126,209</u>	<u>120,801</u>
TOTAL ASSETS LESS CURRENT LIABILITES		<u>127,504</u>	<u>122,485</u>
NET ASSETS		<u>127,504</u>	<u>122,485</u>
THE FUNDS OF THE CHARITY			
Unrestricted funds	18	<u>127,504</u>	<u>122,485</u>
TOTAL FUNDS		<u><u>127,504</u></u>	<u><u>122,485</u></u>

RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LIMITED
BALANCE SHEET
AS AT 31 MARCH 2016

The charitable company is entitled to exemption from audit under Section 477 of the Companies Act 2006 for the year ended 31 March 2016.

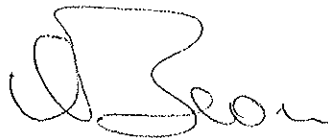
The members have not required the charitable company to obtain an audit of its financial statements for the year ended 31 March 2016 in accordance with Section 476 of the Companies Act 2006.

The trustees acknowledge their responsibilities for

- (a) ensuring that the charitable company keeps accounting records that comply with Sections 386 and 387 of the Companies Act 2006 and
- (b) preparing financial statements which give a true and fair view of the state of affairs of the charitable company as at the end of each financial year and of its surplus or deficit for each 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 charitable company.

These financial statements have been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small charitable companies and 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 Republic of Ireland (FRS102) (effective 1 January 2015).

The financial statements were approved by the Board of Trustees on 25th August 2016 and were signed on its behalf by:



Ms LA Brown - Chair

The notes on pages 12 to 20 form part of these financial statements.

RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LTD
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 31 MARCH 2016

	2016 £	2015 £
Net movement in funds	5,019	975
Depreciation	825	280
Interest income	(840)	(632)
Decrease/(increase) in debtors	20,617	(24,566)
Increase/(decrease) in creditors	(15,052)	17,903
Funds transferred from Relate Winchester	<u>-</u>	<u>55,093</u>
Cash used in operating activities	<u>10,569</u>	<u>49,053</u>
Cash flows from investing activities		
Interest income	840	632
Purchase of tangible fixed assets	<u>(436)</u>	<u>(1,738)</u>
Cash provided by / (used in) investing activities	404	(1,106)
Increase in cash and cash equivalents in the year	<u>10,973</u>	<u>47,947</u>
Cash and cash equivalents at the beginning of the year	115,730	67,783
Total cash and cash equivalents at the end of the year	<u>126,703</u>	<u>115,730</u>

RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LTD
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2016

1 ACCOUNTING POLICIES

Basis of preparation

The financial statements have been prepared under the Charities Act 2011, the Companies ACT 2006 and Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities and preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS102) (effective 1 January 2015).

The Charity constitutes a public benefit entity as defined by FRS102. Assets and liabilities are initially recorded at historical cost or transaction value unless otherwise stated in the relevant accounting policy note(s).

The trustees consider there are no material uncertainties about the Charity's ability to continue as a going concern.

FRS102 has been adopted for the first time when preparing these financial statements. The transition date to FRS102 was 1 April 2015 and the last financial statements prepared under the previous financial reporting framework were prepared for the year ended 31 March 2015. The transition has had no effect on the reported financial position or financial performance shown by the financial statements.

Income

Voluntary income including donations, gifts and legacies and grants that provide core funding or are of general nature are recognised where there is entitlement, certainty of receipt and the amount can be measured with sufficient reliability. Such income is deferred when:

- the donor specifies that the grant or donation must only be used in future accounting periods;
- or
- the donor has imposed conditions which must be met before the charity has unconditional entitlement.

Investment income is recognised on a receivable basis.

Income from charitable activities includes income received under contract or where entitlement to grant funding is subject to specific conditions, is recognised as earned (as the related goods and services are provided). Grant income included in this category provides funding to support activities and is recognised where there is entitlement, certainty of receipt and the amount can be measured with sufficient reliability.

Volunteers and donated services.

The value of services provided by volunteers is not incorporated into these financial statements.

Where goods or services are provided to the charity as a donation that would normally be purchased from suppliers, this contribution is included in the financial statements at an estimate based on the value of the contribution to the charity.

RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LTD
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2016

Expenditure

Expenditure is recognised when a liability is incurred. Contractual arrangements are recognised as goods or services are supplied.

- Costs of generating funds are those costs incurred in attracting voluntary income.
- Charitable activities include expenditure associated with providing services to the charity's beneficiaries and include both the direct costs and support costs relating to those activities.
- Governance costs include those incurred in the governance of the charity and its assets and are primarily associated with constitutional and statutory requirements.
- Support costs include central functions and have been allocated to activities on a basis consistent with the use of resources.

Irrecoverable VAT

All resources expended include those incurred in the governance of the charity and its assets and are primarily associated with constitutional and statutory requirements.

Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Computer equipment - 33% on cost

Assets costing more than £250 are capitalised

Taxation

The charity is exempt from corporation tax falling under S505 of the Taxes Act 1988 to the costs that these are applied to its charitable activities.

Cash at bank and in hand

Cash at bank and cash in hand includes cash and short term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

Creditors and provisions

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

Financial instruments

The charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value.

RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LTD
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2016

Fund accounting

Unrestricted funds can be used in accordance with the charitable objectives at the discretion of the trustees.

Restricted funds can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

Further explanation of the nature and purpose of each fund is included in the notes to the financial statements.

Critical accounting estimates and areas of judgement

In the view of the trustees in applying the accounting policies adopted, no judgements were required that have a significant effect on the amounts recognised in the financial statements nor do any estimates or assumptions made carry a significant risk of material adjustment in the next financial year.

RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LTD
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2016

2 VOLUNTARY INCOME

	2016 £	2015 £
Donations	15,492	16,077
Gift Aid	2,032	853
	<u>17,524</u>	<u>16,930</u>

3 ACTIVITIES FOR GENERATING FUNDS

	2016 £	2015 £
Fundraising events	<u>880</u>	<u>2,949</u>

4 INVESTMENT INCOME

	2016 £	2015 £
Bank Interest	<u>840</u>	<u>632</u>

All investment income is derived from assets held in the United Kingdom

5 INCOMING RESOURCES FROM CHARITABLE ACTIVITIES

	2016 £	2015 £
Grants		
Rent	-	24,597
Counselling, education and training	46,605	20,889
Counselling, education and training		
Counselling	-	1,273
Education & training	-	-
Contracted charitable services	<u>206,341</u>	<u>187,981</u>
	<u>252,946</u>	<u>234,740</u>

Grants received included in the above are as follows

	2016 £	2015 £
Fareham Borough Council	2,000	2,000
Southampton City Council	10,638	11,439
Winchester County Council	-	1,500
Hampshire County Council	25,717	-
Test Valley Borough Council	3,000	3,000
H&IOW Community Fund	2,500	-
Daisie Rich Charity	2,000	2,000
Exxon Mobil	750	750
Other	-	200
	<u>46,605</u>	<u>20,889</u>

RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LTD
 NOTES TO THE FINANCIAL STATEMENTS
 FOR THE YEAR ENDED 31 MARCH 2016

6 COSTS OF GENERATING VOLUNTARY INCOME

	2016 £	2015 £
Advertising	1977	2,944
Fundraising	74	177
	2,051	3,121

7 CHARITABLE ACTIVITIES COSTS

	Direct costs (see Note 8) £	Support costs (see £	Totals £
Counselling, Education and training			
2016	101,945	155,333	257,278
2015	93,376	151,343	244,719
	101,945	155,333	257,278

8 DIRECT COSTS OF CHARITABLE ACTIVITIES

	2016 £	2015 £
Staff costs		
Counsellors	68,625	64,681
Colleges projects	5,388	5,525
Counsellors training	3,643	3,496
Counsellors travel	4,091	4,911
Education travel	-	-
National Relate fees	6,812	7,070
Response phone line	4,182	3,665
CAFCASS admin	9,204	3,668
Occupational Health	-	360
	101,945	93,376

9 SUPPORT COSTS

	Management £	Finance £	Totals £
Counselling, education and training			
2016	152,816	2,517	155,333
2015	148,842	2,501	151,343
	152,816	2,517	155,333

RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LTD
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2016

SUPPORT COSTS (continued)

Support costs included in the above are as follows:-

Management

	2016	2015
	Counselling, education & training £	Counselling, education & training £
Administrative salaries and NI	82,070	73,332
Supervision salary and NI	17,344	19,981
Cleaning	-	-
Travel	4,826	4,147
Insurance	874	841
Light and heat	-	-
Postage and telephone	2,572	3,980
Printing and stationery	1,097	2,559
Rates	917	897
Rent	34,994	36,387
Repairs and renewals	106	379
Supervision fees	3,369	3,309
Payroll expenses	380	-
Equipment rental	593	1,045
Sundry Expenses	1,424	1,179
Recruitment and training	2,630	806
	<u>153,196</u>	<u>148,842</u>

Finance

	2016	2015
	Counselling, education & training £	Counselling, education & training £
Bank charges	1,692	2,221
Depreciation	825	280
	<u>2,517</u>	<u>2,501</u>

10

GOVERNANCE COSTS

	2016	2015
	£	£
Independent examiner's fee	1,530	1,500
Trustee meetings	856	1,223
Legal and professional costs	5,076	3,713
	<u>7,462</u>	<u>6,436</u>

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11 NET INCOMING (OUTGOING) RESOURCES

Net resources are stated after charging/(crediting)

	2016 £	2015 £
Depreciation owned assets	825	280
Operating lease	<u>21,868</u>	<u>21,629</u>

12 TRUSTEES' REMUNERATION AND BENEFITS

There were no trustees' remuneration or other benefits for the year ended 31 March 2016 (2015: £nil)

Trustee G Hemmings is the director of Whiteley Technologies Ltd which provided computer hardware and services amounting to £753 during the year.

Trustees' expenses

During the year 3 trustees (2015: 3) were reimbursed out of pocket expenses for travelling totalling £711 (2015: £1,473).

13 STAFF COSTS

	2016 £	2015 £
Wages and salaries	170,262	160,222
Social security costs	<u>3,074</u>	<u>3,297</u>
	<u><u>173,336</u></u>	<u><u>163,519</u></u>

The average monthly number of employees during the year was as follows:

	2016	2015
Counsellors	4	4
Office staff	<u>4</u>	<u>4</u>
	<u><u>8</u></u>	<u><u>8</u></u>

The above represents full time equivalents

No employee received remuneration in excess of £60,000 for the year ended 31 March 2016 (2015: £nil)

The charity also benefitted from the services of a number of volunteers during the year.

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14 TANGIBLE FIXED ASSETS

	Computer Equipment £
COST	
At 1 April 2015	4,528
Additions	<u>436</u>
At 31 March 2016	<u><u>4,964</u></u>
 DEPRECIATION	
At 1 April 2015	2,844
Charge for year	<u>825</u>
At 31 March 2016	<u><u>3,669</u></u>
 NET BOOK VALUE	
At 31 March 2016	<u><u>1,295</u></u>
At 31 March 2015	<u><u>1,684</u></u>

15 DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2016 £	2015 £
Trade debtors	4,445	11,288
Prepayments	1,404	14,326
Gift Aid	<u>-</u>	<u>852</u>
	<u><u>5,849</u></u>	<u><u>26,466</u></u>

16 BANK AND CASH

	2016 £	2015 £
Current accounts	21,170	21,204
Deposit accounts	105,175	94,336
Cash	<u>358</u>	<u>190</u>
	<u><u>126,703</u></u>	<u><u>115,730</u></u>

RELATE SOUTH WEST HAMPSHIRE AND THE ISLE OF WIGHT LTD
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17 CREDITORS: AMOUNTS FALLING DUE
WITHIN ONE YEAR

	2016 £	2015 £
Trade creditors	3,021	14,936
Social security and other taxes	1,822	1,821
Accruals	1,500	4,638
	6,343	21,395

18 MOVEMENT IN FUNDS

	At 1.4.16 £	Incoming Resources £	Resource s Expended £	At 31.3.16 £
Unrestricted				
General Fund	107,485	272,190	267,171	112,504
Designated				
Building reserve fund	5,000	-	-	5,000
Closure contingency reserve fund	10,000	-	-	10,000
	15,000	-	-	15,000
TOTAL FUNDS	122,485	272,190	267,171	127,504

Net movement in funds, included in the above are as follows:

The Building Reserve Fund is a provision for future accommodation costs.

The Closure Contingency Reserve Fund has been created to cover the costs of winding up the charity if it became necessary.

19 ANALYSIS OF NET ASSETS BETWEEN FUNDS

	General Fund £	Designated Funds £	Total £
Tangible fixed assets	1,295	-	1,295
Cash at bank and in hand	111,703	15,000	126,703
Other net current liabilities	(494)	-	(494)
Total	112,504	15,000	127,504

20 ULTIMATE CONTROLLING PARTY

The charitable company is not under the control of another entity nor any one individual.