

Registered number: 03329289 (England and Wales)
Charity numbers: 1061359 (England and Wales) & SC041140 (Scotland)

WINSTON'S WISH
(A company limited by guarantee)

TRUSTEES' REPORT AND FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2021



WINSTON'S WISH
(A company limited by guarantee)

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**REFERENCE AND ADMINISTRATIVE DETAILS OF THE CHARITY, ITS TRUSTEES AND ADVISERS
FOR THE YEAR ENDED 31 MARCH 2021**

| | |
|-----------------------------------|--|
| Patrons | Julie Stokes OBE MSc (Founder) Baroness Rennie Fritchie Randolph Churchill Barbara Want (Vice Patron) |
| Honorary President | The Duchess Of Richmond and Gordon Nigel Purveur, Chairman |
| Trustees | Samantha Carruthers, Vice Chairman Ben Cosh Christian Cullinane Clare Gallie (resigned 18 November 2020) Paul Gathercole Caroline Kean Jane McCarthy Barbara Nnotum Mark Smith |
| Company registered number | 03329289 (England and Wales) |
| Charity registered numbers | 1061359 (England and Wales) and SC041140 (Scotland) |
| Registered office | 17 Royal Crescent Cheltenham Gloucestershire GL50 3DA |
| Chief Executive Officer | Fergus Crow |
| Independent auditor | Hazlewoods Staverton Court Staverton Cheltenham Gloucestershire GL51 0UT |
| Bankers | Barclays Bank plc Gloucester Docks Gloucester GL1 2DH |

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CHAIRMAN'S STATEMENT
FOR THE YEAR ENDED 31 MARCH 2021

This has been an extraordinary year for Winston's Wish as it has been across the UK. For our beneficiaries, for our staff, our volunteers and for our donors and funders the pressures and challenges have been, I hope, unprecedented.

The challenge of the pandemic has been twofold for us. Firstly, managing a significant income drop that we forecast right at the start of the year, alongside our strong and clear intention to reorientate our services. This was essential to make sure we could continue to support our existing beneficiaries during a period in which lockdown and restrictions would make access to services very difficult for families.

Alongside this we set our passion for growth and to extend our reach in the full knowledge that a very significant number of children and young people would be affected by grief and bereavement as a result of someone close to them dying during the pandemic. This was a complex series of challenges for us, and we have made some courageous and difficult decisions along the way.

The results you see here are an indication that these decisions have been the right ones.

Demand for our support shifted quickly to the online environment and we were able to meet the needs for support, for knowledge and for training very quickly. We brought through a service redesign that was already in train which not only protected the service users we were supporting in the early part of the year, it also has meant that we have been able to extend our service reach across the UK, giving us a strong basis from which to build in the years ahead.

It was, in some ways, a year of two halves with the first part of the year about understanding the context we found ourselves in and responding quickly to that, and the second half of the year embedding our new model and structure and our blended working approach.

Amidst the challenges there have been some very significant achievements and these include:

- The development and delivery of a new model of support for the organisation.
- Reaching more professionals through direct training than ever before with our free online training offer and transition to remote delivery for our 'classroom' based delivery. released early in the Pandemic.
- Supporting the children that came to us for help quickly as our new model allows us to react when families want and need the help.
- Increasing our age range up to 25 years to encompass more young adults into the service.

We enter the year ahead energised and confident that we are now set up to ensure that we can reach many more of the children and young people who will need us in the period ahead and as the true scale of grief and bereavement during the pandemic becomes clearer.

As in the previous year's report, as a Board, we are confident that, whilst material uncertainty exists about future income, the immediate future of the organisation is secure in the foreseeable future and Section 4 of the Trustees' Report "Securing a Sustainable Future" provides details on how it has arrived at this conclusion.

Perhaps more than ever this year I must, again give my heartfelt thanks to our amazing staff, volunteers, donors, supporters and of course my fellow Trustees for everything they do for us and for bereaved children.

Nigel Purveur, Chair of Trustees
Date: 6 October 2021



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TRUSTEES' REPORT
FOR THE YEAR ENDED 31 MARCH 2021

The Trustees of Winston's Wish have pleasure in presenting their report and financial statements for the year ended 31st March 2021.

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 financial statements in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (Charities SORP (FRS 102)).

At the outset, it is true to say that all of the support we delivered as an organisation this year must be set within the context of the COVID-19 pandemic in which a very significant number of people died, and a public discourse of death and bereavement which has strongly impacted on children and young people. All of our support work has been delivered through remote or digital means this year as we closed our offices to protect our staff and play our part in reducing the spread of COVID-19.

Our strategy

Our strategy (published in April 2016) is outcomes focussed and leads us towards our ultimate goal: making sure that children and young people who experience bereavement can go on to live full and flourishing lives. Our activity is grouped under four strategic aims:

1. Reach the children who need us
2. Work with others so that children are better supported
3. Shape the big picture
4. Secure a sustainable future

1. Reach the children who need us

As the pandemic spread during the initial lockdown, our team reacted quickly to provide more online guidance on supporting bereaved children and young people cut off from their usual support networks. Through successive waves of the pandemic, the team continued to make sure the information we were providing was attuned to the needs of children, families and professionals and we progressively increased the range of free resources and training available through the website.

We also brought forward a change programme already underway to transform our bereavement support service delivery methodology and increase the amount of online and remote support we could offer to children, young people and families across the country. Because of our existing direction of travel, we were able to transition in March 2020 to a completely remote service model, and this was followed by a reshaping of our organisation and our bereavement support services in line with our new vision. This work was completed by the end of the summer, and from September 2020 we had introduced a new service, the Family Bereavement Support Service (FBSS) to complement a refreshed Children and Young People's Service (CYP).

Key for us has been to decrease our response times, as we appreciate that families contact us when they are ready to receive support and long waiting lists are unhelpful at best. Within our new model, for the families who need more ongoing support than our helpline practitioners are able to offer and are therefore referred into our longer term support services (FBSS and CYP), we have set a maximum waiting time of 5 days. This is a significant change and only possible with our new delivery model. We have been able to meet this target consistently throughout the year and will use it as a measure of resource required in the coming months, as we see referrals increase post pandemic life.

Our website was an essential resource for many, many families and professionals seeking information after a death this year. Overall, there were more than 438,000 visitors to our websites an increase of 55% on the same figure for 2019-20. Our young people's website, help2makesense.org saw an uplift in visitors of 36% this year as more young people searched for help online.

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TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2021

Our **Freephone Helpline** continued to operate as a significant stand-alone national service and a pathway to access our family and individual support. This year our expert practitioners continued to respond sensitively to the needs of each caller, sometimes providing support over a series of calls, taking referrals into our new Family Bereavement Support Service and our Children and Young People's service, and sending out our specialist publications and resources.

Like many other services across our sector, we saw a drop in calls during the first three months of the pandemic as families navigated the difficulty of lockdown and home-schooling, and as they turned to the web for information and advice. While call numbers were down over the year, call length increased significantly, illustrating the ever more complex scenarios that families found themselves in.

The call volume rose significantly from September 2020 and then continued to increase rapidly. In total, we recorded over 4,900 conversations, which equates to indirect support to more than 9,800 children and young people – a year-on-year decrease of 18%. We feel confident that this number will bounce back for 2021-2022, as call rates returned to pre-pandemic levels from September 2020.

Digital Support is currently provided via an online chat service and the "ASK" e-mail service. We responded to 3,533 requests for help through both services (2019-20: 3,259) – a small increase on the comparable figure last year. As the majority of these contacts are from parent/carers asking advice for their families or professionals looking to support classrooms of children or whole families, we are using a multiplier of 2 children per contact as a modest estimate of the numbers supported in total. This gives us a figure of over 7,000 children indirectly supported through these digital means.

In September 2020 we launched two new services to broaden our offers of support to **children, young people and families directly** – the Family Bereavement Support Service (FBSS) and the Children and Young People's service (CYP).

The Family Bereavement Support Service (FBSS) is aimed at parents, caregivers and young people up to the age of 25, from across the UK. Through this service, our expert practitioners offer emotional and practical help, delivered in up to six scheduled and guided telephone-based sessions. In just six months (September 2020 – March 2021) the FBSS team (of 1.5fte) supported 267 children.

The expert practitioners within our Children and Young People's Service (CYP) offer one-off drop-in sessions and a series of 6-10 face to face online or in person bereavement support sessions for children and young people. Unfortunately, due to the social restrictions that we were subjected to, neither the in person drop-in sessions or in-person ongoing support sessions were able to take place, so all support was delivered online. We have been able to start to offer online groups to provide invaluable group support sessions and these have allowed some de-isolation for young people at this time. It is clear that the value of these online groups will be felt in the post-pandemic world too, as geographies shrink and young people look for a safe space to talk to people who have had similar experiences.

During 2020-21 we provided direct support for 877 children and young people across the UK, compared to 1,713 in 2019-20. The decrease here was due to a drop in demand during the first wave of Covid, as previously mentioned. We anticipate seeing this continue to rise as communities return to pre-pandemic ways of life and we receive referrals from areas that we previously struggled to support, due to the distances involved.

In total, we supported more than 18,000 children and young people across our range of services during the course of the year, representing a decrease on last year, as expected following the impact of the early stages of the pandemic on lifestyles and children's contact with professionals.

Because of the significant changes we have made to our service offer to increase access and to minimise the impact of the pandemic, it is difficult to compare year-on-year figures for direct support. Some families that would previously had a direct, face to face service, have been supported by the FBSS team whilst others have gone to the CYP team – it has been important to refer the family/child/young person to the service that best meets their individual needs. We are delighted to be able to offer more choice for our beneficiaries.

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TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2021

2. Work with others so that children are better supported

Work has continued this year as part of a number of key national partnerships including the Support After Suicide Partnership, the Childhood Bereavement Network and the Children and Young People's Mental Health Coalition. Our practitioners continued their work with other local groups and services, including providing advice and support in the online environment.

Much of this work has been curtailed by the pandemic, but we have contributed to online resources and articles when asked or where we have seen an opportunity.

3. Shape the big picture

With relationships, sex education and health education becoming a statutory part of the national curriculum this year, we worked with the PSHE Association to develop a range of lesson plans, assembly content and resources for key stages 1-4. The suite of materials was written by PSHE teachers and Winston's Wish practitioners and they have been awarded a Quality Mark by the PSHE Association. Between the resources going live in January 2021 and the end of the 2020-2021 financial year, the resources had been accessed by a total of 2,329 professionals in schools all over the UK.

As well as releasing free online training for professionals during the early stages of the pandemic, we transferred our classroom training to the online environment. We have seen demand increase significantly for this training as the online environment once again shrinks geographies and eliminates travel times and costs.

We secured a grant from The National Lottery to offer free, bespoke training to schools over a 6-month period. We found that a proactive approach from practitioners who were able to offer not only training, but also advice on specific situations that teachers and school staff found themselves in, was extremely well received.

In total, we trained over 62,000 professionals over a range of courses from short introductory online sessions, three day more intensive courses, bespoke courses and specialist training for professional's supporting children with SEND.

4. Secure a sustainable future

In March 2020, as the Covid-19 pandemic reached the UK with earnest, it was clear that we needed to revise our previously budgeted income of £2.5m for the 2020-2021 year down as a response. This revision was reached with all available data however, predicting how individuals, grant making bodies and companies would be affected by a global pandemic that was, at the time, seen as likely to be relatively short lived, is definitely more of an art than a science. With no similar scenario to base our predictions on in living memory, we made sensible decisions. We revised our predicted income down to £1.6m and made plans to reduce our cost base swiftly.

We finished the year having secured over £1.8m from our donors and supporters. We managed to keep a tight rein on costs throughout the year, giving a resultant increase in our unrestricted reserves of £210,391 in the year, of which £91,218 was gains on investments.

We have sought advice and feel that under the current unpredictable and changeable markets, it is sensible to hold on to slightly higher levels of unrestricted reserves than we would have done pre-pandemic. Demand for our service is predicted to increase as more children have been bereaved during the pandemic and our move towards digital delivery means that we are more accessible to a larger number of children and young people.

In order to meet the likely demand, Winston's Wish will draw on its unrestricted reserves alongside the vital support from our donors and supporters. It is only with their help and belief that we will be able to help the families that need us.

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TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2021

We are clear that we need to grow the reach of our service over the coming years and work to drive the demand from the need that we know is out there. We feel that the support we provide is vital to our beneficiaries and we cannot allow that support to be scaled back due to a drop in funding in year. We will use our unrestricted reserves to ensure that our service can maintain, and grow, during periods when income is harder to secure.

FINANCIAL RESULTS

During the year we recorded an overall net increase in our funds of £113,842 (2020: £143,399). It should be noted that in a number of instances income is received in advance of the associated costs and therefore whilst we have recorded a net increase this year in our funds the associated costs and cash outlay for these will occur in future periods.

£96,549 (2020: £20,548) was released from restricted reserves – income of £387,288 against expenditure of £483,837 from those funds.

The balance of £210,391 was added to unrestricted reserves (2020: £163,947).

The total funds held in reserve at the end of the year were £1,433,851, of which £166,000 are designated funds, £1,009,360 are unrestricted general funds and £258,491 are restricted funds (2020: £1,320,009, of which £964,969 were unrestricted general funds and £355,040 were restricted).

We consider that our unrestricted reserves equate to 6.3 months' unrestricted fund expenditure. The Trustees believe this is supportive of the Charity's future plans while also remaining prudent in the current economic climate.

Our investments generated income of £13,047 (2020: £10,950), and there were gains on investments of £91,218 (2020: loss on investments of £35,201).

Public benefit

The Trustees confirm that they have complied with the duty in Section 17 of the Charities Act 2011 to have due regard to the Charity Commission's general guidance on public benefit.

Winston's Wish supports bereaved children and young people across the UK up to the age of 25.

The Trustees have referred to Public Benefit guidance when reviewing our strategic aims and in planning the future activities of the Charity. The benefits that Winston's Wish brings to families, children and young people are delivered through a wide range of activities; from helpline and website support, through to individual or family assessments delivered by trained staff. At all times we are guided by what is most timely and helpful to the families we see. Our support services are free of charge to all those who need them.

Constitution

Winston's Wish is both a registered Charity and a company limited by guarantee. It was established in 1992, initially by trust deed and was incorporated as a limited company on 7th March 1997. It is governed by its Memorandum of Association, last updated 24 October 2020. Its company number is 03329289, charity number is 1061359, Scottish charity number SC041140.

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TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2021

Governance and management

The Articles of Association require that there are at least three Trustees. New Trustees are nominated by members of the Board of Trustees and appointed where they have the necessary skills to contribute to the Charity's development. Trustees can serve for a maximum term of 3 years and can be reappointed for two further terms. The Board of Trustees meets quarterly and in addition holds a whole day meeting to review and develop the strategy of the Charity. Each new Trustee is given appropriate induction and training relevant to their responsibility.

Fundraising

Winston's Wish is registered with the Fundraising Regulator and is compliant with the standards set by the Regulator in its 'Code of Fundraising Practice'. We are pleased to make this commitment and feel it gives both our donors' and supporters' confidence in our fundraising practices. In addition to this, Winston's Wish is an organisational member of the Institute of Fundraising.

All fundraising activities are organised directly by the staff at Winston's Wish, or a community-based fundraiser who is monitored by a staff member as an account manager. We do not engage third party professional fundraisers or other commercial participators to raise funds on our behalf. We are mindful during our fundraising activities not to be unreasonably persistent or to apply undue pressure on anyone, or to intrude on anyone's privacy. The Charity did not undertake any telephone, doorstep or lottery fundraising in the year.

During the year ended 31 March 2021 Winston's Wish received two complaints (2020: no complaints) relating to its fundraising activities. These were all dealt with and resolved internally and there was no requirement to escalate these outside of the charity.

Pay policy for key management personnel

The Trustees consider the Board of 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 Trustees' expenses and related party transactions are disclosed in note 12 to the financial statements. The pay of the chief executive officer and senior staff is reviewed annually based on performance and normally increased in accordance with average earnings. The remuneration is set to ensure it is both fair but also will attract and retain staff of the appropriate calibre and experience required by the Charity.

Staff and volunteers

Throughout the year Winston's Wish employed an average of 47 full and part time staff and had approximately 100 clinically trained volunteers and several hundred other volunteers helping with fund-raising, profile raising and office administration. In addition, 15 young people aged from 15 – 26 make up our Young Ambassador programme; most are bereaved themselves and were supported by Winston's Wish. All our supporters are vital to the work of the Charity and they have contributed enormously to the success of the organisation and to the services it provides. The Trustees record their sincere appreciation of the contribution from all our staff and volunteers.

Reserves Policy

While the Charity has a broad range of income generating activities to support its charitable activities, Winston's Wish is heavily reliant on voluntary donations. The majority of this income must be newly generated each year and the Trustees duly consider the uncertainties around funding when setting the Charity's reserves policy.

Given the nature of Winston's Wish services and our ongoing commitment to deliver more services to more families across the UK, the Trustees have established a reserves policy that covers two fundamental priorities:

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TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2021

That reserves should be sufficient to underpin the commitment to the continued growth and development of our services and sufficient to cover any significant or sudden fluctuations in income so as to help avoid any undue disruption to service levels or other key functions.

To that end the target is to hold unrestricted reserves at a level that equates to at least 6 months of unrestricted fund expenditure. The maximum unrestricted reserves held at any time should not exceed nine months unrestricted fund expenditure. The level of unrestricted reserves at 31 March 2021 is equivalent to 6.3 months unrestricted expenditure which Trustees believe is appropriate.

The Trustees are pleased to report that the Charity has a robust balance sheet which will be used to continue to provide services to families across the UK.

Investment Policy

The Trustees believe that its available reserves should provide a reasonable level of income to help support its activities and that its capital values should be protected from erosion in value and keep pace with inflation. Brewin Dolphin manages the Charity's investments on a full discretionary basis with a balanced approach between income generation, capital growth and risk. The portfolio is well diversified with a low degree of risk. The Trustees consider this is appropriate for a Charity the size of Winston's Wish.

Risk management

The Trustees assess the major risks to which the Charity is exposed, in particular those related to the operations and finances of the Charity, and are satisfied that systems are in place to manage exposure to the major risks. The Charity takes action as appropriate to reduce the overall level of risk.

Responsibilities of the Trustees

The Trustees are responsible for preparing the Trustees Annual Report and the financial statements in accordance with applicable law and regulations.

Company law requires the Trustees to prepare financial statements for each financial year. Under that law the Trustees have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). The financial statements are required by law to give a true and fair view of the state of affairs of the Charity and of the surplus or deficit of the Charity for that period.

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

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- 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 proper accounting records which disclose with reasonable accuracy at any time the financial position of the Charity and which enable them to ensure that the financial statements comply with Companies Act 2006. The Trustees 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.

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TRUSTEES' REPORT (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2021

In so far as the Trustees are aware:

1. there is no relevant audit information of which the Charity's auditors are unaware; and
2. the Trustees have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditors are aware of that information.

Auditors

Hazlewoods has been reappointed as auditors for year ending 31 March 2022 and they have confirmed their willingness to continue in office.

Approved by order of the members of the board of Trustees on 6 October 2021 and
signed on their behalf by:



Nigel Purveur, Chair of Trustees
(Chair of Trustees)

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INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF WINSTON'S WISH

Opinion

We have audited the financial statements of Winston's Wish for the year ended 31 March 2021 which comprise the Statement of Financial Activities, the Balance Sheet, the Cash Flow Statement and 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 2021 and of its incoming resources and application of resources, including its income and expenditure, 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, the Charities and Trustee Investment (Scotland) Act 2005 and regulation 8 of the Charities Accounts (Scotland) Regulations (as amended).

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 Charitable Company 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 company'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 other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. The Trustees are responsible for the other information. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, 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

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INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF WINSTON'S WISH (CONTINUED)

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.

Opinion on other matters prescribed by the Companies Act 2006

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

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

Matters on which we are required to report by exception

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

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 and the Charities Accounts (Scotland) Regulations 2006 (as amended) requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of Trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or

Responsibilities of trustees

The Trustees are responsible for the other information. As explained more fully in the Trustees' Responsibilities statement the Trustees (who are also the Directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, 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 Charitable Company'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 company or to cease operations, or have no realistic alternative but to do so.

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INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF WINSTON'S WISH (CONTINUED)

Auditor's responsibilities for the audit of the financial statements

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.

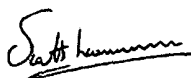
Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

- We obtained an understanding of the legal and regulatory frameworks applicable to the charity financial statements or that had a fundamental effect on the operations of the charity. We determined that the most significant laws and regulations included UK GAAP, UK Companies Act 2006, and taxation laws;
- We assessed the susceptibility of the company's financial statements to material misstatement, including how fraud might occur. Audit procedures performed by the engagement team included challenging assumptions and judgments made by management in its significant accounting estimates and identifying and testing journal entries, in particular any journal entries posted with unusual characteristics.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: 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 charitable company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006, and to the charitable company's Trustees, as a body, in accordance with Regulation 10 of the Charity Accounts (Scotland) Regulations 2006. Our audit work has been undertaken so that we might state to the charitable company's members and Trustees those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company, the charitable company's members as a body and the charitable company's Trustees as a body, for our audit work, for this report, or for the opinions we have formed.



Scott Lawrence FCA (Senior statutory auditor)
for and on behalf of
Hazlewoods LLP
Chartered Accountants and Statutory Auditors
Staverton Court
Staverton
Cheltenham
Gloucestershire
GL51 0UT

Date: 11 October 2021

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**STATEMENT OF FINANCIAL ACTIVITIES (INCORPORATING INCOME AND EXPENDITURE ACCOUNT)
FOR THE YEAR ENDED 31 MARCH 2021**

| | Note | Unrestricted funds 2021 £ | Restricted funds 2021 £ | Total funds 2021 £ | Total funds 2020 £ |
|--|-----------|------------------------------------|----------------------------------|-----------------------------|-----------------------------|
| Income from: | | | | | |
| Donations and legacies | 4 | 1,296,801 | 387,288 | 1,684,089 | 2,239,444 |
| Charitable activities | 5 | 142,411 | - | 142,411 | 180,403 |
| Investments | 6 | 11,259 | - | 11,259 | 13,047 |
| Total income | | 1,450,471 | 387,288 | 1,837,759 | 2,432,894 |
| Expenditure on: | | | | | |
| Raising funds | 7 | 521,123 | - | 521,123 | 586,001 |
| Charitable activities | 8 | 810,175 | 483,837 | 1,294,012 | 1,668,293 |
| Total expenditure | | 1,331,298 | 483,837 | 1,815,135 | 2,254,294 |
| Net income/(expenditure) before net gains/(losses) on investments | | 119,173 | (96,549) | 22,624 | 178,600 |
| Net gains/(losses) on investments | 14 | 91,218 | - | 91,218 | (35,201) |
| Net movement in funds | | 210,391 | (96,549) | 113,842 | 143,399 |
| Reconciliation of funds: | | | | | |
| Total funds brought forward | 18 | 964,969 | 355,040 | 1,320,009 | 1,176,610 |
| Net movement in funds | | 210,391 | (96,549) | 113,842 | 143,399 |
| Total funds carried forward | 18 | 1,175,360 | 258,491 | 1,433,851 | 1,320,009 |

The notes on pages 16 to 34 form part of these financial statements.

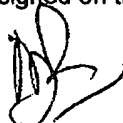
WINSTON'S WISH
(A company limited by guarantee)
REGISTERED NUMBER: 03329289 (England and Wales)

BALANCE SHEET
AS AT 31 MARCH 2021

| | Note | 2021 £ | 2020 £ |
|--|------|-------------------------|-------------------------|
| Fixed assets | | | |
| Tangible assets | 13 | 40,213 | 51,146 |
| Investments | 14 | 574,285 | 477,352 |
| | | <u>614,498</u> | <u>528,498</u> |
| Current assets | | | |
| Stocks | | 34,717 | 36,299 |
| Debtors | 15 | 90,389 | 93,051 |
| Cash at bank and in hand | | 813,323 | 759,852 |
| | | <u>938,429</u> | <u>889,202</u> |
| Creditors: amounts falling due within one year | 16 | (119,076) | (97,691) |
| Net current assets | | <u>819,353</u> | <u>791,511</u> |
| Total net assets | | <u><u>1,433,851</u></u> | <u><u>1,320,009</u></u> |
| Charity funds | | | |
| Restricted funds | 18 | 258,491 | 355,040 |
| Unrestricted funds | 18 | 1,175,360 | 964,969 |
| Total funds | | <u><u>1,433,851</u></u> | <u><u>1,320,009</u></u> |

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

The financial statements were approved and authorised for issue by the Trustees on 6 October 2021 and signed on their behalf by:



Nigel Purveur
Chair

The notes on pages 16 to 34 form part of these financial statements.

WINSTON'S WISH
(A company limited by guarantee)

STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 31 MARCH 2021

| | Note | 2021 £ | 2020 £ |
|--|------|----------------|----------------|
| Cash flows from operating activities | | | |
| Net cash provided by operating activities | 20 | 56,369 | 206,262 |
| Cash flows from investing activities | | | |
| Dividends and interest from investments | | 11,259 | 13,047 |
| Purchase of tangible fixed assets | | (8,442) | - |
| Proceeds from sale of investments | | 61,438 | 191,448 |
| Purchase of investments | | (58,544) | (194,093) |
| Movement on cash held for reinvestment | | (8,609) | (4,089) |
| Net cash (used in)/provided by investing activities | | (2,898) | 6,313 |
| Change in cash and cash equivalents in the year | | 53,471 | 212,575 |
| Cash and cash equivalents at the beginning of the year | | 759,852 | 547,277 |
| Cash and cash equivalents at the end of the year | 21 | 813,323 | 759,852 |

The notes on pages 16 to 34 form part of these financial statements

WINSTON'S WISH
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2021

1. General information

Winston's Wish is a company limited by guarantee (number: 03329289 England and Wales) and a registered charity in England and Wales and Scotland (numbers: 1061359 and SC041140). Its registered office address is 17 Royal Crescent, Cheltenham, GL50 3DA.

2. Accounting policies

2.1 Basis of preparation of financial statements

The financial statements have been prepared in accordance with the Charities SORP (FRS 102) - 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 Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102), the Companies Act 2006 and the Charities Act 2011.

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

2.2 Going concern

The Trustees assess whether the use of going concern is appropriate, i.e. whether there are any material uncertainties related to events or conditions that may cast a significant doubt on the ability of the Charity to continue as a going concern. The Trustees make this assessment in respect of a period of one year from the date of approval of the financial statements. On review, which includes a review of the impact of Covid-19 on future income streams and events, the pipeline of income, income secured to date, the fixed and variable costs the charity has, along with the actions the charity could take to reduce expenditure, the Trustees have concluded that they are to adopt the going concern basis in preparing the annual financial statements.

2.3 Income

All income is recognised once the Charity has entitlement to the income, it is probable that the income will be received and the amount of income receivable can be measured reliably.

The recognition of income from legacies is dependent on establishing entitlement, the probability of receipt and the ability to estimate with sufficient accuracy the amount receivable. Evidence of entitlement to a legacy exists when the Charity has sufficient evidence that a gift has been left to them (through knowledge of the existence of a valid will and the death of the benefactor) and the executor is satisfied that the property in question will not be required to satisfy claims in the estate. Receipt of a legacy must be recognised when it is probable that it will be received and the fair value of the amount receivable, which will generally be the expected cash amount to be distributed to the Charity, can be reliably measured.

Grants are included in the Statement of financial activities on a receivable basis. The balance of income received for specific purposes but not expended during the period is shown in the relevant funds on the Balance sheet. Where income is received in advance of entitlement of receipt, its recognition is deferred and included in creditors as deferred income. Where entitlement occurs before income is received, the income is accrued.

On receipt, donated professional services and facilities are recognised on the basis of the value of

WINSTON'S WISH
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2021

2. Accounting policies (continued)

2.3 Income (continued)

the gift to the Charity which is the amount it would have been willing to pay to obtain services or facilities of equivalent economic benefit on the open market; a corresponding amount is then recognised in expenditure in the period of receipt.

Income from training activities is recognised when the training takes place.

2.4 Expenditure

All expenditure is accounted for under the accruals concept.

Costs are allocated between charitable costs and the cost of raising funds. Office running costs have been apportioned across these two headings and where appropriate into restricted expenditure, according to best estimate of usage. The irrecoverable amount of VAT is included within the item of expense to which it relates. Depreciation is allocated to expenditure headings on the basis of the use of the assets concerned.

2.5 Government grants

Grants from government bodies are received for specific projects/costs and are recognised in accordance with their individual terms and conditions. Income is recognised when the Charity has entitlement to the funds which is when any performance conditions attached are met, it is probable that the income will be received and the amount can be reliably measured. Grant income will be deferred if received in advance of meeting performance conditions or if the funder specifically states that the income may be spent in a future accounting period.

2.6 Interest receivable

Interest on funds held on deposit is included when receivable and the amount can be measured reliably by the Charity; this is normally upon notification of the interest paid or payable by the institution with whom the funds are deposited.

2.7 Taxation

The Charity is exempt from taxation on its income applied exclusively to charitable purposes.

2.8 Tangible fixed assets and depreciation

All expenditure on acquisition, enhancement, production and installation and all fixed assets received by way of donation are capitalised as fixed assets. Fixed assets are stated in the Balance Sheet at cost less depreciation, or in respect of donated assets, at estimated value at the date of donation less depreciation.

WINSTON'S WISH
(A company limited by guarantee)

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2021

2. Accounting policies (continued)

2.8 Tangible fixed assets and depreciation (continued)

Depreciation is charged so as to allocate the cost of tangible fixed assets less their residual value over their estimated useful lives, using the straight-line method.

Depreciation is provided on the following basis:

| | | |
|------------------------|---|-----|
| Leasehold improvements | - | 20% |
| Fixtures and fittings | - | 15% |
| Computer equipment | - | 25% |

2.9 Investments

Investments listed on a recognised stock exchange are stated at mid-market value in the Balance Sheet. All movements in value arising from changes and revaluations are included in the Statement of Financial Activities.

2.10 Stocks

Stock is valued at the lower of cost and net realisable value. Cost is represented by purchase price. Net realisable value is estimated selling price less any further costs expected to be incurred to completion and disposal.

2.11 Debtors

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

2.12 Cash at bank and in hand

Cash at bank and 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.

2.13 Liabilities 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.

2.14 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.

2.15 Operating leases

The cost of and income from operating leases is charged and credited to the Statement of Financial Activities on a straight line basis over the lease term.

WINSTON'S WISH
(A company limited by guarantee)

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2021**

2. Accounting policies (continued)

2.16 Pensions

Contributions payable on behalf of employees to the defined contribution pension scheme are charged to the Statement of Financial Activities as they become payable in accordance with the rules of the scheme.

2.17 Redundancy

Redundancy costs arise from the periodic reviews of staffing levels and are charged to the Statement of Financial Activities in the year in which the Charity is demonstrably committed to the employee leaving the Charity.

2.18 Fund accounting

General funds are unrestricted funds which are available for use at the discretion of the Trustees in furtherance of the general objectives of the Charity and which have not been designated for other purposes.

Designated funds comprise unrestricted funds that have been set aside by the Trustees for particular purposes. The aim and use of each designated fund is set out in the notes to the financial statements.

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

3. Critical accounting estimates and areas of judgement

Preparation of the financial statements requires management to make judgements and estimates. The Trustees consider that there are no material judgements in applying accounting policies or key sources of estimation uncertainty.

WINSTON'S WISH
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**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2021**

4. Income from donations and legacies

| | 2021 £ | 2020 £ |
|---|------------------|------------------|
| Donations | | |
| Individuals and Individual Fundraisers | 728,162 | 1,073,705 |
| Companies | 210,653 | 341,370 |
| Charitable Foundations | 468,277 | 573,519 |
| Grants and income from Statutory Authorities | 176,003 | 223,834 |
| | <u>1,583,095</u> | <u>2,212,428</u> |
| Legacies | 10,000 | 27,016 |
| Government grants: Coronavirus Job Retention Scheme | 90,994 | - |
| | <u>1,684,089</u> | <u>2,239,444</u> |

Of the Income from donations and legacies £387,288 (2020: £895,002) was restricted.

5. Income from charitable activities

| | 2021 £ | 2020 £ |
|---|----------------|----------------|
| Provision of Clinical Services and Training | 32,700 | 42,823 |
| Sales of Publications and Resources | 109,711 | 137,580 |
| | <u>142,411</u> | <u>180,403</u> |

All income from charitable activities is unrestricted.

6. Investment income

| | Unrestricted funds 2021 £ | Total funds 2021 £ | Total funds 2020 £ |
|-------------------------|------------------------------------|-----------------------------|-----------------------------|
| Income from investments | 10,770 | 10,770 | 11,803 |
| Bank interest | 489 | 489 | 1,244 |
| | <u>11,259</u> | <u>11,259</u> | <u>13,047</u> |

WINSTON'S WISH
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**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2021**

7. Expenditure on raising funds

Costs of raising voluntary income

| | Unrestricted funds 2021 £ | Total funds 2021 £ | Total funds 2020 £ |
|---|------------------------------------|-----------------------------|-----------------------------|
| Costs of raising voluntary income - other costs | 129,503 | 129,503 | 183,327 |
| Costs of raising voluntary income - wages and salaries | 288,386 | 288,386 | 329,683 |
| Costs of raising voluntary income - depreciation | 3,875 | 3,875 | 4,293 |
| Allocated centrally incurred fundraising and governance costs | 99,359 | 99,359 | 68,698 |
| | <u>521,123</u> | <u>521,123</u> | <u>586,001</u> |

Within the above "Costs of raising voluntary income - other costs" are direct costs of fundraising of £68,054 and an allocated proportion of office overheads and admin costs of £61,449.

The figure for "Allocated centrally incurred fundraising and governance costs" cover items such as additional support staff wages where a percentage has been applied to fundraising activities. These are not direct costs of fundraising but, in line with the Charities SORP, are allocated central costs.

8. Analysis of expenditure on charitable activities

Summary by fund type

| | Unrestricted funds 2021 £ | Restricted funds 2021 £ | Total funds 2021 £ | Total funds 2020 £ |
|---------------------|------------------------------------|----------------------------------|-----------------------------|-----------------------------|
| Regional Activities | - | - | - | 935,912 |
| National Programmes | 810,175 | 483,837 | 1,294,012 | 732,381 |
| | <u>810,175</u> | <u>483,837</u> | <u>1,294,012</u> | <u>1,668,293</u> |
| Total 2020 | <u>752,743</u> | <u>915,550</u> | <u>1,668,293</u> | |

WINSTON'S WISH
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**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2021**

9. Analysis of charitable activities expenditure

| | Activities undertaken directly 2021 £ | Support costs 2021 £ | Total funds 2021 £ | Total funds 2020 £ |
|---------------------|---|-------------------------------|-----------------------------|-----------------------------|
| Regional Activities | - | - | - | 935,912 |
| National Programmes | 1,011,222 | 282,790 | 1,294,012 | 732,381 |
| | <u>1,011,222</u> | <u>282,790</u> | <u>1,294,012</u> | <u>1,668,293</u> |
| <i>Total 2020</i> | <u>1,472,714</u> | <u>195,579</u> | <u>1,668,293</u> | |

Due to the transforming delivery model implemented in 2020 - 2021 all activities are now deemed to have a national reach and hence are now shown as national programmes. For comparison year on year, the totals should be considered.

Analysis of direct costs

| | Regional Activities 2021 £ | National Programmes 2021 £ | Total funds 2021 £ | Total funds 2020 £ |
|-------------------|-------------------------------------|-------------------------------------|-----------------------------|-----------------------------|
| Staff costs | - | 668,637 | 668,637 | 1,012,146 |
| Depreciation | - | 12,982 | 12,982 | 13,181 |
| Other costs | - | 329,603 | 329,603 | 447,387 |
| | <u>-</u> | <u>1,011,222</u> | <u>1,011,222</u> | <u>1,472,714</u> |
| <i>Total 2020</i> | <u>826,192</u> | <u>646,522</u> | <u>1,472,714</u> | |

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**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2021**

9. Analysis of charitable activities expenditure (continued)

Analysis of support costs

| | Regional Activities 2021 £ | National Programmes 2021 £ | Total funds 2021 £ | Total funds 2020 £ |
|------------------------|-------------------------------------|-------------------------------------|-----------------------------|-----------------------------|
| Staff costs | - | 251,369 | 251,369 | 152,859 |
| Depreciation | - | 1,864 | 1,864 | 2,630 |
| Other costs | - | 22,556 | 22,556 | 32,890 |
| Auditor's remuneration | - | 7,001 | 7,001 | 7,200 |
| | - | 282,790 | 282,790 | 195,579 |
| <i>Total 2020</i> | <i>109,720</i> | <i>85,859</i> | <i>195,579</i> | |

Included within support costs are:

Governance costs

| | 2021 £ | 2020 £ |
|--|-----------|-----------|
| Auditor's remuneration | 9,461 | 7,122 |
| Trustees' costs | 1,870 | 5,100 |
| Other | 13 | 26 |
| Staff costs | 25,425 | 30,810 |
| Allocated support costs and depreciation | 388 | 6,936 |
| | 37,157 | 49,994 |

10. Auditor's remuneration

| | 2021 £ | 2020 £ |
|--|-----------|-----------|
| Fees payable to the Charity's auditor for the audit of the Charity's annual accounts | 7,800 | 7,200 |

WINSTON'S WISH
(A company limited by guarantee)

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2021**

11. Staff costs

| | 2021 £ | 2020 £ |
|--|------------------|------------------|
| Wages and salaries | 1,079,412 | 1,296,530 |
| Social security costs | 90,428 | 111,535 |
| Contribution to defined contribution pension schemes | 101,389 | 138,229 |
| Redundancy costs | 25,482 | 2,100 |
| | <u>1,296,711</u> | <u>1,548,394</u> |

The Charity operates a salary sacrifice scheme for employees to make additional contributions to the pension scheme or receive childcare vouchers. The pension cost figure above includes both employee and employer contributions, including any element arising from the salary sacrifice scheme. The salaries figure includes the cost of childcare vouchers arising out of the associated salary sacrifice scheme.

Redundancy costs relate to departmental restructuring resulting in improved efficiencies and cost savings. Redundancy payments totalled £25,481 (2020: £2,100).

The average number of persons employed by the Charity during the year was as follows:

| | 2021 No. | 2020 No. |
|---------------------------|-------------|-------------|
| Family services | 27 | 26 |
| Fundraising and publicity | 11 | 10 |
| Administration | 9 | 6 |
| | <u>47</u> | <u>42</u> |

The number of employees whose employee benefits (excluding employer pension costs) exceeded £60,000 was:

| | 2021 No. | Restated 2020 No. |
|-------------------------------|-------------|-------------------------|
| In the band £60,001 - £70,000 | 1 | - |
| In the band £70,001 - £80,000 | 1 | 1 |

The key management personnel of the Charity comprises the Chief Executive Officer, The Director of Family Services (until September 2020), Director of Finance and Resources (until November 2020) and Director of Fundraising and Communications. The total employee benefits of the key management personnel of the Charity were £245,480 (2020: £297,198 restated).

The Charity is supported by a large number of volunteers who receive no remuneration. The value of this support has not been included in these financial statements.

WINSTON'S WISH
(A company limited by guarantee)

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2021**

12. Trustees' remuneration and expenses

During the year, no Trustees received any remuneration or other benefits (2020 - £NIL).

During the year ended 31 March 2021, expenses totalling £nil were reimbursed or paid directly to Trustee (2020 - £5,100 to 10 Trustees). The prior year expenses related to expenses for attending meetings and duties directly related to their duties as Trustees.

13. Tangible fixed assets

| | Leasehold improvements £ | Fixtures and fittings £ | Computer equipment £ | Total £ |
|--------------------------|--------------------------------|-------------------------------|----------------------------|------------|
| Cost or valuation | | | | |
| At 1 April 2020 | 18,960 | 22,618 | 57,968 | 99,546 |
| Additions | - | - | 8,442 | 8,442 |
| At 31 March 2021 | 18,960 | 22,618 | 66,410 | 107,988 |
| Depreciation | | | | |
| At 1 April 2020 | 7,584 | 10,296 | 30,520 | 48,400 |
| Charge for the year | 3,792 | 3,393 | 12,190 | 19,375 |
| At 31 March 2021 | 11,376 | 13,689 | 42,710 | 67,775 |
| Net book value | | | | |
| At 31 March 2021 | 7,584 | 8,929 | 23,700 | 40,213 |
| At 31 March 2020 | 11,376 | 12,322 | 27,448 | 51,146 |

WINSTON'S WISH
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**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2021**

14. Fixed asset investments

| | Listed investments £ |
|--|----------------------------|
| Cost or valuation | |
| At 1 April 2020 | 477,352 |
| Additions | 58,544 |
| Disposals | (61,438) |
| Revaluations | 91,218 |
| Movement on cash held for reinvestment | 8,609 |
| At 31 March 2021 | 574,285 |

15. Debtors

| | 2021 £ | 2020 £ |
|--------------------------------|---------------|---------------|
| Trade debtors | 16,852 | 26,263 |
| Other debtors | 3,765 | 4,620 |
| Prepayments and accrued income | 69,772 | 62,168 |
| | 90,389 | 93,051 |

16. Creditors: Amounts falling due within one year

| | 2021 £ | 2020 £ |
|------------------------------------|----------------|---------------|
| Trade creditors | 32,170 | 5,257 |
| Other taxation and social security | 22,321 | 31,084 |
| Other creditors | 7,481 | 10,887 |
| Accruals and deferred income | 57,104 | 50,463 |
| | 119,076 | 97,691 |

Deferred income relates to deposits received before the year end in lieu of future charitable work that may be carried out. These deposits would only be used when they were authorised to do so by the donor and would be repaid on demand if not used.

WINSTON'S WISH
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NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2021

17. Financial instrument

| | 2021 £ | 2020 £ |
|--|----------------|----------------|
| Financial assets | | |
| Financial assets measured at fair value through income and expenditure | <u>574,285</u> | <u>477,352</u> |

Financial assets measured at fair value through income and expenditure comprise listed investments.

WINSTON'S WISH
(A company limited by guarantee)

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2021**

18. Statement of funds

Statement of funds - current year

| | Restated Balance at 1 April 2020 £ | Income £ | Expenditure £ | Transfers in/out £ | Gains/ (Losses) £ | Balance at 31 March 2021 £ |
|--------------------------------------|---|-------------|------------------|--------------------------|-------------------------|-------------------------------------|
| Unrestricted funds | | | | | | |
| Designated funds | | | | | | |
| Digital and Online Development | - | - | - | 75,000 | - | 75,000 |
| London Bereavement Support Services | - | - | - | 45,000 | - | 45,000 |
| Income Development | - | - | - | 46,000 | - | 46,000 |
| | - | - | - | 166,000 | - | 166,000 |
| General funds | | | | | | |
| General Fund | 964,969 | 1,450,471 | (1,331,298) | (166,000) | 91,218 | 1,009,360 |
| Total Unrestricted funds | 964,969 | 1,450,471 | (1,331,298) | - | 91,218 | 1,175,360 |
| Restricted funds | | | | | | |
| West Sussex CCG | - | 50,000 | (50,000) | - | - | - |
| BBC Children in Need | - | 54,342 | (48,509) | - | - | 5,833 |
| National Lottery Community Fund | - | 46,505 | (46,505) | - | - | - |
| St James Place Charitable Foundation | - | 72,000 | - | - | - | 72,000 |
| Kyslant Charitable Trust | 90,009 | - | (7,010) | - | - | 82,999 |

WINSTON'S WISH
(A company limited by guarantee)

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2021**

18. Statement of funds (continued)

Statement of funds - current year (continued)

| | Balance at 1 April 2020 £ | Income £ | Expenditure £ | Transfers in/out £ | Gains/ (Losses) £ | Balance at 31 March 2021 £ |
|---|---------------------------------|-------------------------|---------------------------|--------------------------|-------------------------|-------------------------------------|
| JESCP Joint Emergency Services Charitable Partnership | 66,674 | (60,000) | (2,225) | - | - | 4,449 |
| St James Place Foundation (exisiting) | 62,110 | - | (38,710) | - | - | 23,400 |
| John Lyons Charity | 30,000 | - | (28,487) | - | - | 1,513 |
| Brighton and Hove Pan Sussex | - | 15,000 | (7,500) | - | - | 7,500 |
| The Ernest Kleinwort Charitable Trust | - | 20,000 | (20,000) | - | - | - |
| Gloucestershire CCG | - | 75,000 | (75,000) | - | - | - |
| < £15k 2021 | - | 109,441 | (83,969) | - | - | 25,472 |
| < £15k 2020 | 106,247 | 5,000 | (75,922) | - | - | 35,325 |
| | <u>355,040</u> | <u>387,288</u> | <u>(483,837)</u> | <u>-</u> | <u>-</u> | <u>258,491</u> |
| Total of funds | <u><u>1,320,009</u></u> | <u><u>1,837,759</u></u> | <u><u>(1,815,135)</u></u> | <u><u>-</u></u> | <u><u>91,218</u></u> | <u><u>1,433,851</u></u> |

WINSTON'S WISH
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**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 MARCH 2021**

18. Statement of funds (continued)

Statement of funds - prior year

| | Balance at 1 April 2019 £ | Income £ | Expenditure £ | Gains/ (Losses) £ | Balance at 31 March 2020 £ |
|--|---------------------------------|------------------|--------------------|-------------------------|-------------------------------------|
| Unrestricted funds | | | | | |
| General Fund | 801,022 | 1,537,892 | (1,338,744) | (35,201) | 964,969 |
| Restricted funds | | | | | |
| BBC Children in Need | 2,947 | 37,896 | (37,780) | - | 3,063 |
| Masonic Charitable Foundation | 6,250 | 25,000 | (25,000) | - | 6,250 |
| Wigan Family Welfare Income | 15,866 | - | (15,866) | - | - |
| Checkmate Limited | - | 25,000 | - | - | 25,000 |
| Kyslant Charitable Trust | 120,466 | - | (30,457) | - | 90,009 |
| JESCP | 66,753 | - | - | - | 66,753 |
| St James Place Foundation (exisiting) | 49,344 | 70,028 | (57,262) | - | 62,110 |
| John Lyons Charity | - | 30,000 | - | - | 30,000 |
| Gustav-Stiegle-Stiftung Foundation | - | 20,000 | (20,000) | - | - |
| NHS Horsham and Mid Sussex | - | 50,000 | (50,000) | - | - |
| NHS Gloucestershire CCG | - | 75,000 | (75,000) | - | - |
| June Stevens Foundation | - | 17,000 | (17,000) | - | - |
| Grenfell Appeal | 44,007 | 15,177 | (57,222) | - | 1,962 |
| The Henry Smith | 14,583 | 24,067 | (35,194) | - | 3,456 |
| The Ernest Kleinwort Charitable Trust | - | 30,000 | (30,000) | - | - |
| Help for Heroes Grant | 1,000 | 42,117 | (42,117) | - | 1,000 |
| Victim Support Grant | - | 77,157 | (77,157) | - | - |
| Hummingbird Charitable Trust | - | 203,249 | (188,332) | - | 14,917 |
| MET Police and City Orphans | 5,000 | 15,000 | (15,000) | - | 5,000 |
| < £15k 2020 | 49,372 | 138,311 | (142,163) | - | 45,520 |
| | 375,588 | 895,002 | (915,550) | - | 355,040 |
| Total of funds | 1,176,610 | 2,432,894 | (2,254,294) | (35,201) | 1,320,009 |

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FOR THE YEAR ENDED 31 MARCH 2021**

18. Statement of funds (continued)

The individual fund balances at 1 April 2020 have been restated to more clearly show the material restricted funds for the benefit of the reader. There is no overall change on the balance brought forward.

West Sussex CCG - To fund the provision of services in Sussex.

BBC Children in Need - To fund bereavement support programme for children and young people bereaved by suicide (including a South West Suicide Lead Practitioner).

National Lottery Community Fund - To fund bespoke training to schools and youth services.

St James Place Charitable Foundation - To fund Child Bereavement services in Bristol.

Kyslant Charitable Trust - To fund service provision in Worcestershire.

JESCP - as these funds could no longer be spent in line with the wishes laid down by the donor these funds were returned during the year.

John Lyons Charity - To fund a child bereavement service for families and communities affected by the Grenfell Tower Fire.

Brighton and Hove Pan Sussex - To fund the provision of services in Sussex

Ernest Kleinwort Charitable Trust - To fund the provision of services in Sussex

Gloucestershire CCG - To fund provision of services in Gloucestershire.

19. Analysis of net assets between funds

Analysis of net assets between funds - current year

| | Unrestricted funds 2021 £ | Restricted funds 2021 £ | Total funds 2021 £ |
|-------------------------------|------------------------------------|----------------------------------|-----------------------------|
| Tangible fixed assets | 40,213 | - | 40,213 |
| Fixed asset investments | 574,285 | - | 574,285 |
| Current assets | 679,938 | 258,491 | 938,429 |
| Creditors due within one year | (119,076) | - | (119,076) |
| Total | 1,175,360 | 258,491 | 1,433,851 |

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19. Analysis of net assets between funds (continued)

Analysis of net assets between funds - prior year

| | <i>Unrestricted funds 2020 £</i> | <i>Restricted funds 2020 £</i> | <i>Total funds 2020 £</i> |
|-------------------------------|--|--|---------------------------------------|
| Tangible fixed assets | 51,146 | - | 51,146 |
| Fixed asset investments | 477,352 | - | 477,352 |
| Current assets | 534,162 | 355,040 | 889,202 |
| Creditors due within one year | (97,691) | - | (97,691) |
| Total | <u>964,969</u> | <u>355,040</u> | <u>1,320,009</u> |

20. Reconciliation of net movement in funds to net cash flow from operating activities

| | 2021 £ | 2020 £ |
|--|-------------------|-------------------|
| Net income for the year (as per Statement of Financial Activities) | <u>113,842</u> | <u>143,399</u> |
| Adjustments for: | | |
| Depreciation charges | 19,375 | 20,104 |
| (Gains)/losses on investments | (91,218) | 35,201 |
| Dividends and interest from investments | (11,259) | (13,047) |
| Decrease/(increase) in stocks | 1,582 | (7,992) |
| Decrease in debtors | 1,277 | 59,493 |
| Increase/(decrease) in creditors | 22,770 | (30,896) |
| Net cash provided by operating activities | <u>56,369</u> | <u>206,262</u> |

21. Analysis of cash and cash equivalents

| | 2021 £ | 2020 £ |
|--|-------------------|-------------------|
| Cash in hand | <u>813,323</u> | <u>759,852</u> |
| Total cash and cash equivalents | <u>813,323</u> | <u>759,852</u> |

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22. Contingent liabilities

The Charity has given three indemnities to solicitors to cover funds received in respect of Residual Client Accounts that they held. The solicitors had made the assessment that the balances on these accounts would never be claimed and so, with the prior approval of the Solicitors Regulation Authority, they paid these account balances to Winston's Wish. The indemnity means that should the legal owner of the residual balance be traced and/or legitimately claims the residual balance then Winston's Wish will return the funds to the solicitors. The Trustees believe that it is extremely unlikely that these monies would be reclaimed. However, as the Charity holds a high level of unrestricted funds, any reclaim could easily be met without it having any detrimental effect on the Charity. At the year end the Charity had given six indemnities totalling £37,060 (2020: £35,468).

23. Pension commitments

The Charity operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the Charity in an independently administered fund. The pension cost charge represents contributions payable by the Charity to the fund (for employee and employer contributions as explained in note 11) and amounted to £101,389 (2020 - £139,229) Contributions totaling £7,481 (2020: £10,887) were payable to the fund at the balance sheet date and are included in other creditors.

24. Operating lease commitments

At 31 March 2021 the Charity had commitments to make future minimum lease payments under non-cancellable operating leases as follows:

| | 2021 £ | 2020 £ |
|--|----------------|----------------|
| Not later than 1 year | 67,956 | 97,956 |
| Later than 1 year and not later than 5 years | 38,868 | 99,362 |
| | <u>106,824</u> | <u>197,318</u> |

The following lease payments have been recognised as an expense in the Statement of financial activities:

| | 2021 £ | 2020 £ |
|-------------------------|-----------|-----------|
| Operating lease rentals | 97,956 | 97,978 |

25. Members' liability

The Charitable Company does not have share capital and is limited by guarantee. Each of the members is a guarantor to the extent of £1 in the event of the Charitable Company being wound up whilst they are members, in respect of debts and liabilities contracted before they ceased to be a member. There were 10 members at 31 March 2021 (2020: 10 members).

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26. Related party transactions

There were no related party transactions during this or the prior year.