

Charity number: 1067125

Julia's House Limited

Registered number: 03465868

Trustees' report and financial statements

For the year ended 31 December 2021

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

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JULIA'S HOUSE LIMITED

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REFERENCE AND ADMINISTRATIVE DETAILS OF THE CHARITY, ITS TRUSTEES AND ADVISERS

FOR THE YEAR ENDED 31 DECEMBER 2021

Trustees

Brian Parker, Chairman
Peter Wragg, Vice Chairman
Brian Hutchinson, Treasurer
Mark Nixon
Karen Glastonbury
Sarah Elliott
Barbara Baker
Justin Kline (appointed 04/01/2021)
Jacquie Irvine (appointed 27/05/2021)
Samantha Tucker (appointed 27/05/2021)

Company registered number

03465868

Charity registered number

1067125

Registered office

Barclays House, 1 Wimborne Road, Poole, Dorset, BH15 2BB

Company secretary

M R Hudson

Chief executive officer

Martin Edwards

Independent auditor

Mazars LLP, 5th Floor, Merck House, Seldown Lane, Poole, BH15 1TW

Bankers

Barclays, 61 Old Christchurch Road, Bournemouth, Dorset, BH1 1ER

JULIA'S HOUSE LIMITED

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TRUSTEES' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2021

REPORT OF THE TRUSTEES FOR THE YEAR ENDED 31 DECEMBER 2021

'Our gratitude to our Nurse team and beyond at Julia's House has never been more important to us than over the last 12 months, we would have been utterly lost without them all holding on to us through some very rough days.'

- Parents of a child and family supported by Julia's House

Julia's House Ltd, known as Julia's House, is a registered incorporated charity, charity number 1067125, company number 3465868. The Trustees, who are also directors for the purposes of companies legislation, present their report and financial statements of the charity for the year ended 31 December 2021. These comply with current statutory legislation and the memorandum and articles of association.

STRATEGIC REPORT

Trust objectives and services

Julia's House provided the following services in 2021 to achieve its aims:

1. Hospice and home based respite and end of life care
2. Symptom control by administering medication as directed by primary care givers
3. Specialist therapies for the children
4. Regular family support for siblings, mums, dads and grandparents
5. Bereavement support
6. Standby capacity to the NHS during the pandemic
7. Research and influencing around the impact of respite on family life

These services and benefits are regularly audited for quality through Board oversight of the Executive Team; parents of service users sitting on our Board; Board sub-groups to focus on care quality and responsiveness, finance and risk; and through annual anonymous surveys of service user families. Progress against agreed strategic objectives is reported regularly to the Board.

Achievements and performance: review of activities

To all of our supporters and volunteers, thank you: our care is your gift to the community.

Care services

Following a routine, full inspection of our services by the Care Quality Commission (CQC), Julia's House received the highest rating of Outstanding. The CQC report noted:

'Staff consistently treated children, young people and their families with compassion and kindness. They always respected their privacy and dignity. Staff recognized and respected the totality of children's needs and that of the whole family. Staff helped children and their families to understand their conditions and supported them fully to be involved in their care. There was a strong, visible child-centred culture and staff provided emotional support to patients, families and carers in every way they could. Families consistently and overwhelmingly told us they felt truly cared for by the service.'

- CQC inspection report of Julia's House, December 2021

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The inspectors observed care in the hospice and in the community, interviewed children's parents, assessed the morale of frontline staff and interviewed senior staff on the CQC standards.

To achieve this increasingly rare top rating, during the heightened pressures of the pandemic, is the clearest evidence of the rigour and responsiveness of the charity's care. A typical comment from a parent, quoted in the CQC report, described the support from Julia's House as:

"amazing, everything they do is amazing, they really know and care and give us time as a family"

During 2021 we supported 125 children with life-shortening or life-threatening conditions; 59 siblings; and an additional 18 families chose to receive bereavement support of the 44 who were eligible. However, these numbers barely begin to tell the story of the care provided by Julia's House during the pandemic.

Each family has a Julia's House Named Nurse as their main contact, someone who knows their child very well, and who keeps in frequent touch to offer support.

'What on earth did we do before we had Julia's House in our lives? [Our Named Nurse] has been nothing short of a human rock this year, supporting us through the worst year of our lives.'

– parent of a child cared for by Julia's House

Our community care continued to play a vital role in the pandemic: with vaccinations, PPE and daily testing, our staff could provide care at minimal risk to the child. It also helped break down the isolation that families continued to face, as local services and socialising dried up during and in between the lockdowns.

Supporting family wellbeing became enormously important, for example by increasing sibling 'walk and talk' one-to-one visits, and accompanying parents on visits to or stays in hospital with their child.

As large social gatherings were not possible for a second year running, the charity provided more virtual support to families, both individually and in groups.

"[Julia's House] have always been like family to us. Without them I would not have had the most amazing childhood."

– a sibling and now Young Ambassador for Julia's House

Julia's House continued to provide emergency and end of life care where required. A second Paediatrician joined our staff towards the end of 2021, and Julia's House partnered Naomi House to access specialist Paediatric Palliative Care Consultant support. Both these moves should mean being able to provide more care, and better choice of location, for end of life care in 2022.

The charity contributes £1,000 towards each child's funeral costs, as well as providing regular bereavement support to families for up to five years after a child's passing. The Remembering Day annual gathering could not take place face to face, but a remembrance speech was recorded and items sent to bereaved families.

The pandemic continues to affect every aspect of life for the children and families, and every aspect of our service. The Trustees are enormously grateful to the charity's other volunteers, all its staff and supporters, for their constancy, care and compassion.

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Julia's House Research and Policy influencing

We seek to demonstrate to Government that the benefits to parents and families of respite breaks outweigh and are cheaper than the long term damage caused by lack of respite breaks.

In 2017 and 2020, Julia's House published national research demonstrating the benefits of respite on parental mental health and likelihood of partnership break-up.

In 2021 further research by York University into the long term health of 35,000 mothers showed that compared to mothers of healthy children, mothers of a life-limited child are:

- nearly twice as likely to suffer serious mental illness;
- more than twice as likely to develop cardiovascular disease;
- and around 60% more likely to die prematurely.

However, despite numerous attempts to meet the Government to discuss the policy implications, no Government Minister has agreed to meet us or meaningfully engaged.

Julia's House has instead opened up discussions with local Councils over a possible pilot project to further test the benefits of increased respite on family wellbeing.

Julia's House is determined that the voice of exhausted parents is heard and addressed in national policy. It is in no-one's interests to wait for more such parents to split up or suffer mental breakdowns.

'If it weren't for [respite breaks] you'd be speaking to me from a bedsit somewhere and [my wife] would be here with the kids.'

- Parent of a life-limited child, participating in our national research

NHS partnerships and funding

The pandemic has brought about closer collaboration between statutory and voluntary services in healthcare, and a greater appreciation of the role of hospices.

Julia's House continued to make our hospices available to relieve pressure on local hospitals, and completed a daily 'capacity tracker' of the emergency standby assistance we could offer. The charity received emergency funding from Government for this extra capacity.

As a result of this and other Government coronavirus relief support schemes, in 2021 Julia's House received 30% of its total income from Government sources. This included a lump sum negotiated from NHS England to compensate for historic underfunding of Julia's House relative to other services.

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FOR THE YEAR ENDED 31 DECEMBER 2021

Equality, Diversity and Inclusion

Everything we do in the provision of care at Julia's House is about treating people equally as individuals, and seeing their potential rather than their limitations: maximizing their opportunity to play, live, love and thrive within the family and the wider world

We aim to be fair and kind to our people, which we believe is entirely consistent with a decisive, high performance culture focused on the children and their families.

We also want to recruit representatively from the local community, correcting disadvantage, giving everyone equal opportunity, and ensuring diversity of background, experience and opinion in the charity. This means challenging our own thinking in how we recruit, addressing barriers to inclusion, and being sensitive to differences between people at work.

The following example - regarding people from ethnic minority backgrounds - demonstrates our intent on progress generally in equality, diversity and inclusion.

Census statistics show that 4.4% of Dorset's population and 3.4% of Wiltshire's (not including Swindon) are from ethnic minority backgrounds (national average 14.6%).

- We estimate that 8% of service user children are from ethnic minority backgrounds.
- 17% of the charity's senior leadership team are from an ethnic minority background.
- Median staff salary across the organisation is £13.43 per hour and median for staff from ethnic minority backgrounds is £13.84 per hour: a positive pay gap of 3%.
- The charity's Board and senior leadership team have recently undergone training in unconscious bias.
- In an anonymous survey of service users on inclusion of people from diverse backgrounds, 95.5% of respondents said that Julia's House meets their family's needs in terms of their race, culture or ethnicity, 4.5% were not sure and 0% disagreed.
- We have provided translation services of Care documents or meetings for service user families where required. Care staff are educated in cultural differences, for example in End of Life care, and many different faiths are accounted for in bereavement support.

87.8% of our staff identify as female, 11.8% male and 0.4% other / non-binary. Based on median pay data across all roles, females are paid 0.07% more than males.

Our next steps include our HR Trustee leading a Board-level process to address any imbalances of representation on our Board; and our elected Employee Forum advising on and researching other aspects of equality, diversity and inclusion.

Financial Review

Julia's House is hugely grateful for our supporters' generosity during the second year of the pandemic. Support from the general public, local businesses, grant-making foundations and private donors has enabled us to continue to provide care during periods when face to face fundraising activities were not possible.

The charity also raises funds through a separate trading company, Julia's House Trading Limited, owned by the charity and assisted by many volunteers. Our shops were able to reopen from lockdowns in April 2021.

Prior planning around the prudent level of the charity's Reserves, referred to below, remained vital to financial resilience and service continuity during the pandemic.

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Restricted and designated income, general funds and service continuity

The charity will carry forward £3,066,416 of free general funds into 2022.

Restricted funds are individually itemised. Unrestricted funds have been split into the following headings on the Balance Sheet and within the Notes:

1. Capital funds which represent the net book value of fixed assets owned by the charity.
2. Trading subsidiary funds which represent funds held in the subsidiary used to generate income for the charity and to meet its legal obligations as tenant of a chain of charity shops.
3. Designated funds which have been set aside by the trustees to ensure continuity of care to those who rely on our services, and to meet certain known future financial obligations.
4. General funds which are held because of the charity's high reliance on voluntary funding and the unpredictability of some of those future income streams.

Julia's House is committed to continuity of care and support. We therefore designate funds to sustain our nursing, care and family support that our beneficiaries rely upon, in the event of serious shortfall in the charity's income.

The charity maintains a rolling four-year budget forecasting model. Financial deficits are expected until at least 2024 as the economy recovers from the effects of the pandemic.

Reserves

It is the charity's policy to hold between six and twelve months' worth of operating expenditure in Reserves that are accessible. The critical importance of having such Reserves has never been more apparent than during the pandemic, which has caused substantial swings in the charity's forecasted income versus budget.

The charity's Reserves at the end of 2021 constituted 13 months' worth of 2022 budgeted operating expenditure.

This is forecast to reduce in 2022 and 2023. The Trustees therefore assess that this level of Reserves is both prudent and necessary if the charity is to meet its service obligations.

Volunteers

Julia's House has more than 500 registered volunteers. Our volunteers make a substantial contribution to the charity's services, fundraising and cost-effectiveness, as well as raising awareness of Julia's House in their communities.

In 2021 they gave 41,587 hours of support: a cost saving to the charity of £370,545 (based on National Minimum Wage) in addition to the substantial income that all those in fundraising and retail roles helped to generate. The charity is extremely grateful for their vital roles.

The charity's Board of Trustees and the Directors of its Trading Company are also all volunteers and are all unpaid.

Julia's House supports its volunteers with regular news bulletins, an annual volunteers' survey, and long-service awards for those who have served at least 5, 10, 15 or 20+ years.

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Donated premises

Julia's House received free office space from Barclays Bank in Poole during 2021 for the charity's fundraising and administration. One of the Julia's House shops is also provided rent-free by its landlord. These very generous Gifts in Kind, along with kind support from other landlords at times during the pandemic, enabled Julia's House and its Trading company to be run in a cost-effective way.

Fundraising practices and performance

Many forms of fundraising were restricted for large periods of 2021. Numerous events could not take place and the Julia's House shops were closed for the first part of the year.

The charity therefore relied substantially on donations, as distinct from fundraising, and on Government assistance schemes and payment for NHS standby capacity. The Board of Trustees is immensely grateful to the charity's donors, and to the Government, for this additional help which enabled Julia's House to maintain nursing and care services during the pandemic.

In autumn 2021 the charity launched an 18-month 'Together We Care' Appeal in Wiltshire, to address the gap between income and expenditure in Wiltshire and to generate new, ongoing support from the public, companies and community organisations.

Income levels and fundraising effectiveness are kept under review by the Board and the Executive Team. Julia's House is regulated by the Fundraising Regulator as part of good practice.

In 2021 the charity received £1,828,269 of Government income, and £4,269,217 of voluntary fundraising or donations including legacies.

Excluding its Retail Trading arm, 78% of the charity's expenditure was spent on care services in 2021. This is expected to rise in future years as referrals of new children increase.

The Retail Trading arm ran the Julia's House chain of shops, which reopened in April after lockdowns. In 2021 they generated £2,459,354 of gross income and a net profit of £672,450 with an additional £123,656 generated in Gift Aid on donated goods. A new shop was opened in Chippenham and the Poole shop was relocated to bigger and better situated premises.

The charity's plans for 2022 and beyond

Our goals include:

1. Continuity of care during the pandemic.
2. Keep both Julia's House hospices on emergency standby to assist the NHS if local hospitals become overwhelmed.
3. Focus on nurse recruitment and staff retention, given national shortage of clinical staff. Continue to support staff wellbeing during the pandemic and beyond.
4. Through the enhanced medical cover now in place, provide more choice of care location for families whose child is approaching end of life, and generate more referrals for end of life care.
5. Enhance family support services, including more 1:1 visits for parents and siblings.
6. Maintain CQC 'Outstanding' rating, and vigilance in all areas of quality assurance, risk management, incident learning, Safeguarding and staff training.
7. Move towards balanced income and expenditure by 2024, adapting fundraising methods and generating widespread PR, as the economy slowly recovers from the pandemic.
8. Continue to promote widely the need for legacy giving, so that one in four children in our care continue to be funded through legacies.
9. Complete the Wiltshire Appeal in 2022/23 and build towards £2m annual income in Wiltshire by 2024.
10. Hold between 6-12 months' worth of expenditure in Reserves.

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The charity aims to maintain adequate designated and general funds to maintain service continuity.

Julia's House will continue to keep its fundraising methods under careful scrutiny to ensure optimum standards, and will ensure compliance with current and future regulations.

Julia's House keeps its finances and performance continually under review and works to a strategic plan under the direction of its Chief Executive. The Executive Team develops team goals and individual objectives to achieve the charity's aspirations and is charged with maintaining the requisite high standards across the organization.

The Trustees are committed to ensuring that the charity's care is among the highest standard anywhere in the country, helping children with life-shortening or life-threatening conditions, supporting their parents through the exhaustion of round-the-clock care, and supporting the children's siblings and grandparents too.

Structure, governance and management

Trust aims and public benefit

The objects of the charity are to 'to raise funds and to provide care and facilities for critically or terminally ill children and their families'. We have referred to the Charity Commission's general guidance on public benefit when reviewing our aims and objectives and in planning our future activities. Julia's House provides a public benefit by maximising the quality of life for children and young people with life-shortening or life-threatening conditions, by providing respite care throughout childhood, support in emergencies, end of life care, and support for the family. The charity directly helps children in Dorset and Wiltshire; and indirectly supports children further afield through research and influencing policy to benefit children nationally.

Trustee selection, induction, training and reporting

All Julia's House Trustees are unpaid, although expenses may be claimed and remunerated. Potential new Trustees are assessed according to whether they fulfil a gap in the skill audit of the Board. All Trustees are subject to a Disclosure and Barring (criminal record) check. The charity ensures that new Trustees have thorough induction briefings. All Trustees routinely receive a report from each department in advance of every Board meeting, reviewing performance and assessing new developments and future priorities.

Board and Executive responsibilities

The non-executive Board determines the strategic plan, the annual budget, Reserves and investments policy, risk management and prevention strategies. The Board delegates day to day running of the charity and its services to the Executive team.

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FOR THE YEAR ENDED 31 DECEMBER 2021

Board of Trustees

The Directors of the company for Companies Act purposes are defined as Trustees in the company's Articles of Association. The Trustees who held office from the 1 January 2021 to the date of this report, unless otherwise stated, were:

Barbara Baker
Sarah Elliott
Dr Jo Frost (appointed March 2021) (resigned September 2021)
Karen Glastonbury
Brian Hutchinson (Treasurer)
Jacquie Irvine (appointed May 2021)
Justin Kline (service user family representative; appointed January 2021)
Warren Munson (Chairman, resigned February 2021)
Mark Nixon
Brian Parker (Chairman from February 2021)
Dr Simon Pennell (resigned February 2021)
Vernon Phillips (service user family representative, resigned May 2021)
Samantha Tucker (service user family representative, appointed May 2021)
Peter Wragg (Vice Chairman)

The Board has strong skills and experience in the areas needed for the trust to be well governed. These include medicine; clinical and nursing management; parents of service users; business and commerce; finance; HR; and law.

Risk, staffing levels and future financial planning

The charity operates a Finance & Risk Committee which monitors financial performance, investments, Reserves, and other areas of non-clinical risk, into which the Health & Safety Working Group reports. Clinical policy and risks, service standards, and service complaints and compliments are monitored by the Clinical Governance Committee.

Minutes from all meetings of all three groups are always sent to the charity Board for oversight. In addition, the charity conducts annual anonymous surveys of its service user families, staff and volunteers to elicit direct information about how to improve any aspect of the charity, learning points from which are given to the Executive team to implement and are monitored by the Board.

The charity maintains a Risk Register of all serious or significant risks, including in clinical standards, safety, Safeguarding, data, and finance. Each risk is quantified according to impact. Action plans are in place to mitigate against these risks. The Register and the action plans are kept under continual review, as well as a formal review annually by the Board.

Future factors that will affect financial performance include the ongoing pandemic and its effect on social distancing, fundraising methods and the rate of economic recovery.

The normal fluctuation of some income areas, particularly legacies, is also an ongoing factor in financial planning. The charity therefore develops support from a broader base, including community fundraising, the weekly lottery and the Julia's House charity shops, which in normal non-pandemic years are inherently much more predictable.

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The charity's four-year budgeting cycle plans for diminishing deficits year on year as the economy recovers from the impact of the pandemic. Current Reserves levels should mean that the charity can maintain care services meantime.

Investments

The aim of the charity is to achieve an acceptable level of return on its investments, while avoiding having investments in the portfolio that place funds in the hands of businesses of which the charity does not approve, such as tobacco, pornography and child labour.

Brewin Dolphin as stewards of the charity's investments take account of a wide range of environmental, social and governance factors when assessing and selecting investments for the portfolio. The charity's investments gained in value overall during 2021 by £582,412.

Statement of Trustee responsibilities

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

Company law requires the Trustees to prepare financial statements for each financial year. Under company law the Trustees must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the charitable company and the group and of the incoming resources and application of resources of the charitable group for that period. In preparing these financial statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgements and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable group will continue in operation.

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

Management standards

Julia's House holds the highest Care Quality Commission inspection rating of 'Outstanding'. Julia's House is also in the *Sunday Times* Top 100 Non-Profit Places to Work, a nationwide comparative staff survey run by Best Companies, ranked 12th (previous ranking also 12th). Julia's House is also shortlisted in the Wiltshire Life Awards for Charity of the Year.

However, the charity is aware that the key to future effectiveness is not past performance, but ongoing vigilance around standards, adaptability in changing situations, and the ability to question every aspect of its operation.

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Remuneration policy and the Senior Management Team

Julia's House through its Board of Trustees independently benchmarks its staff pay with external pay data of comparable roles in comparably sized organizations, including thirty-five hospices and several hundred charities.

The full time Chief Executive (CEO) Martin Edwards is responsible for ensuring the charity achieves the highest standards of care, clinical governance, training and management; achieves target annual income (usually more than £8million); produces innovative research & development; and lobbies at national and local level for policy change in children's palliative care and respite breaks.

The charity's senior nurse is its full time Director of Care, Claire Hudson-Cooper, who runs the care services, ensuring the highest standards of clinical care and holistic family support, and who also contributes to national improvements in standards and methods of care.

Both the CEO and Director of Care are also responsible for the NHS commissioning contract and liaison with NHS services to ensure optimal, joined-up care for the children. This has been particularly important during the pandemic as hospices have provided standby emergency capacity to the NHS.

The charity's full time Deputy Chief Executive and head of fundraising, Mike Bartlett, is responsible for all voluntary income generation and for ensuring plans for further income growth. Methods of fundraising include appeals, corporate support, grants, events, and running a lottery and a chain of charity shops.

The full time Finance Director Ruth Spurrier (FCMA) is responsible for ensuring the charity correctly and fully accounts for all its income, expenditure, investments, payroll, pensions, taxes and other legal and financial obligations. The Finance Director is required to have a professional Accounting qualification.

The part time HR Director Diane de Souza (FCIPD) is responsible for ensuring the charity recruits and trains its staff to the highest levels, discharges all its legal responsibilities as an employer and looks after its 500 volunteers and its 220 staff roles (152 full time equivalents) in order to provide the best and most cost-effective service. The HR Director is required to be as a minimum a Chartered Member of the Chartered Institute of Personnel & Development.

The CEO and Senior Management Team proposed, and are tasked by the Board with achieving, the charity's expansion of care services and fundraising across Wiltshire, ultimately doubling the charity's reach. They each have substantial management experience in relevant fields.

The Senior Management Team further supported the charity in 2021 through significant voluntary fundraising, donations or Gifts in Kind.

JULIA'S HOUSE LIMITED **(A Company Limited by Guarantee)**

TRUSTEES' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2021

Julia's House Ltd

Registered Charity No 1067125 Company No 3465868

Registered with the Fundraising Regulator


www.juliashouse.org

'It's exhausting caring 24/7 for a child who is incredibly disabled. So when the nurses and carers from Julia's House come in and take over for a few hours, it lightens everybody's day up. It means I can go for a date night with my husband or a walk with my six-year-old, and I don't have to worry about [our other child] because I know he's happy and safe.'

– mother of a child cared for by Julia's House

This report was approved by the trustees on Mar 23, 2022

and signed on their behalf by:


Brian Hutchinson (Mar 23, 2022 14:15 GMT)

Brian Hutchinson, Treasurer

JULIA'S HOUSE LIMITED

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INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF JULIA'S HOUSE
FOR THE YEAR ENDED 31 DECEMBER 2021

Opinion

We have audited the financial statements of Julia's House Limited (the 'parent charity') and its subsidiary (the 'group') for the year ended 31 December 2021 which comprise the Consolidated Statement of Financial Activities, the Consolidated Balance Sheet, the Company Balance Sheet, the Consolidated 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 FRS 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 group's and of the charity's affairs as at 31 December 2021 and of the group's 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.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the charity in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRS'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

In auditing the financial statements, we have concluded that the trustees' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the charity's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the trustees with respect to going concern are described in the relevant sections of this report.

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.

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INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF JULIA'S HOUSE

FOR THE YEAR ENDED 31 DECEMBER 2021

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the course of 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 and the Directors' Report prepared for the purposes of company law, for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the Strategic Report and the Directors' Report included within the Trustees' Report has been prepared in accordance with applicable legal requirements.

Matters on which we are required to report by exception

In light of the knowledge and understanding of the charity and its environment obtained in the course of the audit, we have not identified material misstatements in the Strategic Report or the Directors' Report included within the Trustees' Report.

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

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

Responsibilities of Trustees

As explained more fully in the trustees' responsibilities statement set out on page 10, 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 group's and the charity's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the trustees either intend to liquidate the charity or to cease operations, or have no realistic alternative but to do so.

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF JULIA'S HOUSE
FOR THE YEAR ENDED 31 DECEMBER 2021

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 the financial statements.

The extent to which our procedures are capable of detecting irregularities, including fraud, is detailed below.

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.

Based on our understanding of the company and its industry, we considered that non-compliance with the following laws and regulations might have a material effect on the financial statements: Charities Act 2011, the Charities Statement of Recommended Practice, UK tax legislation, pensions legislation, employment regulation and health and safety regulation, anti-bribery, corruption and fraud, money laundering and non-compliance with implementation of government support schemes relating to COVID-19.

To help us identify instances of non-compliance with these laws and regulations, and in identifying and assessing the risk of material misstatement in respect to non-compliance, our procedures included, but were not limited to:

- Inquiring of management and, where appropriate, those charged with governance, as to whether the company is in compliance with laws and regulations, and discussing their policies and procedures regarding compliance with laws and regulations;
- Inspecting correspondence, if any, with relevant licensing or regulatory authorities;
- Communicating identified laws and regulations to the engagement team and remaining alert to any indications of non-compliance throughout our audit; and
- Considering the risk of acts by the company which were contrary to applicable laws and regulations, including fraud.

We also considered those laws and regulations that have a direct effect on the preparation of the financial statements, such as the Charities Act 2011 and Companies Act 2006.

In addition, we evaluated the directors' and management's incentives and opportunities for fraudulent manipulation of the financial statements, including the risk of management override of controls, and determined that the principal risks related to; posting manual journal entries to manipulate financial performance, management bias through judgements and assumptions in significant accounting estimates, revenue recognition (which we pinpointed to the cut-off assertion with specific focus on legacies and the timing of the recognition of these), and significant one-off or unusual transactions and allocation of funds.

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INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF JULIA'S HOUSE
FOR THE YEAR ENDED 31 DECEMBER 2021

Our audit procedures in relation to fraud included but were not limited to:

- Making enquiries of the directors and management on whether they had knowledge of any actual, suspected or alleged fraud;
- Gaining an understanding of the internal controls established to mitigate risks related to fraud;
- Discussing amongst the engagement team the risks of fraud; and
- Addressing the risks of fraud through management override of controls by performing journal entry testing.

There are inherent limitations in the audit procedures described above and the primary responsibility for the prevention and detection of irregularities including fraud rests with management. As with any audit, there remained a risk of non-detection of irregularities, as these may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal controls.

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 the audit report

This report is made solely to the charity's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the charity's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charity and the charity's members as a body for our audit work, for this report, or for the opinions we have formed.



Jonathan Marchant (Senior Statutory Auditor)
for and on behalf of Mazars LLP

Chartered Accountants and Statutory Auditor

5th Floor
Merck House
Seldown Lane
Poole
BH15 1TW

Date: Mar 29, 2022

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

CONSOLIDATED STATEMENT OF FINANCIAL ACTIVITIES (incorporating consolidated income and expenditure account)

FOR THE YEAR ENDED 31 DECEMBER 2021

	Note	Unrestricted funds 2021 £	Restricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Income from:					
Donations and legacies	2	3,081,984	184,575	3,266,559	4,788,413
Charitable activities	3	-	861,255	861,255	492,938
Other trading activities					
Fundraising events and Lottery	4	926,852	75,806	1,002,658	707,336
Income from shops	5	1,934,595	-	1,934,595	1,361,559
Government Covid income	6	592,568	1,235,701	1,828,269	2,704,563
Income from Investments	7	3,317	-	3,317	3,298
Total income		6,539,316	2,357,337	8,896,653	10,058,107
Expenditure on:					
Expenditure on trading	5	1,950,178	-	1,950,178	1,668,125
Total income net of trading expenditure		4,589,138	2,357,337	6,946,475	8,389,982
Expenditure on raising funds	8	1,218,363	10,000	1,228,363	1,190,964
Net income available for charitable activities		3,370,775	2,347,337	5,718,112	7,199,018
Expenditure on charitable activities	9	2,126,109	2,096,376	4,222,485	4,266,696
Total expenditure	14	5,294,650	2,106,376	7,401,026	7,125,785
Net income/(loss) before investment gains		1,244,666	250,961	1,495,627	2,932,322
Net gains on investments	21	582,412	-	582,412	306,992
Net income/(loss) before transfers		1,827,078	250,961	2,078,039	3,239,314
Transfers between funds	26	(5,354)	5,354	-	-
Net movement in funds		1,821,721	256,315	2,078,039	3,239,314
Reconciliation of funds:					
Totals funds at 1 January 2021		13,510,088	193,857	13,703,945	10,464,631
Total funds at 31 December 2021		15,331,812	450,172	15,781,984	13,703,945


JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

CONSOLIDATED BALANCE SHEET
FOR THE YEAR ENDED 31 DECEMBER 2021

	Note	£	2021 £	£	2020 £
Fixed assets					
Tangible assets	19		2,060,092		2,252,498
Intangible assets	20		50,912		66,426
Investments	21		5,751,458		4,169,046
			7,862,462		6,487,970
Current assets					
Stocks	22	885,341		626,112	
Debtors	23	2,344,261		3,004,051	
Cash at bank and in hand	28	5,280,392		4,042,841	
		8,509,994		7,673,004	
Creditors: amounts falling due within one year	24	(590,472)		(457,029)	
Net current assets			7,919,522		7,215,975
Net assets			15,781,984		13,703,945
Charity funds	26				
Capital funds			2,111,005		2,318,925
Trading funds			672,449		457,544
Designated funds			9,481,942		7,937,148
General funds			3,066,416		2,796,471
Restricted funds			450,172		193,857
Total funds			15,781,984		13,703,945

The financial statements were approved by the trustees on Mar 23, 2022 and signed on their behalf, by:


 Brian Hutchinson (Mar 23, 2022 14:15 GMT)
Brian Hutchinson, Treasurer

The notes on pages 21 to 43 form part of these financial statements.

JULIA'S HOUSE LIMITED


(A Company Limited by Guarantee)

COMPANY BALANCE SHEET

FOR THE YEAR ENDED 31 DECEMBER 2021

	Note	£	2021 £	£	2020 £
Fixed assets					
Tangible assets	19		2,060,092		2,252,498
Intangible assets	20		50,912		66,426
Investments	21		5,751,458		4,169,046
			7,862,462		6,487,970
Current assets					
Stocks	22	283,958		192,360	
Debtors	23	2,527,023		3,264,840	
Cash at bank and in hand		4,826,330		3,628,721	
		7,637,311		7,085,921	
Creditors: amounts falling due within one year	24	(390,238)		(327,490)	
Net current assets			7,247,073		6,758,431
Net assets			15,109,535		13,246,401
Charity funds	26				
Capital funds			2,111,005		2,318,925
Designated funds			9,481,942		7,937,148
General funds			3,066,416		2,796,471
Restricted funds			450,172		193,857
Total funds			15,109,535		13,246,401

The financial statements were approved by the trustees on Mar 23, 2022 and signed on their behalf, by:


 Brian Hutchinson (Mar 23, 2022 14:15 GMT)

Brian Hutchinson, Treasurer

The notes on pages 21 to 43 form part of these financial statements.

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

CONSOLIDATED CASH FLOW STATEMENT

FOR THE YEAR ENDED 31 DECEMBER 2021

	Note	2021 £	2020 £
Cash flows from operating activities			
Net income for the year (as per Statement of Financial Activities)		2,078,039	3,239,314
Adjustment for:			
Depreciation charges		251,584	266,555
Amortisation charges		16,907	12,592
Gains on investments		(582,412)	(306,992)
Dividends, interest and rents from investments		(3,317)	(3,298)
(Profit)/loss on sales of fixed assets		(1,420)	337
Increase in stocks		(259,229)	(40,338)
Decrease/(increase) in debtors		659,790	(1,704,816)
(Decrease)/increase in creditors		133,443	(25,564)
Net cash provided by operating activities		2,293,385	1,437,790
Cash flows from investing activities			
Interest received		3,317	3,298
Purchase of property, plant and equipment		(60,258)	(82,811)
Purchase of intangible assets		(1,393)	(33,095)
Proceeds from the sale of property, plant & equipment		2,500	-
Purchase of investments		(1,000,000)	-
Net cash used in investing activities		(1,055,834)	(112,608)
Change in cash and cash equivalents in the year		1,237,551	1,325,182
Cash and cash equivalents brought forward	28	4,042,841	2,717,659
Cash and cash equivalents carried forward	28	5,280,392	4,042,841

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2021

1. Accounting Policies

1.1 Basis of preparation of financial statements

The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2019) – (Charities SORP (FRS 102)), the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Companies Act 2006.

Julia's House Limited 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.

The Statement of Financial Activities (SOFA) and Balance Sheet consolidate the financial statements of the company and its subsidiary undertaking. The results of the subsidiary are consolidated on a line by line basis.

No separate SOFA has been presented for the company alone as permitted by Section 408 of the Companies Act 2006 and paragraph 397 of the SORP.

1.2 Company status

The company is a company limited by guarantee. In the event of the company being wound up, the liability in respect of the guarantee is limited to £10 per member of the company.

1.3 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 company 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 company for particular purposes. The costs of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

Investment income, gains and losses are allocated to the appropriate fund.

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2021

1. Accounting Policies (cont.)

1.4 Incoming resources

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

For legacies, entitlement is taken as the earlier of the date on which either: the company is aware that probate has been granted, the estate has been finalised and notification has been made by the executor(s) to the Trust that a distribution will be made, or when a distribution is received from the estate. Receipt of a legacy, in whole or in part, is only considered probable when the amount can be measured reliably and the company has been notified of the executor's intention to make a distribution. Where legacies have been notified to the company, or the company is aware of the granting of probate, and the criteria for income recognition have not been met, then the legacy is treated as a contingent asset and disclosed if material.

Gifts in kind donated for distribution are included at valuation and recognised as income when they are distributed to the projects. Gifts donated for resale are included as income when they are sold. Donated facilities are included at the value to the company where this can be quantified and a third party is bearing the cost. No amounts are included in the financial statements for services donated by volunteers.

1.5 Interest receivable

Interest on funds held on deposit is included when receivable and the amount can be measured reliably by the company; this is normally upon notification of the interest paid or payable by the Bank.

1.6 Expenditure

Expenditure is recognised once there is a legal or constructive obligation to make payment to a third party, it is probable that settlement will be required and the amount of the obligation can be measured reliably.

All expenditure is accounted for on an accruals basis. All expenses including support costs and governance costs are allocated to the applicable expenditure headings.

Fundraising costs are those incurred in seeking voluntary contributions and do not include the costs of disseminating information in support of the charitable activities. Support costs are those costs incurred directly in support of expenditure on the objects of the company and include project management carried out at Headquarters. Governance costs are those incurred in connection with administration of the company and compliance with constitutional and statutory requirements.

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2021

1. Accounting Policies (cont.)

1.7 Direct Charitable Expenditure

Expenditure is allocated between expense headings and funds as follow:

Payroll costs – on the basis of time spent on the charitable activities and fundraising.
Depreciation – according to fixed asset usage by the charitable activities.
Overheads – expenses are allocated by desk space and the remaining office costs.

1.8 Support Costs

Certain support costs are allocated directly on the basis of staff hours, however some of the costs for the purposes of the financial statements are allocated 20% to voluntary income expenditure and 80% to charitable activities.

1.9 Going concern

The financial statements have been prepared on the basis that the charity is a going concern. In this respect, the trustees have considered the financial uncertainties arising from the continuing Coronavirus Pandemic. The Trustees approved a detailed income and expenditure budget for 2022 which envisages our various income streams returning to normal levels during the year. During 2021, the charity again received significant government support. The existing higher level of reserves plus close financial controls mean the charity will be able to meet its obligations and have sufficient time to mitigate any further unforeseen circumstances.

1.10 Intangible assets

Intangible assets are initially recognised at cost. After recognition, under the cost model, intangible assets are measured at cost less any accumulated amortisation and any accumulated impairment losses.

All intangible assets are considered to have a finite useful life. If a reliable estimate of the useful life cannot be made, the useful life shall not exceed ten years.

1.11 Tangible fixed assets and depreciation

Fixed assets donated are recognised in the income and expenditure accounts at their net book value.

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost of fixed assets, less their estimated residual value, over their expected useful lives on the following bases:

Leasehold property	- over the lease term
Motor vehicles	- 4 years straight line
Fixtures, fittings and equipment	- 3 – 5 years straight line
Buildings	- 5 – 50 years straight line

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

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

1. Accounting Policies (cont.)

1.12 Investments

Investments are a form of basic financial instrument and are initially recognised at their transaction value and subsequently measured at their fair value as at the balance sheet date using the closing quoted market price. The Statement of Financial Activities includes the net gains and losses arising on revaluation and disposals throughout the year.

Investments in subsidiaries are valued at cost less provision for impairment.

1.13 Stock

Stocks are valued at the lower of cost and net realisable value after making due allowance for obsolete and slow-moving stocks.

Donated stock is recognised at net realisable value.

1.14 Debtors

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

1.15 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.

1.16 Creditors and provisions

Creditors and provisions are recognised where the company 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.

1.17 Financial instruments

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

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

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

1. Accounting Policies (cont.)

1.18 Pensions

The group operates a defined contribution pension scheme and the pension charge represents the amounts payable by the group to the fund in respect of the year.

The group operates a defined benefits pension scheme. The scheme is a multi-employer scheme where it is not possible, in the normal course of events, to identify on a consistent and reasonable basis, the share of underlying assets and liabilities belonging to individual participating employers. Therefore, as required by FRS 102, the group accounts for this scheme as if it was a defined contribution scheme. The amount charged to the Statement of Financial Activities represents contributions payable to the scheme in respect of the accounting period.

1.19 Government grants

Grants of a revenue nature are recognised in the Statement of Financial Activities in the same period as the related expenditure or the period to which the grant relates.

1.20 Judgements in applying accounting policies and key sources of estimation

The trustees consider the key judgements relate to the recognition of legacy income. Further details of this are included in 1.4.

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

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

2. Income from donations and legacies

	Unrestricted funds 2021 £	Restricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Donations	1,176,180	86,075	1,262,255	1,418,443
Legacies	1,647,337	21,500	1,668,837	2,917,922
Grants	97,441	77,000	174,441	278,235
Gifts in kind	161,026	-	161,026	173,813
Total donations and legacies	3,081,984	184,575	3,266,559	4,788,413

In 2020, of the total income from donations and legacies, £249,622 was income to restricted funds and £4,538,791 was income to unrestricted funds.

3. Income from charitable activities

	Unrestricted funds 2021 £	Restricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Government grant	-	595,858	595,858	148,193
NHS CCG	-	265,397	265,397	344,745
	-	861,255	861,255	492,938

In 2020, of the total Income from charitable activities, £492,938 was restricted income and £nil was unrestricted income.

4. Fundraising income

	Unrestricted funds 2021 £	Restricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Fundraising events and lottery	926,852	75,806	1,002,658	707,336

In 2020, of the total fundraising income, £600 was income to restricted funds and £706,736 was income to unrestricted funds.

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

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

5. Retail trading results

	Total funds 2021 £	Total funds 2020 £
Charity shop income		
Sales	1,348,507	984,210
Sales under the donated goods scheme	586,088	377,349
Total income from shops	1,934,595	1,361,559
Government Covid income	524,759	538,050
	2,459,354	1,899,609
Charity shop expenses		
Direct costs	551,129	485,662
Staff costs	966,366	808,080
National insurance	55,103	47,776
Pension costs	84,398	73,099
Depreciation	46,365	48,729
Support costs	246,817	204,779
	1,950,178	1,668,125
Net income from retail trading results	509,176	231,484

The Shop income for the year was reduced by £586,088 (2020: £377,349) by the conversion of sales into donations through the Gift Aid on donated goods scheme.

This was raised directly by the efforts of the shops and should be seen as part of their performance. The total Gift Aid claimed through this scheme during the year was £ 123,656 (2020: £89,980).

In 2021 and 2020, all retail trading income and expenditure was unrestricted.

JULIA'S HOUSE LIMITED

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

6. Government Covid Income

	Unrestricted funds 2021 £	Restricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Job Retention Scheme	235,612	-	235,612	898,923
Hospice UK – Government grant	-	1,235,701	1,235,701	1,487,913
Retail Grant	192,838	-	192,838	317,727
Kick Start	164,118	-	164,118	-
	592,568	1,235,701	1,828,269	2,704,563

In 2020, of the total Government Covid income, £1,487,913 was income to restricted funds and £1,216,650 was income to unrestricted funds.

7. Investment income

	Unrestricted funds 2021 £	Restricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Bank interest receivable	632	-	632	2,445
Dividends received	2,685	-	2,685	853
	3,317	-	3,317	3,298

In 2020, all investment income was unrestricted.

8. Expenditure on raising funds

	Unrestricted funds 2021 £	Restricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Direct costs	276,118	10,000	286,118	164,381
Premises costs	28,035	-	28,035	35,837
Overheads	166,005	-	166,005	122,883
Staff costs	709,043	-	709,043	834,194
Depreciation	13,031	-	13,031	13,923
Investment management costs	26,131	-	26,131	19,746
	1,218,363	10,000	1,228,363	1,190,964

JULIA'S HOUSE LIMITED

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NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2021

9. Analysis of expenditure on charitable activities

	Unrestricted funds 2021 £	Restricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Cost of care	2,126,109	2,096,376	4,222,485	4,266,696

10. Analysis of resources expended by activities

	Direct costs 2021 £	Support costs 2021 £	Total funds 2021 £	Total funds 2020 £
Cost of care	3,089,837	1,132,648	4,222,485	4,266,696

11. Direct care costs

	Total funds 2021 £	Total funds 2020 £
Premises costs	67,924	61,343
Overheads	266,893	239,521
Staff costs	2,121,814	2,250,994
National insurance	196,582	194,807
Pension cost	240,351	240,136
Depreciation	196,273	207,117
	3,089,837	3,193,918

12. Support costs

	Expenditure on shops 2021 £	Cost of care 2021 £	Total 2021 £	Total 2020 £
Direct costs	205	138,126	138,331	60,553
Overheads	56,715	139,245	195,960	142,061
Staff cost	149,797	704,426	854,223	881,141
National insurance	14,618	70,486	85,104	84,558
Pension cost	16,300	76,725	93,025	99,866
Depreciation	9,182	3,640	12,822	9,378
	246,817	1,132,648	1,379,465	1,277,557

JULIA'S HOUSE LIMITED

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

13. Governance costs

	Unrestricted funds 2021 £	Restricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Audit fees	16,500	-	16,500	14,790
Tax & advisory fees	6,005	-	6,005	2,725
Administration expenditure	4,063	-	4,063	1,583
	26,568	-	26,568	19,098

14. Analysis of resources expended by expenditure type

	Staff costs 2021 £	Depreciation and amortisation 2021 £	Other costs 2021 £	Total 2021 £	Total 2020 £
Fundraising and events	709,043	13,031	506,289	1,228,363	1,190,964
Retail expenses	1,286,582	55,547	608,049	1,950,178	1,668,125
Cost of care	3,410,384	199,913	612,188	4,222,485	4,266,696
	5,406,009	268,491	1,726,526	7,401,026	7,125,785

15. Income

The charity generated 0.13% of its incoming resources from outside of the UK during the year (2020: nil).

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2021

16. Net incoming resources

This is stated after charging;

	2021	2020
	£	£
Depreciation of tangible fixed assets:		
- Owned by the charitable group	251,584	266,555
Amortisation of intangible assets:		
- Owned by the charitable group	16,907	12,592
Operating lease rentals:		
- Premises rent	301,328	265,647
- Other leases	4,394	4,363
Auditors' remuneration (Group fees)	16,500	14,790

During the year rent concessions were received totalling £21,281 (2020: £29,450).

During the year, no trustee received any remuneration (2020: £nil).

During the year, no trustees received any benefits in kind (2020: £nil).

During the year, one trustee received reimbursement of expenses £58 (2020: £28).

During the year the company provided indemnity Insurance to cover all its trustees under their duties as trustees at a cost of £3,386 (2020: £1,109).

17. Staff costs

Staff costs were as follows:

	2021	2020
	£	£
Wages and salaries	4,537,042	4,644,233
Social security costs	393,796	390,906
Other pension costs	475,171	479,511
	5,406,009	5,514,650

The average monthly number of employees was 220 (2020: 229) and the average monthly number of full time equivalent employees during the year was as follows:

	2021	2020
	No.	No.
Care staff	61	66
Others	91	85
	152	151

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2021

17. Staff costs (cont.)

The number of higher paid employees was:

	2021 No.	2020 No.
In the band £60,001 - £70,000	2	1
In the band £70,001 - £80,000	1	1
In the band £80,001 - £90,000	-	-
In the band £90,001 to £100,000	1	1
In the band £100,001 to £110,000	-	-
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	4	3

Key management personnel of the charity for the year comprise the Chief Executive, Deputy Chief Executive, Finance Director, HR Director and Director of Care whose employee benefits total £389,471 (including pension contributions) (2020: £394,997).

18. Results of the parent charitable company

As permitted in accordance with Section 408 of the Companies Act 2006, the individual profit and loss account of the parent company is not presented as part of these consolidated financial statements. The parent company's surplus for the financial year was £1,863,134 (2020: £3,182,980).

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

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

19. Tangible fixed assets

	Leasehold property £	Motor vehicles £	Fixtures, fittings & equipment £	Total £
Group Cost				
At 1 January 2021	2,731,788	52,859	1,052,252	3,836,899
Additions	630	21,000	38,628	60,258
Disposals	(1,654)	(20,117)	(14,415)	(36,186)
At 31 December 2021	2,730,764	53,742	1,076,465	3,860,971
Depreciation				
At 1 January 2021	767,933	49,847	766,621	1,584,401
Charge for the year	105,182	6,513	139,889	251,584
On disposals	(1,654)	(20,117)	(13,335)	(35,106)
At 31 December 2021	871,461	36,243	893,175	1,800,879
Net book value				
At 31 December 2021	1,859,303	17,499	183,290	2,060,092
At 31 December 2020	1,963,855	3,012	285,631	2,252,498

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

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

19. Tangible fixed assets (cont.)

	Leasehold property £	Motor vehicles £	Fixtures, fittings & equipment £	Total £
Company Cost				
At 1 January 2021	2,730,472	52,859	1,051,484	3,834,815
Additions	630	21,000	38,628	60,258
Disposals	(338)	(20,117)	(13,645)	(34,100)
At 31 December 2021	2,730,764	53,742	1,076,467	3,860,973
Depreciation				
At 1 January 2021	766,617	49,847	765,853	1,582,317
Charge for the year	105,182	6,513	139,889	251,584
On disposals	(338)	(20,117)	(12,565)	(33,020)
At 31 December 2021	871,461	36,243	893,177	1,800,881
Net book value				
At 31 December 2021	1,859,303	17,499	183,290	2,060,092
At 31 December 2020	1,963,855	3,012	285,631	2,252,498

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

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

20. Intangible fixed assets

	Software £	Total £
Group and Company Cost		
At 1 January 2021	83,796	83,796
Additions	1,393	1,393
Disposals	-	-
At 31 December 2021	85,189	85,189
Amortisation		
At 1 January 2021	17,370	17,370
Charge for the year	16,907	16,907
On disposals	-	-
At 31 December 2021	34,277	34,277
Net book value		
At 31 December 2021	50,912	50,912
At 31 December 2020	66,426	66,426

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

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

21. Fixed asset investments

Group Market value	Listed securities £
At 1 January 2021	4,169,046
Additions	1,000,000
Revaluations	582,412
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At 31 December 2021	5,751,458
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Group and company investments at market value comprise:

	2021 £	2020 £
Listed investments	5,751,458	4,169,046
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All the fixed asset investments are held in the UK.

Split of investments:

	31 December 2021 £	31 December 2020 £
UK bonds	523,719	536,670
Overseas bonds	241,424	110,807
UK equities	1,347,968	1,047,920
North American equities	1,387,321	876,488
Japanese equities	185,318	204,188
European equities	535,972	330,230
Asia Pacific equities	312,064	320,394
Global investments	202,260	215,364
Property	260,854	142,784
Absolute	241,638	-
Other investments	282,270	323,407
Cash	230,650	60,794
	<hr/>	<hr/>
	5,751,458	4,169,046
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All fixed asset investments are held in the UK.

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2021

Company

In the current year and prior year, Julia's House Limited also held a 100% investment in the Charity's trading subsidiary, Julia's House Trading Limited (company number 06296047) at the historic cost of £1. The registered office for Julia's House Trading Limited is Barclays House, 1 Wimborne Road, Poole, Dorset, BH15 2BB.

22. Stocks

	Group		Company	
	2021 £	2020 £	2021 £	2020 £
Stock of donated goods	883,441	623,084	283,958	192,360
Stock of purchased goods	1,900	3,028	-	-
	885,341	626,112	283,958	192,360

23. Debtors

	Group		Company	
	2021 £	2020 £	2021 £	2020 £
Trade debtors	617,425	20,563	617,425	20,371
Amounts owed by group undertakings	-	-	321,755	369,267
Other debtors	1,445,338	2,790,701	1,404,774	2,769,561
Prepayments and accrued income	281,498	192,787	183,069	105,641
	2,344,261	3,004,051	2,527,023	3,264,840

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

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

24. Creditors

	Group		Company	
	2021 £	2020 £	2021 £	2020 £
Trade creditors	73,095	24,883	39,811	17,438
Other taxation and social security	100,216	94,735	100,215	94,735
Other creditors	116,026	97,567	6,178	16,208
Accruals and deferred income	301,135	239,844	244,034	199,109
	590,472	457,029	390,238	327,490

25. Deferred income

	Group		Company	
	2021 £	2020 £	2021 £	2020 £
Deferred income at 1 January 2021	162,310	92,225	162,310	92,225
Resources deferred during the year	101,305	162,310	101,305	162,310
Amounts released from previous years	(78,626)	(92,225)	(78,626)	(92,225)
Deferred income at 31 December 2021	184,989	162,310	184,989	162,310

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

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

26. Statement of funds

	Brought forward £	Incoming resources £	Resources expended £	Transfer in/(out) £	Gains/(losses) £	Carried forward £
Capital funds	2,318,925	60,172	(269,160)	1,068	-	2,111,005
Trading subsidiary funds	457,544	2,375,767	(2,160,862)	-	-	672,449
Designated funds						
Care funds	6,992,672	-	(1,840,463)	2,884,637	-	8,036,846
Information Systems	129,148	-	(36,589)	111,258	-	203,817
Hospice Refurbishment	35,371	-	-	18,799	-	54,170
Lease funds	779,957	-	(305,722)	712,874	-	1,187,109
	7,937,148	-	(2,182,774)	3,727,568	-	9,481,942
General funds	2,796,471	4,103,377	(681,854)	(3,733,990)	582,412	3,066,416
Total unrestricted funds	13,510,088	6,539,316	(5,294,650)	(5,354)	582,412	15,331,812

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2021

26. Statement of funds (cont.)

Restricted funds	Brought forward £	Incoming resources £	Resources expended £	Transfer in/(out) £	Gains/(losses) £	Carried forward £
Wiltshire nursing & care costs	17,766	120,137	(73,446)	-	-	64,457
Dorset nursing & care costs	168,793	956,732	(907,258)	-	-	218,267
Sibling project	146	-	(6,568)	6,422	-	-
Family support	4,025	5,465	(7,090)	-	-	2,400
Fundraising	-	10,000	(10,000)	-	-	-
Hospice costs	1,423	29,303	(14,498)	-	-	16,228
IT Equipment	1,479	-	(411)	(1,068)	-	-
Playmaker	225	-	(52)	-	-	173
Covid Support	-	1,235,700	(1,087,053)	-	-	148,647
	193,857	2,357,337	(2,106,376)	5,354	-	450,172
Total of funds	13,703,945	8,896,653	(7,401,026)	-	582,412	15,781,984

Summary of funds

	Brought Forward £	Incoming resources £	Resources expended £	Transfer in/(out) £	Gains/(losses) £	Carried forward £
Capital funds	2,318,925	60,172	(269,160)	1,068	-	2,111,005
Trading subsidiary funds	457,544	2,375,767	(2,160,862)	-	-	672,449
Designated funds	7,937,148	-	(2,182,774)	3,727,568	-	9,481,942
General funds	2,796,471	4,103,377	(681,854)	(3,733,990)	582,412	3,066,416
	13,510,088	6,539,316	(5,294,650)	(5,354)	582,412	15,331,812
Restricted funds	193,857	2,357,337	(2,106,376)	5,354	-	450,172
Total of funds	13,703,945	8,896,653	(7,401,026)	-	582,412	15,781,984

JULIA'S HOUSE LIMITED

(A Company Limited by Guarantee)

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

Capital funds

This represents the net book value of assets and is not available to fund future expenditure.

Trading subsidiary funds

This fund represents the surplus from the operation of Julia's House Trading Limited.

Designated funds

The designated care fund represents an approximate value for providing 18 months of continued care at Julia's House Hospice and Community services in Dorset and Wiltshire along with the necessary support.

The designated Lease fund represents the non-cancellable financial obligation that the charity has for operating leases and hence are funds that are not available to be spent.

The designated information systems fund relates to the upgrade of IT systems.

The designated Hospice Refurbishment fund is for costs of the Dorset Hospice refurbishment project.

Restricted funds

Restricted funds can only be expended in accordance with the donor's specific instructions.

Wiltshire nursing and care costs – Represents donations received for nurses and carers in Wiltshire.

Dorset nursing and care costs – This fund relates to donations received towards the cost for nurses and carers in Dorset.

Sibling project – Represents donations specifically received to fund sibling events.

Family support – This relates to funding received for the family support team and family events.

Fundraising - This fund represents donations made towards the cost of running specific fundraising events.

Hospice costs - This fund relates to the general running costs of the Hospices.

IT Equipment - This relates to donations towards the provision of laptops for nurses.

Playmaker fund – This relates to donations towards purchase of play equipment in the Wiltshire Hospice.

Covid Support – Represents income received from the government as grants during the COVID-19 pandemic to support Hospice running costs.

Julia's House would like to thank the many Trusts and foundations for their significant support in particular;

The Adrian Swire Charitable Trust
James Tudor Foundation
The Wiltshire Community Foundation
Malmesbury League of Friends
Mark Benevolent Fund

JULIA'S HOUSE LIMITED

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

27. Analysis of net assets between funds

	Unrestricted funds 2021 £	Restricted funds 2021 £	Total funds 2021 £	Total funds 2020 £
Tangible fixed assets	519,169	1,540,923	2,060,092	2,252,498
Intangible fixed assets	50,912	-	50,912	66,426
Fixed asset investments	5,751,458	-	5,751,458	4,169,046
Current assets	9,010,273	(500,279)	8,509,994	7,673,004
Creditors due within one year	-	(590,472)	(590,472)	(457,029)
	15,331,812	450,172	15,781,984	13,703,945

28. Analysis of cash and cash equivalents

	2021 £	2020 £
Cash in hand	128,761	195,171
Deposit accounts	5,151,631	3,847,670
Total	5,280,392	4,042,841

29. Pension commitments

The group operates a defined contribution scheme available to its employees. Contributions are charged in the financial statements as they are incurred.

Employees that have previously been a member of the NHS pension scheme before joining the Charity, have an option to continue the scheme provided the criteria have been met. The NHS Pension Scheme is a final salary occupational scheme.

The Charity has no liability beyond making its contributions and paying across the deductions for the employee's contributions.

Contributions are charged in the financial statements as they are incurred. Contributions totalling £478 were outstanding at the balance sheet date (2020: £16,174).

The total pension contributions payable by the group in the year amounted to £475,171 (2020: £479,511).

JULIA'S HOUSE LIMITED

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

30. Operating lease commitments

At 31 December 2021 the group had annual commitments under non-cancellable operating leases as follows:

	Land and buildings		Other	
Group and Company	2021	2020	2021	2020
	£	£	£	£
Expiry date:				
Within 1 years	332,271	302,812	2,932	2,919
Between 2 and 5 years	799,166	464,999	6,593	1,726
After more than 5 years	46,147	7,501	-	-
	1,177,584	775,312	9,525	4,645

31. Controlling party

The charity was under the control of the trustees throughout the current and previous years.

32. Related parties

There are no related parties to disclose other than the reimbursement of expenses as disclosed in note 16.