

Charity number: 1067125

# **Julia's House Limited**

Registered number: 03465868

## **Trustees' report and financial statements**

**For the year ended 31 December 2023**

# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

### CONTENTS

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	Page
<b>Reference and Administrative Details of the Charity, its Trustees and Advisers</b>	1
<b>Trustees' Report</b>	2 – 11
<b>Independent Auditor's Report</b>	12 – 15
<b>Consolidated Statement of Financial Activities</b>	16
<b>Consolidated Balance Sheet</b>	17
<b>Company Balance Sheet</b>	18
<b>Consolidated Cash Flow Statement</b>	19
<b>Notes to the Financial Statements</b>	20 - 41

# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

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

FOR THE YEAR ENDED 31 DECEMBER 2023

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### **Trustees**

Brian Parker, Chairman  
Steve Fraser, Treasurer  
Mark Nixon  
Karen Glastonbury  
Barbara Baker , Vice Chairman  
Jacqueline Irvine  
Sally Smith  
Dr Simon Pennell  
Ruth Spurling  
David Hordle  
Christopher Jerram

### **Company registered number**

03465868

### **Charity registered number**

1067125

### **Registered office**

Ground Floor, Allenview House, Hanham Road, Wimborne, Dorset, BH21 1AS

### **Company secretary**

M R Hudson

### **Chief executive officer**

Martin Edwards

### **Independent auditor**

Mazars LLP, 5<sup>th</sup> Floor, Merck House, Seldown Lane, Poole, BH15 1TW

### **Bankers**

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

# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

### TRUSTEES' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

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### **REPORT OF THE TRUSTEES FOR THE YEAR ENDED 31 DECEMBER 2023**

*"No matter how strong you are, it's not until you are put in a position like ours that you realise how fundamental children's hospices like Julia's House are for your wellbeing."*

- Mother 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 2023. 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 2023 to achieve its aims:

1. Hospice and home based respite care to give parents a regular break
2. Family support for siblings, parents and other carers
3. Additional family support with the cost of living crisis
4. Complementary therapies
5. Counselling for children and family members
6. End of life care
7. Bereavement support
8. Influencing and dissemination of research 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**

Julia's House is immensely grateful to all our supporters and volunteers: our care is your gift to the community. You have helped us look after some of the most seriously ill children in Dorset and Wiltshire, bringing comfort and, where possible, joy to their daily lives.

#### *Care services*

*"Because of his complex condition, my son needs round-the-clock attention from someone who is trained to care for him. When Julia's House comes that's the only respite we get at home, and they are amazing. I don't know what we'd do without them."*

- Parent of a child cared for by Julia's House

More children were referred to us for care than ever before, which reflects national advances in medicine, for example in neonatal units where more children are now surviving beyond the first few days of life and requiring our support when they are discharged.

- We provided care for 135 children (87 in Dorset, 48 in Wiltshire) in 2023, up from 123 the year before.
- We supported a further 104 siblings in 2023, up from 93 in 2022.
- Seventeen families received bereavement support in 2023

# JULIA'S HOUSE LIMITED

## (A Company Limited by Guarantee)

### TRUSTEES' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

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Inflation and the cost of living continue to disproportionately affect parents of disabled children, for example where one parent has to give up work to care for their child and that child requires more heating to keep warm or electricity for their wheelchair. Our family support workers research and apply to sources of grants for these families, securing over 100 grants totalling £65,000 for families in 2023 to help pay for heating, children's clothes, food vouchers, a bed or a specialist disability car seat. They also make arrangements with local food banks where needed.

Our counselling service continued to be in high demand. It is not just a bereavement service: children, siblings and parents also benefit from counselling during the child's life, helping them to come to terms with the enormous stresses they face.

*"It's exhausting caring 24/7 for a child who is incredibly disabled, so when Julia's House come in and take over for a few hours it literally lightens everybody's day up. It means I can go for a walk with my six-year-old daughter, and I don't have to worry about our son because I know he's happy and safe."*

- Parent of a child cared for by Julia's House

Julia's House 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. At our annual The Remembering Day we invite all bereaved families to gather together and mark the life of each child who has passed away.

#### Care Quality Commission (CQC) rating

The CQC rates both Julia's House services, for Wiltshire and Dorset, as 'Outstanding'. The most recent inspection concluded in January 2023, achieving the maximum score in the Caring, Responsive and Well Led categories. The inspection report noted:

*"The service was passion-led, with the child and family central throughout. Staff consistently went above and beyond to support families....All staff were aware of the importance of compassionate care and the impact their actions had on the child and their families during this time in their lives. Support was always given by caring and empathetic staff who put children and those close to them at the heart of everything they did"*

#### Staff support

With rising demand on our care services and a challenging recruitment market for clinical and carer roles, Julia's House needs to be an exemplary employer. The charity provides a mental health and wellbeing helpline, an employee forum and surveys to listen to staff feedback, and training for line managers in advanced interpersonal skills.

Julia's House has clear and simple 'CHILD' values which is incorporated into induction, training, line management and appraisals:

Compassionate and Caring  
Honesty and Integrity  
It's up to all of us  
Listen and learn  
Determined to excel

# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

### TRUSTEES' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

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#### *Julia's House Research and Policy influencing*

In recent years, Julia's House has led and published national research into the benefits of respite breaks on parental mental health and likelihood of partnership break-up. This found that:

- Parents in empirically measured 'non-distressed' couple relationships received on average 43% more hours of respite than those in 'distressed' relationships;
- And of those who had split up, 75% were receiving no respite breaks from anyone at the time.
- In the most stressed group of parents, respite breaks led to a 49% reduction in demand for mental health services.
- *Can We Fix It?* by Bournemouth University with Julia's House, and *The economic benefits of short breaks for families of children with life-limiting conditions* by Pro Bono Economics.

Other research by Prof. Lorna Fraser et al of York University

<https://adc.bmj.com/content/early/2021/03/01/archdischild-2020-320655> followed the health of 35,600 mothers over ten years, excluding prior health conditions. This found that compared to mothers of healthy children, mothers of a child with a life-limiting condition are nearly twice as likely to suffer serious mental health illness and more than twice as likely to develop cardiovascular disease.

Despite numerous invitations, no Government Minister has yet agreed to meet us to consider the implication of this research. Julia's House continues to try to draw attention to the plight of exhausted parent carers.

*'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 funding contribution*

Julia's House received just 8.5% of its income in 2023 from the NHS.

- Robust negotiations were held merely to preserve the level of contribution from Dorset commissioners
- Julia's House has been informed that we will not receive any commissioning income from Wiltshire commissioners until at least 2026, despite being the largest charitable provider of children's palliative care in the county.

Julia's House is seeking to work with NHS Integrated Care Boards for both counties on a strategy for children's palliative care. Respite breaks, because they help keep parent carers together, should be a strategic preventative priority.

A more sustainable funding model for hospices would help preserve essential palliative care that is currently over-reliant on fundraising and donations.

# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

### TRUSTEES' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

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#### *Equality, Diversity and Inclusion*

Everything we do in caring for the children of Julia's House is about treating them 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 believe in a working culture that is similarly fair to all, diverse in thought and background, and highly supportive so that people can excel. We also understand that each individual has different personal and family circumstances and so offer flexible working where possible.

Julia's House advertises many vacancies nationally, highlights under-represented groups in our workforce and encourages applicants from these groups, operates 'blind' short-listing good practice, and trains managers and board members in unconscious bias.

The charity's HR team and employee forums are developing wider awareness in the charity of unseen disability among colleagues.

A full statement on our actions around Equality, Diversity and Inclusion can be found on the charity's website.

#### **Financial Review**

*"Julia's House understand what life is like with a disabled child and they have that experience to offer me advice and put my mind at rest."*

- Parent of a child supported by Julia's House

Julia's House is extremely grateful for all donations and fundraising, and to everyone who works in, gives to or shops in our retail chain.

#### *Restricted and designated income, general funds and service continuity*

The charity will carry forward £2,198,743 of free general funds into 2024.

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 from Julia's House shops which represent funds held in the subsidiary used to generate income for the charity.
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.

Most forms of public fundraising struggled in 2023 due to the rising cost of living. Inflation also affected the charity's costs. Overall this resulted in a deficit year for the charity.

Government funding accounted for 8.5% of overall income in 2023.

The charity is profoundly grateful to everyone who remembers Julia's House in their Will. Legacies accounted for 40% of the charity's voluntary income in 2023.

# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

### TRUSTEES' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

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The charity maintains a rolling four-year budget forecasting model. Financial deficits are expected for at least the next two years due to the economic climate.

Julia's House is committed to continuity of care and support, and designates funds to sustain our nursing, care and family support that our service users rely on, in the event of a serious shortfall in the charity's income.

#### *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 is clear from the current impact of the economy on charitable giving.

The charity's Reserves at the end of 2023 constituted 12 months' worth of 2024 budgeted operating expenditure. This is forecast to reduce over the next two to three years with further budgeted deficits. The Trustees therefore assess that the current level of Reserves is both prudent and necessary to maintain the charity's care services.

#### *Volunteers*

Julia's House has 601 registered volunteers. They make a huge contribution to the charity's services, fundraising and cost-effectiveness, as well as raising awareness of Julia's House in their communities.

Overall volunteer support in 2023 increased by 16% on 2022. In 2023 volunteers gave over 73,000 hours of support, the equivalent of 40 full time staff and a cost saving to the charity of £760,000 (if based on National Minimum Wage). Additionally, many of these roles generate substantial income, in retail and fundraising. Many other volunteer roles are in care support. The charity is extremely grateful for all this vital help.

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 training, regular newsletters, an annual volunteers' survey and long-service awards for those who have served 5, 10, 15 or 20+ years. The 20+ award is named the Mike Wise lifetime achievement award, after our founder, the late Mike Wise MBE.

#### *Donated premises*

The site of the Julia's House Dorset hospice is provided on a peppercorn rent by The Valentine Trust. One of the Julia's House shops is provided rent-free by its landlord. The Trustees are tremendously grateful for these generous Gifts in Kind.

#### *Fundraising practices and performance*

Inflation and the continuing adverse economic climate meant that most forms of fundraising and donations struggled in 2023, which is highly likely to continue in 2024.

The Julia's House shops had a solid year in 2023 as more people bought second-hand goods. However, income from events, sponsored challenges and other forms of community fundraising was below budgeted levels, as was support from private sources.

Income from the charity's weekly lottery grew although slightly less than budgeted.



# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

### TRUSTEES' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

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The charity continued to generate high awareness in Wiltshire to plant the seeds for future support, notably with a well-supported art trail and auction in Swindon. In 2023 Julia's House also marked the 20<sup>th</sup> anniversary of its first care services with publicity and fundraising opportunities.

In 2023 the charity received £772,371 of Government income, and £5,147,027 of voluntary fundraising or donations including legacies.

Excluding its Retail Trading arm, 74% of the charity's expenditure was spent on care services in 2023.

Julia's House Trading Ltd shops generated £2,942,730 of gross income and a net profit of £572,954 with an additional £237,307 generated in Gift Aid on donated goods.

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.

*"It is so inspiring to meet supporters and to remind ourselves that the community is funding all this for our families."*

- a Julia's House nurse

#### *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. The charity's investments rose in value overall during 2023 by £620,357.

The charity continued to use an expert portfolio adviser, Brewin Dolphin. The Board takes a medium to long term approach to its investments and is confident as to their placement and performance, which it keeps under regular review through its Finance & Risk Committee.

#### **The charity's plans for 2024 and beyond**

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

In the context of current budgeted deficits and the adverse economic climate, our main goals are:

1. Provide care at current levels to every eligible child and support for their family.
2. Closely monitor and report on performance of income and expenditure versus budgeted levels.
3. Continue to invest in voluntary income generation and public awareness.
4. Open more shops.
5. Consistently promote the importance of legacy giving to supporters.
6. Seek stronger partnerships with local Health & Social Care Integrated Care Boards to improve children's palliative care; continue to influence local and national policy makers to seek more sustainable funding for hospices.

In addition, the charity must decide on the affordability of relocating its Dorset hospice to new premises. Since the hospice first opened in 2006, advances in medical science have meant more children are living longer with their conditions. This has highlighted the limited space for day respite and for end of life care, but the site cannot be developed further. It would cost around £7million to build a larger, more suitable site, which would have higher running costs. The Trustees and Executive Team are assessing the viability and timing of an appeal and the economic climate required for its success, given the paramount importance of achieving current revenue targets and maintaining safe levels of Reserves to underpin the charity's current care service.

# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

### TRUSTEES' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

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Financial performance, standards of care and income generation, and strategic priorities are regularly reviewed by the Board; the Chief Executive and Executive Team are charged with goals and standards to achieve the charity's plans.

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

*"Julia's House understand what life is like with a disabled child and they have that experience to offer me advice and put my mind at rest.."*

- Parent of a child supported by Julia's House

### **Structure, governance and management**

#### *Trust aims and public benefit*

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 mentoring other good causes, producing 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.

The Board has strong skills and experience in the areas needed for the charity to be well governed. These include medicine and nursing; parents of service users; business and commerce; finance; fundraising; HR and law. Potential new Trustees are assessed according to whether they fulfil a gap in these skills and experience.

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, as well as key strategic and financial papers when due, to review performance and assess current 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.

#### *Board of Trustees*

The Directors of the company for Companies Act purposes are defined as Trustees in the company's Articles of Association. They may serve up to six years on the Board, and retire [resign] by rotation. The Trustees who held office from the 1 January 2023 to the date of this report, unless otherwise stated, were:

# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

### TRUSTEES' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

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Brian Parker (Chairman)  
Barbara Baker (Vice Chair)  
Karen Glastonbury  
David Hordle (appointed 1<sup>st</sup> February 2024)  
Brian Hutchinson (Treasurer) (resigned 6<sup>th</sup> April 2023)  
Steve Fraser (Treasurer) (appointed 11<sup>th</sup> April 2023)  
Jacquie Irvine  
Christopher Jerram (service user family representative) (appointed 1<sup>st</sup> February 2024)  
Justin Kline (service user family representative) (resigned 24<sup>th</sup> July 2023)  
Mark Nixon  
Sally Smith  
Dr Simon Pennell (appointed 15<sup>th</sup> June 2023)  
Ruth Spurling (service user family representative) (appointed 11<sup>th</sup> April 2023)  
Samantha Tucker (service user family representative, resigned November 2022)  
Peter Wragg (Vice Chairman) (resigned 26<sup>th</sup> July 2023)

#### *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 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 protection and finance. Each risk is quantified according to impact and probability. Action plans are in place to mitigate against these risks. The Register and action plans are kept under regular review by the Board.

Future factors that will affect financial performance include the impact of inflation on expenditure and on fundraising, the rate of economic recovery, and the impact of house prices on the value of some legacies.

The charity's four-year budgeting cycle plans for significant but diminishing deficits year on year as the economy recovers. Reserves levels are underpinning the charity's care services in the meantime.

#### *Governance reviews*

In line with good practice, the Trustees commission an independent Governance review every few years. The latest took place in 2022, giving the charity's decision-making and oversight structures and succession planning a very good overall rating. In 2023 the Trustees implemented the few recommendations from this review.

# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

### TRUSTEES' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

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#### *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 charity and the 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.

#### *Awards and other kitemarks*

In addition to its care being rated 'Outstanding' by the CQC, in 2023 Julia's House ranked 1<sup>st</sup> in Best Companies' *Top Charities to Work For*, a nationwide comparative staff survey (previous year's ranking: 2<sup>nd</sup>) and achieved their 'World Class' employer standard.

The charity has featured in Best Companies' Top 100 employers for 15 years running. Excellence in staff engagement and wellbeing is even more important in the current labour market's shortage of doctors, nurses and carers.

#### *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 Chief Executive (CEO) Dr Martin Edwards, is responsible for ensuring the charity achieves the highest standards of care, clinical governance and training; achieves target annual income of around £10million; and produces innovative national research and related campaigns.

The Director of Care, Claire Hudson-Cooper, is an oncology specialist nurse who runs the care services, ensuring the highest standards of clinical care and holistic family support, and who contributes to regional and national improvements in standards and methods of care.

Both the CEO and Director of Care are also responsible for NHS commissioning contracts and liaison with NHS and Social Care services to ensure optimal, joined-up care for the children.

# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

### TRUSTEES' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2023

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The charity's 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, a lottery, legacies and a £3million turnover retail chain which includes the largest charity shop in the South of England.

The Communications and Marketing Director, Caroline Warnes, is responsible for the charity's website, design and branding, social media, media relations, supporter communications and marketing of fundraising activities.

The Finance Director, Ruth Spurrier (FCMA) is responsible for ensuring the charity 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.

Hannah-May Tatton took over from the retiring Diane de Souza during 2023 as the charity's HR Director, responsible for ensuring the charity recruits and trains its staff to the highest levels, discharges its legal responsibilities as an employer and looks after its 601 volunteers and 238 staff roles (176 full time equivalents) in order to provide the best and most cost-effective service.

The Senior Management Team further supported the charity in 2023 through various significant voluntary fundraising challenges; a fundraising event they arranged; salary sacrifice; donations or Gifts in Kind. The Trustees acknowledge with thanks this level of extra commitment.

Julia's House Ltd  
Registered Charity No 1067125 Company No 3465868  
Registered with the Fundraising Regulator and Care Quality Commission  
[www.juliashouse.org](http://www.juliashouse.org)

*"Like most people when I heard the word hospice I was daunted. But Julia's House is a happy place. It's a home. You don't really think of it as a hospice. It's a place that helps you make the most of life, and helps you appreciate everything you have."*

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

This report was approved by the trustees on Mar 28, 2024 and signed on their behalf by:

  
S Fraser (Mar 28, 2024 18:58 GMT)

**Steve Fraser, Treasurer**

# **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 2023

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### **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 2023 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 2023 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.

# **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 2023

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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 2023

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### **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 Care Quality Commission requirements.

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.



# **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 2023

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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](http://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 (Apr 2, 2024 19:38 GMT+1)

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

Chartered Accountants and Statutory Auditor

5<sup>th</sup> Floor  
Merck House  
Seldown Lane  
Poole  
BH15 1TW

Date: Apr 2, 2024

# 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 2023

		Unrestricted funds 2023 £	Restricted funds 2023 £	Total funds 2023 £	Total funds 2022 £
	Note				
<b>Income from:</b>					
Donations and legacies	2	3,633,563	255,798	3,889,361	4,836,621
Charitable activities	3	-	772,371	772,371	824,235
Other trading activities					
Fundraising events and Lottery	4	1,257,667	-	1,257,667	1,095,386
Income from shops	5	2,942,730	-	2,942,730	2,663,171
Government Covid income	6	-	-	-	1,936,561
Income from Investments	7	196,032	-	196,032	32,127
<b>Total income</b>		<b>8,029,992</b>	<b>1,028,169</b>	<b>9,058,161</b>	<b>11,388,101</b>
<b>Expenditure on:</b>					
Expenditure on trading	5	2,375,151	-	2,375,151	2,231,109
<b>Total income net of trading expenditure</b>		<b>5,654,841</b>	<b>1,028,169</b>	<b>6,683,010</b>	<b>9,156,992</b>
Expenditure on raising funds	8	1,959,041	-	1,959,041	1,483,818
<b>Net income available for charitable activities</b>		<b>3,695,800</b>	<b>1,028,169</b>	<b>4,723,969</b>	<b>7,673,174</b>
Expenditure on charitable activities	9	4,520,908	1,197,318	5,718,226	5,170,002
<b>Total expenditure</b>	14	<b>8,855,100</b>	<b>1,197,318</b>	<b>10,052,418</b>	<b>8,884,929</b>
<b>Net income/(loss) before investment gains</b>		<b>(825,108)</b>	<b>(169,149)</b>	<b>(994,257)</b>	<b>2,503,172</b>
Net gain/(loss) on investments	21	620,357	-	620,357	(718,838)
<b>Net income/(loss) before transfers</b>		<b>(204,751)</b>	<b>(169,149)</b>	<b>(373,900)</b>	<b>1,784,334</b>
Transfers between funds	26	54,978	(54,978)	-	-
<b>Net movement in funds</b>		<b>(149,773)</b>	<b>(224,127)</b>	<b>(373,900)</b>	<b>1,784,334</b>
<b>Reconciliation of funds:</b>					
Totals funds at 1 January 2023		16,880,890	685,428	17,566,318	15,781,984
<b>Total funds at 31 December 2023</b>		<b>16,731,117</b>	<b>461,301</b>	<b>17,192,418</b>	<b>17,566,318</b>

# JULIA'S HOUSE LIMITED

## (A Company Limited by Guarantee)

CONSOLIDATED BALANCE SHEET  
FOR THE YEAR ENDED 31 DECEMBER 2023

	Note	£	2023 £	£	2022 £
<b>Fixed assets</b>					
Tangible assets	19		1,933,967		2,031,332
Intangible assets	20		38,727		58,202
Investments	21		6,652,977		6,032,620
			8,625,671		8,122,154
<b>Current assets</b>					
Stocks	22	1,067,935		983,075	
Debtors	23	2,128,931		1,618,730	
Cash at bank and in hand	28	6,047,610		7,407,948	
		9,244,476		10,009,753	
<b>Creditors:</b> amounts falling due within one year	24	(677,729)		(565,589)	
<b>Net current assets</b>			8,566,747		9,444,164
<b>Net assets</b>			<b>17,192,418</b>		<b>17,566,318</b>
<b>Charity funds</b>	26				
Capital funds			1,972,692		2,089,534
Trading funds			573,172		439,246
Designated funds			11,986,510		11,236,645
General funds			2,198,743		3,115,465
Restricted funds			461,301		685,428
<b>Total funds</b>			<b>17,192,418</b>		<b>17,566,318</b>

The financial statements were approved by the trustees on Mar 28, 2024 and signed on their behalf by:

  
S Fraser (Mar 28, 2024 18:58 GMT)

**Steve Fraser, Treasurer**

The notes on pages 20 to 41 form part of these financial statements.

# JULIA'S HOUSE LIMITED

## (A Company Limited by Guarantee)

### COMPANY BALANCE SHEET

FOR THE YEAR ENDED 31 DECEMBER 2023

	Note	£	2023 £	£	2022 £
<b>Fixed assets</b>					
Tangible assets	19		1,933,967		2,031,332
Intangible assets	20		38,727		58,202
Investments	21		6,652,977		6,032,620
			8,625,671		8,122,154
<b>Current assets</b>					
Stocks	22	373,732		376,104	
Debtors	23	2,703,719		2,041,504	
Cash at bank and in hand		5,382,021		6,953,311	
		8,459,472		9,370,919	
<b>Creditors:</b> amounts falling due within one year	24	(465,897)		(366,001)	
<b>Net current assets</b>			7,993,575		9,004,918
<b>Net assets</b>			<b>16,619,246</b>		<b>17,127,072</b>
<b>Charity funds</b>	26				
Capital funds			1,972,692		2,089,534
Designated funds			11,986,510		11,236,645
General funds			2,198,743		3,115,465
Restricted funds			461,301		685,428
<b>Total funds</b>			<b>16,619,246</b>		<b>17,127,072</b>

The financial statements were approved by the trustees on Mar 28, 2024 and signed on their behalf by:

  
S Fraser (Mar 28, 2024 18:58 GMT)

**Steve Fraser, Treasurer**

The notes on pages 20 to 41 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 2023

	<b>Note</b>	<b>2023 £</b>	<b>2022 £</b>
<b>Cash flows from operating activities</b>			
Net (loss)/income for the year (as per Statement of Financial Activities)		(373,900)	1,784,334
<b>Adjustment for:</b>			
Depreciation charges		210,566	241,187
Amortisation charges		27,015	23,530
(Gains)/losses on investments		(620,357)	718,838
Dividends, interest and rents from investments		(196,032)	(32,127)
Loss on sale of fixed assets		562	75
Increase in stocks		(84,860)	(97,734)
(Increase)/decrease in debtors		(510,201)	725,531
Increase/(decrease) in creditors		112,140	(24,883)
Net cash provided by operating activities		(1,435,067)	3,338,751
<b>Cash flows from investing activities</b>			
Interest received		196,032	32,127
Purchase of property, plant and equipment		(114,013)	(213,334)
Purchase of intangible assets		(7,540)	(30,820)
Proceeds from the sale of property, plant & equipment		250	832
Purchase of investments		-	(1,000,000)
Net cash used in investing activities		74,729	(1,211,195)
Change in cash and cash equivalents in the year		(1,360,338)	2,127,556
Cash and cash equivalents brought forward	<b>28</b>	7,407,948	5,280,392
Cash and cash equivalents carried forward	<b>28</b>	6,047,610	7,407,948

# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

### NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2023

---

#### **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 2023

---

#### **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 2023

---

### **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. The Trustees approved a detailed income and expenditure budget for 2024 which envisages our various income streams returning to normal levels during the year. The existing higher level of reserves plus close financial controls mean the charity will be able to continue to provide the planned levels of care.

#### **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 2023

---

#### **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 2023

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#### **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 2023

### **2. Income from donations and legacies**

	<b>Unrestricted funds 2023 £</b>	<b>Restricted funds 2023 £</b>	<b>Total funds 2023 £</b>	<b>Total funds 2022 £</b>
Donations	1,360,794	150,039	1,510,833	1,606,371
Legacies	2,048,797	2,516	2,051,313	2,455,869
Grants	119,075	103,243	222,318	672,278
Gifts in kind	104,897	-	104,897	102,103
<b>Total donations and legacies</b>	<b>3,633,563</b>	<b>255,798</b>	<b>3,889,361</b>	<b>4,836,621</b>

In 2022, of the total income from donations and legacies, £674,612 was income to restricted funds and £4,162,009 was income to unrestricted funds.

### **3. Income from charitable activities**

	<b>Unrestricted funds 2023 £</b>	<b>Restricted funds 2023 £</b>	<b>Total funds 2023 £</b>	<b>Total funds 2022 £</b>
Government grant	-	482,645	482,645	536,272
NHS ICB	-	289,726	289,726	287,963
	-	772,371	772,371	824,235

In 2022, of the total Income from charitable activities, £824,235 was restricted income and £nil was unrestricted income.

### **4. Fundraising income**

	<b>Unrestricted funds 2023 £</b>	<b>Restricted funds 2023 £</b>	<b>Total funds 2023 £</b>	<b>Total funds 2022 £</b>
Fundraising events and lottery	1,257,667	-	1,257,667	1,095,386

In 2022, of the total fundraising income, £150 was income to restricted funds and £1,095,236 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 2023

### 5. Retail trading results

	Total funds 2023 £	Total funds 2022 £
<b>Charity shop income</b>		
Sales	1,998,015	1,681,239
Sales under the donated goods scheme	944,715	981,932
Total income from shops	2,942,730	2,663,171
Government Covid income	-	46,153
	2,942,730	2,709,324
<b>Charity shop expenses</b>		
Direct costs	715,323	661,550
Staff costs	1,190,018	1,092,899
National insurance	76,624	74,140
Pension costs	111,670	99,327
Depreciation	46,303	47,925
Support costs	235,213	255,268
	2,375,151	2,231,109
Net income from retail trading results	567,579	478,215

The Shop income for the year was reduced by £944,715 (2022: £981,932) 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 £237,307 (2022: £223,196).

In 2023 and 2022, all retail trading income and expenditure was unrestricted.

# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

### NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2023

#### **6. Government Covid Income**

	<b>Unrestricted funds 2023 £</b>	<b>Restricted funds 2023 £</b>	<b>Total funds 2023 £</b>	<b>Total funds 2022 £</b>
Hospice UK – Government grant	-	-	-	1,889,018
Kick Start	-	-	-	45,547
Statutory Sick Pay rebate	-	-	-	1,996
	-	-	-	1,936,561

In 2022, of the total Government Covid income, £1,889,018 was income to restricted funds and £47,543 was income to unrestricted funds.

#### **7. Investment income**

	<b>Unrestricted funds 2023 £</b>	<b>Restricted funds 2023 £</b>	<b>Total funds 2023 £</b>	<b>Total funds 2022 £</b>
Bank interest receivable	192,921	-	192,921	29,304
Dividends received	3,111	-	3,111	2,823
	196,032	-	196,032	32,127

In 2022, all investment income was unrestricted.

#### **8. Expenditure on raising funds**

	<b>Unrestricted funds 2023 £</b>	<b>Restricted funds 2023 £</b>	<b>Total funds 2023 £</b>	<b>Total funds 2022 £</b>
Direct costs	848,542	-	848,542	432,408
Premises costs	19,181	-	19,181	28,144
Overheads	149,802	-	149,802	152,987
Staff costs	887,827	-	887,827	823,173
Depreciation	24,045	-	24,045	19,821
Investment management costs	29,644	-	29,644	27,285
	1,959,041	-	1,959,041	1,483,818

# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

### NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2023

#### **9. Analysis of expenditure on charitable activities**

	<b>Unrestricted funds 2023 £</b>	<b>Restricted funds 2023 £</b>	<b>Total funds 2023 £</b>	<b>Total funds 2022 £</b>
Cost of care	4,520,908	1,197,318	5,718,226	5,170,002

#### **10. Analysis of resources expended by activities**

	<b>Direct costs 2023 £</b>	<b>Support costs 2023 £</b>	<b>Total funds 2023 £</b>	<b>Total funds 2022 £</b>
Cost of care	4,426,752	1,291,474	5,718,226	5,170,002

#### **11. Direct care costs**

	<b>Total funds 2023 £</b>	<b>Total funds 2022 £</b>
Premises costs	75,711	122,501
Overheads	459,292	411,713
Staff costs	3,073,449	2,587,211
National insurance	302,833	261,525
Pension cost	368,211	288,400
Depreciation	147,256	179,728
	<b>4,426,752</b>	<b>3,851,078</b>

#### **12. Support costs**

	<b>Expenditure on shops 2023 £</b>	<b>Cost of care 2023 £</b>	<b>Total 2023 £</b>	<b>Total 2022 £</b>
Direct costs	56	83,693	83,749	131,935
Overheads	41,162	193,459	234,621	250,316
Staff cost	149,729	826,490	976,219	967,953
National insurance	15,319	84,890	100,209	103,500
Pension cost	18,139	93,773	111,912	103,245
Depreciation	10,808	9,169	19,977	17,243
	<b>235,213</b>	<b>1,291,474</b>	<b>1,526,687</b>	<b>1,574,192</b>

# JULIA'S HOUSE LIMITED

## (A Company Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023

### 13. Governance costs

	Unrestricted funds 2023 £	Restricted funds 2023 £	Total funds 2023 £	Total funds 2022 £
Audit fees	20,000	-	20,000	15,600
Tax & advisory fees	4,655	-	4,655	1,170
Administration expenditure	6,807	-	6,807	22,451
	31,462	-	31,462	39,221

### 14. Analysis of resources expended by expenditure type

	Staff costs 2023 £	Depreciation and amortisation 2023 £	Other costs 2023 £	Total 2023 £	Total 2022 £
Fundraising and events	887,827	24,045	1,047,169	1,959,041	1,483,818
Retail expenses	1,561,499	57,111	756,541	2,375,151	2,231,109
Cost of care	4,749,646	156,425	812,155	5,718,266	5,170,002
	7,198,972	237,581	2,615,865	10,052,418	8,884,929

### 15. Income

The charity generated 0.1% of its incoming resources from outside of the UK during the year (2022: 0.13%).

# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

### NOTES TO THE FINANCIAL STATEMENTS

#### FOR THE YEAR ENDED 31 DECEMBER 2023

#### **16. Net incoming resources**

This is stated after charging;

	<b>2023</b>	<b>2022</b>
	<b>£</b>	<b>£</b>
Depreciation of tangible fixed assets:		
- Owned by the charitable group	210,566	241,188
Amortisation of intangible assets:		
- Owned by the charitable group	27,015	23,530
Operating lease rentals:		
- Premises rent	373,855	354,007
- Other leases	5,013	4,746
Auditors' remuneration (Group fees)	20,000	15,600

During the year rent concessions were received totalling £nil (2022: £1,000).

During the year, no trustee received any remuneration (2022: £nil).

During the year, no trustees received any benefits in kind (2022: £nil).

During the year, two trustees received reimbursement of expenses totalling £627 (2022: £404).

During the year the company provided indemnity Insurance to cover all its trustees under their duties as trustees at a cost of £5,871 (2022: £5,413).

#### **17. Staff costs**

Staff costs were as follows:

	<b>2023</b>	<b>2022</b>
	<b>£</b>	<b>£</b>
Wages and salaries	5,982,225	5,334,302
Social security costs	553,011	510,182
Other pension costs	663,736	556,889
	<b>7,198,972</b>	<b>6,401,373</b>

The average monthly number of employees was 234 (2022: 222) and the average monthly number of full time equivalent employees during the year was as follows:

	<b>2023</b>	<b>2022</b>
	<b>No.</b>	<b>No.</b>
Care staff	84	71
Others	90	88
	<b>174</b>	<b>159</b>



# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023

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### **17. Staff costs (cont.)**

The number of higher paid employees was:

	<b>2023 No.</b>	<b>2022 No.</b>
In the band £60,001 - £70,000	1	1
In the band £70,001 - £80,000	1	2
In the band £80,001 - £90,000	1	-
In the band £90,001 to £100,000	-	1
In the band £100,001 to £110,000	1	-
	<hr/>	<hr/>
	4	4

Key management personnel of the charity for the year comprise the Chief Executive, Deputy Chief Executive, Finance Director, HR Director, Director of Care and Communications & Marketing Director whose employee benefits total £493,206 (including pension contributions) (2022: £459,248).

### **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 deficit for the financial year was £507,826 (2022: £2,017,537).

# JULIA'S HOUSE LIMITED

## (A Company Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023

### 19. Tangible fixed assets

	Leasehold property £	Motor vehicles £	Fixtures, fittings & equipment £	Total £
<b>Group and Company Cost</b>				
At 1 January 2023	2,741,865	73,692	1,180,391	3,995,948
Additions	37,867	-	76,146	114,013
Disposals	(1,690)	-	(20,596)	(22,286)
At 31 December 2023	2,778,042	73,692	1,235,941	4,087,675
<b>Depreciation</b>				
At 1 January 2023	952,193	41,677	970,746	1,964,616
Charge for the year	113,166	11,187	86,213	210,566
On disposals	(994)	-	(20,480)	(21,474)
At 31 December 2023	1,064,365	52,864	1,036,479	2,153,708
<b>Net book value</b>				
At 31 December 2023	1,713,677	20,828	199,462	1,933,967
At 31 December 2022	1,789,672	32,015	209,645	2,031,332

# JULIA'S HOUSE LIMITED

## (A Company Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023

### 20. Intangible fixed assets

	Software £	Total £
<b>Group and Company Cost</b>		
At 1 January 2023	116,009	116,009
Additions	7,540	7,540
Disposals	-	-
At 31 December 2023	123,549	123,549
<b>Amortisation</b>		
At 1 January 2023	57,807	57,807
Charge for the year	27,015	27,015
On disposals	-	-
At 31 December 2023	84,822	84,822
<b>Net book value</b>		
At 31 December 2023	38,727	38,727
At 31 December 2022	58,202	58,202

# JULIA'S HOUSE LIMITED

## (A Company Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023

### 21. Fixed asset investments

Group Market value	Listed securities £
At 1 January 2023	6,032,620
Additions	-
Revaluations	620,357
	<hr/>
At 31 December 2023	6,652,977
	<hr/>

Group and company investments at market value comprise:

	2023 £	2022 £
Listed investments	6,652,977	6,032,620
	<hr/>	<hr/>

All the fixed asset investments are held in the UK.

Split of investments:

	31 December 2023 £	31 December 2022 £
UK bonds	746,845	376,941
Overseas bonds	431,532	381,393
UK equities	1,195,736	1,388,784
North American equities	1,937,556	1,387,601
Japanese equities	152,187	155,574
European equities	440,915	403,043
Asia Pacific equities	339,652	302,755
Global investments	342,156	315,286
Property	204,256	191,077
Absolute	236,017	328,658
Other investments	318,571	236,146
Cash	307,554	565,362
	<hr/>	<hr/>
	6,652,977	6,032,620
	<hr/>	<hr/>

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 2023

#### 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 Ground Floor, Allenvie House, Hanham Road, Wimborne, Dorset, BH21 1AS.

#### 22. Stocks

	Group		Company	
	2023 £	2022 £	2023 £	2022 £
Stock of donated goods	1,058,875	977,356	369,222	373,366
Stock of purchased goods	9,060	5,719	4,510	2,738
	1,067,935	983,075	373,732	376,104

#### 23. Debtors

	Group		Company	
	2023 £	2022 £	2023 £	2022 £
Trade debtors	44,181	33,293	44,181	33,293
Amounts owed by group undertakings	-	-	743,509	566,474
Other debtors	1,767,994	1,313,992	1,707,988	1,274,338
Prepayments and accrued income	316,756	271,445	208,041	167,399
	2,128,931	1,618,730	2,703,719	2,041,504

# JULIA'S HOUSE LIMITED

## (A Company Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023

### 24. Creditors

	Group		Company	
	2023 £	2022 £	2023 £	2022 £
Trade creditors	148,882	91,661	118,737	61,078
Other taxation and social security	144,570	150,081	144,570	150,081
Other creditors	190,103	149,506	56,953	16,308
Accruals and deferred income	194,174	174,341	145,637	138,534
	677,729	565,589	465,897	366,001

### 25. Deferred income

	Group		Company	
	2023 £	2022 £	2023 £	2022 £
Deferred income at 1 January 2023	52,048	184,989	52,048	184,989
Resources deferred during the year	58,754	52,048	58,754	52,048
Amounts released from previous years	(52,048)	(184,989)	(52,048)	(184,989)
Deferred income at 31 December 2023	58,754	52,048	58,754	52,048

# JULIA'S HOUSE LIMITED

## (A Company Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023

### 26. Statement of funds

	Brought forward £	Incoming resources £	Resources expended £	Transfer in/(out) £	Gains/(losses) £	Carried forward £
<b>Capital funds</b>	2,089,534	65,652	(237,472)	54,978	-	1,972,692
<b>Trading subsidiary funds</b>	439,246	2,701,934	(2,568,008)	-	-	573,172
<b>Designated funds</b>						
Care funds	9,718,270	-	(4,028,759)	4,685,969	-	10,375,480
Information Systems	160,926	-	(30,262)	31,304	-	161,968
Hospice Refurbishment	-	-	-	68,163	-	68,163
Lease funds	1,357,449	-	(378,868)	402,318	-	1,380,899
	11,236,645	-	(4,437,889)	5,187,754	-	11,986,510
<b>General funds</b>	3,115,465	5,262,406	(1,611,731)	(5,187,754)	620,357	2,198,743
<b>Total unrestricted funds</b>	16,880,890	8,029,992	(8,855,100)	54,978	620,357	16,731,117

# JULIA'S HOUSE LIMITED

## (A Company Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023

### 26. Statement of funds (cont.)

Restricted funds	Brought forward £	Incoming resources £	Resources expended £	Transfer in/(out) £	Gains/ (losses) £	Carried forward £
Wiltshire nursing & care costs	201,460	111,442	(128,181)	-	-	184,721
Dorset nursing & care costs	471,503	824,825	(1,027,282)	-	-	269,046
Sibling project	-	16,500	(14,570)	-	-	1,930
Family support	3,000	13,428	(15,722)	-	-	706
Hospice costs	9,465	61,974	(11,563)	(54,978)	-	4,898
	685,428	1,028,169	(1,197,318)	(54,978)	-	461,301
Total of funds	17,566,318	9,058,161	(10,052,418)	-	620,357	17,192,418

### Summary of funds

	Brought Forward £	Incoming resources £	Resources expended £	Transfer in/(out) £	Gains/ (losses) £	Carried forward £
Capital funds	2,089,534	65,652	(237,472)	54,978	-	1,972,692
Trading subsidiary funds	439,246	2,701,934	(2,568,008)	-	-	573,172
Designated funds	11,236,645	-	(4,437,889)	5,187,754	-	11,986,510
General funds	3,115,465	5,262,406	(1,611,731)	(5,187,754)	620,357	2,198,743
	16,880,890	8,029,992	(8,855,100)	54,978	620,357	16,731,117
Restricted funds	685,428	1,028,169	(1,197,318)	(54,978)	-	461,301
Total of funds	17,566,318	9,058,161	(10,052,418)	-	620,357	17,192,418



# **JULIA'S HOUSE LIMITED**

## **(A Company Limited by Guarantee)**

### NOTES TO THE FINANCIAL STATEMENTS

#### FOR THE YEAR ENDED 31 DECEMBER 2023

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#### **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.

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

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

The Adrian Swire Charitable Trust  
Ann Burns Trust  
The J&M Foundation  
The John Horseman Trust  
The Late Lord Methuen's Charitable Trust  
Malmesbury League of Friends  
The Steel Charitable Trust  
The Margaret Fisher Charitable Trust  
Wiltshire Community Foundation

# JULIA'S HOUSE LIMITED

## (A Company Limited by Guarantee)

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023

### 27. Analysis of net assets between funds

	Unrestricted funds 2023 £	Restricted funds 2023 £	Total funds 2023 £	Total funds 2022 £
Tangible fixed assets	498,375	1,435,592	1,933,967	2,031,332
Intangible fixed assets	38,727	-	38,727	58,202
Fixed asset investments	6,652,977	-	6,652,977	6,032,620
Current assets	10,218,767	(974,291)	9,244,476	10,009,753
Creditors due within one year	(677,729)		(677,729)	(565,589)
	16,731,117	461,301	17,192,418	17,566,318

### 28. Analysis of cash and cash equivalents

	2023 £	2022 £
Cash in hand	74,565	62,646
Deposit accounts	5,973,045	7,345,302
<b>Total</b>	<b>6,047,610</b>	<b>7,407,948</b>

### 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 £137 were outstanding at the balance sheet date (2022: £892).

The total pension contributions payable by the group in the year amounted to £663,736 (2022: £556,889).

# JULIA'S HOUSE LIMITED

## (A Company Limited by Guarantee)

### NOTES TO THE FINANCIAL STATEMENTS

#### FOR THE YEAR ENDED 31 DECEMBER 2023

#### 30. Operating lease commitments

At 31 December 2023 the group had annual commitments under non-cancellable operating leases as follows:

	Land and buildings		Other	
Group and Company	2023 £	2022 £	2023 £	2022 £
<b>Expiry date:</b>				
Within 1 years	374,187	376,437	5,347	4,117
Between 2 and 5 years	894,999	889,749	13,073	9,852
After more than 5 years	93,293	77,293	-	-
	1,362,479	1,343,479	18,420	13,969

#### 31. Other commitments

	Group		Company	
	2023 £	2022 £	2023 £	2022 £
Contracted for but not provided in these financial statements	111,240	104,350	111,240	104,350

#### 32. Controlling party

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

#### 33. Related parties

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