

Salisbury Hospice Charity Limited

England & Wales · Charity number 1123314

Details

Other names	SALISBURY HOSPICE, SALISBURY HOSPICECARE TRUST LIMITED, SALISBURY HOSPICE CHARITY
Status	Registered
Legal form	Charitable company
Company number	06525170
Registered	2008-03-25
Register	View on the Charity Commission register

Contact

Address	Mr Ian Kemp - Finance Manager Salisbury Hospice Charity Ltd Salisbury Hospice Odstock Road Salisbury SP2 8BJ
Phone	01722416353
Email	ian@salisburyhospicecharity.org.uk
Website	www.salisburyhospicecharity.org.uk

Activities

Objects: 3.1 TO PROMOTE THE RELIEF OF SUFFERING (SO FAR AS SUCH PURPOSE IS CHARITABLE) IN SUCH WAYS AS THE CHARITY SHALL FROM TIME TO TIME THINK FIT AND IN PARTICULAR (BUT WITHOUT PREJUDICE TO THE GENERALITY OF SUCH OBJECT) 3.1.1 BY ESTABLISHING MAINTAINING AND PROVIDING HOSPICE CARE AND HOME CARE SERVICES FOR THE RECEPTION AND CARE OF PERSONS OF EITHER SEX (WITHOUT REGARD TO RACE OR CREED) WHO ARE SUFFERING (AT ANY AGE) FROM ANY CHRONIC OR TERMINAL ILLNESS OR FROM ANY DISABILITY OR DISEASE ATTRIBUTABLE TO OLD AGE OR FROM ANY OTHER PHYSICAL OR MENTAL INFIRMITY DISABILITY OR DISEASE AND BY PROVIDING MEDICAL OR OTHER TREATMENT AND ATTENTION FOR ANY SUCH PERSONS AS AFORESAID IN THEIR OWN HOMES 3.1.2 BY CONDUCTING OR PROMOTING OR ENCOURAGING RESEARCH INTO THE CARE AND TREATMENT OF PERSONS SUFFERING FROM ANY SUCH ILLNESS DISABILITY, DISEASE OR INFIRMITY AS AFORESAID AND PARTICULARLY INTO THE CARE AND TREATMENT OF PERSONS SUFFERING FROM CANCER OR TERMINAL ILLNESSES 3.1.3 BY PROVIDING BEREAVEMENT COUNSELLING SERVICES FOR ADULTS AND CHILDREN INCLUDING BUT NOT LIMITED TO CIRCUMSTANCES WHERE THE BEREAVEMENT CONCERNS A PATIENT TREATED BY THE CHARITY 3.1.4 BY PROVIDING OR ASSISTING IN OR ENCOURAGING THE PROVISION OF SPIRITUAL HELP AND GUIDANCE FOR 3.1.4.1 PERSONS SUFFERING FROM ANY SUCH ILLNESS DISABILITY DISEASE OR INFIRMITY AS AFORESAID WHETHER RECEIVING CARE AND/OR TREATMENT AT A HOSPICE RESIDENTIAL HOME OR IN THEIR OWN HOMES 3.1.4.2 THE FAMILIES OF SUCH PERSONS AND 3.1.4.3 THE CARERS OF SUCH PERSONS AND 3.1.5 BY PROVIDING CARE SUPPORT AND ASSISTANCE TO THE CARERS AND FAMILY OF PATIENTS TREATED BY THE CHARITY IN SUCH WAYS AS THE CHARITY THINKS FIT

Activities: The charity provides financial support for the Palliative Care Service based at Salisbury Hospice, and for the relief of suffering in cancer and other terminal illness and the promotion of related research. The aim of the charity is to contribute to the funding of a full range of palliative care services from Salisbury NHS Foundation Trust.

Classification

- **How:** Makes Grants To Organisations
- **What:** The Advancement Of Health Or Saving Of Lives
- **Who:** The General Public/mankind

Geography

- **Area of benefit:** UNDEFINED IN PRACTICE WILTSHIRE
- Wiltshire

Finances

Period end	Income	Expenditure	Assets	Employees
2025-03-31	£2,290,432	£2,364,431	£3,929,877	14
2024-03-31	£2,834,041	£2,090,909	£4,035,179	13
2023-03-31	£1,538,612	£1,929,743	£3,136,069	14
2022-03-31	£1,582,332	£1,695,370	£3,736,768	10
2021-03-31	£2,506,489	£1,406,204	£3,777,281	9

Trustees

Name	Role	Appointed
Carina Birt		2026-03-16
DAVID HUGH CHARLES PARDOE		2014-02-20
IAN PETER DOWNIE		2010-02-10
Jane Ranaboldo		2026-03-16
John Graham Brazier		2025-07-21
MARK MERRILL		2016-09-15
Nicola Ann Spicer		2017-02-23
Patricia Mary Freemantle		2026-03-16
Peter David Jenkins		2024-07-15
STELLA VALENTINE MARGARET SYKES		2014-05-28

Salisbury Hospice Charity Limited

England & Wales - Charity number 1123314

Accounts



SALISBURY HOSPICE CHARITY LIMITED
(A Company Limited By Guarantee)

Report of the Trustees and Financial Statements
for the year ended 31 March 2025

Company no. 06525170
Charity no. 1123314

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Report of the Trustees

For the year ended 31 March 2025

The legal and administrative information stated below forms part of this report. The financial statements comply with current statutory requirements, the Memorandum and Articles of Association and the Statement of Recommended Practice for Charities - (FRS 102 effective January 2019).

This report has been prepared in accordance with the provisions of Part 15 relating to small companies.

Registered Office and Operational Address

Salisbury Hospice, Odstock Road, Salisbury SP2 8BJ

Website

www.salisburyhospicecharity.org.uk

Trustees

Nicola Spicer (Chair)

Carl Broadbridge (resigned 19th May 2025)

Frank Cunnane (appointed 15 Jul 2024, resigned 29th Apr 2025)

Aloysia Daros (resigned 19th May 2025)

Ian Downie

Jennifer Goody

Peter Hill (resigned 3rd May 2024)

Peter Jenkins (appointed 15 Jul 2024)

Mark Merrill

Michael Nielsen (resigned 6th Jun 2025)

David Pardoe

Stella Sykes

Jules Whale

Investment Managers

Cazenove Capital, Schroder & Co Limited, 1 London Wall Place,
London EC2Y 5AU

Quilter Cheviot, London Road Office Park, London Road,
Salisbury SP1 3HP

Bankers

National Westminster Bank Plc, 48 Blue Boar Row, Salisbury
SP1 1DF

Aldermore Bank Plc, Apex Plaza, Forbury Road, Reading
RG1 1AX

CCLA, Senator House, 85 Queen Victoria Street, London EC4V
4ET

Auditors

Fawcetts LLP Chartered Accountants, Windover House,
St Ann Street, Salisbury SP1 2DR

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2025

Letter from the Chair – Nicola Spicer

Welcome to our annual report for 2024/25.

It's been an excellent year for Salisbury Hospice Charity, made possible by the kindness and generosity of our remarkable local community.

We are extremely grateful to everyone who has supported us—whether by giving their time, sharing their expertise, or raising vital funds. Your contributions have enabled us to continue providing essential care and support to people in Salisbury and the surrounding areas living with life-limiting illnesses and those at the end of life.

Together we raised £2,290,432 in income to support the vital services of Salisbury Hospice.

This year has seen a number of exciting developments, including the full refurbishment of the **Peter Gillam Support Centre**. The updated space offers patients and carers a welcoming environment for both social interaction and access to professional support, including complementary therapies. The refurbishment also included the replacement of all flooring throughout the hospice and the installation of new artwork, helping to create a more comfortable and homely atmosphere for everyone who visits.

The charity also welcomed a new **Director of Fundraising & Marketing**, bringing with him a wealth of experience from both the third and private sectors. Their appointment marks a key step in the organisation's growth, with a focus on developing a five-year fundraising strategy, driving sustainable income growth, increasing brand awareness, and strengthening relationships with the Trust and local community leaders.

Over the past year, Salisbury Hospice Charity has achieved strong and diverse fundraising outcomes across multiple income streams. Legacies remain a significant and valued source of support, while charitable trusts and foundations have continued to fund vital clinical services, including major contributions from The Wolfson Foundation and The National Lottery. Corporate fundraising continued to thrive through successful initiatives like Jail and Bail and the Corporate Gala Quiz, with exciting new partnerships secured with Qinetiq and Nucleus. Flagship events such as the Summer Fair and The Midnight Walk exceeded expectations, thanks to outstanding community and volunteer support.

Local initiatives including the Hatch House event, Grimsdyke Goose Fair, and Fabulous Family Funday further strengthened our community ties. Meanwhile, sports and challenge events saw impressive participation and engagement, led by the successful Croatia Mountain Trek, the popular Elf Run, and nationwide supporter-led activities including the London Marathon. Together, these efforts reflect the generosity of our supporters and the effectiveness of our evolving fundraising strategy.

I would like to offer my sincere thanks to all staff, volunteers, friends, ambassadors, patrons, partners, supporters and donors who play such an important role in allowing us to continue to grow and provide these essential services.



Nicola Spicer
Chair, Salisbury Hospice Charity

Structure, Governance and Management

Salisbury Hospice Charity Limited is a company limited by guarantee. It was incorporated on 5 March 2008 and registered as a charity on 25 March 2008. It assumed the assets and liabilities of an existing unincorporated charity.

The charity is governed by a board of trustees (who are also the directors of the company). The trustees come from a range of backgrounds and they regularly review the skills within the board and consider both succession planning and existing skill needs.

Potential trustees are asked to attend several trustee meetings on an informal basis before formal appointment as a trustee.

The trustees govern the organisation in accordance with the powers set out in the memorandum of association of the company.

The trustees meet six times a year, for full board meetings.

In addition to the above, smaller groups of trustees together with relevant staff members meet between formal trustee meetings to deal with other business. The three main groups cover Fundraising & Marketing, Governance & People, and Executive/Finance.

The trustees delegate the day to day running of the charity to a staff of fourteen, Twelve fundraising staff and two finance and administrative staff.

The Trustees have considered the Charity Commission's General Guidance on public benefit, and are satisfied that the public benefit requirement is being met.

Aims and Objectives

The aims and objectives of the charity, as set out in its memorandum of association, are to promote the relief of suffering by:

- Establishing, maintaining and providing hospice care and homecare services for those who are suffering from any chronic or terminal illness, disability or disease and providing medical or other treatment and attention for any such persons.
- Conducting, promoting and encouraging research into the care and treatment of those suffering from any illness, disability, disease or infirmity and particularly into the care and treatment of those suffering from cancer or terminal illness.
- Providing bereavement counselling services for adults and children.
- Providing, assisting or encouraging the provision of spiritual help and guidance for both those suffering from such illness or infirmity and also for their families and carers.

The charity does this by:

- Providing significant financial support for Salisbury Hospice which is staffed by the Palliative Care Service of Salisbury NHS Foundation Trust.
- Providing additional essential services for those affected by life limiting illness and bereavement. Such services include staff education, activities and equipment both in the hospice and for the Hospice at Home service.

The charity annually aims to provide funds for more than 50% of the direct costs of hospice services.

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2025

Further details of all these specialist palliative care services are set out below.

Salisbury Hospice provides an integrated and comprehensive service for patients with advanced, progressive, life-limiting illnesses, and also for their families and carers. In 2024/25 1,200 patients were supported through our specialist palliative care services, and 2,729 referrals were made across all of our services. This demonstrates the vital role we play in our community.

Inpatient Unit

There are 10 single rooms, five of which are ensuite. There is also a guest bedroom, day room and a complementary therapy room. Patients are admitted from both the community and the hospital, with reasons for admission including complex symptom control, care of the dying, rehabilitation, specific treatments and complex respite. In 2024/25 there were a total of 242 admissions to the inpatient unit, with the unit operating at 90% capacity year-round.

Community Specialist Palliative Care Team

Members of the hospice multidisciplinary team work in the community in partnership with GPs and district nurses to support patients and families at home. This includes clinical nurse specialists, doctors, therapy staff, and social workers supported by admin staff and volunteers. Demand for this part of our service continues to increase. In 2024/25 617 patients were supported by the hospice team in the community, through 1,889 patient visits, and 7,192 telephone contacts. (NB this does not include those under the care of Hospice at Home)

Hospital Specialist Palliative Care Team

Input from a wide range of members of the Specialist Palliative Care Team provide support to patients, families and staff of the acute wards in Salisbury NHS Foundation Trust. This is primarily provided by the Hospital Specialist Palliative Care Team, which is consultant led, with specialist nurses and doctors with additional support from other hospice staff, including the family support team. In 2024/25, 647 patients were seen by the hospice team in the hospital setting across 2,709 visits.

Palliative Care Therapy Team

The occupational therapists, holistic therapists, and physiotherapists work predominantly on the inpatient unit, but also in day care, community and outpatients. In 2024/25, 281 patients were supported by the therapy team, who delivered 2,193 rehabilitation sessions. Support includes symptom control, pain relief, meditation, rehabilitation, equipment needs, and discharge planning.

Day Therapy Service

The Peter Gillam Support Centre is a nurse-led, patient-focused day service for individuals with life-limiting illnesses and specialist palliative care needs. Patients can connect with others, access trained staff for symptom monitoring, discuss concerns, and plan for the future. The centre also hosts carer support sessions, offering emotional and practical guidance for informal caregivers. During 2024/25 it welcomed 106 referrals and hosted 644 attendances for therapeutic and wellbeing activities. The Charity has funded the refurbishment of this area which is now complete. Now with greater accessibility, it is hoped wider usage and an increased range of services will be available.

Hospice at Home

Since April 2016, this invaluable service has provided high quality care for palliative patients at the end of their life who wish to stay in their own home. The service has also acted as a 'crisis intervention', preventing any unwanted hospital admissions. In 2024/25 this delivered 1,164 hours of care, by way of 1,796 visits to patients who wished to remain at home at the end of life. The charity provided the funding for a four year initial offering of this service. The core service is now jointly funded with the NHS, with the charity providing additional funding when required to help meet demand.

Family Support Team and Bereavement Service

The social workers in the family support and bereavement team work with patients, families, and loved ones, including children, pre and post bereavement. They coordinate the bereavement service, which is delivered by members of the multidisciplinary team as well as specially trained volunteers. In 2024/25, the Family Support Team provided support through 67 adult and 10 child referrals by way of 350 visits. The Bereavement Service Supported families following 657 patient deaths, and received 148 bereavement referrals. Due to the increased demand for these services, the charity is funding an additional full time bereavement social worker.

Education Service

The Hospice education service provides and supports education programmes both for our own staff in the Hospice, as well as the wider professional community to empower and enable all those providing end of life care in any setting. The charity has funded the education post for a 24 month term until December 2025.

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2025

Risk Management

The trustees understand that they have a duty to identify the major risks to which the charity is, or might be, exposed. They also have a duty to establish that systems to ensure that exposure to these risks are minimised. The key operational, reputational and financial risks are included in a risk matrix which is reviewed regularly and action is taken to ensure mitigation measures are in place and acted on by all staff.

The key risks identified are:

- The financial demands for maintaining the current level of hospice services exceed current and expected resources
- An incident at a fundraising event creates unfavourable publicity and impacts fundraising ability
- Loss of key fundraising staff

The continued uncertain economic climate continues to have an impact on fundraising activities. The trustees anticipate that fundraising will remain challenging for the foreseeable future, and are continually looking to open new lines of fundraising income.

Achievements and Performance

The trustees measure performance against key objectives.

Fundraising results are measured against the budgets set at the beginning of the financial year. They are determined initially by the Director of Fundraising and Marketing and the staff team and agreed by the trustees. Fundraising performance is measured by monthly management information and reviewed regularly by the Trustee Board. The trustees monitor performance of the investment portfolio and obtain advice from both Cazenove Capital and Quilter Cheviot.

Fundraising

Legacies - Legacies continue to represent a significant and valued source of income for the charity. We are deeply grateful to those who have chosen to remember Salisbury Hospice in their Wills. These generous and thoughtful gifts have a lasting impact, enabling us to continue delivering vital compassionate care and support to people in our local community.

Charitable Trusts and Foundations - Despite an increasingly challenging external climate and growing competition for charitable funding, grants from trusts and foundations remain a vital source of income for our organisation. We are immensely grateful for the continued generosity of both longstanding supporters and new funders. Over the past year, we were awarded grants totalling **£224,097**, enabling us to sustain and develop the clinical services. This included a significant contribution from **The Wolfson Foundation** towards the refurbishment of the **Peter Gillam Support Centre**, and funding from **The National Lottery** to support the delivery of our education and training services, the role of our Hospice Volunteer Manager, and to improve physical access to the 'Living Well' programme.

Corporate Support - Last year was a successful year for corporate fundraising, marked by continued growth and engagement with local businesses across a broad range of sectors. Our **Jail and Bail** initiative was a standout success, generating both significant income and increased awareness. The **Corporate Gala Quiz** also continued to grow in popularity and impact, strengthening relationships and expanding our network of business supporters. We are delighted to be entering 2025/26 with two significant corporate partnerships with Qinetiq and Nucleus. We continue to be grateful to all of our corporate partners.

Events - In an increasingly saturated and challenging marketplace with increasing costs, our events portfolio continues to evolve, demonstrating adaptability and innovation to maintain impact and relevance. Key events such as the **Summer Fair** and **The Midnight Walk** all exceeded expectations, surpassing the income generated in previous years. This success is a testament to the incredible support of our local community and the dedication of our volunteers, without whom these events would not be possible.

Community Support - Support from our local community continues to play a crucial role in sustaining our work and funding vital hospice services. The marvellous **Hatch House event** has become a highlight in the community calendar, thanks to the tireless efforts of the dedicated **Tisbury Committee** and the kind hosts **Sir Henry and Lady Rumbold**, whose ongoing support for the hospice has been truly outstanding. The **Grimsdyke Goose Fair**, **Christmas Tree Collection** and the well-established **Fabulous Family Funday** have raised significant funds and continue to play a key role in the growth of our diverse community support.

Sport & Challenges - Sports and challenge events continue to offer exciting opportunities for growth. The **Croatia Mountain Trek** was a standout success, raising over **£40,000** and delivering a memorable experience for all involved. The introduction of the **Elf Run** also proved highly effective in building new relationships with local nurseries and primary schools, engaging young supporters and their families in a fun and meaningful way. In addition, we were thrilled to receive over **£30,000** from individuals who took part in events across the country in support of the hospice, including our incredible **London Marathon** runners whose dedication and effort were truly inspiring.

In accordance with section 162A of the Charities Act of 2011, the number of complaints received by the charity about the activities of the charity, or fundraising purposes during the year 2024-2025 was nil.

Volunteers

The charity and the hospice is fortunate to have a dedicated team of around 200 active volunteers in a range of essential roles. They support fundraising, help in the hospice day unit and work with the complementary therapies team. In addition, they give bereavement support, deliver the essential community companion service and work in the beautiful hospice gardens. This support equates to over 600 hours per week saving the hospice an estimated £355,000 per year.

Financial Review

The results for the year are shown in the Statement of Financial Activities. The net deficit for the year before losses on investments was £73,999. Our day to day fundraising activities were broadly inline with budgets, and our overall income was again bolstered by a very good level of legacy income, which cannot be expected year on year.

The grant to Salisbury NHS Foundation Trust to fund hospice services in 2024/25 was £1.3M. The charity also provided £40,700 to the hospice for non-clinical expenses including staff and volunteer training and patient comforts. In addition, the charity also funded the refurbishment/development of £242,745 for the Peter Gillam Support Centre, £66,400 to support the Hospice Education Role. £36,400 being the second instalment of the implementation of the Systm One IT system in the Hospice, and £29,800 on other Hospice projects including the purchase of a Cuddlebed, ultrasound equipment, a bath hoist, and lone worker devices.

Reserves Policy

The trustees have a policy of holding an income reserve to protect the charity against future and unforeseen fluctuations in its income and expenditure. The trustees regularly review the position and have considered their policy taking into account external factors that could impact on the charity's fundraising capacity.

The trustees have agreed during the year to maintain our policy to aim to keep a reserve of between six and nine months running costs of the charity and up to 100% of the planned donation for hospice services for the year following the latest balance sheet date.

At 31 March 2025 the general fund amounted to £3,688,378. On the basis of the agreed policy the reserve requirement is between £2,086,320 and £2,306,980. The reserve surplus will enable the charity to maintain its contribution to the Salisbury NHS Foundation Trust for the hospice service over the upcoming potentially challenging years.

The reserve surplus has allowed the trustees to designate funds for a number of important projects.

The charity is part way through funding up to £150,000 for the 'Systm One' IT system upgrade for the hospice, and £86,000 over 18 months to fund the education post within the Hospice, which has now been extended to 24 months. They have also committed to fund the following items within the £1.6M annual donation. A Bereavement Support Post over 24 months of £100,000, and the Education Post Administrator over 12 months of £25,000.

Investment Policy and Performance

The trustees aim to invest funds not required for immediate use in order to maintain the real value of the charity's assets and the purchasing power of its income for both current and future beneficiaries of its services. The trustees also wish to minimise the risk of capital and income losses. This is done by employing professional fund managers, by restricting the range of investment instruments and by requiring its investment portfolio to be diversified. This is achieved by holding its investments in Charity Authorised Investment Funds. The trustees have agreed benchmark returns and the means of monitoring performance against these with the investment managers.

Remuneration

The trustees receive no remuneration or other benefit from their work with the charity. The pay of our staff is reviewed on an annual basis by a Committee of Trustees where recommendations are brought to the full Trustee Board. Pay levels are benchmarked against pay levels of other similar charities. Details of staff costs and numbers are disclosed in note 7 to the financial statements.

How our Activities Deliver Public Benefit

The trustees regularly review the ways in which the activities of the charity enable the charity to achieve its aims and deliver public benefit. All of the available financial and volunteer resources of the charity are used to provide support to those suffering from terminal or life limiting illnesses and their families and carers. This support is provided either directly by the charity or through the palliative care services of Salisbury NHS Foundation Trust which are part funded by the charity.

Plans for the Future

The charity has planned to increase its main donation to support the hospice to £1,600,000 for the year to 31 March 2026. This figure will include our funding of Systm One, the education posts, and bereavement support post. There will also be some additional capital and one off items being funded. It expects the year to be a difficult one for fundraising with continued international and national economic concerns impacting charitable giving.

Nevertheless, the charity plans to continue with a wide range of fundraising initiatives, and aims to be in a position to continue to support the hospice service from its current fundraising activities.

The board are aware of and are monitoring potential future changes in the Lead Provider of hospice and palliative care in Salisbury.

Trustee Responsibilities

The trustees (who are also the Directors of Salisbury Hospice Charity 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 and the law applicable to charities require the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing those financial statements the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charity SORP (2019).
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on a going concern basis unless it is inappropriate to presume that the charity will continue in operation;

The trustees are responsible for keeping adequate accounting records which disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies Act 2006 and the Charity (Accounts and Reports) Regulations 2008. The trustees are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The trustees are responsible for the maintenance and integrity of the charity and financial information included on the charity's website.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the trustees are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the Company's auditors are unaware, and each director has taken all the steps that he or she ought to have taken as a director in order to make himself or herself aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

This report has been prepared taking advantage of the exemptions available to small companies under the Companies Act 2006.

AUDITORS

Fawcetts LLP were reappointed as the Charity's auditors during the year and have expressed their willingness to continue in that capacity.

Approved and authorised for issue by the Trustees on 21st July 2025



Nicola Spicer Chair of Trustees

**Report of the Independent Auditors
To the Members of**

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

Opinion

We have audited the financial statements of Salisbury Hospice Charity Limited (the 'charitable company') for the year ended 31 March 2025 which comprise the Statement of Financial Activities, the Balance Sheet, the Statement of Cash Flows and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the charitable company's affairs at 31 March 2025 and of its incoming resources and application of resources for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

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 charitable company'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 trustees '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. 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 this gives rise to a material misstatement in the financial statements themselves. 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 Report of the Trustees, which includes the Report of the Directors 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 Report of the Directors included within the Report of the Trustees have been prepared in accordance with applicable legal requirements.

Report of the Independent Auditors (continued)
To the Members of

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

Matters on which we are required to report by exception

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

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 accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of Trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.; or
- the trustees were not entitled to prepare the financial statements in accordance with the small companies' regime and take advantage of the small companies' exemptions in preparing the directors' report.

Responsibilities of Trustees

As explained more fully in the Statement of Trustees' Responsibilities, the Trustees (who are also directors of the charitable company for the purposes of company law and trustees of the charity for the purposes of charity law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Trustees are responsible for assessing the charitable company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

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 a Report of the Auditors that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

Identifying and assessing potential risks related to irregularities including fraud

Irregularities, including fraud, are non-compliance with laws and regulations. We design procedures, in line with our responsibilities, as set out in the auditors' responsibilities for the audit of the financial statements section, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud, are detailed below.

In identifying and assessing risks of material misstatement in respect of irregularities, including fraud and non-compliance with laws and regulations we consider the following:

- the nature of the charity sector, control environment and financial performance;
- results of our enquiries of management about their own identification and assessment of the risks of irregularities;
- any matters we identified having obtained and reviewed the charity's documentation of their policies and procedures relating to:
 - identifying, evaluating and complying with laws and regulations and whether they were aware of any instances of non-compliance;
 - detecting and responding to the risks of fraud and whether they have knowledge of any actual, suspected or alleged fraud;
 - the internal controls established to mitigate risks of fraud or non-compliance with laws and regulations
- the matters discussed among the audit engagement team regarding how and where fraud might occur in the financial statements and any potential indicators of fraud.

As a result of these procedures, we considered the opportunities and incentives that may exist within the organisation for fraud and identified the greatest potential for fraud in the following area: revenue and resource recognition. In common with all audits under ISAs (UK), we are also required to perform specific procedures to respond to the risk of management override.

We have also obtained an understanding of the legal and regulatory frameworks that the charity operates in, focusing on provisions of those laws and regulations that had a direct effect on the determination of material amounts and disclosures in the financial statements. The key laws and regulations we considered in this context included the UK Charities Act and related legislation.

Report of the Independent Auditors (continued)
To the Members of

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

Audit response to risks identified

As a result of performing the above, we identified revenue and resource recognition as a key audit matter related to the potential risk of fraud. Our procedures to respond to risks identified included the following:

- reviewing the financial statement disclosures and testing to supporting documentation to assess compliance with provisions of relevant laws and regulations described as having a direct effect on the financial statements;
- understanding the charity's revenue recognition policies and how they are applied, including the relevant controls and performing a walkthrough to validate our understanding.
- enquiring of management concerning actual and potential litigation and claims;
- performing analytical procedures to compare revenue recognised against expectations and based on past experiences and management forecasts and investigated material divergencies by obtaining corroborative evidence.
- reading minutes of meetings of those charged with governance;
- in addressing the risk of fraud through management override of controls, testing the appropriateness of journal entries and other adjustments; applying parameters designed to identify entries that were not within our expectations. This included analysing and selecting journals for testing which appeared unusual in nature, either due to size, preparer or date of posting. To test their validity, we verified the journals to originating documentation.

We also communicated relevant identified laws and regulations and potential fraud risks to all engagement team members and remained alert to any indications of fraud or non-compliance with laws and regulations throughout the audit.

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

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 Report of the Auditors.

Use of our report

This report is made solely to the charitable company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the charitable company'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 charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.



Simon Ellingham BA FCA DChA (Senior Statutory Auditor)
for and on behalf of Fawcetts LLP, Chartered Accountants & Statutory Auditors
Windover House, St Ann Street, Salisbury, SP1 2DR

Date:

24 July 2015

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

**Statement of Financial Activities
(Including the Income and Expenditure Account)**

For the year ended 31 March 2025

	Note	Unrestricted £	Designated £	Restricted £	2025 Total £	2024 Total £
Income and Endowments from:						
Donations and legacies						
Donations	2	546,839	-	174,836	721,675	475,987
Legacies		785,802	-	-	785,802	1,649,736
Other trading activities						
Fundraising	3	595,946	-	5,062	601,008	567,574
Trading activities		23,685	-	-	23,685	20,028
Investment						
	4	158,262	-	-	158,262	120,716
Other						
		-	-	-	-	-
TOTAL INCOME AND ENDOWMENTS		<u>2,110,534</u>	<u>-</u>	<u>179,898</u>	<u>2,290,432</u>	<u>2,834,041</u>
Expenditure on:						
Raising funds						
Fundraising	5	534,822	-	-	534,822	431,107
Trading expenses		6,702	-	-	6,702	6,680
Investment Management costs		5,665	-	-	5,665	6,682
Charitable activities						
Grant for Hospice costs	5	1,319,503	124,063	260,424	1,703,990	1,542,028
Administration Support costs		101,161	-	-	101,161	92,965
Governance costs		12,091	-	-	12,091	11,447
TOTAL EXPENDITURE		<u>1,979,944</u>	<u>124,063</u>	<u>260,424</u>	<u>2,364,431</u>	<u>2,090,909</u>
NET INCOME/(EXPENDITURE) FOR THE YEAR BEFORE GAINS AND LOSSES ON INVESTMENTS		<u>130,590</u>	<u>(124,063)</u>	<u>(80,526)</u>	<u>(73,999)</u>	<u>743,132</u>
Net gain/(losses) on investments						
Realised		-	-	-	-	-
Unrealised	10	(31,301)	-	-	(31,301)	155,976
		(31,301)	-	-	(31,301)	155,976
NET INCOME/(EXPENDITURE)		<u>99,289</u>	<u>(124,063)</u>	<u>(80,526)</u>	<u>(105,300)</u>	<u>899,108</u>
TRANSFER BETWEEN FUNDS		<u>165,104</u>	<u>(165,104)</u>	<u>-</u>	<u>-</u>	<u>-</u>
NET MOVEMENT IN FUNDS		<u>264,393</u>	<u>(289,167)</u>	<u>(80,526)</u>	<u>(105,300)</u>	<u>899,108</u>
RECONCILIATION OF FUNDS						
Total funds brought forward at 1 April 2024		3,423,985	417,694	193,498	4,035,177	3,136,069
Total funds carried forward as at 31 March 2025		<u>3,688,378</u>	<u>128,527</u>	<u>112,972</u>	<u>3,929,877</u>	<u>4,035,177</u>

All of the above results are derived from continuing activities. There were no other recognised gains or losses other than those stated above.

The notes form part of these financial statements

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

Balance Sheet

As at 31 March 2025

		2025	2024
	Note	£	£
Fixed assets			
Tangible fixed assets	9	7,584	3,684
Investments	10	<u>2,515,620</u>	<u>2,546,921</u>
		<u>2,523,204</u>	<u>2,550,605</u>
Current assets			
Stock	11	2,242	1,570
Debtors	12	125,049	123,232
Deposits		1,293,800	1,139,655
Cash at bank and in hand		<u>251,888</u>	<u>323,814</u>
		<u>1,672,979</u>	<u>1,588,271</u>
Creditors: amounts due within one year	13	<u>(266,306)</u>	<u>(103,698)</u>
NET CURRENT ASSETS		<u>1,406,673</u>	<u>1,484,573</u>
TOTAL ASSETS LESS CURRENT LIABILITIES		<u><u>3,929,877</u></u>	<u><u>4,035,178</u></u>
Funds			
Unrestricted funds	15	3,688,378	3,423,986
Designated funds	16	128,527	417,694
Restricted funds	17	112,972	193,498
		<u>3,929,877</u>	<u>4,035,178</u>

The financial statements were approved and authorised for issue by the Trustees on 21st July 2025 and signed on its behalf by:



Nicola Spicer
Chair



Mark Merrill
Treasurer

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

Statement of Cash Flows

As at 31 March 2025

		2025	2024
	Note	£	£
Cash flows from operating activities:			
Net cash provided by (used in) operating activities	a	<u>(68,656)</u>	<u>678,299</u>
Cash flows from investing activities:			
Investment and Interest income received		158,262	120,716
Purchase of property, plant and equipment		(7,387)	(4,843)
Proceeds from sale of investments/release of funds to cash reserve		-	-
Purchase of investments		-	(10,714)
Net cash provided by investing activities		<u>150,875</u>	<u>105,159</u>
 Increase/(decrease) in cash and cash equivalents in the year		 82,219	 783,458
Cash and cash equivalents at the beginning of the year		1,463,469	680,011
Cash at bank and in hand	b	<u><u>1,545,688</u></u>	<u><u>1,463,469</u></u>
		2025	2024
		£	£
a) Reconciliation of net income/(expenditure) to net cash flow from operating activities			
Net income/(expenditure) for the year (as per the statement of financial activities)		(105,300)	899,108
Adjustments for:			
Depreciation		3,487	2,806
(Gains)/losses on investments		31,301	(155,976)
Investments and Interest income		(158,262)	(120,716)
(Increase)/decrease in stocks		(673)	(336)
(Increase)/decrease in debtors		(1,817)	3,728
Increase/(decrease) in creditors		162,608	49,685
		<u>(68,656)</u>	<u>678,299</u>
b) Analysis of cash and cash equivalents			
		2025	2024
		£	£
Cash at bank and in hand		251,888	323,814
Deposits		<u>1,293,800</u>	<u>1,139,655</u>
		<u><u>1,545,688</u></u>	<u><u>1,463,469</u></u>

BASIS OF PREPARATION AND ACCOUNTING

1. Accounting Policies

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of fixed assets, and in accordance with the Financial Reporting Standard in the United Kingdom, (FRS102) the accounting regulations issued under the Charities Act 2011 and the Statement of Recommended Practice: Accounting and Reporting by Charities.

The charity constitutes a public benefit entity as defined by FRS102.

The financial statements are prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value. The financial statements are presented in sterling which is the functional currency of the charity and rounded to the nearest £.

The significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented unless otherwise stated.

Income Recognition

All incoming resources are included in the Statement of Financial Activities when the charity is legally entitled to the income and the amount can be quantified with reasonable accuracy. Voluntary income is accounted for on a receipts basis.

Grants are recognised in full in the Statement of Financial Activities in the year in which they are receivable, and conditions for receipt have been met. Income is deferred only when the charity has to fulfil certain conditions before becoming entitled to it.

Income received for specific purposes is treated as restricted.

Investment income is accounted for when received.

Legacies are included when the charity is advised by the personal representative of an estate that payment will be made or property transferred, the exact amount involved can be quantified and probate has been granted.

Resources Expended

All expenditure is included on an accruals basis and is recognised when there is a legal or constructive obligation to pay for expenditure. All costs have been directly attributed to one of the functional categories of resources classified in the SOFA.

Fundraising costs are those costs incurred in attracting voluntary contributions and those incurred in fundraising activities and events.

The allocation of expenditure between the activities described on the SOFA as charitable and other expenditure is split based upon the trustees' best estimate of the resources input to those different parts of the charity's operations.

Tangible Fixed Assets Depreciation

Tangible fixed assets are stated at cost less depreciation.

Depreciation is provided at rates calculated to write down the cost or valuation of each asset to its estimated residual value over its expected useful life. This applies to assets with a value of £250 or more. The depreciation rates in use are as follows:

Computer equipment	Straight line over three years
Office equipment	Straight line over two and five years

Funds Accounting

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

Designated funds are unrestricted funds which 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 subject to specific restrictive conditions imposed by donors or by the purpose of an appeal. Such donations and grants are treated as income in the year of receipt. The aim and use of each restricted fund is set out in the notes to the financial statements.

Stock

Stock is valued at the lower of cost and net realisable value.

Operating Leases

Rentals applicable to operating leases, where substantially all of the benefits and risk of ownership remain with the lessor, are charged to the income and expenditure accounts as incurred.

Pensions

A defined contribution scheme is provided for all staff. Pension contributions are charged to the Statement of Financial Activities as they become payable in accordance with the rules of the schemes. Differences (if any) between amounts charged to the Statement of Financial Activities and contributions paid are shown as a separately identified liability or asset in the notes to the balance sheet.

Investments

Investment income is accounted for when received, with gains and losses allocated to the appropriate fund. Investments are included on the balance sheet at their market value at the end of the financial year, with the exception of any unlisted investments which are included at cost. Realised and unrealised gains and losses are credited, or debited, to the Statement of Financial Activities in the year in which they arise.

Financial Instruments

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

Allocation of support costs

Support costs are those functions that assist the work of the charity but do not directly undertake charitable activities. Governance costs are those incurred in connection with the administration of the charity and compliance with constitutional and statutory requirements. The bases on which support and governance costs have been allocated are set out in note 5.

Donated services

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

The estimated value of any significant donated services is recognised within incoming resources as a donation, and an equivalent charge included within fundraising costs.

Debtors and creditors receivable/payable within one year

Debtors and creditors with no stated interest rate and receivable or payable within one year are recorded at transaction price. Any losses arising from impairment are recognised in expenditure.

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2025

2. Income from donations	Unrestricted	Restricted	Total 2025	Total 2024
	£	£	£	£
Individuals	241,983	23,814	265,797	174,083
In Memoriam	134,801	1,076	135,877	118,578
Organisations and Trusts	170,055	149,946	320,001	183,326
	<u>546,839</u>	<u>174,836</u>	<u>721,675</u>	<u>475,987</u>

The income received from organisations and trusts over £5,000 included donations from The Wolfson Foundation, The Albert Hunt Trust, The Valentine Charitable Trust and The National Lottery Community Fund.

For the prior year ended 31 March 2024 donations are analysed between funds as follows:

	Unrestricted	Restricted	Total 2024
	£	£	£
Individuals	173,313	770	174,083
In Memoriam	117,223	1,355	118,578
Organisations and Trusts	174,056	9,270	183,326
	<u>464,592</u>	<u>11,395</u>	<u>475,987</u>

3. Income from other trading activities

	Unrestricted	Restricted	Total 2025	Total 2024
	£	£	£	£
Fundraising	434,494	5,062	439,556	394,661
Other Income	1,963	-	1,963	11,650
Hospice Lottery	159,489	-	159,489	161,263
	<u>595,946</u>	<u>5,062</u>	<u>601,008</u>	<u>567,574</u>
Traded goods inc Christmas cards	23,685	-	23,685	20,028
	<u>619,631</u>	<u>5,062</u>	<u>624,693</u>	<u>587,602</u>

For the prior year ended 31 March 2024 income from trading activities is analysed between funds as follows:

	Unrestricted	Restricted	Total 2024
	£	£	£
Fundraising	394,661	-	394,661
Other Income	11,650	-	11,650
Hospice Lottery	161,263	-	161,263
Sales of Christmas cards	20,028	-	20,028
	<u>587,602</u>	<u>-</u>	<u>587,602</u>

4. Investment Income

	Unrestricted	Restricted	Total 2025	Total 2024
	£	£	£	£
Investment Income	103,623	-	103,623	104,038
Bank Interest	54,639	-	54,639	16,678
	<u>158,262</u>	<u>-</u>	<u>158,262</u>	<u>120,716</u>

For the year ended 31 March 2024 all investment income was unrestricted.

5. Analysis of expenditure on raising funds and charitable activities

	Grants for hospice	Fund raising	Trading	Support	Govern ance	Inv mgmt Charges	Total	Prior year 2024
Grant for clinical costs	1,300,000						1,300,000	1,300,000
Hospice @Home clinical costs	-						-	84,092
Hospice non clinical expenses	272,099						272,099	40,764
Hospice other projects	131,891						131,891	117,172
Salaries including employer NI		341,785		52,097	3,162		397,044	325,933
Pension costs		12,779		2,916			15,695	12,476
Cost of fundraising activities		180,258					180,258	146,282
Cost of goods for resale			6,702				6,702	6,680
Depreciation				3,487			3,487	2,806
General office costs				34,321			34,321	27,412
Trustee meeting expenses					1,529		1,529	1,435
Audit fees					7,400		7,400	7,100
Consultancy costs				8,340			8,340	8,661
Legal fees				-			-	3,414
Investment management fees						5,665	5,665	6,682
	<u>1,703,990</u>	<u>534,822</u>	<u>6,702</u>	<u>101,161</u>	<u>12,091</u>	<u>5,665</u>	<u>2,364,431</u>	<u>2,090,909</u>

6. Net Incoming Resources for the Year

This is stated after charging:

	2025	2024
	£	£
Depreciation	3,487	2,806
Auditors' remuneration:		
- audit	7,400	7,100

7. Staff Costs and Numbers

Staff costs were as follows:

	2025	2024
	£	£
Salaries and wages	370,683	304,856
Social security costs	26,361	21,077
Pension costs	15,696	12,477
	<u>412,740</u>	<u>338,410</u>

All trustees who have authority and responsibility for planning, directing and controlling the activities of the charity are considered to be key management personnel. None of the trustees received any remuneration or reimbursement of expenses during the financial year.

No employee earned more than £60,000 during the year (2024-25), or the previous year (2023-24).

It is the policy of the Charity to reimburse in full all expenses properly incurred by its volunteers in connection with its charitable activities.

The charity operates a defined contribution pension scheme for all staff and the contributions charged to the SOFA for this scheme for the year totalled £15,695 (2023/24: £12,477). At the balance sheet date there were outstanding contributions of £nil (2023/24: £nil).

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

	2025	2024
	No.	No.
Fundraising/Administration	<u>14</u>	<u>13</u>

The average full time equivalent number of employees during the year was as follows:

	2025	2024
	No.	No.
Fundraising/Administration	<u>11</u>	<u>10</u>

8. Taxation

The Charity is exempt from corporation tax as all its income is charitable and is applied for charitable purposes.

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)
Notes to the Financial Statements

For the year ended 31 March 2025

9. Tangible Fixed Assets

	Office equipment £	Computer equipment £	Total £
Cost			
At 1 April 2024	28,367	16,932	45,299
Additions	1,014	6,373	7,387
Disposals	-	-	-
At 31 March 2025	<u>29,381</u>	<u>23,305</u>	<u>52,686</u>
Depreciation			
At 1 April 2024	25,282	16,333	41,615
Charge for the year	1,063	2,424	3,487
Eliminated on disposals	-	-	-
At 31 March 2025	<u>26,345</u>	<u>18,757</u>	<u>45,102</u>
Net book value			
At 31 March 2025	<u>3,036</u>	<u>4,548</u>	<u>7,584</u>
At 31 March 2024	<u>3,085</u>	<u>599</u>	<u>3,684</u>

10. Fixed Asset Investments

	Total £
Valuation at 1 April 2024	2,546,921
Additions	-
Disposals	-
Revaluations	(31,301)
Valuation as at 31 March 2025	<u>2,515,620</u>

11. Stock

	2025 £	2024 £
Stock for resale	<u>2,242</u>	<u>1,570</u>

12. Debtors

	2025 £	2024 £
Other debtors	54,849	56,104
Prepayments and accrued income	61,232	29,365
Gift Aid	8,968	6,288
Legacies	-	31,475
	<u>125,049</u>	<u>123,232</u>

13. Creditors: amounts due within one year

	2025 £	2024 £
Trade creditors	10,197	38,073
Deferred/prepaid income	59,701	42,531
Accrued expenses	196,408	23,094
	<u>266,306</u>	<u>103,698</u>

14. Operating Lease Commitments

As at 31 March the charity had total future minimum lease payments under non-cancellable operating leases as follows:

	Equipment 2025 £	2024 £
Less than 1 year	<u>3,158</u>	<u>3,158</u>
	<u>3,158</u>	<u>3,158</u>

15. Unrestricted Funds

This represents funds which have been given for the general purposes of the Hospice.

16. Designated Funds

	Balance at 01.04.24	Transfers in	Outgoing resources	Transfers (out)	Balance at 31.03.25
System One	78,771	-	36,361	-	42,409
Education Post	70,323	-	66,406	-	3,918
Hospice at Home	89,000	-	-	(89,000)	-
Bereavement Support	82,200	-	-	-	82,200
Lone Worker Devices	1,100	2,080	3,180	-	-
Alenti Bath Chair	-	1,816	1,816	-	-
PGSC	83,400	-	3,400	(80,000)	-
Cuddlebed	12,900	-	12,900	-	-
Total	417,694	3,896	124,063	(169,000)	128,527

Purposes of designated funds

System One Palliative Care Module for Integrated End of Life Care, is to replace the current ePAL I.T. system used by the hospice. The Trustees have committed to fund up to £150,000 over a three year term, to include set-up and training costs, as well as the initial running costs.

Education Post : The Trustees have committed to fund the salary cost of a new 'Educational Post' within the hospice. The agreement is to fund the salary cost on a monthly basis for an initial period of 18 months up to £86,000. This has now been extended until 31/12/2025.

Hospice at Home : The Trustees committed to fund a shortfall in funding for the Hospice at Home service, to cover salary costs up to £91k, designated funds covering the shortfall after restricted funds used.

Bereavement Support : The Trustees committed to fund the salary cost of a new 'Bereavement Support Post' within the hospice. The agreement is to fund the salary cost on a monthly basis for a period of 24 months up to £100,000. Designated funds covering the shortfall after restricted funds used.

Lone Worker Devices : The Trustees have committed to fund the purchase 'Lone Worker' safety devices for staff who make visits outside the hospice/hospital. The cost of up to £3,200, with the shortfall covered by designated funds after restricted funds used.

Alenti Bath Chair : This essential piece of equipment was replaced by the charity after the old could not be repaired. Allowing infirm patients to be bathed.

PGSC : The Trustees have committed to fund the refurbishment/development of the Peter Gillam Support Centre, with a total projected project cost of up to £240,000. Designated funds will cover any residual shortfall after restricted funds have been used. The PGSC provides a service for patients of the hospice who are not currently in the hospice. The aim of the centre is to build confidence, enable and empower people to live as well as they can with their illness.

Cuddlebed : The Trustees have committed to fund the purchase of a further 'Cuddlebed' for the hospice. The cost of up to £15,000, with the shortfall covered by designated funds after restricted funds used. A further campaign has been launched in Apr 2025 to raise funds for further beds.

17. Restricted Funds

	Balance at 01.04.24	Incoming resources	Outgoing resources	Transfers in/(out)	Balance at 31.03.25
Family Support /Bereavement	17,825	45,000	690	-	62,135
Staff Fund	950	3,056	3,461	-	545
Cuddlebed	2,105	280	2,385	-	-
PGSC Fund	152,745	90,000	242,745	-	-
Equipment Fund	9,132	-	9,132	-	-
Training and Development of nursing staff at the hospice	3,474	-	1,775	-	1,699
Hospice at Home Fund	5,115	41,562	-	-	46,677
Hospice Garden Fund	2,152	-	236	-	1,916
Hospice Treatment Room Fund	-	-	-	-	-
	193,498	179,898	260,424	-	112,972

Analysis of movements in Restricted Funds - previous year

	Balance at 01.04.23	Incoming resources	Outgoing resources	Transfers in/(out)	Balance at 31.03.24
Family Support /Bereavement	18,848	-	1,023	-	17,825
Staff Fund	3,160	-	2,210	-	950
Cuddlebed	-	2,105	-	-	2,105
PGSC Fund	156,001	600	3,856	-	152,745
Equipment Fund	4,424	5,520	812	-	9,132
Training and Development of nursing staff at the hospice	6,675	-	3,201	-	3,474
Hospice at Home Fund	86,037	3,170	84,092	-	5,115
Hospice Garden Fund	2,315	-	163	-	2,152
Hospice Treatment Room Fund	28,887	-	28,887	-	-
	306,347	11,395	124,244	-	193,498

For the year ended 31 March 2025

17. Restricted Funds (continued)

Purposes of restricted funds

Family Support / Bereavement Fund

The charity receives funds for the purpose of treating child bereavement issues.

Staff Fund

The charity holds a small amount of funds provided as gifts to the Hospice for staff on their behalf until the funds are required.

Cuddlebed Fund

The charity through an appeal, receives funds to purchase Cuddlebeds for use in the In Patient Unit. Any surplus funds after the designated number of beds have been purchased will be transferred to the unrestricted fund.

PGSC Fund

The charity receives funds for the benefit of the Peter Gillam Support Centre. The trustees are looking at various ways to use the restricted donated funds for the PGSC, these funds include a significant legacy.

Equipment Fund

The charity receives funds to purchase specific pieces of equipment.

Training and Development for Nursing Staff Fund

The charity receives funds for the education, training and development of nursing staff.

Hospice at Home

The charity receives funds for the benefit of the Hospice at Home service.

Hospice Garden Fund

The charity receives funds for the maintenance of the Hospice garden.

Hospice Treatment Room Fund

The charity receives funds to purchase specific equipment.

18. Analysis of Net Assets between Funds

	Unrestricted	Designated	Restricted	Total
	£	£	£	£
Fixed assets	2,523,204	-	-	2,523,204
Net current assets	<u>1,165,174</u>	<u>128,527</u>	<u>112,972</u>	<u>1,406,673</u>
Net assets at the end of the year	<u>3,688,378</u>	<u>128,527</u>	<u>112,972</u>	<u>3,929,877</u>

19. Related Party Transactions

During the year, Salisbury Hospice Charity Ltd donated £1,580,655 (2024: £1,384,092) to Salisbury NHS Foundation Trust. At the balance sheet date Salisbury Hospice Charity Limited owed Salisbury NHS Foundation Trust £102,392.12 (2023/24: £26,685.75).

During the year related party donations and gifts in kind totalled £9,500 (2023/24: £7,000).

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2025

20. Statement of financial activities - comparative balances as at 31 March 2024

	Unrestricted £	Designated £	Restricted £	2024 Total £
Income and Endowments from:				
Donations and legacies				
Donations	464,592	-	11,395	475,987
Legacies	1,649,736	-	-	1,649,736
Other trading activities				
Fundraising	567,574	-	-	567,574
Trading activities	20,028	-	-	20,028
Investment	120,716	-	-	120,716
Other	-	-	-	-
TOTAL INCOME AND ENDOWMENTS	2,822,646	-	11,395	2,834,041
Expenditure on:				
Raising funds				
Fundraising	431,107	-	-	431,107
Trading expenses	6,680	-	-	6,680
Investment Management costs	6,682	-	-	6,682
Charitable activities				
Grant for Hospice costs	1,330,878	86,906	124,244	1,542,028
Administration costs	104,412	-	-	104,412
TOTAL EXPENDITURE	1,879,759	86,906	124,244	2,090,909
NET INCOME/(EXPENDITURE) FOR THE YEAR BEFORE GAINS AND LOSSES ON INVESTMENTS	942,887	(86,906)	(112,849)	743,132
Net gain/(losses) on investments				
Realised	-	-	-	-
Unrealised	155,976	-	-	155,976
	155,976	-	-	155,976
NET INCOME/(EXPENDITURE)	1,098,863	(86,906)	(112,849)	899,108
TRANSFER BETWEEN FUNDS	(268,600)	268,600	-	-
NET MOVEMENT IN FUNDS	830,263	181,694	(112,849)	899,108
RECONCILIATION OF FUNDS				
Total funds brought forward at 1 April 2023	2,593,722	236,000	306,347	3,136,069
Total funds carried forward as at 31 March 2024	3,423,985	417,694	193,498	4,035,177

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Salisbury Hospice Charity Limited

England & Wales - Charity number 1123314

Accounts



SALISBURY HOSPICE CHARITY LIMITED

(A Company Limited By Guarantee)

Formerly known as Salisbury Hospicecare Trust Limited

Report of the Trustees and Financial Statements

for the year ended 31 March 2024

Company no. 06525170

Charity no. 1123314

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SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2024

The Trustees (who are also Directors of Salisbury Hospice Charity Limited for the purpose of company law) are responsible for preparing the Directors' Annual Report and the Financial Statements for the year ended 31 March 2024 which are prepared to meet the requirements for a directors' report and accounts for Companies Act purposes.

On 13th September 2023, the board of Trustees approved the change of the charity's name to Salisbury Hospice Charity Limited.

The legal and administrative information stated below forms part of this report. The financial statements comply with current statutory requirements, the Memorandum and Articles of Association and the Statement of Recommended Practice for Charities - (FRS 102 effective January 2019).

This report has been prepared in accordance with the provisions of Part 15 relating to small companies.

Reference and Administrative Information

Registered Office and Operational Address	Salisbury Hospice, Odstock Road, Salisbury SP2 8BJ
Website	www.salisburyhospicecharity.org.uk
Trustees	Nicola Spicer (Chair) Victoria Bracey (resigned 15th Nov 2023) Carl Broadbridge Vanessa Broom (resigned 12th Sep 2023) Aloysia Daros Ian Downie Jennifer Goody Peter Hill (resigned 3rd May 2024) Mark Merrill Michael Nielsen David Pardoe Stella Sykes Jules Whale
Investment Managers	Cazenove Capital, Schroder & Co Limited, 1 London Wall Place, London EC2Y 5AU Quilter Cheviot, London Road Office Park, London Road, Salisbury SP1 3HP
Bankers	National Westminster Bank Plc, 48 Blue Boar Row, Salisbury SP1 1DF Aldermore Bank Plc, Apex Plaza, Forbury Road, Reading RG1 1AX CCLA, Senator House, 85 Queen Victoria Street, London EC4V 4ET
Auditors	Fawcetts LLP Chartered Accountants, Windover House, St Ann Street, Salisbury SP1 2DR

Letter from the Chair – Nicola Spicer

Welcome to our annual report for 2023/24.

After a challenging few years for the charity since the Covid-19 pandemic, this past year has been a very successful year.

Our fundraising was above budget, thanks to the hard work of our fundraising team. We have continued to see invaluable support from across the community, generous donations towards a very successful 'Big Give' campaign and a thriving Christmas tree collection. Our corporate partnerships have been strong, with successful sponsorship packages for our flagship event, The Salisbury Summer Fair. Due to some hugely generous legacies, we were significantly over budget and we are extremely grateful for the support this provides to the hospice.

We have developed a new 5 year strategy, with the aim to significantly increase the income raised over this period. These plans include further development of the fundraising team, and the introduction of new income streams to underpin the success we have achieved this year. Our robust plans will ensure we can continue supporting Salisbury Hospice long into the future.

It was an honour to attend the Business Excellence Awards with the team this year, where we won the Charity and Social Enterprise Award.

After seven years as a trustee, I was delighted to take on the role of chair in 2023. The Salisbury Hospice Charity is dear to my heart and I am extremely grateful to be in this role. I would like to thank our clinical team and volunteers within the hospice for making it such a special place and one I am very proud to be a part of.

My thanks to our charity team for their incredible dedication and hard work and to our supporters and volunteers, whose generosity has helped Salisbury Hospice Charity support our wonderful hospice.



Nicola Spicer

Chair, Salisbury Hospice Charity

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2024

Structure, Governance and Management

Salisbury Hospice Charity Limited is a company limited by guarantee. It was incorporated on 5 March 2008 and registered as a charity on 25 March 2008. It assumed the assets and liabilities of an existing unincorporated charity.

The charity is governed by a board of trustees (who are also the directors of the company). The trustees come from a range of backgrounds and they regularly review the skills within the board and consider both succession planning and existing skill needs.

Potential trustees are asked to attend several trustee meetings on an informal basis before formal appointment as a trustee.

The trustees govern the organisation in accordance with the powers set out in the memorandum of association of the company.

The trustees meet six times a year, with two of those meetings focused on financial matters.

In addition a smaller group of trustees meet with several staff members between formal trustee meetings to deal with other pressing business.

The trustees delegate the day to day running of the charity to a staff of thirteen, eleven fundraising staff and two finance and administrative staff.

The Trustees have considered the Charity Commission's General Guidance on public benefit, and are satisfied that the public benefit requirement is being met.

Aims and Objectives

The aims and objectives of the charity, as set out in its memorandum of association, are to promote the relief of suffering by:

- Establishing, maintaining and providing hospicecare and homecare services for those who are suffering from any chronic or terminal illness, disability or disease and providing medical or other treatment and attention for any such persons
- Conducting, promoting and encouraging research into the care and treatment of those suffering from any illness, disability, disease or infirmity and particularly into the care and treatment of those suffering from cancer or terminal illness
- Providing bereavement counselling services for adults and children
- Providing, assisting or encouraging the provision of spiritual help and guidance for both those suffering from such illness or infirmity and also for their families and carers

The charity does this by:

- Providing significant financial support for Salisbury Hospice which is staffed by the Palliative Care Service of Salisbury NHS Foundation Trust
- Providing additional essential services for those affected by life limiting illness and bereavement. Such services include staff education, activities and equipment both in the hospice and for the Hospice at Home service

The charity annually aims to provide funds for more than 50% of the hospice services.

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

Report of the Trustees

For the year ended 31 March 2024

Further details of all these specialist palliative care services are set out below.

Salisbury Hospice provides an integrated and comprehensive service for patients with advanced, progressive, life-limiting illnesses, and also for their families and carers. In 2023/24 over 1,300 people were supported by the clinical team based at Salisbury Hospice.

Inpatient care

There are 10 inpatient beds. Patients are admitted from both the community and the hospital, with reasons for admission including symptom control, rehabilitation, special assessment, and end of life care. In 2023/24 there were a total of 235 admissions to the inpatient unit.

Community

Members of the hospice multidisciplinary team work in the community in partnership with GPs and district nurses to support patients and families at home. This includes clinical nurse specialists, doctors, therapy staff, and social workers supported by admin staff and volunteers. Demand for this part of our service continues to increase. In 2023/24 607 patients were supported by the hospice team in the community. (NB this does not include those treated by Hospice at Home)

Hospital

Input from members of the Specialist Palliative Care team provides support to patients, families and staff of the acute wards in Salisbury NHS Foundation Trust. This is primarily provided by a small team of nurse specialists and doctors with additional support from other hospice staff. In 2023/24 1,010 patients were seen by the hospice team in the hospital setting.

Day care

The Peter Gillam Support Centre currently provides a day care service for patients at the hospice 3 days a week. This provides both social support for patients and a day of respite for carers. In addition there are carers' days once a month which patients and carers can attend together. The centre was closed during the Covid-19 pandemic, but reopened in April 2022, initially on a limited basis. Usage has increased since, and in 2023/24 68 patients used the day care centre. The Charity have agreed to fund the refurbishment of this area which should enable wider usage and an increased amount of services on offer.

Other therapies

The occupational therapists and physiotherapists work predominantly on the inpatient unit, but also in the other branches of the service. In 2023/24, 268 patients were supported by the therapy team. Support includes symptom control, rehabilitation, equipment needs, and discharge planning.

Family support and bereavement

The social workers in the family support team work with both patients and their families. They coordinate the bereavement service, which is delivered by specially trained volunteers as well as other members of the multidisciplinary team. In 2023/24, 350 clients and patients received bereavement and family support services.

Education

The education service has offered a range of learning opportunities for both health professionals and informal carers, including Principles of Palliative Care, GP study days, Communication skills and a Carer skills programme which helps relatives feel more confident looking after someone at home, and staff wellbeing days, to sustain staff working in this emotionally demanding area. Due to the Covid-19 pandemic no courses were held during 2021/22 and 2022/23, and since then there has been minimal funding available for this part of the service. The trustees have therefore committed to fund an education post, initially over an 18 month term, and an appointment was made in January 2024.

Hospice at Home

Since April 2016 Salisbury Hospice has offered a Hospice at Home service. This invaluable service has provided high quality care for palliative patients coming to the end of their life who wish to stay in their own home. The service has also acted as a 'crisis intervention', preventing any unnecessary admissions to a hospital, hospice or alternative care setting. In 2023/24 there were a total of 139 patients who received hospice at home support. The charity provided the funding for a four year initial offering of this service. The core service is now funded by the NHS with the charity providing additional funding to help meet the increasing demand.

Note: The figures on this page include actual figures from 1st Apr 2023 until 29th Feb 2024. Due to the replacement of the ePAL system by Systm One, the total years figures have been calculated with an estimated figure for March 2024.

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2024

Risk Management

The trustees understand that they have a duty to identify the major risks to which the charity is, or might be, exposed. They also have a duty to establish that systems to ensure that exposure to these risks are minimised. The key operational, reputational and financial risks are included in a risk matrix which is reviewed regularly and action is taken to ensure mitigation measures are in place and acted on by all staff.

The key risks identified are:

- The financial demands for maintaining the current level of hospice services exceed current and expected resources
- An incident at a fundraising event creates unfavourable publicity and impacts fundraising ability
- Loss of key fundraising staff

The Cost of Living Crisis continues to have a large impact on fundraising activities. The trustees anticipate that fundraising will remain challenging for the foreseeable future, and are looking to open new lines of fundraising income.

Achievements and Performance

The trustees measure performance against key objectives.

Fundraising results are measured against the budgets set at the beginning of the financial year. They are determined initially by the Head of Fundraising and the staff team and agreed by the trustees. Fundraising performance is measured by monthly management information and reviewed regularly by the Trustee Board. The trustees monitor performance of the investment portfolio and obtain advice from both Cazenove Capital and Quilter Cheviot.

Fundraising

This year we continued to reinforce our key messaging, with emphasis on the financial demands we have as a charity, and the need to raise funds. We developed our 5 year strategy which includes a new team structure, with the focus on income growth and development of existing and new fundraising initiatives. We appointed a Fundraising Manager to drive this forward and in addition, we were delighted to welcome The Countess of Pembroke as our new patron.

Community Fundraising continued to grow with the Tisbury Fundraising Group raising £37,000, The Mayor's Appeal £8,500 and the Fabulous Family Fun Day £26,000. Our Christmas Tree recycling scheme raised an impressive £30,000 with an increased number of individuals and corporate supporters supporting the event.

Corporate Fundraising achieved further success, with a number of new partnerships built and a successful networking event FUSE, which raised £8,000. In addition, Trust Fundraising continued to prove invaluable with The Wolfson Foundation and The National Lottery agreeing to fund key projects.

Due to team changes, we ran just two events this year, the Celebration Walk and Salisbury Summer Fair. Jointly they raised £68k with one particularly affected by bad weather. Sports and challenge events achieved £51,000.

We promoted two Big Give initiatives during the year, Kind2Mind and The Big Give Christmas Campaign. These online matched giving campaigns raised £45,000 towards hospice at home and our bereavement service.

In partnership with local solicitors, we continued to promote legacy giving this year. Our Make Your Will campaign resulted in pledges totalling £67,500. In addition, we are currently developing an ongoing free will scheme with Parker Bullen Solicitors. We will also be joining a nationwide legacy campaign run by Hospice UK in October 2024.

Your Hospice Lottery, run by St Helena Hospice on our behalf, continues to be a valuable source of income. With 6,095 weekly players, this income stream raised £161,000 this year.

This year we were delighted to work collaboratively with Dorothy House Hospice, through shared messaging in their Salisbury hospice shop together with an agreement to receive 20% of the net income.

In a challenging fundraising environment our diversity of income streams continue to play an important role in safeguarding our ongoing funding commitment to Salisbury Hospice.

In accordance with section 162A of the Charities Act of 2011, the number of complaints received by the charity about the activities of the charity, or fundraising purposes during the year 2023-2024 was nil.

Volunteers

The charity and the hospice is fortunate to have a dedicated team of around 200 active volunteers in a range of essential roles. They support fundraising, help in the hospice day unit and work with the complementary therapies team. In addition, they give bereavement support, deliver the essential community companion service and work in the beautiful hospice gardens. This support equates to over 600 hours per week saving the hospice an estimated £325,000 per year. The Hospice User Group continue to meet regularly and represent patients, carers and families who have used the hospice's services. The group offer feedback and development ideas and support both the hospice and charity.

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2024

Financial Review

The results for the year are shown in the Statement of Financial Activities. The net surplus for the year before gains on investments was £743,132. Our day to day fundraising activities were inline with budgets, but still impacted by the Cost of Living Crisis. Overall income was bolstered by significant legacy income, which cannot be expected to recur.

The grant to Salisbury NHS Foundation Trust to fund hospice services in 2023/24 was £1.3M. The charity also provided £40,800 to the hospice for non-clinical expenses including staff and volunteer training and patient comforts. In addition, the charity also funded £24,900 being the final instalment of the Hospice Treatment Room refurbishment. £84,100 to support the Hospice at Home Service. £71,200 being the first instalment of the implementation of the Systm One IT system in the Hospice, and £21,100 on other Hospice projects.

Reserves Policy

The trustees have a policy of holding an income reserve to protect the charity against future and unforeseen fluctuations in its income and expenditure. The trustees regularly review the position and have considered their policy taking into account external factors including the cost of living crisis on the charity's fundraising capacity.

The trustees have agreed during the year to amend their policy to maintain a reserve of between six and nine months running costs of the charity and up to 100% of the planned donation for hospice services for the year following the latest balance sheet date.

At 31 March 2024 the general fund amounted to £3,426,986. On the basis of the agreed policy the reserve requirement is between £1,711,600 and £1,889,900. The reserve surplus will enable the charity to maintain its contribution to the Salisbury NHS Foundation Trust for the hospice service over what is anticipated will be several challenging years for fundraising.

The receipt of a significant legacy has allowed the trustees to designate funds for a number of important projects.

The charity is part way through funding up to £150,000 for the 'Systm One' IT system upgrade for the hospice, and £86,000 over 18 months to fund an education post within the Hospice. They have also committed to fund the following items. A shortfall in the Hospice at Home funding for the year 2024/25 of £91,000. A Bereavement Support Post over 24 months of £100,000. The refurbishment of the Hospice Peter Gillam Support Centre at £240,000, and other smaller projects (Lone Worker Devices, Cuddlebed and Scanner) totalling £25,200.

Investment Policy and Performance

The trustees aim to invest funds not required for immediate use in order to maintain the real value of the charity's assets and the purchasing power of its income for both current and future beneficiaries of its services. The trustees also wish to minimise the risk of capital and income losses. This is done by employing professional fund managers, by restricting the range of investment instruments and by requiring its investment portfolio to be diversified. This is achieved by holding its investments in Charity Authorised Investment Funds. The trustees have agreed benchmark returns and the means of monitoring performance against these with the investment managers.

Remuneration

The trustees receive no remuneration or other benefit from their work with the charity. The pay of our staff is reviewed on an annual basis by a Committee of Trustees where recommendations are brought to the full Trustee Board. Pay levels are benchmarked against pay levels of other similar charities. Details of staff costs and numbers are disclosed in note 7 to the financial statements.

How our Activities Deliver Public Benefit

The trustees regularly review the ways in which the activities of the charity enable the charity to achieve its aims and deliver public benefit. All of the available financial and volunteer resources of the charity are used to provide support to those suffering from terminal or life limiting illnesses and their families and carers. This support is provided either directly by the charity or through the palliative care services of Salisbury NHS Foundation Trust which are part funded by the charity.

Plans for the Future

The charity plans to maintain its main donation to support the hospice to £1,300,000 for the year 31 March 2024, with a number of additional capital and one off items also being funded. It expects the year to be a difficult one for fundraising with continued concerns about both the increases in cost of living, as well as the ongoing public and charitable financial support for Ukraine. Both are expected to continue to impact charitable giving.

Nevertheless, the charity plans to continue with a wide range of fundraising initiatives, and aims to be in a position to continue to support the hospice service from its current fundraising activities.

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2024

Trustee Responsibilities

The trustees (who are also the Directors of Salisbury Hospice Charity 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 and the law applicable to charities require the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing those financial statements the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charity SORP 2015 (FRS 102);
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on a going concern basis unless it is inappropriate to presume that the charity will continue in operation;

The trustees are responsible for keeping adequate accounting records which disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies Act 2006 and the Charity (Accounts and Reports) Regulations 2008. The trustees are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The trustees are responsible for the maintenance and integrity of the charity and financial information included on the charity's website.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the trustees are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the Company's auditors are unaware, and each director has taken all the steps that he or she ought to have taken as a director in order to make himself or herself aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

This report has been prepared taking advantage of the exemptions available to small companies under the Companies Act 2006.

AUDITORS

Fawcetts LLP were reappointed as the Charity's auditors during the year and have expressed their willingness to continue in that capacity.

Approved and authorised for issue by the Trustees on 15th July 2024



Nicola Spicer Chair of Trustees

**Report of the Independent Auditors
To the Members of**

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

Opinion

We have audited the financial statements of Salisbury Hospice Charity Limited (the 'charitable company') for the year ended 31 March 2024 which comprise the Statement of Financial Activities, the Balance Sheet, the Statement of Cash Flows and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the charitable company's affairs at 31 March 2024 and of its incoming resources and application of resources for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

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 charitable company'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 trustees '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. 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 this gives rise to a material misstatement in the financial statements themselves. 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 Report of the Trustees, which includes the Report of the Directors 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 Report of the Directors included within the Report of the Trustees have been prepared in accordance with applicable legal requirements.

Report of the Independent Auditors (continued)
To the Members of

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

Matters on which we are required to report by exception

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

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 accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of Trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the trustees were not entitled to prepare the financial statements in accordance with the small companies' regime and take advantage of the small companies' exemptions in preparing the directors' report.

Responsibilities of Trustees

As explained more fully in the Statement of Trustees' Responsibilities, the Trustees (who are also directors of the charitable company for the purposes of company law and trustees of the charity for the purposes of charity law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Trustees are responsible for assessing the charitable company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

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 a Report of the Auditors that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

Identifying and assessing potential risks related to irregularities including fraud

Irregularities, including fraud, are non-compliance with laws and regulations. We design procedures, in line with our responsibilities, as set out in the auditors' responsibilities for the audit of the financial statements section, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud, are detailed below.

In identifying and assessing risks of material misstatement in respect of irregularities, including fraud and non-compliance with laws and regulations we consider the following:

- the nature of the charity sector, control environment and financial performance;
- results of our enquiries of management about their own identification and assessment of the risks of irregularities;
- any matters we identified having obtained and reviewed the charity's documentation of their policies and procedures relating to:
 - identifying, evaluating and complying with laws and regulations and whether they were aware of any instances of non-compliance;
 - detecting and responding to the risks of fraud and whether they have knowledge of any actual, suspected or alleged fraud;
 - the internal controls established to mitigate risks of fraud or non-compliance with laws and regulations
- the matters discussed among the audit engagement team regarding how and where fraud might occur in the financial statements and any potential indicators of fraud.

As a result of these procedures, we considered the opportunities and incentives that may exist within the organisation for fraud and identified the greatest potential for fraud in the following area: revenue and resource recognition. In common with all audits under ISAs (UK), we are also required to perform specific procedures to respond to the risk of management override.

We have also obtained an understanding of the legal and regulatory frameworks that the charity operates in, focusing on provisions of those laws and regulations that had a direct effect on the determination of material amounts and disclosures in the financial statements. The key laws and regulations we considered in this context included the UK Charities Act and related legislation.

Report of the Independent Auditors (continued)
To the Members of

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

Audit response to risks identified

As a result of performing the above, we identified revenue and resource recognition as a key audit matter related to the potential risk of fraud. Our procedures to respond to risks identified included the following:

- reviewing the financial statement disclosures and testing to supporting documentation to assess compliance with provisions of relevant laws and regulations described as having a direct effect on the financial statements;
- understanding the charity's revenue recognition policies and how they are applied, including the relevant controls and performing a walkthrough to validate our understanding.
- enquiring of management concerning actual and potential litigation and claims;
- performing analytical procedures to compare revenue recognised against expectations and based on past experiences and management forecasts and investigated material divergencies by obtaining corroborative evidence.
- reading minutes of meetings of those charged with governance;
- in addressing the risk of fraud through management override of controls, testing the appropriateness of journal entries and other adjustments; applying parameters designed to identify entries that were not within our expectations. This included analysing and selecting journals for testing which appeared unusual in nature, either due to size, preparer or date of posting. To test their validity, we verified the journals to originating documentation.

We also communicated relevant identified laws and regulations and potential fraud risks to all engagement team members and remained alert to any indications of fraud or non-compliance with laws and regulations throughout the audit.

Because of the inherent limitations of an audit, there is a risk that we will not detect all irregularities, including those leading to a material misstatement in the financial statements or non-compliance with regulation. This risk increases the more that compliance with a law or regulation is removed from the events and transactions reflected in the financial statements, as we will be less likely to become aware of instances of non-compliance. The risk is also greater regarding irregularities occurring due to fraud rather than error, as fraud involves intentional concealment, forgery, collusion, omission or misrepresentation.

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 Report of the Auditors.

Use of our report

This report is made solely to the charitable company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the charitable company'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 charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.


Simon Ellingham BA FCA DChA (Senior Statutory Auditor)
for and on behalf of Fawcetts LLP, Chartered Accountants & Statutory Auditors
Windover House, St Ann Street, Salisbury, SP1 2DR

Date: 31 July 2024

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)
Statement of Financial Activities
(Including the Income and Expenditure Account)
For the year ended 31 March 2024

	Note	Unrestricted £	Designated £	Restricted £	2024 Total £	2023 Total £
Income and Endowments from:						
Donations and legacies						
Donations	2	464,592	-	11,395	475,987	573,575
Legacies		1,649,736	-	-	1,649,736	330,513
Other trading activities						
Fundraising	3	567,574	-	-	567,574	497,878
Trading activities		20,028	-	-	20,028	21,645
Investment						
	4	120,716	-	-	120,716	115,001
Other						
		-	-	-	-	-
TOTAL INCOME AND ENDOWMENTS		<u>2,822,646</u>	<u>-</u>	<u>11,395</u>	<u>2,834,041</u>	<u>1,538,612</u>
Expenditure on:						
Raising funds						
Fundraising	5	431,107	-	-	431,107	428,129
Trading expenses		6,680	-	-	6,680	7,390
Investment Management costs		6,682	-	-	6,682	5,678
Charitable activities						
Grant for Hospice costs	5	1,330,878	86,906	124,244	1,542,028	1,396,842
Administration Support costs		92,965	-	-	92,965	81,113
Governance costs		11,447	-	-	11,447	10,591
TOTAL EXPENDITURE		<u>1,879,759</u>	<u>86,906</u>	<u>124,244</u>	<u>2,090,909</u>	<u>1,929,743</u>
NET INCOME/(EXPENDITURE) FOR THE YEAR BEFORE GAINS AND LOSSES ON INVESTMENTS		<u>942,887</u>	<u>(86,906)</u>	<u>(112,849)</u>	<u>743,132</u>	<u>(391,131)</u>
Net gain/(losses) on investments						
Realised		-	-	-	-	-
Unrealised	10	155,976	-	-	155,976	(209,568)
		155,976	-	-	155,976	(209,568)
NET INCOME/(EXPENDITURE)		<u>1,098,863</u>	<u>(86,906)</u>	<u>(112,849)</u>	<u>899,108</u>	<u>(600,699)</u>
TRANSFER BETWEEN FUNDS		<u>16</u>	<u>(268,600)</u>	<u>268,600</u>	<u>-</u>	<u>-</u>
NET MOVEMENT IN FUNDS		<u>830,263</u>	<u>181,694</u>	<u>(112,849)</u>	<u>899,108</u>	<u>(600,699)</u>
RECONCILIATION OF FUNDS						
Total funds brought forward at 1 April 2023		2,593,722	236,000	306,347	3,136,069	3,736,768
Total funds carried forward as at 31 March 2024		<u>3,423,985</u>	<u>417,694</u>	<u>193,498</u>	<u>4,035,177</u>	<u>3,136,069</u>

All of the above results are derived from continuing activities. There were no other recognised gains or losses other than those stated above.

The notes form part of these financial statements

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)
Balance Sheet

As at 31 March 2024

		2024	2023
	Note	£	£
Fixed assets			
Tangible fixed assets	9	3,684	1,647
Investments	10	<u>2,546,921</u>	<u>2,380,231</u>
		<u>2,550,605</u>	<u>2,381,878</u>
Current assets			
Stock	11	1,571	1,234
Debtors	12	123,232	126,959
Deposits		1,139,655	572,765
Cash at bank and in hand		<u>323,814</u>	<u>107,246</u>
		<u>1,588,272</u>	<u>808,204</u>
Creditors: amounts due within one year	13	<u>(103,698)</u>	<u>(54,014)</u>
NET CURRENT ASSETS		<u>1,484,574</u>	<u>754,190</u>
TOTAL ASSETS LESS CURRENT LIABILITIES		<u>4,035,178</u>	<u>3,136,068</u>
Funds			
Unrestricted funds	15	3,423,986	2,593,724
Designated funds	16	417,694	236,000
Restricted funds	17	193,498	306,347
		<u>4,035,178</u>	<u>3,136,068</u>

The financial statements were approved and authorised for issue by the Trustees on 15th July 2024 and signed on its behalf by:



Nicola Spicer
Chair



Mark Merrill
Treasurer

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

Statement of Cash Flows

As at 31 March 2024

		2024	2023
	Note	£	£
Cash flows from operating activities:			
Net cash provided by (used in) operating activities	a	<u>678,299</u>	<u>(531,821)</u>
Cash flows from investing activities:			
Investment and Interest income received		120,716	115,001
Purchase of property, plant and equipment		(4,843)	(660)
Proceeds from sale of investments/release of funds to cash reserve		-	96,435
Purchase of investments		(10,714)	-
Net cash provided by investing activities		<u>105,159</u>	<u>210,776</u>
 Increase/(decrease) in cash and cash equivalents in the year		 783,458	 (321,045)
Cash and cash equivalents at the beginning of the year		680,011	1,001,056
Cash at bank and in hand	b	<u><u>1,463,469</u></u>	<u><u>680,011</u></u>
		2024	2023
		£	£
a) Reconciliation of net income/(expenditure) to net cash flow from operating activities			
Net income/(expenditure) for the year (as per the statement of financial activities)		899,108	(600,699)
Adjustments for:			
Depreciation		2,806	2,478
(Gains)/losses on investments		(155,976)	209,568
Investments and Interest income		(120,716)	(115,001)
(Increase)/decrease in stocks		(336)	9
(Increase)/decrease in debtors		3,728	32,090
Increase/(decrease) in creditors		49,685	(60,266)
		<u>678,299</u>	<u>(531,821)</u>
 b) Analysis of cash and cash equivalents			
		2024	2023
		£	£
Cash at bank and in hand		323,814	107,246
Deposits		<u>1,139,655</u>	<u>572,765</u>
		<u><u>1,463,469</u></u>	<u><u>680,011</u></u>

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)
Notes to the Financial Statements

For the year ended 31 March 2024

BASIS OF PREPARATION AND ACCOUNTING

1. Accounting Policies

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of fixed assets, and in accordance with the Financial Reporting Standard in the United Kingdom, (FRS102) the accounting regulations issued under the Charities Act 2011 and the Statement of Recommended Practice: Accounting and Reporting by Charities.

The charity constitutes a public benefit entity as defined by FRS102.

The financial statements are prepared on a going concern basis under the historical cost convention, modified to include certain items at fair value. The financial statements are presented in sterling which is the functional currency of the charity and rounded to the nearest £.

The significant accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented unless otherwise stated.

Income Recognition

All incoming resources are included in the Statement of Financial Activities when the charity is legally entitled to the income and the amount can be quantified with reasonable accuracy. Voluntary income is accounted for on a receipts basis.

Grants are recognised in full in the Statement of Financial Activities in the year in which they are receivable, and conditions for receipt have been met. Income is deferred only when the charity has to fulfil certain conditions before becoming entitled to it.

Income received for specific purposes is treated as restricted.

Investment income is accounted for when received.

Legacies are included when the charity is advised by the personal representative of an estate that payment will be made or property transferred, the exact amount involved can be quantified and probate has been granted.

Resources Expended

All expenditure is included on an accruals basis and is recognised when there is a legal or constructive obligation to pay for expenditure. All costs have been directly attributed to one of the functional categories of resources classified in the SOFA.

Fundraising costs are those costs incurred in attracting voluntary contributions and those incurred in fundraising activities and events.

The allocation of expenditure between the activities described on the SOFA as charitable and other expenditure is split based upon the trustees' best estimate of the resources input to those different parts of the charity's operations.

Tangible Fixed Assets Depreciation

Tangible fixed assets are stated at cost less depreciation.

Depreciation is provided at rates calculated to write down the cost or valuation of each asset to its estimated residual value over its expected useful life. This applies to assets with a value of £250 or more. The depreciation rates in use are as follows:

Computer equipment	Straight line over three years
Office equipment	Straight line over two and five years

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2024

Funds Accounting

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

Designated funds are unrestricted funds which 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 subject to specific restrictive conditions imposed by donors or by the purpose of an appeal. Such donations and grants are treated as income in the year of receipt. The aim and use of each restricted fund is set out in the notes to the financial statements.

Stock

Stock is valued at the lower of cost and net realisable value.

Operating Leases

Rentals applicable to operating leases, where substantially all of the benefits and risk of ownership remain with the lessor, are charged to the income and expenditure accounts as incurred.

Pensions

A defined contribution scheme is provided for all staff. Pension contributions are charged to the Statement of Financial Activities as they become payable in accordance with the rules of the schemes. Differences (if any) between amounts charged to the Statement of Financial Activities and contributions paid are shown as a separately identified liability or asset in the notes to the balance sheet.

Investments

Investment income is accounted for when received, with gains and losses allocated to the appropriate fund. Investments are included on the balance sheet at their market value at the end of the financial year, with the exception of any unlisted investments which are included at cost. Realised and unrealised gains and losses are credited, or debited, to the Statement of Financial Activities in the year in which they arise.

Financial Instruments

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

Allocation of support costs

Support costs are those functions that assist the work of the charity but do not directly undertake charitable activities. Governance costs are those incurred in connection with the administration of the charity and compliance with constitutional and statutory requirements. The bases on which support and governance costs have been allocated are set out in note 5.

Donated services

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

The estimated value of any significant donated services is recognised within incoming resources as a donation, and an equivalent charge included within fundraising costs.

Debtors and creditors receivable/payable within one year

Debtors and creditors with no stated interest rate and receivable or payable within one year are recorded at transaction price. Any losses arising from impairment are recognised in expenditure.

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2024

2. Income from donations

	Unrestricted	Restricted	Total 2024	Total 2023
	£	£	£	£
Individuals	173,313	770	174,083	125,432
In Memoriam	117,223	1,355	118,578	174,371
Organisations and Trusts	174,056	9,270	183,326	273,772
	<u>464,592</u>	<u>11,395</u>	<u>475,987</u>	<u>573,575</u>

The income received from organisations and trusts over £5,000 included donations from T H Russell Charitable Trust, The Stephenson James Charitable Trust, The Albert Hunt Trust, The Big Give Trust, The Weinstock Fund The Valentine Charitable Trust and The National Lottery Community Fund.

For the year ended 31 March 2023 donations are analysed between funds as follows:

	Unrestricted	Restricted	Total 2023
	£	£	£
Individuals	110,799	14,633	125,432
In Memoriam	172,765	1,606	174,371
Organisations and Trusts	251,431	22,341	273,772
	<u>534,995</u>	<u>38,580</u>	<u>573,575</u>

3. Income from other trading activities

	Unrestricted	Restricted	Total 2024	Total 2023
	£	£	£	£
Fundraising	394,661	-	394,661	323,500
Other Income	11,650	-	11,650	1,870
Hospice Lottery	161,263	-	161,263	172,508
	<u>567,574</u>	<u>-</u>	<u>567,574</u>	<u>497,878</u>
Traded goods inc Christmas cards	20,028	-	20,028	21,645
	<u>587,602</u>	<u>-</u>	<u>587,602</u>	<u>519,523</u>

For the year ended 31 March 2023 income from trading activities is analysed between funds as follows:

	Unrestricted	Restricted	Total 2023
	£	£	£
Fundraising	321,672	1,828	323,500
Other Income	1,870	-	1,870
Hospice Lottery	172,508	-	172,508
Sales of Christmas cards	21,645	-	21,645
	<u>517,695</u>	<u>1,828</u>	<u>519,523</u>

4. Investment Income

	Unrestricted	Restricted	Total 2024	Total 2023
	£	£	£	£
Investment Income	104,038	-	104,038	105,068
Bank Interest	16,678	-	16,678	9,933
	<u>120,716</u>	<u>-</u>	<u>120,716</u>	<u>115,001</u>

For the year ended 31 March 2024 all investment income was unrestricted.

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)
Notes to the Financial Statements

For the year ended 31 March 2024

5. Analysis of expenditure on raising funds and charitable activities

	Grants for hospice	Fund raising	Trading	Support	Govern ance	Inv mgmt Charges	Total	Prior year 2023
Grant for clinical costs	1,300,000						1,300,000	1,335,417
Hospice @Home clinical costs	84,092						84,092	238
Hospice non clinical expenses	40,764						40,764	34,062
Hospice other projects	117,172						117,172	27,125
Salaries including employer NI		274,720		48,301	2,912		325,933	328,157
Pension costs		10,105		2,371			12,476	13,018
Cost of fundraising activities		146,282					146,282	136,649
Cost of goods for resale			6,680				6,680	7,390
Depreciation				2,806			2,806	2,478
General office costs				27,412			27,412	27,138
Trustee meeting expenses					1,435		1,435	1,890
Audit fees					7,100		7,100	6,000
Consultancy costs				8,661			8,661	3,125
Legal fees				3,414			3,414	1,378
Investment management fees						6,682	6,682	5,678
	<u>1,542,028</u>	<u>431,107</u>	<u>6,680</u>	<u>92,965</u>	<u>11,447</u>	<u>6,682</u>	<u>2,090,909</u>	<u>1,929,743</u>

6. Net Incoming Resources for the Year

This is stated after charging:

	2024	2023
	£	£
Depreciation	2,806	2,478
Auditors' remuneration:		
- audit	7,100	6,000

7. Staff Costs and Numbers

Staff costs were as follows:

	2024	2023
	£	£
Salaries and wages	304,856	308,697
Social security costs	21,077	19,271
Pension costs	12,477	13,018
	<u>338,410</u>	<u>340,986</u>

None of the trustees received any remuneration or reimbursement of expenses during the financial year.

No employee earned more than £60,000 during the year (2023-24), or the previous year (2022-23).

It is the policy of the Charity to reimburse in full all expenses properly incurred by its volunteers in connection with its charitable activities.

The charity operates a defined contribution pension scheme for all staff and the contributions charged to the SOFA for this scheme for the year totalled £12,477 (2022/23: £13,018). At the balance sheet date there were outstanding contributions of £nil (2022/23: £nil).

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

	2024	2023
	No.	No.
Fundraising/Administration	13	14

The average full time equivalent number of employees during the year was as follows:

	2024	2023
	No.	No.
Fundraising/Administration	10	11

8. Taxation

The Charity is exempt from corporation tax as all its income is charitable and is applied for charitable purposes.

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2024

9. Tangible Fixed Assets

	Office equipment £	Computer equipment £	Total £
Cost			
At 1 April 2023	24,423	16,033	40,456
Additions	3,944	899	4,843
Disposals	-	-	-
At 31 March 2024	<u>28,367</u>	<u>16,932</u>	<u>45,299</u>
Depreciation			
At 1 April 2023	23,930	14,879	38,809
Charge for the year	1,352	1,454	2,806
Eliminated on disposals	-	-	-
At 31 March 2024	<u>25,282</u>	<u>16,333</u>	<u>41,615</u>
Net book value			
At 31 March 2024	<u>3,085</u>	<u>599</u>	<u>3,684</u>
At 31 March 2023	<u>493</u>	<u>1,154</u>	<u>1,647</u>

10. Fixed Asset Investments

	Total £
Valuation at 1 April 2023	2,380,231
Additions	10,714
Disposals	-
Revaluations	155,976
Valuation as at 31 March 2024	<u>2,546,921</u>

11. Stock

	2024 £	2023 £
Stock for resale	<u>1,571</u>	<u>1,234</u>

12. Debtors

	2024 £	2023 £
Other debtors	56,104	58,364
Prepayments and accrued income	29,365	35,455
Gift Aid	6,288	1,665
Legacies	<u>31,475</u>	<u>31,475</u>
	<u>123,232</u>	<u>126,959</u>

13. Creditors: amounts due within one year

	2024 £	2023 £
Trade creditors	38,073	6,203
PAYE and National Insurance	-	-
Other creditors	-	10,758
Pension contributions paid over after 31 March	-	-
Accruals and deferred income	<u>65,625</u>	<u>37,053</u>
	<u>103,698</u>	<u>54,014</u>

14. Operating Lease Commitments

As at 31 March the charity had total future minimum lease payments under non-cancellable operating leases as follows:

	Equipment 2024 £	2023 £
Less than 1 year	<u>3,158</u>	<u>2,985</u>
	<u>3,158</u>	<u>2,985</u>

15. Unrestricted Funds

This represents funds which have been given for the general purposes of the Hospice.

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2024

16. Designated Funds

	Balance at 01.04.23	Incoming resources	Outgoing resources	Transfers in/(out)	Balance at 31.03.24
System One	150,000	-	71,229	-	78,771
Education Post	86,000	-	15,677	-	70,323
Hospice at Home	-	-	-	89,000	89,000
Bereavement Support	-	-	-	82,200	82,200
Lone Worker Devices	-	-	-	1,100	1,100
PGSC	-	-	-	83,400	83,400
Cuddlebed	-	-	-	12,900	12,900
Total	236,000	-	86,906	268,600	417,694

Purposes of designated funds

System One Palliative Care Module for Integrated End of Life Care, is to replace the current ePAL I.T. system used by the hospice. The Trustees have committed to fund up to £150,000 over a three year term, to include set-up and training costs, as well as the initial running costs.

Education Post : The Trustees have committed to fund the salary cost of a new 'Educational Post' within the hospice. The agreement is to fund the salary cost on a monthly basis for an initial period of 18 months up to £86,000.

Hospice at Home : The Trustees have committed to fund a shortfall in funding for the Hospice at Home service, to cover salary costs up to £91k, designated funds covering the shortfall after restricted funds used.

Bereavement Support : The Trustees have committed to fund the salary cost of a new 'Bereavement Support Post' within the hospice. The agreement is to fund the salary cost on a monthly basis for a period of 24 months up to £100,000. Designated funds covering the shortfall after restricted funds used.

Lone Worker Devices : The Trustees have committed to fund the purchase 'Lone Worker' safety devices for staff who make visits outside the hospice/hospital. The cost of up to £3,200, with the shortfall covered by designated funds after restricted funds used.

PGSC : The Trustees have committed to fund the refurbishment/development of the Peter Gillam Support Centre, with a total project cost of up to £240,000. Designated funds will cover the shortfall after restricted funds have been used. The PGSC provides a service for patients of the hospice who are not currently in the hospice. The aim of the centre is to build confidence, enable and empower people to live as well as they can with their illness.

Cuddlebed : The Trustees have committed to fund the purchase of a further 'Cuddlebed' for the hospice. The cost of up to £15,000, with the shortfall covered by designated funds after restricted funds used.

17. Restricted Funds

	Balance at 01.04.23	Incoming resources	Outgoing resources	Transfers in/(out)	Balance at 31.03.24
Children's Bereavement Fund	18,848	-	1,023	-	17,825
Staff Fund	3,160	-	2,210	-	950
Cuddlebed	-	2,105	-	-	2,105
PGSC Fund	156,001	600	3,856	-	152,745
Equipment Fund	4,424	5,520	812	-	9,132
Training and Development of nursing staff at the hospice	6,675	-	3,201	-	3,474
Hospice at Home Fund	86,037	3,170	84,092	-	5,115
Hospice Garden Fund	2,315	-	163	-	2,152
Hospice Treatment Room Fund	28,887	-	28,887	-	-
	306,347	11,395	124,244	-	193,498

Analysis of movements in Restricted Funds - previous year

	Balance at 01.04.22	Incoming resources	Outgoing resources	Transfers in/(out)	Balance at 31.03.23
Children's Bereavement Fund	18,847	-	-	-	18,847
Staff Fund	3,235	150	225	-	3,160
PGSC Fund	156,001	-	-	-	156,001
Equipment Fund	5,784	-	1,359	-	4,425
Training and Development of nursing staff at the hospice	6,675	-	-	-	6,675
Hospice at Home Fund	46,717	40,258	938	-	86,037
Hospice Garden Fund	3,236	-	921	-	2,315
Hospice Treatment Room Fund	56,012	-	27,125	-	28,887
	296,507	40,408	30,568	-	306,347

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)
Notes to the Financial Statements

For the year ended 31 March 2024

17. Restricted Funds (continued)

Purposes of restricted funds

Children's Bereavement Fund

The charity receives funds for the purpose of treating child bereavement issues.

Staff Fund

The charity holds a small amount of funds provided as gifts to the Hospice for staff on their behalf until the funds are required.

PGSC Fund

The charity receives funds for the benefit of the Peter Gillam Support Centre. The trustees are looking at various ways to use the restricted donated funds for the PGSC, these funds include a significant legacy.

Equipment Fund

The charity receives funds to purchase specific pieces of equipment

Training and Development for Nursing Staff Fund

The charity receives funds for the education, training and development of nursing staff.

Hospice at Home

The charity receives funds for the benefit of the Hospice at Home service.

Hospice Garden Fund

The charity receives funds for the maintenance of the Hospice garden.

Hospice Treatment Room Fund

The charity receives funds to purchase specific equipment.

18. Analysis of Net Assets between Funds

	Unrestricted	Designated	Restricted	Total
	£	£	£	£
Fixed assets	2,550,605	-	-	2,550,605
Net current assets	<u>873,381</u>	<u>417,694</u>	<u>193,498</u>	<u>1,484,573</u>
Net assets at the end of the year	<u><u>3,423,986</u></u>	<u><u>417,694</u></u>	<u><u>193,498</u></u>	<u><u>4,035,178</u></u>

19. Related Party Transactions

During the year, Salisbury Hospice Charity Ltd donated £1,384,092 (2023: £1,335,417) to Salisbury NHS Foundation Trust. At the balance sheet date Salisbury Hospice Charity Limited owed Salisbury NHS Foundation Trust £26,685.75 (2022/23: £Nil).

During the year related party donations and gifts in kind totalled £7,000 (2022/23: £2,500).

SALISBURY HOSPICE CHARITY LIMITED (Company number 06525170)
Notes to the Financial Statements

For the year ended 31 March 2024

20. Statement of financial activities - comparative balances as at 31 March 2023

	Unrestricted £	Designated £	Restricted £	2023 Total £
Income and Endowments from:				
Donations and legacies				
Donations	534,995	-	38,580	573,575
Legacies	330,513	-	-	330,513
Other trading activities				
Fundraising	496,050	-	1,828	497,878
Trading activities	21,645	-	-	21,645
Investment	115,001	-	-	115,001
Other	-	-	-	-
TOTAL INCOME AND ENDOWMENTS	1,498,204	-	40,408	1,538,612
Expenditure on:				
Raising funds				
Fundraising	428,129	-	-	428,129
Trading expenses	7,390	-	-	7,390
Investment Management costs	5,678	-	-	5,678
Charitable activities				
Grant for Hospice costs	1,366,273	-	30,569	1,396,842
Administration costs	91,704	-	-	91,704
TOTAL EXPENDITURE	1,899,174	-	30,569	1,929,743
NET INCOME/(EXPENDITURE) FOR THE YEAR BEFORE GAINS AND LOSSES ON INVESTMENTS	(400,970)	-	9,839	(391,131)
Net gain/(losses) on investments				
Realised	-	-	-	-
Unrealised	(209,568)	-	-	(209,568)
	(209,568)	-	-	(209,568)
NET INCOME/(EXPENDITURE)	(610,538)	-	9,839	(600,699)
TRANSFER BETWEEN FUNDS	(236,000)	236,000	-	-
NET MOVEMENT IN FUNDS	(846,538)	236,000	9,839	(600,699)
RECONCILIATION OF FUNDS				
Total funds brought forward at 1 April 2022	3,440,262	-	296,506	3,736,768
Total funds carried forward as at 31 March 2023	2,593,724	236,000	306,345	3,136,069

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Salisbury Hospice Charity Limited

England & Wales - Charity number 1123314

Accounts



SALISBURY HOSPICECARE TRUST LIMITED
(A Company Limited By Guarantee)

Report of the Trustees and Financial Statements

for the year ended 31 March 2023

Company no. 06525170

Charity no. 1123314

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SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Report of the Trustees

For the year ended 31 March 2023

The Trustees (who are also Directors of Salisbury Hospicecare Trust Limited for the purpose of company law) are responsible for preparing the Directors' Annual Report and the Financial Statements for the year ended 31 March 2023 which are prepared to meet the requirements for a directors' report and accounts for Companies Act purposes.

The legal and administrative information stated below forms part of this report. The financial statements comply with current statutory requirements, the Memorandum and Articles of Association and the Statement of Recommended Practice for Charities - (FRS 102 effective January 2015).

Reference and Administrative Information

Registered Office and Operational Address	Salisbury Hospice, Odstock Road, Salisbury SP2 8BJ
Website	www.salisburyhospicecharity.org.uk
Trustees	David Pardoe (Chair) Victoria Bracey (Vice Chair) Carl Broadbridge Jo Broom Aloysia Daros Ian Downie Peter Hill Mark Merrill Michael Nielsen Nicola Spicer Stella Sykes
Investment Managers	Cazenove Capital, Schroder & Co Limited, 1 London Wall Place, London EC2Y 5AU Quilter Cheviot, London Road Office Park, London Road, Salisbury SP1 3HP
Bankers	National Westminster Bank Plc, 48 Blue Boar Row, Salisbury SP1 1DF Aldermore Bank Plc, Apex Plaza, Forbury Road, Reading RG1 1AX CCLA, Senator House, 85 Queen Victoria Street, London EC4V 4ET
Auditors	Fawcetts LLP Chartered Accountants, Windover House, St Ann Street, Salisbury SP1 2DR

SALISBURY HOSPIECARE TRUST LIMITED (Company number 06525170)

Report of the Trustees

For the year ended 31 March 2023

Letter from the Chairman – David Pardoe

Welcome to our annual report for 2022/23, my fifth year as Chairman.

This year has continued to be challenging as we recover from the COVID 19 Pandemic and the repercussions of the Cost of living crisis, meaning our ambitious income targets for the year were adjusted at the half year point.

Nevertheless, we have continued to see invaluable support from across the community. Generous donations towards the 'Big Give', supporter led events, corporate partnerships, lottery subscription and sky dives, are just a few examples of the many different ways our local community has continued to help us raise vital funds this year.

Next year we will be developing a new 5 year strategy with the aim to significantly increase the income raised over this period. These plans will include further development of the fundraising team, and the introduction of new income streams to underpin the success we have achieved in recent years. Our robust plans will ensure we can continue supporting Salisbury Hospice long into the future.

Despite the challenges over the last couple of years, one factor has remained a constant throughout my time as a trustee. It has been, and continues to be, humbling being involved with an organisation like the Salisbury Hospice. The staff and patients at the hospice make it an inspirational place and I think that is reflected in the enormous support that is demonstrated to the hospice time and time again.

My thanks to all those involved in the delivery of all the services based at the hospice and to everybody whose generosity has helped Salisbury Hospice Charity support the work they do.

David Pardoe
Chairman, Salisbury Hospice Charity

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Report of the Trustees

For the year ended 31 March 2023

Structure, Governance and Management

Salisbury Hospicecare Trust Limited is a company limited by guarantee. It was incorporated on 5 March 2008 and registered as a charity on 25 March 2008. It assumed the assets and liabilities of an existing unincorporated charity.

The charity is governed by a board of trustees (who are also the directors of the company). The trustees come from a range of backgrounds and they regularly review the skills within the board and consider both succession planning and existing skill needs.

Potential trustees are asked to attend several trustee meetings on an informal basis before formal appointment as a trustee.

The trustees govern the organisation in accordance with the powers set out in the memorandum of association of the company.

The trustees meet six times a year, with two of those meetings focused on financial matters.

In addition a smaller group of trustees meet with several staff members between formal trustee meetings to deal with other pressing business.

The trustees delegate the day to day running of the charity to a staff of fourteen, twelve fundraising staff and two finance and administrative staff.

Aims and Objectives

The aims and objectives of the charity, as set out in its memorandum of association, are to promote the relief of suffering by:

- Establishing, maintaining and providing hospicecare and homecare services for those who are suffering from any chronic or terminal illness, disability or disease and providing medical or other treatment and attention for any such persons
- Conducting, promoting and encouraging research into the care and treatment of those suffering from any illness, disability, disease or infirmity and particularly into the care and treatment of those suffering from cancer or terminal illness
- Providing bereavement counselling services for adults and children
- Providing, assisting or encouraging the provision of spiritual help and guidance for both those suffering from such illness or infirmity and also for their families and carers

The charity does this by:

- Providing significant financial support for Salisbury Hospice which is staffed by the Palliative Care Service of Salisbury NHS Foundation Trust
- Providing additional essential services for those affected by life limiting illness and bereavement. Such services include staff education, activities and equipment both in the hospice and for the Hospice at Home service

The charity annually provides funds for more than 50% of the hospice services.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Report of the Trustees

For the year ended 31 March 2023

Further details of all these specialist palliative care services are set out below.

Salisbury Hospice provides an integrated and comprehensive service for patients with advanced, progressive, life-limiting illnesses, and also for their families and carers. In 2022/23 over 2,000 people were supported by the clinical team based at Salisbury Hospice.

Inpatient care

There are 10 inpatient beds. Patients are admitted from both the community and the hospital, with reasons for admission including symptom control, rehabilitation, special assessment, and end of life care. In 2022/23 there were a total of 244 admissions to the inpatient unit.

Community

Members of the hospice multidisciplinary team work in the community in partnership with GPs and district nurses to support patients and families at home. This includes clinical nurse specialists, doctors, therapy staff, and social workers supported by admin staff and volunteers. Demand for this part of our service is increasing. In 2022/23 580 patients were supported by the hospice team in the community. (NB this does not include those treated by Hospice at Home)

Hospital

Input from members of the Specialist Palliative Care team provides support to patients, families and staff of the acute wards in Salisbury NHS Foundation Trust. This is primarily provided by a small team of nurse specialists and doctors with additional support from other hospice staff. In 2022/23 956 patients were seen by the hospice team in the hospital setting.

Day care

The Peter Gillam Support Centre provides a day care service for patients at the hospice 4 days a week. This provides both social support for patients and a day of respite for carers. In addition there are carers' days once a month which patients and carers can attend together. During the Covid-19 pandemic the centre was closed, with the team providing telephone support to the patients and working with others in the hospice team to deliver monthly activity packs. The centre reopened in April 2022, initially on a limited basis, in 2022/23 52 patients used the day care centre.

Other therapies

The occupational therapists and physiotherapists work predominantly on the inpatient unit, but also in the other branches of the service. In 2022/23, 286 patients were supported by the therapy team. Support includes symptom control, rehabilitation, equipment needs, and discharge planning.

Family support and bereavement

The social workers in the family support team work with both patients and their families. They coordinate the bereavement service, which is delivered by specially trained volunteers as well as other members of the multidisciplinary team. In 2022/23, 116 clients and patients received bereavement and family support services.

Education

The education service has offered a range of learning opportunities for both health professionals and informal carers, including Principles of Palliative Care, GP study days, Communication skills and a Carer skills programme which helps relatives feel more confident looking after someone at home, and staff wellbeing days, to sustain staff working in this emotionally demanding area. Due to the Covid-19 pandemic no courses were held during 2021/22 and 2022/23, and there is currently minimal funding available for this part of the service. Into 2023/24, the trustees have committed to fund an education post, initially over an 18 month term.

Hospice at Home

Since April 2016 Salisbury Hospice has offered a Hospice at Home service. This invaluable service has provided high quality care for palliative patients coming to the end of their life who wish to stay in their own home. The service has also acted as a 'crisis intervention', preventing any unnecessary admissions to a hospital, hospice or alternative care setting. In 2022/23 there were a total of 126 patients who received hospice at home support. The charity provided the funding for a four year initial offering of this service which is now fully funded by the NHS with the charity aiming to provide funding to allow the service to expand to meet currently unmet demand.

Risk Management

The trustees understand that they have a duty to identify the major risks to which the charity is, or might be, exposed. They also have a duty to establish that systems to ensure that exposure to these risks are minimised. The key operational, reputational and financial risks are included in a risk matrix which is reviewed regularly and action is taken to ensure mitigation measures are in place and acted on by all staff.

The key risks identified are:

- The financial demands for maintaining the current level of hospice services exceed current and expected resources
- An incident at a fundraising event creates unfavourable publicity and impacts fundraising ability
- Loss of key fundraising staff

The Covid-19 pandemic severely curtailed the charity's fundraising activities for much of the year to March 2022. The fundraising team replaced some of the planned activities with virtual events although to the end of the period some outdoor events were possible and were well received. This and the subsequent Cost of Living Crisis continues to have continued to have a large impact on fundraising activities. The trustees anticipate that fundraising will remain challenging for the foreseeable future.

Achievements and Performance

The trustees measure performance against key objectives.

Fundraising results are measured against the budgets set at the beginning of the financial year. They are determined initially by the Head of Fundraising and the staff team and agreed by the trustees. Fundraising performance is measured by monthly management information and reviewed regularly by the Trustee Board. The trustees monitor performance of the investment portfolio and obtain advice from both Cazenove Capital and Quilter Cheviot.

Fundraising

This year we continued to reinforce our key messaging, with emphasis on the financial demands we have as a charity, and the need to raise funds. We utilised the press, social media, billboards, radio and the rear of buses to share our key messaging and promote the variety of ways to support our fundraising.

On the back of the pandemic, we relaunched our events programme, with The Celebration Walk, Wessex Country Fair and Fire and Glass Walk achieving £100,000. We also produced a Sports and Challenge brochure, which inspired supporters to raise £33,000 from individual challenges.

Across the year, Community Fundraising continued to grow, with an additional Community Fundraiser joining the team this year to further develop this income stream. Key highlights were the annual Hatch House Open Garden organised by our Tisbury Fundraising Group, which raised £21,000, and the Fabulous Family Fun Day which achieved £21,000. The Christmas Tree recycling scheme saw continued growth, with an increased number of individuals and corporate supporters volunteering their time, the initiative raised £23,000.

Corporate Fundraising also achieved success, with a number of new partnerships built whilst Trust Fundraising continued to prove invaluable with several new multi-year funders on board.

A further highlight this year was The Big Give Christmas Campaign. Working alongside the Hospice Team, this online matched giving campaign raised £41,000 towards Hospice at Home.

Across the year, In Memory Fundraising achieved £174,000, with the flexibility to donate online through the MuchLoved platform helping to sustain this income stream. Our Light Up a Life service was a great success, with the event and accompanying appeal raising over £7,000.

In partnership with local solicitors, we continued to promote legacy giving through a successful Make Your Will campaign. This resulted in a number of legacy pledges.

Your Hospice Lottery, run by St Helena Hospice on our behalf, continues to be a valuable source of income. With 6,625 weekly players, this income stream raised £172,000 this year.

Our Christmas card sales continue to do well, achieving £21,000 with a number of new sales outlets on board.

In a challenging fundraising environment our diversity of income streams is playing an important role in safeguarding our income.

Volunteers

The charity and the hospice is fortunate to have a dedicated team of around 200 active volunteers in a range of essential roles. They support fundraising, help in the hospice day unit and work with the complementary therapies team. In addition, they give bereavement support, deliver the essential community companion service and work in the beautiful hospice gardens. This support equates to over 600 hours per week saving the hospice an estimated £325,000 per year. The Hospice User Group continue to meet regularly and represent patients, carers and families who have used the hospice's services. The group offer feedback and development ideas and support both the hospice and charity.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Report of the Trustees

For the year ended 31 March 2023

Financial Review

The results for the year are shown in the Statement of Financial Activities. The net deficit for the year before losses on investments was £391,132, where our fundraising activities were impacted by the legacy of the coronavirus pandemic, along with the Cost of Living Crisis.

The grant to Salisbury NHS Foundation Trust to fund hospice services in 2022/23 was £1,335,416. In addition the charity provided £34,000 to the hospice for non-clinical expenses including staff and volunteer training and patient comforts, and £27,100 being the first instalment of the Hospice Treatment Room refurbishment.

Reserves Policy

The trustees have a policy of holding an income reserve to protect the charity against future and unforeseen fluctuations in its income and expenditure. The trustees regularly review the position and have considered their policy both in the context of the impact of the Covid-19 legacy and the cost of living crisis on the charity's fundraising capacity.

The trustees have agreed that their policy should continue to be to maintain a reserve of between six and nine months running costs of the charity and up to 75% of the planned donation for hospice services for the year following the latest balance sheet date.

At 31 March 2023 the general fund amounted to £2,593,723. On the basis of the agreed policy the reserve requirement is between £1,298,000 and £1,444,500. The reserve surplus will enable the charity to maintain its contribution to the Salisbury NHS Foundation Trust for the hospice service over what is anticipated will be several challenging years for fundraising.

In addition the Trustees have committed up to £150,000 for an IT system upgrade for the hospice, and £86,000 over 18 months to fund an education post within the Hospice. They have also committed to fund a shortfall in the Hospice at Home funding for the year 2023/24 of £84,000. The Trustees are also aware of the need for investment in changes to the hospice building and infrastructure.

Investment Policy and Performance

The trustees aim to invest funds not required for immediate use in order to maintain the real value of the charity's assets and the purchasing power of its income for both current and future beneficiaries of its services. The trustees also wish to minimise the risk of capital and income losses. This is done by employing professional fund managers, by restricting the range of investment instruments and by requiring its investment portfolio to be diversified. This is achieved by holding its investments in Charity Authorised Investment Funds. The trustees have agreed benchmark returns and the means of monitoring performance against these with the investment managers.

Remuneration

The trustees receive no remuneration or other benefit from their work with the charity. The pay of our staff is reviewed on an annual basis by a Remuneration Committee of Trustees where recommendations are brought to the full Trustee Board. Pay levels are benchmarked against pay levels of other similar charities. Details of staff costs and numbers are disclosed in note 9 to the financial statements.

How our Activities Deliver Public Benefit

The trustees regularly review the ways in which the activities of the charity enable the charity to achieve its aims and deliver public benefit. All of the available financial and volunteer resources of the charity are used to provide support to those suffering from terminal or life limiting illnesses and their families and carers. This support is provided either directly by the charity or through the palliative care services of Salisbury NHS Foundation Trust which are part funded by the charity.

Plans for the Future

The charity plans to maintain its donation to support the hospice to £1,300,000 for the year 31 March 2024, with additional capital and one off items being funded. It expects the year to be a difficult one for fundraising as the ability to encourage supporters to attend mass participation events remains problematic. In addition, concerns about the increases in cost of living, as well as public financial support for Ukraine are expected to impact charitable giving and involvement.

Nevertheless, the charity plans to continue with a wide range of fundraising initiatives, and aims to be in a position to continue to support the hospice service from its current fundraising activities.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Report of the Trustees

For the year ended 31 March 2023

Trustee Responsibilities

The trustees (who are also the Directors of Salisbury Hospicecare Trust 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 and the law applicable to charities require the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing those financial statements the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charity SORP 2015 (FRS 102);
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on a going concern basis unless it is inappropriate to presume that the charity will continue in operation;

The trustees are responsible for keeping adequate accounting records which disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies Act 2006 and the Charity (Accounts and Reports) Regulations 2008. The trustees are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The trustees are responsible for the maintenance and integrity of the charity and financial information included on the charity's website.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the trustees are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the Company's auditors are unaware, and each director has taken all the steps that he or she ought to have taken as a director in order to make himself or herself aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

This report has been prepared taking advantage of the exemptions available to small companies under the Companies Act 2006.

AUDITORS

Fawcetts LLP were reappointed as the Charity's auditors during the year and have expressed their willingness to continue in that capacity.

Approved and authorised for issue by the Trustees on 12th July 2023

David Pardoe Chairman of Trustees

**Report of the Independent Auditors
To the Members of**

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Opinion

We have audited the financial statements of Salisbury Hospicecare Trust Limited (the 'charitable company') for the year ended 31 March 2023 which comprise the Statement of Financial Activities, the Balance Sheet, the Statement of Cash Flows and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the charitable company's affairs at 31 March 2023 and of its incoming resources and application of resources for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

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 charitable company'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 Report of the Trustees, other than the financial statements and our Report of the Auditors thereon. The Trustees are responsible for the other information. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon. In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Opinion on other matters prescribed by the Companies Act 2006

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

- the information given in the Report of the Trustees, which includes the Report of the Directors and the Strategic 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 Report of the Directors included within the Report of the Trustees have been prepared in accordance with applicable legal requirements.

Report of the Independent Auditors (continued)
To the Members of

SALISBURY HOSPIECECARE TRUST LIMITED (Company number 06525170)

Matters on which we are required to report by exception

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

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

Responsibilities of Trustees

As explained more fully in the Statement of Trustees' Responsibilities, the Trustees (who are also directors of the charitable company for the purposes of company law and trustees of the charity for the purposes of charity law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Trustees are responsible for assessing the charitable company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

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 a Report of the Auditors that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

Identifying and assessing potential risks related to irregularities including fraud

Irregularities, including fraud, are non-compliance with laws and regulations. We design procedures, in line with our responsibilities, as set out in the auditors' responsibilities for the audit of the financial statements section, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud, are detailed below.

In identifying and assessing risks of material misstatement in respect of irregularities, including fraud and non-compliance with laws and regulations we consider the following:

- the nature of the charity sector, control environment and financial performance;
- results of our enquiries of management about their own identification and assessment of the risks of irregularities;
- any matters we identified having obtained and reviewed the charity's documentation of their policies and procedures relating to:
 - identifying, evaluating and complying with laws and regulations and whether they were aware of any instances of non-compliance;
 - detecting and responding to the risks of fraud and whether they have knowledge of any actual, suspected or alleged fraud;
 - the internal controls established to mitigate risks of fraud or non-compliance with laws and regulations
- the matters discussed among the audit engagement team regarding how and where fraud might occur in the financial statements and any potential indicators of fraud.

As a result of these procedures, we considered the opportunities and incentives that may exist within the organisation for fraud and identified the greatest potential for fraud in the following area: revenue and resource recognition. In common with all audits under ISAs (UK), we are also required to perform specific procedures to respond to the risk of management override.

We have also obtained an understanding of the legal and regulatory frameworks that the charity operates in, focusing on provisions of those laws and regulations that had a direct effect on the determination of material amounts and disclosures in the financial statements. The key laws and regulations we considered in this context included the UK Charities Act and related legislation.

Report of the Independent Auditors (continued)
To the Members of

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Audit response to risks identified

As a result of performing the above, we identified revenue and resource recognition as a key audit matter related to the potential risk of fraud. Our procedures to respond to risks identified included the following:

- reviewing the financial statement disclosures and testing to supporting documentation to assess compliance with provisions of relevant laws and regulations described as having a direct effect on the financial statements;
- understanding the charity's revenue recognition policies and how they are applied, including the relevant controls and performing a walkthrough to validate our understanding.
- enquiring of management concerning actual and potential litigation and claims;
- performing analytical procedures to compare revenue recognised against expectations and based on past experiences and management forecasts and investigated material divergencies by obtaining corroborative evidence.
- reading minutes of meetings of those charged with governance;
- in addressing the risk of fraud through management override of controls, testing the appropriateness of journal entries and other adjustments; applying parameters designed to identify entries that were not within our expectations. This included analysing and selecting journals for testing which appeared unusual in nature, either due to size, preparer or date of posting. To test their validity, we verified the journals to originating documentation.

We also communicated relevant identified laws and regulations and potential fraud risks to all engagement team members and remained alert to any indications of fraud or non-compliance with laws and regulations throughout the audit.

Owing to the inherent limitations of an audit, there is an unavoidable risk that we may not have detected some material misstatements in the financial statements, even though we have properly planned and performed our audit in accordance with auditing standards. For example, the further removed non-compliance with laws and regulations (irregularities) is from the events and transactions reflected in the financial statements, the less likely the inherently limited procedures required by auditing standards would identify it. In addition, as with any audit, there remained a higher risk of non-detection of irregularities, as these may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls. We are not responsible for preventing non-compliance and cannot be expected to detect non-compliance with all laws and regulations.

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 Report of the Auditors.

Use of our report

This report is made solely to the charitable company's trustees, as a body, in accordance with Part 4 of the Charities (Accounts and Reports) Regulations 2008. Our audit work has been undertaken so that we might state to the charitable company's trustees those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's trustees as a body, for our audit work, for this report, or for the opinions we have formed.

Simon Ellingham BA FCA DChA (Senior Statutory Auditor)
for and on behalf of Fawcetts LLP, Chartered Accountants & Statutory Auditors
Windover House, St Ann Street, Salisbury, SP1 2DR

Date:

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Statement of Financial Activities

For the year ended 31 March 2023

	Note	Unrestricted £	Designated £	Restricted £	2023 Total £	2022 Total £
Income and Endowments from:						
Donations and legacies						
Donations	2	534,995	-	38,580	573,575	697,995
Legacies		330,513	-	-	330,513	318,215
Coronavirus Job Retention Scheme		-	-	-	-	-
Other trading activities						
Fundraising	3	496,050	-	1,828	497,878	448,236
Trading activities		21,645	-	-	21,645	22,444
Investment						
	4	115,001	-	-	115,001	94,155
Other						
		-	-	-	-	1,287
TOTAL INCOME AND ENDOWMENTS		<u>1,498,204</u>	<u>-</u>	<u>40,408</u>	<u>1,538,612</u>	<u>1,582,332</u>
Expenditure on:						
Raising funds						
Fundraising	5	428,129	-	-	428,129	304,474
Trading expenses		7,390	-	-	7,390	6,486
Investment Management costs		5,678	-	-	5,678	5,765
Charitable activities						
Grant for Hospice costs	5	1,366,273	-	30,569	1,396,842	1,286,743
Administration Support costs		81,113	-	-	81,113	74,446
Governance costs		10,591	-	-	10,591	17,456
TOTAL EXPENDITURE		<u>1,899,174</u>	<u>-</u>	<u>30,569</u>	<u>1,929,743</u>	<u>1,695,370</u>
NET INCOME/(EXPENDITURE) FOR THE YEAR BEFORE GAINS AND LOSSES ON INVESTMENTS		<u>(400,970)</u>	<u>-</u>	<u>9,839</u>	<u>(391,131)</u>	<u>(113,038)</u>
Net gain/(losses) on investments						
Realised		-	-	-	-	-
Unrealised	12	(209,568)	-	-	(209,568)	72,525
		<u>(209,568)</u>	<u>-</u>	<u>-</u>	<u>(209,568)</u>	<u>72,525</u>
NET INCOME/(EXPENDITURE)		<u>(610,538)</u>	<u>-</u>	<u>9,839</u>	<u>(600,699)</u>	<u>(40,513)</u>
TRANSFER BETWEEN FUNDS		<u>(236,000)</u>	<u>236,000</u>	<u>-</u>	<u>-</u>	<u>-</u>
NET MOVEMENT IN FUNDS		<u>(846,538)</u>	<u>236,000</u>	<u>9,839</u>	<u>(600,699)</u>	<u>(40,513)</u>
RECONCILIATION OF FUNDS						
Total funds brought forward at 1 April 2022		3,440,262	-	296,506	3,736,768	3,777,281
Total funds carried forward as at 31 March 2023		<u>2,593,724</u>	<u>236,000</u>	<u>306,345</u>	<u>3,136,069</u>	<u>3,736,768</u>

All of the above results are derived from continuing activities. There were no other recognised gains or losses other than those stated above.

The notes form part of these financial statements

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Balance Sheet

As at 31 March 2023

	Note	2023 £	2022 £
Fixed assets			
Tangible fixed assets	9	1,647	3,466
Investments	10	<u>2,380,231</u>	<u>2,686,233</u>
		<u>2,381,878</u>	<u>2,689,699</u>
Current assets			
Stock	11	1,234	1,243
Debtors	12	126,959	159,049
Deposits		572,765	853,352
Cash at bank and in hand		<u>107,246</u>	<u>147,705</u>
		<u>808,204</u>	<u>1,161,348</u>
Creditors: amounts due within one year	13	<u>(54,013)</u>	<u>(114,279)</u>
NET CURRENT ASSETS		<u>754,191</u>	<u>1,047,069</u>
TOTAL ASSETS LESS CURRENT LIABILITIES		<u><u>3,136,069</u></u>	<u><u>3,736,768</u></u>
Funds			
Unrestricted funds	15	2,593,724	3,454,844
Designated funds	16	236,000	-
Restricted funds	17	306,344	281,924
		<u><u>3,136,068</u></u>	<u><u>3,736,768</u></u>

The financial statements were approved and authorised for issue by the Trustees on 12th July 2023 and signed on its behalf by:

David Pardoe
Chair

Mark Merrill
Treasurer

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Statement of Cash Flows

As at 31 March 2023

		2023 £	2022 £
Cash flows from operating activities:			
Net cash provided by (used in) operating activities	a	<u>(531,821)</u>	<u>738,140</u>
Cash flows from investing activities:			
Investment and Interest income received		115,001	94,155
Purchase of property, plant and equipment		(660)	(3,464)
Proceeds from sale of investments/release of funds to cash reserve		96,435	-
Purchase of investments		-	(478,830)
Net cash provided by investing activities		<u>210,776</u>	<u>(388,139)</u>
 Increase/(decrease) in cash and cash equivalents in the year		 (321,045)	 350,001
Cash and cash equivalents at the beginning of the year		1,001,057	651,056
Cash at bank and in hand	b	<u><u>680,012</u></u>	<u><u>1,001,057</u></u>
		2023 £	2022 £
a) Reconciliation of net income/(expenditure) to net cash flow from operating activities			
Net income/(expenditure) for the year (as per the statement of financial activities)		(600,699)	(40,513)
Adjustments for:			
Depreciation		2,478	5,063
(Gains)/losses on investments		209,568	(72,525)
Investments and Interest income		(115,001)	(94,155)
(Increase)/decrease in stocks		9	(899)
(Increase)/decrease in debtors		32,090	873,669
Increase/(decrease) in creditors		<u>(60,266)</u>	<u>67,500</u>
		<u>(531,821)</u>	<u>738,140</u>
b) Analysis of cash and cash equivalents			
		2023 £	2022 £
Cash at bank and in hand		<u><u>680,011</u></u>	<u><u>1,001,057</u></u>

BASIS OF PREPARATION AND ACCOUNTING

1. Accounting Policies

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of fixed assets, and in accordance with the Financial Reporting Standard in the United Kingdom, (FRS102) the accounting regulations issued under the Charities Act 2011 and the Statement of Recommended Practice: Accounting and Reporting by Charities.

Income Recognition

All incoming resources are included in the Statement of Financial Activities when the charity is legally entitled to the income and the amount can be quantified with reasonable accuracy. Voluntary income is accounted for on a receipts basis.

Grants are recognised in full in the Statement of Financial Activities in the year in which they are receivable, and conditions for receipt have been met. Income is deferred only when the charity has to fulfil certain conditions before becoming entitled to it.

Income received for specific purposes is treated as restricted.

Investment income is accounted for when received.

Legacies are included when the charity is advised by the personal representative of an estate that payment will be made or property transferred, the amount involved can be quantified and probate has been granted.

Income tax recoverable in relation to investment income is recognised at the time the investment income is received.

Resources Expended

All expenditure is included on an accruals basis and is recognised when there is a legal or constructive obligation to pay for expenditure. All costs have been directly attributed to one of the functional categories of resources classified in the SOFA.

Fundraising costs are those costs directly incurred in seeking voluntary contributions and do not include the costs of disseminating information in support of charitable activities.

The allocation of expenditure between the activities described on the SOFA as charitable and other expenditure is split based upon the trustees' best estimate of the resources input to those different parts of the charity's operations.

Tangible Fixed Assets Depreciation

Tangible fixed assets are stated at cost or valuation less depreciation.

Depreciation is provided at rates calculated to write down the cost or valuation of each asset to its estimated residual value over its expected useful life. This applies to assets with a value of £250 or more. The depreciation rates in use are as follows:

Computer equipment	Straight line over three years
Office equipment	Straight line over two and five years

Funds Accounting

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

Designated funds are unrestricted funds which 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 subject to specific restrictive conditions imposed by donors or by the purpose of an appeal. Such donations and grants are treated as income in the year of receipt. The aim and use of each restricted fund is set out in the notes to the financial statements.

Stock

Stock is valued at the lower of cost and net realisable value.

Operating Leases

Rentals applicable to operating leases, where substantially all of the benefits and risk of ownership remain with the lessor, are charged to the income and expenditure accounts as incurred.

Pensions

The former NHS staff transferred to the charity under the Transfer of Undertakings (Protection of Employment) Regulations retain membership of the NHS Pensions Scheme under an agreement made at the time of the transfer.

A defined contribution scheme is provided for all other staff. Pension contributions are charged to the Statement of Financial Activities as they become payable in accordance with the rules of the schemes. Differences (if any) between amounts charged to the Statement of Financial Activities and contributions paid are shown as a separately identified liability or asset in the notes to the balance sheet.

Investments

Investment income is accounted for when received, with gains and losses allocated to the appropriate fund. Investments are included on the balance sheet at their market value at the end of the financial year, with the exception of unlisted investments and investments in subsidiaries which are included at cost. Realised and unrealised gains and losses are credited, or debited, to the Statement of Financial Activities in the year in which they arise.

Financial Instruments

The charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value with the exception of bank loans which are subsequently measured at amortised cost using the effective interest method.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)**Notes to the Financial Statements****For the year ended 31 March 2023****Allocation of support costs**

Support costs are those functions that assist the work of the charity but do not directly undertake charitable activities. Governance costs are those incurred in connection with the administration of the charity and compliance with constitutional and statutory requirements. The bases on which support and governance costs have been allocated are set out in note 5.

Donated services

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

The estimated value of any significant donated services is recognised within incoming resources as a donation, and an equivalent charge included within fundraising costs.

2. Income from donations

	Unrestricted	Restricted	Total 2023	Total 2022
	£	£	£	£
Individuals	110,799	14,633	125,432	169,224
In Memoriam	172,765	1,606	174,371	146,686
Organisations and Trusts	251,431	22,341	273,772	381,935
Donated services	-	-	-	150
	<u>534,995</u>	<u>38,580</u>	<u>573,575</u>	<u>697,995</u>

The income received from organisations and trusts over £5,000 included donations from T H Russell Charitable Trust, The Stephenson James Charitable Trust, The Albert Hunt Trust, Hospice UK, The Big Give Trust, The Weinstock Fund and The Hospital Saturday Fund.

For the year ended 31 March 2022 donations are analysed between funds as follows:

	Unrestricted	Restricted	Total 2022
	£	£	£
Individuals	159,044	10,180	169,224
In Memoriam	140,521	6,165	146,686
Organisations and Trusts	302,848	79,087	381,935
Donated services	150	-	150
	<u>602,563</u>	<u>95,432</u>	<u>697,995</u>

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2023

3. Income from other trading activities

	Unrestricted	Restricted	Total 2023	Total 2022
	£	£	£	£
Fundraising	321,672	1,828	323,500	264,357
Other Income	1,870	-	1,870	1,436
Hospice Lottery	172,508	-	172,508	182,443
	<u>496,050</u>	<u>1,828</u>	<u>497,878</u>	<u>448,236</u>
 Sales of Christmas cards	 21,645	 -	 21,645	 22,444
	<u>517,695</u>	<u>1,828</u>	<u>519,523</u>	<u>470,680</u>

For the year ended 31 March 2022 income from trading activities is analysed between funds as follows:

	Unrestricted	Restricted	Total 2022
	£	£	£
Fundraising	264,357	-	264,357
Other Income	1,436	-	1,436
Hospice Lottery	182,443	-	182,443
Sales of Christmas cards	22,444	-	22,444
	<u>470,680</u>	<u>-</u>	<u>470,680</u>

4. Investment Income

	Unrestricted	Restricted	Total 2023	Total 2022
	£	£	£	£
Investment Income	105,068	-	105,068	91,390
Bank Interest	9,933	-	9,933	2,765
	<u>115,001</u>	<u>-</u>	<u>115,001</u>	<u>94,155</u>

For the year ended 31 March 2023 all investment income was unrestricted.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2023

5. Analysis of expenditure on raising funds and charitable activities

	Grant for hospice clinical costs	Grant for hospice at Home clinical costs	Grant for hospice non clinical expenses	Grant for Hospice refurb	Fund raising	Trading	Support	Govern ance	Investme nt mgmt Charges	Total	Prior year
Grants paid	1,335,417	238	34,062	27,125						1,396,842	1,286,743
Salaries including employer NI					280,334		45,122	2,701		328,157	266,801
Pension costs					11,146		1,872			13,018	11,021
Cost of fundraising activities					136,649					136,649	69,062
Cost of goods for resale						7,390				7,390	6,486
Depreciation							2,478			2,478	5,063
General office costs							27,138			27,138	29,278
Trustee meeting expenses								1,890		1,890	1,624
Audit fees								6,000		6,000	4,800
Other fees paid to auditors										0	320
Consultancy costs							3,125			3,125	3,480
Legal fees							1,378			1,378	4,927
Investment management fees									5,678	5,678	5,765
	<u>1,335,417</u>	<u>238</u>	<u>34,062</u>	<u>27,125</u>	<u>428,129</u>	<u>7,390</u>	<u>81,113</u>	<u>10,591</u>	<u>5,678</u>	<u>1,929,743</u>	<u>1,695,370</u>

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2023

6. Net Incoming Resources for the Year

This is stated after charging:

	2023	2022
	£	£
Depreciation	2,478	5,063
Auditors' remuneration:		
- audit	6,000	5,120

7. Staff Costs and Numbers

Staff costs were as follows:

	2023	2022
	£	£
Salaries and wages	308,697	254,190
Social security costs	19,271	14,942
Pension costs	13,018	12,185
	<u>340,986</u>	<u>281,317</u>

None of the trustees received any remuneration or reimbursement of expenses during the financial year.

No employee earned more than £60,000 during the year (2022-23).

It is the policy of the Charity to reimburse in full all expenses properly incurred by its volunteers in connection with its charitable activities.

As stated in note 1, the charity operates two pension schemes. The NHS Pension Scheme is a defined benefit scheme, however the employer is unable to identify its share of the underlying assets and liabilities and as such the conditions in FRS 17 paragraph 9 are met and accordingly the scheme is treated as a defined contribution pension scheme.

Pension contributions to this scheme are charged to the SOFA as they fall due and amounted to £0 in the year (2021/22: £3,238). At the balance sheet date there were outstanding contributions of £0 (2021/22: £444).

The charity also operates a defined contribution pension scheme for all other staff and the contributions charged to the SOFA for this scheme for the year totalled £13,018 (2021/22: £12,086). At the balance sheet date there were outstanding contributions of £nil (2021/22: £nil).

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

	2023	2022
	No.	No.
Fundraising/Administration	14	13

The average full time equivalent number of employees during the year was as follows:

	2023	2022
	No.	No.
Fundraising/Administration	11	10

8. Taxation

The Charity is exempt from corporation tax as all its income is charitable and is applied for charitable purposes.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2023

9. Tangible Fixed Assets

	Office equipment £	Computer equipment £	Total £
Cost			
At 1 April 2022	23,763	16,033	39,796
Additions	660	-	660
Disposals	-	-	-
At 31 March 2023	<u>24,423</u>	<u>16,033</u>	<u>40,456</u>
Depreciation			
At 1 April 2022	23,153	13,178	36,331
Charge for the year	777	1,701	2,478
Eliminated on disposals	-	-	-
At 31 March 2023	<u>23,930</u>	<u>14,879</u>	<u>38,809</u>
Net book value			
At 31 March 2023	<u>493</u>	<u>1,154</u>	<u>1,647</u>
At 31 March 2022	<u>610</u>	<u>2,855</u>	<u>3,465</u>

10. Fixed Asset Investments

	Total £
Valuation at 1 April 2022	2,589,799
Additions	-
Disposals	-
Revaluations	(209,568)
Valuation as at 31 March 2023	<u>2,380,231</u>

11. Stock

	2023 £	2022 £
Stock for resale	<u>1,234</u>	<u>1,243</u>

12. Debtors

	2023 £	2022 £
Trade debtors	58,364	54,470
Prepayments and accrued income	35,455	19,551
Gift Aid	1,665	1,769
Legacies	31,475	83,259
	<u>126,959</u>	<u>159,049</u>

13. Creditors: amounts due within one year

	2023 £	2022 £
Trade creditors	6,202	64,854
PAYE and National Insurance	-	4,937
Other creditors	10,758	10,758
Pension contributions paid over after 31 March	-	444
Accruals and deferred income	37,053	33,285
	<u>54,013</u>	<u>114,279</u>

14. Operating Lease Commitments

As at 31 March the charity had total future minimum lease payments under non-cancellable operating leases as follows:

	Land and buildings	
	2023 £	2022 £
Less than 1 year	<u>-</u>	<u>-</u>
	Equipment	
	2023 £	2022 £
Less than 1 year	<u>2,985</u>	<u>5,891</u>
	<u>2,985</u>	<u>5,891</u>

15. Unrestricted Funds

This represents funds which have been given for the general purposes of the Hospice.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2023

16. Designated Funds

	Balance at 1.4.22	Incoming resources	Outgoing resources	Transfers in/(out)	Balance at 31.3.23
Systm One	-	-	-	150,000	150,000
Education Post	-	-	-	86,000	86,000
Total	-	-	-	236,000	236,000

Purposes of designated funds

Systm One Palliative Care Module for Integrated End of Life Care, is to replace the current ePAL system used by the hospice. The Trustees have committed to fund up to £150,000 over a three year term, to include set-up and training costs, as well as the initial running costs.

The Trustees have also committed to fund the salary cost of a new 'Educational Post' within the hospice. The agreement is to fund the salary cost on a monthly basis for an initial period of 18 months.

17. Restricted Funds

	Balance at 1.4.22	Incoming resources	Outgoing resources	Transfers in/(out)	Balance at 31.3.23
Children's Bereavement Fund	18,847	-	-	-	18,847
Staff Fund	3,235	150	(225)	-	3,160
PGSC Fund	156,001	-	-	-	156,001
Equipment Fund	5,784	-	(1,359)	-	4,424
Training and Development of nursing staff at the hospice	6,675	-	-	-	6,675
Hospice at Home Fund	46,717	40,258	(938)	-	86,037
Hospice Garden Fund	3,236	-	(921)	-	2,315
Hospice Treatment Room Fund	56,012	-	(27,125)	-	28,887
	296,507	40,408	(30,568)	-	306,345

Analysis of movements in Restricted Funds - previous year

	Balance at 1.4.21	Incoming resources	Outgoing resources	Transfers in/(out)	Balance at 31.3.22
Children's Bereavement Fund	18,847	-	-	-	18,847
Staff Fund	1,246	3,390	(1,401)	-	3,235
PGSC Fund	145,951	10,050	-	-	156,001
Equipment Fund	6,209	-	(425)	-	5,784
Training and Development of nursing staff at the hospice	4,600	4,125	(2,050)	-	6,675
Hospice at Home Fund	23,798	23,504	(585)	-	46,717
Hospice Garden Fund	3,236	-	-	-	3,236
Hospice Treatment Room Fund	-	56,012	-	-	56,012
	203,887	97,081	(4,461)	-	296,507

Purposes of restricted funds

Children's Bereavement Fund

The charity receives funds for the purpose of treating child bereavement issues.

Staff Fund

The charity holds a small amount of funds provided as gifts to the Hospice for staff on their behalf until the funds are required.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Notes to the Financial Statements

For the year ended 31 March 2023

17. Restricted Funds (continued)

PGSC Fund

The charity receives funds for the benefit of the Peter Gillam Support Centre. The trustees are looking at various ways to use the restricted donated funds for the PGSC, these funds include a significant legacy.

Equipment Fund

The charity receives funds to purchase specific pieces of equipment

Hospice at Home

The charity receives funds for the benefit of the Hospice at Home service.

Training and Development for Nursing Staff Fund

The charity receives funds for the education, training and development of nursing staff.

Hospice Garden Fund

The charity receives funds for the maintenance of the Hospice garden.

Companion Service Volunteers Fund

The charity received funds to cover the costs of our Companion Service Volunteers.

Hospice Treatment Room Fund

The charity receives funds to purchase specific equipment.

18. Analysis of Net Assets between Funds

	Unrestricted	Designated	Restricted	Total
	£	£	£	£
Fixed assets	1,839,534	236,000	306,344	2,381,878
Net current assets	754,190	-	-	754,190
Net assets at the end of the year	2,593,724	236,000	306,344	3,136,068

19. Related Party Transactions

At the balance sheet date Salisbury Hospicecare Trust Limited owed Salisbury NHS Foundation Trust £Nil (2021/22: £Nil).

During the year related party donations and gifts in kind totalled £2,500 (2021/22: £nil).

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2023

20. Statement of financial activities - comparative balances as at 31 March 2022

	Unrestricted £	Designated £	Restricted £	2022 Total £
Income and Endowments from:				
Donations and legacies				
Donations	602,563	-	95,432	697,995
Legacies	316,568	-	1,647	318,215
Coronavirus Job Retention Scheme	-	-	-	-
Other trading activities				
Fundraising	448,236	-	-	448,236
Trading activities	22,444	-	-	22,444
Investment	94,155	-	-	94,155
Other	1,287	-	-	1,287
TOTAL INCOME AND ENDOWMENTS	1,485,253	-	97,079	1,582,332
Expenditure on:				
Raising funds				
Fundraising	304,474	-	-	304,474
Trading expenses	6,486	-	-	6,486
Investment Management costs	5,765	-	-	5,765
Charitable activities				
Grant for Hospice costs	1,267,699	-	19,044	1,286,743
Administration costs	91,902	-	-	91,902
TOTAL EXPENDITURE	1,676,326	-	19,044	1,695,370
NET INCOME/(EXPENDITURE) FOR THE YEAR BEFORE GAINS AND LOSSES ON INVESTMENTS	(191,073)	-	78,035	(113,038)
Net gain/(losses) on investments				
Realised	-	-	-	-
Unrealised	72,525	-	-	72,525
	72,525	-	-	72,525
NET INCOME/(EXPENDITURE)	(118,548)	-	78,035	(40,513)
TRANSFER BETWEEN FUNDS	-	-	-	-
NET MOVEMENT IN FUNDS	(118,548)	-	78,035	(40,513)
RECONCILIATION OF FUNDS				
Total funds brought forward at 1 April 2021	3,573,394	-	203,887	3,777,281
Total funds carried forward as at 31 March 2022	3,454,846	-	281,922	3,736,768

Salisbury Hospice Charity Limited

England & Wales - Charity number 1123314

Accounts



SALISBURY HOSPICECARE TRUST LIMITED
(A Company Limited By Guarantee)

Report of the Trustees and Financial Statements

for the year ended 31 March 2022

Company no. 06525170

Charity no. 1123314



For the year ended 31 March 2022

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SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2022

The Trustees (who are also Directors of Salisbury Hospicecare Trust Limited for the purpose of company law) are responsible for preparing the Directors' Annual Report and the Financial Statements for the year ended 31 March 2022 which are prepared to meet the requirements for a directors' report and accounts for Companies Act purposes.

The legal and administrative information stated below forms part of this report. The financial statements comply with current statutory requirements, the Memorandum and Articles of Association and the Statement of Recommended Practice for Charities - (FRS 102 effective January 2015).

Reference and Administrative Information

Registered Office and Operational Address	Salisbury Hospice, Odstock Road, Salisbury SP2 8BJ
Website	www.salisburyhospicecharity.org.uk
Trustees	David Pardoe (Chair) Victoria Bracey (Vice Chair) Carl Broadbridge (Appointed 26 May 2021) Jo Broom Ian Downie Andy Hall (Retired 3 November 2021) Peter Hill Mark Merrill Michael Nielsen (Appointed 26 May 2021) Nicola Spicer Stella Sykes
Investment Managers	Cazenove Capital, Schroder & Co Limited, 1 London Wall Place, London EC2Y 5AU Quilter Cheviot, London Road Office Park, London Road, Salisbury SP1 3HP
Bankers	National Westminster Bank Plc, 48 Blue Boar Row, Salisbury SP1 1DF Aldermore Bank Plc, Apex Plaza, Forbury Road, Reading RG1 1AX CCLA, Senator House, 85 Queen Victoria Street, London EC4V 4ET
Auditors	Fawcetts LLP Chartered Accountants, Windover House, St Ann Street, Salisbury SP1 2DR

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2022

Letter from the Chairman - David Pardoe

Welcome to our annual report for 2021/22, my fourth year as Chairman.

This year we celebrated our 40th anniversary and used the opportunity to highlight how the service has expanded since 1981, to reinforce our key messaging, to emphasise the financial demands we now have as a charity, and to thank our loyal supporters.

This year, fundraising income has continued to be affected by the COVID 19 Pandemic, with our calendar of planned events cancelled. We have, however, still had success with 'virtual' initiatives. Community, corporate and individual fundraising continue to do well with many new initiatives supporting the 40th birthday celebrations. Our variety of fundraising income streams continues to serve us well and remain a sound strategy during these unprecedented times.

In line with our 5 year strategy and, to build on the key success in community fundraising, in 2022/23 we will further develop the team through the employment of an additional community fundraiser, with the aim of engaging new support across the region. In addition, as we now move on from the restrictions placed by the pandemic, we will add an events fundraiser to the team as we plan and develop an exciting new timetable of events.

As we move on from this landmark year, I would like to thank our supporters, staff and volunteers for their continued support. What has been achieved over the last 40 years has been outstanding and would not have been possible without their support. We have robust plans in place to ensure we continue to raise funds for Salisbury Hospice long into the future and look forward to your support in the years ahead.

David Pardoe
Chairman, Salisbury Hospice Charity

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2022

Structure, Governance and Management

Salisbury Hospicecare Trust Limited is a company limited by guarantee. It was incorporated on 5 March 2008 and registered as a charity on 25 March 2008. It assumed the assets and liabilities of an existing unincorporated charity.

The charity is governed by a board of trustees (who are also the directors of the company). The trustees come from a range of backgrounds and they regularly review the skills within the board and consider both succession planning and existing skill needs.

Potential trustees are asked to attend several trustee meetings on an informal basis before formal appointment as a trustee.

The trustees govern the organisation in accordance with the powers set out in the memorandum of association of the company.

The trustees meet six times a year, with two of those meetings focused on financial matters.

In addition a smaller group of trustees meet with several staff members between formal trustee meetings to deal with other pressing business.

The trustees delegate the day to day running of the charity to a staff of twelve, ten fundraising staff and two finance and administrative staff.

Aims and Objectives

The aims and objectives of the charity, as set out in its memorandum of association, are to promote the relief of suffering by:

- Establishing, maintaining and providing hospicecare and homecare services for those who are suffering from any chronic or terminal illness, disability or disease and providing medical or other treatment and attention for any such persons
- Conducting, promoting and encouraging research into the care and treatment of those suffering from any illness, disability, disease or infirmity and particularly into the care and treatment of those suffering from cancer or terminal illness
- Providing bereavement counselling services for adults and children
- Providing, assisting or encouraging the provision of spiritual help and guidance for both those suffering from such illness or infirmity and also for their families and carers

The charity does this by:

- Providing significant financial support for Salisbury Hospice which is staffed by the Palliative Care Service of Salisbury NHS Foundation Trust
- Providing additional essential services for those affected by life limiting illness and bereavement. Such services include staff education, activities and equipment both in the hospice and for the Hospice at Home service

The charity annually provides funds for more than 50% of the hospice services.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2022

Further details of all these specialist palliative care services are set out below.

Salisbury Hospice provides an integrated and comprehensive service for patients with advanced, progressive, life-limiting illnesses, and also for their families and carers. In 2021/22 over 1,000 people were supported by the clinical team based at Salisbury Hospice.

Inpatient care

There are 10 inpatient beds. Patients are admitted from both the community and the hospital, with reasons for admission including symptom control, rehabilitation, special assessment, and end of life care. In 2021/22 there were a total of 204 admissions to the inpatient unit.

Community

Members of the hospice multidisciplinary team work in the community in partnership with GPs and district nurses to support patients and families at home. This includes clinical nurse specialists, doctors, therapy staff, and social workers supported by admin staff and volunteers. Demand for this part of our service is increasing. In 2021/22 582 patients were supported by the hospice team in the community.

Hospital

Input from members of the Specialist Palliative Care team provides support to patients, families and staff of the acute wards in Salisbury NHS Foundation Trust. This is primarily provided by a small team of nurse specialists and doctors with additional support from other hospice staff. In 2021/22 917 patients were seen by the hospice team in the hospital setting.

Day care

The Peter Gillam Support Centre provides a day care service for patients at the hospice 4 days a week. This provides both social support for patients and a day of respite for carers. In addition there are carers' days once a month which patients and carers can attend together. Due to the Covid-19 pandemic the centre has been closed. However, the team have been able to provide telephone support to the patients and working with others in the hospice team have delivered monthly activity packs. The Centre reopened in April 2022 on a limited basis.

Other therapies

The occupational therapists and physiotherapist work predominantly on the inpatient unit, but also in the other branches of the service. In 2021/22, 285 patients were supported by the therapy team. Support includes symptom control, rehabilitation, equipment needs, and discharge planning.

Family support and bereavement

The social workers in the family support team work with both patients and their families. They coordinate the bereavement service, which is delivered by specially trained volunteers as well as other members of the multidisciplinary team. In 2021/22, 211 clients and patients received bereavement and family support services.

Education

The education service has offered a range of learning opportunities for both health professionals and informal carers, including Principles of Palliative Care, GP study days, Communication skills and a Carer skills programme which helps relatives feel more confident looking after someone at home, and staff wellbeing days, to sustain staff working in this emotionally demanding area. Due to the Covid-19 pandemic no courses were held during 2021/22 and there is currently minimal funding available for this part of the service.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2022

Hospice at Home

Since April 2016 Salisbury Hospice has offered a Hospice at Home service. This invaluable service has provided high quality care for palliative patients coming to the end of their life who wish to stay in their own home. The service has also acted as a 'crisis intervention', preventing any unnecessary admissions to a hospital, hospice or alternative care setting. In 2021/22 there were a total of 136 patients who received hospice at home support. The charity provided the funding for a four year initial offering of this service which is now fully funded by the NHS with the charity aiming to provide funding to allow the service to expand to meet currently unmet demand.

Risk Management

The trustees understand that they have a duty to identify the major risks to which the charity is, or might be, exposed. They also have a duty to establish that systems to ensure that exposure to these risks are minimised. The key operational, reputational and financial risks are included in a risk matrix which is reviewed regularly and action is taken to ensure mitigation measures are in place and acted on by all staff.

The key risks identified are:

- The financial demands for maintaining the current level of hospice services exceed current and expected resources
- An incident at a fundraising event creates unfavourable publicity and impacts fundraising ability
- Loss of key fundraising staff

The current Covid-19 pandemic has severely curtailed the charity's fundraising activities for much of the year to March 2022. The fundraising team has replaced some of the planned activities with virtual events although to the end of the period some outdoor events were possible and were well received. The trustees anticipate that fundraising will be challenging for the foreseeable future.

Achievements and Performance

The trustees measure performance against key objectives.

Fundraising results are measured against the budgets set at the beginning of the financial year. They are determined initially by the Head of Fundraising and the staff team and agreed by the trustees. Fundraising performance is measured by monthly management information and reviewed regularly by the Trustee Board. The trustees monitor performance of the investment portfolio and obtain advice from both Cazenove Capital and Quilter Cheviot.

Fundraising

The Covid-19 pandemic has continued to have an impact on all our fundraising activities in 2021/22.

Events Fundraising was particularly affected with outdoor participation events only possible in a limited way towards the end of the year. The fundraising team nevertheless rose to the challenge –continuing with and developing a number of successful virtual events.

This year we celebrated our 40th anniversary and used the opportunity to highlight how the service has expanded since 1981, to reinforce our key messaging, to emphasise the financial demands we now have as a charity, and to thank our loyal supporters.

Throughout our 40th year, we utilised the press, social media, billboards, radio and the rear of buses to share our key messaging and thank supporters for their loyal support. All this was aimed also to increase our visibility in the hospice catchment area.

Our mass participation events planned for this year were once again cancelled due to the pandemic, however we had great success with the 40 Memory Miles virtual fundraiser which raised £41,000. We also introduced a new Fire Walk Challenge which achieved £16,000.

Community Fundraising continued to do well. Key highlights were the annual Hatch House Open Garden organised by our Tisbury Fundraising Group raising £21,000 and three supporters running the Virgin London Marathon who collectively raised over £19,000.

Corporate Fundraising also achieved success, particularly with the 40 4 40 initiative which invited 40 corporate supporters to raise £1,000 during our 40th year. Income totalled £41,000 with 38 businesses taking part. Trust Fundraising continued to prove invaluable with several new supporters on board and key support from the EL Harrison Foundation, The Morrisons Foundation and HSBC.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2022

In Memory Fundraising raised £146,000, with the flexibility to donate online through the MuchLoved platform helping to sustain this income stream. Sadly, our Light Up a Life service didn't go ahead, however, the accompanying appeal raised over £6,000.

In partnership with Parker Bullen Solicitors we ran a successful Make Your Will social media campaign during the year. We have plans to develop this further in 2022/23 with a Make Your Will Fortnight planned for January 2023.

Your Hospice Lottery, run by St Helena Hospice on our behalf, continued to see numbers drop as door to door and venue canvassing were put on hold. We now have 6,909 weekly players with this income stream raising £182,000

Our Christmas Tree recycling scheme was successful raising £22,000, a great community initiative with individuals and corporate supporters volunteering their time. Our Christmas card sales achieved an excellent £22,000, with a number of new sales outlets on board.

The team structure continues to work well, with a diversity of income streams playing an important role in safeguarding our income over a difficult couple of years. We now need to plan for the future and, in line with our 5 year strategy, we plan to expand the fundraising team as we move on from the pandemic. We will introduce a further community fundraiser to proactively engage new support across the region and an events fundraiser, to plan and develop an exciting new timetable of events.

Volunteers

The charity and the hospice is fortunate to have a dedicated team of over 150 active volunteers in a range of essential roles. They support fundraising, help in the hospice day unit and work with the complementary therapies team. In addition, they give bereavement support, deliver the essential community companion service and work in the beautiful hospice gardens. This support equates to over 450 hours per week saving the hospice an estimated £185,000 per year. The Hospice User Group continue to meet regularly and represent patients, carers and families who have used the hospice's services. The group offer feedback and development ideas and support both the hospice and charity.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Report of the Trustees

For the year ended 31 March 2022

Financial Review

The results for the year are shown in the Statement of Financial Activities. The net deficit for the year before gains on investments was £113,040 which was an improvement on the budget set for the second year in which our fundraising activities were impacted by the coronavirus pandemic.

The grant to Salisbury NHS Foundation Trust to fund hospice services in 2021/22 was £1,250,000. In addition the charity provided £22,000 to the hospice for non-clinical expenses including staff and volunteer training and patient comforts, and £15,000 to fund Hospice at Home.

Reserves Policy

The trustees have a policy of holding an income reserve to protect the charity against future and unforeseen fluctuations in its income and expenditure. The trustees regularly review the position and have considered their policy both in the context of the impact of the Covid-19 pandemic on the charity's fundraising capacity and the exceptional financial result in the previous year.

The trustees have agreed that their policy should continue to be to maintain a reserve of between six and nine months running costs of the charity and up to 75% of the planned donation for hospice services for the year following the latest balance sheet date.

At 31 March 2022 the general fund amounted to £3,573,394. On the basis of the agreed policy the reserve requirement is between £1,235,000 and £1,350,000. The reserve surplus will enable the charity to main its contribution to the Salisbury NHS Foundation Trust for the hospice service over what is anticipated will be several challenging years for fundraising.

In addition the Trustees have committed up to £150,000 for an IT system upgrade for the hospice. Trustees are also aware of the need for investment in changes to the hospice building and infrastructure.

Investment Policy and Performance

The trustees aim to invest funds not required for immediate use in order to maintain the real value of the charity's assets and the purchasing power of its income for both current and future beneficiaries of its services. The trustees also wish to minimise the risk of capital and income losses. This is done by employing professional fund managers, by restricting the range of investment instruments and by requiring its investment portfolio to be diversified. This is achieved by holding its investments in Charity Authorised Investment Funds. The trustees have agreed benchmark returns and the means of monitoring performance against these with the investment managers.

During 2021/22 the trustees invested £250,000 of the funds received from the exceptional legacy and other income received in 2020/21 with a second investment manager.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2022

Remuneration

The trustees receive no remuneration or other benefit from their work with the charity. The pay of our staff is reviewed on an annual basis by a Remuneration Committee of Trustees where recommendations are brought to the full Trustee Board. Pay levels are benchmarked against pay levels of other similar charities. Details of staff costs and numbers are disclosed in note 9 to the financial statements.

How our Activities Deliver Public Benefit

The trustees regularly review the ways in which the activities of the charity enable the charity to achieve its aims and deliver public benefit. All of the available financial and volunteer resources of the charity are used to provide support to those suffering from terminal or life limiting illnesses and their families and carers. This support is provided either directly by the charity or through the palliative care services of Salisbury NHS Foundation Trust which are part funded by the charity.

Plans for the Future

The charity plans to increase its donation to support the hospice to £1,350,000 for the year 31 March 2023. It expects the year to be a difficult one for fundraising as the ability to encourage supporters to attend mass participation events remains problematic. In addition, concerns about the increases in cost of living, as well as public financial support for Ukraine are expected to impact charitable giving and involvement.

Nevertheless, the charity plans to continue with a wide range of fundraising initiatives, and aims to be in a position to continue to support the hospice service from its current fundraising activities.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2022

Trustee Responsibilities

The trustees (who are also the Directors of Salisbury Hospicecare Trust 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 and the law applicable to charities require the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing those financial statements the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charity SORP 2015 (FRS 102);
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on a going concern basis unless it is inappropriate to presume that the charity will continue in operation;

The trustees are responsible for keeping adequate accounting records which disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies Act 2006 and the Charity (Accounts and Reports) Regulations 2008. The trustees are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The trustees are responsible for the maintenance and integrity of the charity and financial information included on the charity's website.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the trustees are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the Company's auditors are unaware, and each director has taken all the steps that he or she ought to have taken as a director in order to make himself or herself aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

This report has been prepared taking advantage of the exemptions available to small companies under the Companies Act 2006.

AUDITORS

Fawcetts LLP were reappointed as the Charity's auditors during the year and have expressed their willingness to continue in that capacity.

Approved and authorised for issue by the Trustees on 7th September 2022.

David Pardoe Chairman of Trustees

**Report of the Independent Auditors
To the Members of**

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Opinion

We have audited the financial statements of Salisbury Hospicecare Trust Limited (the 'charitable company') for the year ended 31 March 2022 which comprise the Statement of Financial Activities, the Balance Sheet, the Statement of Cash Flows and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the charitable company's affairs at 31 March 2022 and of its incoming resources and application of resources for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

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 charitable company'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 Report of the Trustees, other than the financial statements and our Report of the Auditors thereon. The Trustees are responsible for the other information. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon. In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Opinion on other matters prescribed by the Companies Act 2006

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

- the information given in the Report of the Trustees, which includes the Report of the Directors and the Strategic 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 Report of the Directors included within the Report of the Trustees have been prepared in accordance with applicable legal requirements.

Report of the Independent Auditors (continued)
To the Members of

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Matters on which we are required to report by exception

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

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

Responsibilities of Trustees

As explained more fully in the Statement of Trustees' Responsibilities, the Trustees (who are also directors of the charitable company for the purposes of company law and trustees of the charity for the purposes of charity law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Trustees are responsible for assessing the charitable company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

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 a Report of the Auditors that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

Identifying and assessing potential risks related to irregularities including fraud

Irregularities, including fraud, are non-compliance with laws and regulations. We design procedures, in line with our responsibilities, as set out in the auditors' responsibilities for the audit of the financial statements section, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud, are detailed below.

In identifying and assessing risks of material misstatement in respect of irregularities, including fraud and non-compliance with laws and regulations we consider the following:

- the nature of the charity sector, control environment and financial performance;
- results of our enquiries of management about their own identification and assessment of the risks of irregularities;
- any matters we identified having obtained and reviewed the charity's documentation of their policies and procedures relating to:
 - identifying, evaluating and complying with laws and regulations and whether they were aware of any instances of non-compliance;
 - detecting and responding to the risks of fraud and whether they have knowledge of any actual, suspected or alleged fraud;
 - the internal controls established to mitigate risks of fraud or non-compliance with laws and regulations
- the matters discussed among the audit engagement team regarding how and where fraud might occur in the financial statements and any potential indicators of fraud.

As a result of these procedures, we considered the opportunities and incentives that may exist within the organisation for fraud and identified the greatest potential for fraud in the following area: revenue and resource recognition. In common with all audits under ISAs (UK), we are also required to perform specific procedures to respond to the risk of management override.

We have also obtained an understanding of the legal and regulatory frameworks that the charity operates in, focusing on provisions of those laws and regulations that had a direct effect on the determination of material amounts and disclosures in the financial statements. The key laws and regulations we considered in this context included the UK Charities Act and related legislation.

Report of the Independent Auditors (continued)
To the Members of

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Audit response to risks identified

As a result of performing the above, we identified revenue and resource recognition as a key audit matter related to the potential risk of fraud. Our procedures to respond to risks identified included the following:

- reviewing the financial statement disclosures and testing to supporting documentation to assess compliance with provisions of relevant laws and regulations described as having a direct effect on the financial statements;
- understanding the charity's revenue recognition policies and how they are applied, including the relevant controls and performing a walkthrough to validate our understanding.
- enquiring of management concerning actual and potential litigation and claims;
- performing analytical procedures to compare revenue recognised against expectations and based on past experiences and management forecasts and investigated material divergencies by obtaining corroborative evidence.
- reading minutes of meetings of those charged with governance;
- in addressing the risk of fraud through management override of controls, testing the appropriateness of journal entries and other adjustments; applying parameters designed to identify entries that were not within our expectations. This included analysing and selecting journals for testing which appeared unusual in nature, either due to size, preparer or date of posting. To test their validity, we verified the journals to originating documentation.

We also communicated relevant identified laws and regulations and potential fraud risks to all engagement team members and remained alert to any indications of fraud or non-compliance with laws and regulations throughout the audit.

Owing to the inherent limitations of an audit, there is an unavoidable risk that we may not have detected some material misstatements in the financial statements, even though we have properly planned and performed our audit in accordance with auditing standards. For example, the further removed non-compliance with laws and regulations (irregularities) is from the events and transactions reflected in the financial statements, the less likely the inherently limited procedures required by auditing standards would identify it. In addition, as with any audit, there remained a higher risk of non-detection of irregularities, as these may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls. We are not responsible for preventing non-compliance and cannot be expected to detect non-compliance with all laws and regulations.

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 Report of the Auditors.

Use of our report

This report is made solely to the charitable company's trustees, as a body, in accordance with Part 4 of the Charities (Accounts and Reports) Regulations 2008. Our audit work has been undertaken so that we might state to the charitable company's trustees those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's trustees as a body, for our audit work, for this report, or for the opinions we have formed.

Simon Ellingham BÅ FCA DChA (Senior Statutory Auditor)
for and on behalf of Fawcetts LLP, Chartered Accountants & Statutory Auditors
Windover House, St Ann Street, Salisbury, SP1 2DR

Date: 8 September 2021

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Statement of Financial Activities

For the year ended 31 March 2022

	Note	Unrestricted £	Designated £	Restricted £	2022 Total £	2021 Total £
Income and Endowments from:						
Donations and legacies						
Donations	2	602,563	-	95,432	697,995	679,911
Legacies		316,568	-	1,647	318,215	1,287,587
Coronavirus Job Retention Scheme		-	-	-	-	10,257
Other trading activities						
Fundraising	3	448,236	-	-	448,236	419,726
Trading activities		22,444	-	-	22,444	19,644
Investment						
	4	94,155	-	-	94,155	87,333
Other						
		1,287	-	-	1,287	2,031
TOTAL INCOME AND ENDOWMENTS		<u>1,485,253</u>	<u>-</u>	<u>97,079</u>	<u>1,582,332</u>	<u>2,506,489</u>
Expenditure on:						
Raising funds						
Fundraising	5	304,474	-	-	304,474	289,005
Trading expenses		6,486	-	-	6,486	6,568
Investment Management costs		5,765	-	-	5,765	5,132
Charitable activities						
Grant for Hospice costs	6	1,267,699	-	19,044	1,286,743	1,014,842
Administration costs		91,902	-	-	91,902	90,657
TOTAL EXPENDITURE		<u>1,676,326</u>	<u>-</u>	<u>19,044</u>	<u>1,695,370</u>	<u>1,406,204</u>
NET INCOME/(EXPENDITURE) FOR THE YEAR BEFORE GAINS AND LOSSES ON INVESTMENTS		<u>(191,073)</u>	<u>-</u>	<u>78,035</u>	<u>(113,038)</u>	<u>1,100,285</u>
Net gain/(losses) on investments						
Realised		-	-	-	-	-
Unrealised	12	72,525	-	-	72,525	351,973
		<u>72,525</u>	<u>-</u>	<u>-</u>	<u>72,525</u>	<u>351,973</u>
NET INCOME/(EXPENDITURE)		<u>(118,548)</u>	<u>-</u>	<u>78,035</u>	<u>(40,513)</u>	<u>1,452,258</u>
TRANSFER BETWEEN FUNDS		<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
NET MOVEMENT IN FUNDS		<u>(118,548)</u>	<u>-</u>	<u>78,035</u>	<u>(40,513)</u>	<u>1,452,258</u>
RECONCILIATION OF FUNDS						
Total funds brought forward at 1 April 2021		3,573,394	-	203,887	3,777,281	2,325,023
Total funds carried forward as at 31 March 2022		<u>3,454,846</u>	<u>-</u>	<u>281,922</u>	<u>3,736,768</u>	<u>3,777,281</u>

All of the above results are derived from continuing activities. There were no other recognised gains or losses other than those stated above.

The notes form part of these financial statements

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Balance Sheet

As at 31 March 2022

	Note	2022 £	2021 £
Fixed assets			
Tangible fixed assets	11	3,466	5,063
Investments	12	<u>2,686,233</u>	<u>2,134,878</u>
		<u>2,689,699</u>	<u>2,139,941</u>
Current assets			
Stock	13	1,243	344
Debtors	14	159,049	1,032,718
Deposits		853,352	346,489
Cash at bank and in hand		<u>147,705</u>	<u>304,567</u>
		<u>1,161,348</u>	<u>1,684,118</u>
Creditors: amounts due within one year	15	<u>(114,279)</u>	<u>(46,778)</u>
NET CURRENT ASSETS		<u>1,047,069</u>	<u>1,637,340</u>
TOTAL ASSETS LESS CURRENT LIABILITIES		<u><u>3,736,768</u></u>	<u><u>3,777,281</u></u>
Funds			
Unrestricted funds	17	3,454,844	3,573,394
Designated funds	18	-	-
Restricted funds	19	281,924	203,887
		<u><u>3,736,768</u></u>	<u><u>3,777,281</u></u>

The financial statements were approved and authorised for issue by the Trustees on 7th September 2022 and signed on its behalf by:

David Pardoe
Chair

Mark Merrill
Treasurer

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Statement of Cash Flows

As at 31 March 2022

		2022 £	2021 £
Cash flows from operating activities:			
Net cash provided by (used in) operating activities	a	<u>738,140</u>	<u>63,816</u>
Cash flows from investing activities:			
Investment and Interest income received		94,155	87,333
Purchase of property, plant and equipment		(3,464)	(1,638)
Proceeds from sale of investments		-	-
Purchase of investments		(478,830)	-
Net cash provided by investing activities		<u>(388,139)</u>	<u>85,695</u>
 Increase/(decrease) in cash and cash equivalents in the year		 350,001	 149,511
Cash and cash equivalents at the beginning of the year		651,056	501,545
Cash at bank and in hand	b	<u><u>1,001,057</u></u>	<u><u>651,056</u></u>
		2022 £	2021 £
a) Reconciliation of net income/(expenditure) to net cash flow from operating activities			
Net income/(expenditure) for the year (as per the statement of financial activities)		(40,513)	1,452,258
Adjustments for:			
Depreciation		5,063	6,648
(Gains)/losses on investments		(72,525)	(351,973)
Investments and Interest income		(94,155)	(87,333)
(Increase)/decrease in stocks		(899)	245
(Increase)/decrease in debtors		873,669	(944,999)
Increase/(decrease) in creditors		<u>67,500</u>	<u>(11,030)</u>
		<u><u>738,140</u></u>	<u><u>63,816</u></u>
b) Analysis of cash and cash equivalents			
		2022 £	2021 £
Cash at bank and in hand		<u><u>1,001,057</u></u>	<u><u>651,056</u></u>

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Notes to the Financial Statements

For the year ended 31 March 2022

BASIS OF PREPARATION AND ACCOUNTING

1. Accounting Policies

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of fixed assets, and in accordance with the Financial Reporting Standard in the United Kingdom, (FRS102) the accounting regulations issued under the Charities Act 2011 and the Statement of Recommended Practice: Accounting and Reporting by Charities.

Income Recognition

All incoming resources are included in the Statement of Financial Activities when the charity is legally entitled to the income and the amount can be quantified with reasonable accuracy. Voluntary income is accounted for on a receipts basis.

Grants are recognised in full in the Statement of Financial Activities in the year in which they are receivable, and conditions for receipt have been met. Income is deferred only when the charity has to fulfil certain conditions before becoming entitled to it.

Income received for specific purposes is treated as restricted.

Investment income is accounted for when received.

Legacies are included when the charity is advised by the personal representative of an estate that payment will be made or property transferred, the amount involved can be quantified and probate has been granted.

Income tax recoverable in relation to investment income is recognised at the time the investment income is received.

Resources Expended

All expenditure is included on an accruals basis and is recognised when there is a legal or constructive obligation to pay for expenditure. All costs have been directly attributed to one of the functional categories of resources classified in the SOFA.

Fundraising costs are those costs directly incurred in seeking voluntary contributions and do not include the costs of disseminating information in support of charitable activities.

The allocation of expenditure between the activities described on the SOFA as charitable and other expenditure is split based upon the trustees' best estimate of the resources input to those different parts of the charity's operations.

Tangible Fixed Assets Depreciation

Tangible fixed assets are stated at cost or valuation less depreciation.

Depreciation is provided at rates calculated to write down the cost or valuation of each asset to its estimated residual value over its expected useful life. This applies to assets with a value of £250 or more. The depreciation rates in use are as follows:

Computer equipment	Straight line over three years
Office equipment	Straight line over two and five years

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2022

Funds Accounting

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

Designated funds are unrestricted funds which 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 subject to specific restrictive conditions imposed by donors or by the purpose of an appeal. Such donations and grants are treated as income in the year of receipt. The aim and use of each restricted fund is set out in the notes to the financial statements.

Stock

Stock is valued at the lower of cost and net realisable value.

Operating Leases

Rentals applicable to operating leases, where substantially all of the benefits and risk of ownership remain with the lessor, are charged to the income and expenditure accounts as incurred.

Pensions

The former NHS staff transferred to the charity under the Transfer of Undertakings (Protection of Employment) Regulations retain membership of the NHS Pensions Scheme under an agreement made at the time of the transfer.

A defined contribution scheme is provided for all other staff. Pension contributions are charged to the Statement of Financial Activities as they become payable in accordance with the rules of the schemes. Differences (if any) between amounts charged to the Statement of Financial Activities and contributions paid are shown as a separately identified liability or asset in the notes to the balance sheet.

Investments

Investment income is accounted for when received, with gains and losses allocated to the appropriate fund. Investments are included on the balance sheet at their market value at the end of the financial year, with the exception of unlisted investments and investments in subsidiaries which are included at cost. Realised and unrealised gains and losses are credited, or debited, to the Statement of Financial Activities in the year in which they arise.

Financial Instruments

The charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value with the exception of bank loans which are subsequently measured at amortised cost using the effective interest method.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)**Notes to the Financial Statements****For the year ended 31 March 2022****Allocation of support costs**

Support costs are those functions that assist the work of the charity but do not directly undertake charitable activities. Governance costs are those incurred in connection with the administration of the charity and compliance with constitutional and statutory requirements. The bases on which support and governance costs have been allocated are set out in note 7.

Donated services

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

The estimated value of any significant donated services is recognised within incoming resources as a donation, and an equivalent charge included within fundraising costs.

2. Income from donations

	Unrestricted	Restricted	Total 2022	Total 2021
	£	£	£	£
Individuals	159,044	10,180	169,224	150,409
In Memoriam	140,521	6,165	146,686	160,907
Organisations and Trusts	302,848	79,087	381,935	368,445
Donated services	150	-	150	150
	<u>602,563</u>	<u>95,432</u>	<u>697,995</u>	<u>679,911</u>

The income received from organisations and trusts over £5,000 included donations from Orr Mackintosh Foundation (Sharegift), Screwfix Foundation, T H Russell Charitable Trust, The Morrisons Foundation, The Neighbourly Foundation - B & Q Foundation, E L Harrison Foundation and The Stephenson James Charitable Trust.

For the year ended 31 March 2021 donations are analysed between funds as follows:

	Unrestricted	Restricted	Total 2021
	£	£	£
Individuals	150,179	230	150,409
In Memoriam	159,302	1,605	160,907
Organisations and Trusts	339,755	28,690	368,445
Donated services	150	-	150
	<u>649,386</u>	<u>30,525</u>	<u>679,911</u>

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Notes to the Financial Statements

For the year ended 31 March 2022

3. Income from other trading activities

	Unrestricted	Restricted	Total 2022	Total 2021
	£	£	£	£
Fundraising	265,793	-	265,793	419,726
Hospice Lottery	182,443	-	182,443	-
	<u>448,236</u>	<u>-</u>	<u>448,236</u>	<u>419,726</u>
Sales of Christmas cards	22,444	-	22,444	19,644
	<u>470,680</u>	<u>-</u>	<u>470,680</u>	<u>439,370</u>

For the year ended 31 March 2021 income from trading activities is analysed between funds as follows:

	Unrestricted	Restricted	Total 2021
	£	£	£
Fundraising	419,726	-	419,726
Sales of Christmas cards	19,644	-	19,644
	<u>439,370</u>	<u>-</u>	<u>439,370</u>

4. Investment Income

	Unrestricted	Restricted	Total 2022	Total 2021
	£	£	£	£
Investment Income	91,390	-	91,390	85,986
Bank Interest	2,765	-	2,765	1,347
	<u>94,155</u>	<u>-</u>	<u>94,155</u>	<u>87,333</u>

For the year ended 31 March 2021 all investment income was unrestricted.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2022

5. Analysis of expenditure on raising funds

	Staff Costs	Costs	Depreciation	Total 2022	Total 2021
	£	£	£	£	£
Fundraising	235,412	69,062	-	304,474	289,005
Cost of goods for resale	-	6,486	-	6,486	6,568
Investment Management costs	-	5,765	-	5,765	5,132
	<u>235,412</u>	<u>81,313</u>	<u>-</u>	<u>316,725</u>	<u>300,705</u>

6. Analysis of expenditure on charitable activities

Note	Staff Costs	Costs	Depreciation	Total 2022	Total 2021
	£	£	£	£	£
Grant for Hospice clinical expenses	-	1,250,000	-	1,250,000	950,000
Grant for Hospice at Home clinical expenses	-	14,583	-	14,583	35,050
Grant for Hospice non-clinical expenses (training etc)	-	22,160	-	22,160	29,792
	-	1,286,743	-	1,286,743	1,014,842
Depreciation	-	-	5,063	5,063	6,648
Support costs	7 45,905	34,190	-	80,095	65,877
Governance costs	7 -	6,744	-	6,744	18,132
	<u>45,905</u>	<u>1,327,677</u>	<u>5,063</u>	<u>1,378,645</u>	<u>1,105,499</u>

Total expenditure (notes 5 and 6)

1,695,370 1,406,204

7. Analysis of administration costs

	General support	Governance function	Total 2022	Basis of apportionment	2021
	£	£	£		£
General office	29,278	-	29,278	Invoice	25,772
Trustee meeting expenses	-	1,624	1,624	Invoice	1,699
Salaries, wages and related costs	40,105	2,305	42,410	Allocated on time	42,410
Auditors' remuneration	-	5,120	5,120	Governance	5,560
Consultancy fees	-	3,480	3,480	Governance	1,295
Legal fees	-	4,927	4,927	Governance	7,273
Depreciation	5,063	-	5,063		6,648
	<u>74,446</u>	<u>17,456</u>	<u>91,902</u>		<u>90,657</u>

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2022

8. Net Incoming Resources for the Year

This is stated after charging:

	2022	2021
	£	£
Depreciation	5,063	6,648
Auditors' remuneration:		
- audit	5,120	5,560

9. Staff Costs and Numbers

Staff costs were as follows:

	2022	2021
	£	£
Salaries and wages	254,190	263,112
Social security costs	14,942	14,391
Pension costs	12,185	10,844
	<u>281,317</u>	<u>288,347</u>

None of the trustees received any remuneration or reimbursement of expenses during the financial year.

No employee earned more than £60,000 during the year (2021 - None).

It is the policy of the Charity to reimburse in full all expenses properly incurred by its volunteers in connection with its charitable activities.

As stated in note 1, the charity operates two pension schemes. The NHS Pension Scheme is a defined benefit scheme, however the employer is unable to identify its share of the underlying assets and liabilities and as such the conditions in FRS 17 paragraph 9 are met and accordingly the scheme is treated as a defined contribution pension scheme.

Pension contributions to this scheme are charged to the SOFA as they fall due and amounted to £3,238 in the year (2020/21: £3,239). At the balance sheet date there were outstanding contributions of £444 (2020/21: £259).

The charity also operates a defined contribution pension scheme for all other staff and the contributions charged to the SOFA for this scheme for the year totalled £19,091 (2020/21: £13,466). At the balance sheet date there were outstanding contributions of £nil (2020/21: £1,276).

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

	2022	2021
	No.	No.
Fundraising/Administration	13	12

The average full time equivalent number of employees during the year was as follows:

	2022	2021
	No.	No.
Fundraising/Administration	10	9

10. Taxation

The Charity is exempt from corporation tax as all its income is charitable and is applied for charitable purposes.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2022

11. Tangible Fixed Assets

	Office equipment £	Computer equipment £	Total £
Cost			
At 1 April 2021	23,763	12,570	36,333
Additions	-	3,464	3,464
Disposals	-	-	-
At 31 March 2022	<u>23,763</u>	<u>16,034</u>	<u>39,797</u>
Depreciation			
At 1 April 2021	21,090	10,178	31,268
Charge for the year	2,063	3,000	5,063
Eliminated on disposals	-	-	-
At 31 March 2022	<u>23,153</u>	<u>13,178</u>	<u>36,331</u>
Net book value			
At 31 March 2022	<u>610</u>	<u>2,856</u>	<u>3,466</u>
At 31 March 2021	<u>2,673</u>	<u>2,392</u>	<u>5,065</u>

12. Fixed Asset Investments

	Total £
Valuation at 1 April 2021	2,134,878
Additions	478,830
Disposals	-
Revaluations	72,525
Valuation as at 31 March 2022	<u>2,686,233</u>

13. Stock

	2022 £	2021 £
Stock for resale	<u>1,243</u>	<u>344</u>

14. Debtors

	2022 £	2021 £
Trade debtors	54,470	72,538
Prepayments and accrued income	19,551	19,820
Gift Aid	1,769	5,267
Legacies	<u>83,259</u>	<u>935,093</u>
	<u>159,049</u>	<u>1,032,718</u>

15. Creditors: amounts due within one year

	2022 £	2021 £
Trade creditors	64,854	9,137
PAYE and National Insurance	4,937	4,594
Other creditors	10,758	10,758
Pension contributions paid over after 31 March	444	1,711
Accruals and deferred income	<u>18,703</u>	<u>20,578</u>
	<u>99,697</u>	<u>46,778</u>

16. Operating Lease Commitments

As at 31 March the charity had total future minimum lease payments under non-cancellable operating leases as follows:

	Land and buildings	
	2022 £	2021 £
Less than 1 year	<u>-</u>	<u>-</u>
	Equipment	
	2022 £	2021 £
Less than 1 year	<u>5,891</u>	<u>9,257</u>
	<u>5,891</u>	<u>9,257</u>

17. Unrestricted Funds

This represents funds which have been given for the general purposes of the Hospice.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2022

18. Designated Funds

	Balance at 1.4.21	Incoming resources	Outgoing resources	Transfers in/(out)	Balance at 31.3.22
Hospice at Home Fund	-	-	-	-	-
	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>

Analysis of movements in Unrestricted Funds - previous year

	Balance at 1.4.20	Incoming resources	Outgoing resources	Transfers in/(out)	Balance at 31.3.21
Hospice at Home Fund	320,448	-	-	(320,448)	-
	<u>320,448</u>	<u>-</u>	<u>-</u>	<u>(320,448)</u>	<u>-</u>

Purposes of designated funds

As at 1 April 2016 the Trustees designated £1,000,000 to support the start of a Hospice at Home service. This designation from reserves was to allow the Salisbury NHS Foundation Trust to evaluate the benefit of such service and, if appropriate, to find long term funding for the service.

With effect from 1 April 2021 the NHS Clinical Commissioning Group in Wiltshire has undertaken to fund the Hospice at Home service and accordingly the remaining designated funds was returned to the unrestricted fund.

19. Restricted Funds

	Balance at 1.4.21	Incoming resources	Outgoing resources	Transfers in/(out)	Balance at 31.3.22
Children's Bereavement Fund	18,847	-	-	-	18,847
Staff Fund	1,246	3,390	(1,401)	-	3,235
PGSC Fund	145,951	10,050	-	-	156,001
Equipment Fund	6,209	-	(425)	-	5,784
Training and Development of nursing staff at the hospice	4,600	4,125	(2,050)	-	6,675
Hospice at Home Fund	23,798	23,504	(15,168)	-	32,134
Hospice Garden Fund	3,236	-	-	-	3,236
Hospice Treatment Room Fund	-	56,012	-	-	56,012
	<u>203,887</u>	<u>97,081</u>	<u>(19,044)</u>	<u>-</u>	<u>281,924</u>

Analysis of movements in Restricted Funds - previous year

	Balance at 1.4.20	Incoming resources	Outgoing resources	Transfers in/(out)	Balance at 31.3.21
Children's Bereavement Fund	18,984	-	(137)	-	18,847
Staff Fund	451	890	(95)	-	1,246
PGSC Fund	-	158,922	(12,971)	-	145,951
Equipment Fund	2,465	4,690	(946)	-	6,209
Training and Development of nursing staff at the hospice	4,050	7,000	(6,450)	-	4,600
Hospice at Home Fund	39,583	19,215	(35,000)	-	23,798
Hospice Garden Fund	5,226	250	(2,240)	-	3,236
	<u>70,759</u>	<u>190,967</u>	<u>(57,839)</u>	<u>-</u>	<u>203,887</u>

Purposes of restricted funds

Children's Bereavement Fund

The charity receives funds for the purpose of treating child bereavement issues.

Staff Fund

The charity holds a small amount of funds provided as gifts to the Hospice for staff on their behalf until the funds are required.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2022

19. Restricted Funds (continued)

PGSC Fund

The charity receives funds for the benefit of the Peter Gillam Support Centre. In the year to 31 March 2022 the fund received a number of individual donations and a number of corporate and charitable trust donations as part of the Big Give Challenge 2021.

Equipment Fund

The charity receives funds to purchase specific pieces of equipment

Hospice at Home

The charity received funds for the benefit of the Hospice at Home service.

In 2019 the fund received a grant of £75,000 from Garfield Weston Foundation to be expensed over a three year period, the final tranche was expensed in 2021/22. In the year to 31st March 2022 donations and grants totalling £23,504 were received.

Training and Development for Nursing Staff Fund

The charity receives funds for the education, training and development of nursing staff.

In 2021/22 the fund received the following grant.

	£
Wessex GP Educational Trust	4,125

Hospice Garden Fund

The charity receives funds for the maintenance of the Hospice garden.

Companion Service Volunteers Fund

The charity received funds to cover the costs of our Companion Service Volunteers.

Hospice Treatment Room Fund

The charity receives funds to purchase specific equipment. In the year to 31 March 2022 the fund received the following

In 2021/22 the fund received the following grants and donations:-

	£
Screwfix Foundation	10,000
HSBC - Supporting our Communities	18,642
B & Q Foundation	5,000
The Morrisons Foundation	22,370

20. Analysis of Net Assets between Funds

	Unrestricted £	Designated £	Restricted £	Total £
Fixed assets	2,407,776	-	281,923	2,689,699
Net current assets	1,047,069	-	-	1,047,069
Net assets at the end of the year	3,454,845	-	281,923	3,736,768

21. Related Party Transactions

At the balance sheet date Salisbury Hospicecare Trust Limited owed Salisbury NHS Foundation Trust £Nil (2020/21: £Nil).

During the year related party donations and gifts in kind totalled £nil (2020/21: £365) mainly from trustees and their family members.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Notes to the Financial Statements

For the year ended 31 March 2022

22. Statement of financial activities - comparative balances as at 31 March 2021

	Unrestricted £	Designated £	Restricted £	2021 Total £
Income and Endowments from:				
Donations and legacies				
Donations	649,386	-	30,525	679,911
Legacies	1,127,145	-	160,442	1,287,587
Coronavirus Job Retention Scheme	10,257	-	-	10,257
Other trading activities				
Fundraising	419,726	-	-	419,726
Trading activities	19,644	-	-	19,644
Investment	87,333	-	-	87,333
Other	2,031	-	-	2,031
TOTAL INCOME AND ENDOWMENTS	2,315,522	-	190,967	2,506,489
Expenditure on:				
Raising funds				
Fundraising	289,005	-	-	289,005
Trading expenses	6,568	-	-	6,568
Investment Management costs	5,132	-	-	5,132
Charitable activities				
Grant for Hospice costs	957,003	-	57,839	1,014,842
Administration costs	90,657	-	-	90,657
TOTAL EXPENDITURE	1,348,365	-	57,839	1,406,204
NET INCOME/(EXPENDITURE) FOR THE YEAR BEFORE GAINS AND LOSSES ON INVESTMENTS	967,157	-	133,128	1,100,285
Net gain/(losses) on investments				
Realised	-	-	-	-
Unrealised	351,973	-	-	351,973
	351,973	-	-	351,973
NET INCOME/(EXPENDITURE)	1,319,130	-	133,128	1,452,258
TRANSFER BETWEEN FUNDS	320,448	(320,448)	-	-
NET MOVEMENT IN FUNDS	1,639,578	(320,448)	133,128	1,452,258
RECONCILIATION OF FUNDS				
Total funds brought forward at 1 April 2020	1,933,816	320,448	70,759	2,325,023
Total funds carried forward as at 31 March 2021	3,573,394	-	203,887	3,777,281

Salisbury Hospice Charity Limited

England & Wales - Charity number 1123314

Accounts



SALISBURY HOSPICECARE TRUST LIMITED
(A Company Limited By Guarantee)

Report of the Trustees and Financial Statements

for the year ended 31 March 2021

Company no. 06525170
Charity no. 1123314

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SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Report of the Trustees

For the year ended 31 March 2021

The Trustees (who are also Directors of Salisbury Hospicecare Trust Limited for the purpose of company law) are responsible for preparing the Directors' Annual Report and the Financial Statements for the year ended 31 March 2021 which are prepared to meet the requirements for a directors' report and accounts for Companies Act purposes.

The legal and administrative information stated below forms part of this report. The financial statements comply with current statutory requirements, the Memorandum and Articles of Association and the Statement of Recommended Practice for Charities - (FRS 102 effective January 2015).

Reference and Administrative Information

Registered Office and Operational Address	Salisbury Hospice, Odstock Road, Salisbury SP2 8BJ
Website	www.salisburyhospicecharity.org.uk
Trustees	David Pardoe (Chair) Victoria Bracey (Vice Chair) Carl Broadbridge (Appointed 26 May 2021) Jo Broom Ian Downie Andy Hall Peter Hill Mark Merrill Michael Nielsen (Appointed 26 May 2021) Nicola Spicer Stella Sykes
Investment Managers	Cazenove Capital, Schroder & Co Limited, 1 London Wall Place, London EC2Y 5AU
Bankers	National Westminster Bank Plc, 48 Blue Boar Row, Salisbury SP1 1DF Aldermore Bank Plc, Apex Plaza, Forbury Road, Reading RG1 1AX
Auditors	Fawcetts LLP Chartered Accountants, Windover House, St Ann Street, Salisbury SP1 2DR

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Report of the Trustees

For the year ended 31 March 2021

Letter from the Chairman - David Pardoe

Welcome to our annual report for 2020/21, my third year as Chairman.

Fundraising this year has been heavily affected by the Covid-19 pandemic, however we have had outstanding support from the community throughout this difficult year.

We continue to have a variety of income streams, which all contribute towards the annual fundraising target. This remains a sound strategy and has served us well during these unprecedented times.

In line with our 5 year strategy, we had planned to further develop the fundraising team this year, employing a community fundraising assistant to build on the success of community fundraising over recent years. This has been put on hold and will be revisited in 2022/23 as this is a significant area of fundraising we wish to develop further.

Our events and community fundraising are the areas of fundraising most affected this year, however I'm delighted to report that we have achieved great success through adopting several virtual initiatives and I can't thank the local community enough for their contribution towards making these a success. In addition, there have been many individual challenges that raised an incredible amount and boosted our fundraising considerably.

Because of the pandemic, we had to delay the start of our 40th anniversary celebrations, however they will still go ahead from May 2021 onwards, with the aim of highlighting how the service has expanded since the charity was founded in 1981, reinforce our key messaging, emphasise the financial demands we now have, and thank our loyal supporters.

As we look forward, and move on from this difficult year, I would like to thank both our supporters, our staff and our volunteers, for their support. What has been achieved this year has been outstanding and would not have been possible without loyal supporters from across our region. We have robust plans in place to ensure we continue to raise funds for Salisbury Hospice long into the future and look forward to your support in the years ahead.



David Pardoe

Chairman, Salisbury Hospice Charity

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Report of the Trustees

For the year ended 31 March 2021

Structure, Governance and Management

Salisbury Hospicecare Trust Ltd is a company limited by guarantee. It was incorporated on 5 March 2008 and registered as a charity on 25 March 2008. It assumed the assets and liabilities of an existing unincorporated charity.

The charity is governed by a board of trustees (who are also the directors of the company). The trustees come from a range of backgrounds and they regularly review the skills within the board and consider both succession planning and existing skill needs.

Potential trustees are asked to attend several trustee meetings on an informal basis before formal appointment as a trustee.

The trustees govern the organisation in accordance with the powers set out in the memorandum of association of the company.

The trustees meet six times a year, with two of those meetings focused on financial matters.

In addition a smaller group of trustees meet with several staff members between formal trustee meetings to deal with other pressing business.

The trustees delegate the day to day running of the charity to a staff of twelve, ten fundraising staff and two finance and administrative staff.

Aims and Objectives

The aims and objectives of the charity, as set out in its memorandum of association, are to promote the relief of suffering by:

- Establishing, maintaining and providing hospicecare and homecare services for those who are suffering from any chronic or terminal illness, disability or disease and providing medical or other treatment and attention for any such persons
- Conducting, promoting and encouraging research into the care and treatment of those suffering from any illness, disability, disease or infirmity and particularly into the care and treatment of those suffering from cancer or terminal illness
- Providing bereavement counselling services for adults and children
- Providing, assisting or encouraging the provision of spiritual help and guidance for both those suffering from such illness or infirmity and also for their families and carers

The charity does this by:

- Providing significant financial support for Salisbury Hospice which is staffed by the Palliative Care Service of Salisbury NHS Foundation Trust
- Providing additional essential services for those affected by life limiting illness and bereavement. Such services include staff education, activities and equipment both in the hospice and for the Hospice at Home service

The charity annually provides funds for more than 60% of the hospice services.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Report of the Trustees

For the year ended 31 March 2021

Further details of all these specialist palliative care services are set out below.

Salisbury Hospice provides an integrated and comprehensive service for patients with advanced, progressive, life-limiting illnesses, and also for their families and carers. In 2020/21 over 1,000 people were supported by the clinical team based at Salisbury Hospice.

Inpatient care

There are 10 inpatient beds. Patients are admitted from both the community and the hospital, with reasons for admission including symptom control, rehabilitation, special assessment, and end of life care. In 2020/21 there were a total of 199 admissions to the inpatient unit.

Community

Members of the hospice multidisciplinary team work in the community in partnership with GPs and district nurses to support patients and families at home. This includes clinical nurse specialists, doctors, therapy staff, and social workers supported by admin staff and volunteers. Demand for this part of our service is increasing. In 2020/21 602 patients were supported by the hospice team in the community.

Hospital

Input from members of the Specialist Palliative Care team provides support to patients, families and staff of the acute wards in Salisbury NHS Foundation Trust. This is primarily provided by a small team of nurse specialists and doctors with additional support from other hospice staff. In 2020/21 905 patients were seen by the hospice team in the hospital setting.

Day care

The Peter Gillam Support Centre provides a day care service for patients at the hospice 4 days a week. This provides both social support for patients and a day of respite for carers. In addition there are carers' days once a month which patients and carers can attend together. Due to the Covid-19 pandemic the centre has been closed. However, the team have been able to provide telephone support to the patients and working with others in the hospice team have delivered monthly activity packs.

Other therapies

The occupational therapists and physiotherapist work predominantly on the inpatient unit but also in the other branches of the service. In 2020/21 256 patients were supported by the therapy team.

Family support and bereavement

The social workers in the family support team work with both patients and their families. They coordinate the bereavement service, which is delivered by specially trained volunteers as well as other members of the multidisciplinary team. In 2020/21 103 clients received bereavement support services and 98 patients received family support services.

Education

The education service has offered a range of learning opportunities for both health professionals and informal carers, including Principles of Palliative Care, GP study days, Communication skills and a Carer skills programme which helps relatives feel more confident looking after someone at home, and staff wellbeing days, to sustain staff working in this emotionally demanding area. Due to the Covid-19 pandemic no courses were held during 2020/21 and there is currently minimal funding available for this part of the service.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Report of the Trustees

For the year ended 31 March 2021

Hospice at Home

Since April 2016 Salisbury Hospice has offered a Hospice at Home service. This invaluable service has provided high quality care for palliative patients coming to the end of their life who wish to stay in their own home. The service has also acted as a 'crisis intervention', preventing any unnecessary admissions to a hospital, hospice or alternative care setting. In 2020/21 there were a total of 151 patients who received hospice at home support. There is a demand for this service which currently cannot fully be met. The charity provided the funding for a four year initial offering of this service which is now fully funded by the NHS.

Risk Management

The trustees understand that they have a duty to identify the major risks to which the charity is, or might be, exposed. They also have a duty to establish that systems to ensure that exposure to these risks are minimised. The key operational, reputational and financial risks are included in a risk matrix which is reviewed regularly and action is taken to ensure mitigation measures are in place and acted on by all staff.

The key risks identified are:

- The financial demands for maintaining the current level of hospice services exceed current and expected resources
- An incident at a fundraising event creates unfavourable publicity and impacts fundraising ability
- Loss of key fundraising staff

The current Covid-19 pandemic has severely curtailed the charity's fundraising activities for the year to March 2021. The fundraising team has replaced some of the planned activities with virtual events. The trustees anticipate that fundraising will be challenging for the foreseeable future.

Achievements and Performance

The trustees measure performance against key objectives.

Fundraising results are measured against the budgets set at the beginning of the financial year. They are determined initially by the Head of Fundraising and the staff team and agreed by the trustees. Fundraising performance is measured by monthly management information and reviewed regularly by the Trustee Board. The trustees monitor performance of the investment portfolio and obtain advice from Cazenove Capital.

Fundraising

The Covid-19 pandemic has had an impact on all our fundraising activities in 2020/21 and forced us to reconsider our plans and budget early in the financial year.

Events Fundraising was particularly affected with all mass participation events cancelled. The fundraising team nevertheless rose to the challenge – developing a number of successful virtual events. Key successes were, The Balloon Launch, 2.6 Challenge, Wessex Country Fair (virtual), My Prudential Ride London and Give It Up.

Community Fundraising was also affected. However many supporters worked with us to develop new ways to raise funds. Key highlights were Oli's big Quiz £3,250, the virtual Fabulous Fun Day £8,900, Mary Spenders music Facebook fundraiser £18,900, Gislaine Woods 90 walks for her 90th birthday £3,643 and Daphne Woods Open Gardens £3,643. Unfortunately, the annual Hatch House Open Garden organised by our Tisbury Fundraising Group had to be cancelled, however a letter to those who normally attend raised an impressive £30,876.

Corporate Fundraising continued to grow, with a number of new company partnerships developed. A further key success is the 40 4 40 initiative which invites 40 corporate supporters to raise £1,000 during our 40th year. We currently have 22 businesses signed up. In addition, Trust Fundraising has proved invaluable, with several new funders on board and a key award of £100,000 from the National Lottery.

Despite the pandemic, In Memory fundraising has raised £160,906 this year, with the flexibility to donate online through MuchLoved helping to sustain this income stream. Sadly our annual Light Up A Life service was cancelled, however supporters were offered the opportunity to light a virtual star and donate to our Christmas Appeal, the initiative raised £10,000. In addition, our Christmas Tree Collection was also cancelled but still raised an incredible £14,500.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Report of the Trustees

For the year ended 31 March 2021

Your Hospice Lottery, run by St Helena Hospice on our behalf, saw numbers drop as door to door and venue canvassing was put on hold for most of the year. We still however have 7,554 weekly players and this remains an important income stream, raising £189,824 this year.

We have had particular success with Christmas cards achieving £19,644 in sales.

The team structure continues to work well with the diversity of income streams playing an enormous part in safeguarding our income during a challenging year as a result of the Covid-19 pandemic. The increased marketing and awareness across the region we serve, has also contributed to a successful year of fundraising during difficult times.

Our 40th anniversary celebrations began at the start of 2021 with a virtual Balloon Launch. However the planned marketing across the region was postponed until May 2021 to take into account the Covid-19 pandemic. In addition, the plans we had in place to update and refresh our events timetable for 2020/2021 and to add a further community fundraiser to the fundraising team had to be put on hold, as a further consequence of the pandemic and the restrictions this placed on fundraising in the community.

Volunteers

The charity and the hospice is fortunate to have a dedicated team of over 150 active volunteers in a range of essential roles. They support fundraising, help in the Hospice day unit and work with the complementary therapies team. In addition, they give bereavement support, deliver the essential community companion service and work in the beautiful hospice gardens. This support equates to over 450 hours per week saving the hospice an estimated £185,000 per year. The Hospice User Group continue to meet regularly and represent patients, carers and families who have used the hospice's services. The group offer feedback and development ideas and support both the hospice and charity.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Report of the Trustees

For the year ended 31 March 2021

Financial Review

The results for the year are shown in the Statement of Financial Activities on page 12. The net income for the year before gains on investments was £1,100,285. This is a significant change from past years and is the result of a number of extraordinary circumstances in an extraordinary year.

The budget agreed by the trustees at the beginning of calendar year 2020 suggested a position close to break even. After the impact of the restrictions imposed as a response to the Covid-19 pandemic a revision of the budget in May indicated a likely deficit of around £400,000.

The actual surplus achieved is a result of three separate factors:

- The hard work of the fundraising team to achieve a result that is only £180,000 below the original budget
- The notification by Salisbury NHS Foundation Trust in the last quarter of the year that they had accessed other, one off, funding for the hospice and would not require the final planned donation of £250,000 for the year to 31 March 2021
- The confirmation in the last four months of the year of three legacies totalling over £1,000,000.

This latter sum must be regarded as unlikely to recur but will allow the charity to continue to commit to its support of the hospice with renewed confidence for the immediate future.

The grant to Salisbury NHS Foundation Trust to fund hospice services in 2020/21 was £950,000. In addition the charity provided £29,792 to the hospice for equipment and non-clinical expenses including staff and volunteer training and patient comforts and £35,050 for the Hospice at Home Service.

Reserves Policy

The trustees have a policy of holding an income reserve to protect the charity against future and unforeseen fluctuations in its income and expenditure. The trustees regularly review the position and have considered their policy both in the context of the impact of the Covid-19 pandemic on the charity's fundraising capacity and the exceptional financial result described above.

The trustees have agreed that their policy should continue to be to maintain a reserve of between six and nine months running costs of the charity and up to 75% of the planned donation for hospice services for the year following the latest balance sheet date.

At 31 March 2021 the general fund amounted to £3,573,394. On the basis of the agreed policy the reserve requirement is between £1,235,000 and £1,350,000. The reserve surplus will enable the charity to main its contribution to the Salisbury NHS Foundation Trust for the hospice service over what is anticipated will be several challenging years for fundraising.

Investment Policy and Performance

The trustees aim to invest funds not required for immediate use in order to maintain the real value of the charity's assets and the purchasing power of its income for both current and future beneficiaries of its services. The trustees also wish to minimise the risk of capital and income losses. This is done by employing a professional fund manager, by restricting the range of investment instruments and by requiring its investment portfolio to be diversified. This is achieved by holding its investments in a Charity Authorised Investment Fund. The trustees have agreed benchmark returns and the means of monitoring performance against these with the investment manager.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Report of the Trustees

For the year ended 31 March 2021

Remuneration

The trustees receive no remuneration or other benefit from their work with the charity. The pay of our staff is reviewed on an annual basis by a Remuneration Committee of Trustees where recommendations are brought to the full Trustee Board. Pay levels are benchmarked against pay levels of other similar charities. Details of staff costs and numbers are disclosed in note 9 to the financial statements.

How our Activities Deliver Public Benefit

The trustees regularly review the ways in which the activities of the charity enable the charity to achieve its aims and deliver public benefit. All of the available financial and volunteer resources of the charity are used to provide support to those suffering from terminal or life limiting illnesses and their families and carers. This support is provided either directly by the charity or through the palliative care services of Salisbury NHS Foundation Trust which are part funded by the charity.

Plans for the Future

The charity plans to increase its donation to support the hospice to £1,300,000 for the year 31 March 2022. It expects the year to be a difficult one for fundraising as the ability to run events involving public gatherings remain curtailed. The charity's aim is to continue to support the hospice service from its current fundraising activities.

The calendar year 2021 is the 40th anniversary of the beginnings of a hospice service in Salisbury and the charity will celebrate this in a range of ways and try to increase the understanding of the services the hospice provides to the wider area around Salisbury.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Report of the Trustees

For the year ended 31 March 2021

Trustee Responsibilities

The trustees (who are also the Directors of Salisbury Hospicecare Trust 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 and the law applicable to charities require the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that period. In preparing those financial statements the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charity SORP 2015 (FRS 102);
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on a going concern basis unless it is inappropriate to presume that the charity will continue in operation;

The trustees are responsible for keeping adequate accounting records which disclose with reasonable accuracy at any time the financial position of the Company and enable them to ensure that the financial statements comply with the Companies Act 2006 and the Charity (Accounts and Reports) Regulations 2008. The trustees are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The trustees are responsible for the maintenance and integrity of the charity and financial information included on the charity's website.

STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS

So far as the trustees are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the Company's auditors are unaware, and each director has taken all the steps that he or she ought to have taken as a director in order to make himself or herself aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

This report has been prepared taking advantage of the exemptions available to small companies under the Companies Act 2006.

AUDITORS

Fawcetts LLP were reappointed as the Charity's auditors during the year and have expressed their willingness to continue in that capacity.

Approved and authorised for issue by the Trustees on 28 July 2021



David Pardoe Chairman of Trustees

**Report of the Independent Auditors
To the Members of**

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Opinion

We have audited the financial statements of Salisbury Hospicecare Trust Limited (the 'charitable company') for the year ended 31 March 2021 which comprise the Statement of Financial Activities, the Balance Sheet, the Statement of Cash Flows and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the charitable company's affairs at 31 March 2021 and of its incoming resources and application of resources for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the charitable company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the Trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the Trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the charitable company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

Other information

The other information comprises the information included in the Report of the Trustees (including Strategic Report), other than the financial statements and our Report of the Auditors thereon. The Trustees are responsible for the other information. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon. In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Opinion on other matters prescribed by the Companies Act 2006

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

- the information given in the Report of the Trustees, which includes the Report of the Directors and the Strategic 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 Report of the Directors included within the Report of the Trustees have been prepared in accordance with applicable legal requirements.

Report of the Independent Auditors (continued)
To the Members of

SALISBURY HOSPIECARE TRUST LIMITED (Company number 06525170)

Matters on which we are required to report by exception

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

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

Responsibilities of Trustees

As explained more fully in the Statement of Trustees' Responsibilities, the Trustees (who are also directors of the charitable company for the purposes of company law and trustees of the charity for the purposes of charity law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Trustees are responsible for assessing the charitable company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Trustees either intend to liquidate the charitable company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

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 a Report of the Auditors that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

Identifying and assessing potential risks related to irregularities

Irregularities, including fraud, are non-compliance with laws and regulations. We design procedures, in line with our responsibilities, as set out in the auditors' responsibilities for the audit of the financial statements section, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud, are detailed below.

In identifying and assessing risks of material misstatement in respect of irregularities, including fraud and non-compliance with laws and regulations we consider the following:

- the nature of the charity sector, control environment and financial performance;
- results of our enquiries of management about their own identification and assessment of the risks of irregularities;
- any matters we identified having obtained and reviewed the charity's documentation of their policies and procedures relating to:
 - identifying, evaluating and complying with laws and regulations and whether they were aware of any instances of non-compliance;
 - detecting and responding to the risks of fraud and whether they have knowledge of any actual, suspected or alleged fraud;
 - the internal controls established to mitigate risks of fraud or non-compliance with laws and regulations
- the matters discussed among the audit engagement team regarding how and where fraud might occur in the financial statements and any potential indicators of fraud.

As a result of these procedures, we considered the opportunities and incentives that may exist within the organisation for fraud and identified the greatest potential for fraud in the following area: revenue and resource recognition. In common with all audits under ISAs (UK), we are also required to perform specific procedures to respond to the risk of management override.

We have also obtained an understanding of the legal and regulatory frameworks that the charity operates in, focusing on provisions of those laws and regulations that had a direct effect on the determination of material amounts and disclosures in the financial statements. The key laws and regulations we considered in this context included the UK Charities Act and related legislation.

Report of the Independent Auditors (continued)
To the Members of

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Audit response to risks identified

As a result of performing the above, we identified revenue and resource recognition as a key audit matter related to the potential risk of fraud. Our procedures to respond to risks identified included the following:

- reviewing the financial statement disclosures and testing to supporting documentation to assess compliance with provisions of relevant laws and regulations described as having a direct effect on the financial statements;
- understanding the group's revenue recognition policies and how they are applied, including the relevant controls and performing a walkthrough to validate our understanding.
- enquiring of management concerning actual and potential litigation and claims;
- performing analytical procedures to compare revenue recognised against expectations and based on past experiences and management forecasts and investigated material divergencies by obtaining corroborative evidence.
- reading minutes of meetings of those charged with governance;
- in addressing the risk of fraud through management override of controls, testing the appropriateness of journal entries and other adjustments; applying parameters designed to identify entries that were not within our expectations. This included analysing and selecting journals for testing which appeared unusual in nature, either due to size, preparer or date of posting. To test their validity, we verified the journals to originating documentation.

We also communicated relevant identified laws and regulations and potential fraud risks to all engagement team members and remained alert to any indications of fraud or non-compliance with laws and regulations throughout the audit.

Owing to the inherent limitations of an audit, there is an unavoidable risk that we may not have detected some material misstatements in the financial statements, even though we have properly planned and performed our audit in accordance with auditing standards. For example, the further removed non-compliance with laws and regulations (irregularities) is from the events and transactions reflected in the financial statements, the less likely the inherently limited procedures required by auditing standards would identify it. In addition, as with any audit, there remained a higher risk of non-detection of irregularities, as these may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls. We are not responsible for preventing non-compliance and cannot be expected to detect non-compliance with all laws and regulations.

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 Report of the Auditors.

Use of our report

This report is made solely to the charitable company's trustees, as a body, in accordance with Part 4 of the Charities (Accounts and Reports) Regulations 2008. Our audit work has been undertaken so that we might state to the charitable company's trustees those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's trustees as a body, for our audit work, for this report, or for the opinions we have formed.



Simon Ellingham BA FCA DChA (Senior Statutory Auditor)
for and on behalf of Fawcetts LLP, Chartered Accountants & Statutory Auditors
Windover House, St Ann Street, Salisbury, SP1 2DR

Date: 25 August 2021

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Statement of Financial Activities

For the year ended 31 March 2021

	Note	Unrestricted £	Designated £	Restricted £	2021 Total £	2020 Total £
Income and Endowments from:						
Donations and legacies						
Donations	2	649,386	-	30,525	679,911	490,003
Legacies		1,127,145	-	160,442	1,287,587	562,373
Coronavirus Job Retention Scheme		10,257	-	-	10,257	-
Other trading activities						
Fundraising	3	419,726	-	-	419,726	549,994
Trading activities		19,644	-	-	19,644	23,328
Investment						
	4	87,333	-	-	87,333	91,814
Other						
		2,031	-	-	2,031	1,739
TOTAL INCOME AND ENDOWMENTS		<u>2,315,522</u>	<u>-</u>	<u>190,967</u>	<u>2,506,489</u>	<u>1,719,251</u>
Expenditure on:						
Raising funds						
Fundraising	5	289,005	-	-	289,005	361,782
Trading expenses		6,568	-	-	6,568	7,923
Investment Management costs		5,132	-	-	5,132	5,223
Charitable activities						
Grant for Hospice costs	6	957,003	-	57,839	1,014,842	1,236,765
Administration costs		90,657	-	-	90,657	84,654
TOTAL EXPENDITURE		<u>1,348,365</u>	<u>-</u>	<u>57,839</u>	<u>1,406,204</u>	<u>1,696,347</u>
NET INCOME/(EXPENDITURE) FOR THE YEAR BEFORE GAINS AND LOSSES ON INVESTMENTS		<u>967,157</u>	<u>-</u>	<u>133,128</u>	<u>1,100,285</u>	<u>23,204</u>
Net gain/(losses) on investments						
Realised		-	-	-	-	1,792
Unrealised	12	351,973	-	-	351,973	(226,070)
		<u>351,973</u>	<u>-</u>	<u>-</u>	<u>351,973</u>	<u>(224,278)</u>
NET INCOME/(EXPENDITURE)		<u>1,319,130</u>	<u>-</u>	<u>133,128</u>	<u>1,452,258</u>	<u>(201,074)</u>
TRANSFER BETWEEN FUNDS		<u>320,448</u>	<u>(320,448)</u>	<u>-</u>	<u>-</u>	<u>-</u>
NET MOVEMENT IN FUNDS		<u>1,639,578</u>	<u>(320,448)</u>	<u>133,128</u>	<u>1,452,258</u>	<u>(201,074)</u>
RECONCILIATION OF FUNDS						
Total funds brought forward at 1 April 2020		1,933,816	320,448	70,759	2,325,023	2,526,097
Total funds carried forward as at 31 March 2021		<u>3,573,394</u>	<u>-</u>	<u>203,887</u>	<u>3,777,281</u>	<u>2,325,023</u>

All of the above results are derived from continuing activities. There were no other recognised gains or losses other than those stated above.

The notes form part of these financial statements

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Balance Sheet

As at 31 March 2021

	Note	2021 £	2020 £
Fixed assets			
Tangible fixed assets	11	5,063	10,073
Investments	12	<u>2,134,878</u>	<u>1,782,905</u>
		<u>2,139,941</u>	<u>1,792,978</u>
Current assets			
Stock	13	344	589
Debtors	14	1,032,718	87,719
Cash at bank and in hand		<u>651,056</u>	<u>501,545</u>
		<u>1,684,118</u>	<u>589,853</u>
Creditors: amounts due within one year	15	<u>(46,778)</u>	<u>(57,808)</u>
NET CURRENT ASSETS		<u>1,637,340</u>	<u>532,045</u>
TOTAL ASSETS LESS CURRENT LIABILITIES		<u><u>3,777,281</u></u>	<u><u>2,325,023</u></u>
Funds			
Unrestricted funds	17	3,573,394	1,933,816
Designated funds	18	-	320,448
Restricted funds	19	203,887	70,759
		<u><u>3,777,281</u></u>	<u><u>2,325,023</u></u>

The financial statements were approved and authorised for issue by the Trustees on 28 July 2021 and signed on its behalf by:



David Pardoe
Chair



Mark Merrill
Treasurer

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Statement of Cash Flows

As at 31 March 2021

	2021 £	2020 £
Cash flows from operating activities:		
Net cash provided by (used in) operating activities	<u>63,816</u>	<u>(44,886)</u>
Cash flows from investing activities:		
Investment and Interest income received	87,333	91,814
Purchase of property, plant and equipment	(1,638)	(5,170)
Proceeds from sale of investments	-	130,000
Purchase of investments	-	-
Net cash provided by investing activities	<u>85,695</u>	<u>216,644</u>
 Increase/(decrease) in cash and cash equivalents in the year	 149,511	 171,758
Cash and cash equivalents at the beginning of the year	501,545	329,787
Cash at bank and in hand	<u><u>651,056</u></u>	<u><u>501,545</u></u>
	2021 £	2020 £
a) Reconciliation of net income/(expenditure) to net cash flow from operating activities		
Net income/(expenditure) for the year (as per the statement of financial activities)	1,452,258	(201,074)
Adjustments for:		
Depreciation	6,648	6,724
(Gains)/losses on investments	(351,973)	224,278
Investments and Interest income	(87,333)	(91,814)
Loss/(Profit) on the sale of fixed assets	-	-
(Increase)/decrease in stocks	245	746
(Increase)/decrease in debtors	(944,999)	133,509
Increase/(decrease) in creditors	<u>(11,030)</u>	<u>(117,255)</u>
	<u><u>63,816</u></u>	<u><u>(44,886)</u></u>
b) Analysis of cash and cash equivalents		
	2021 £	2020 £
Cash at bank and in hand	<u><u>651,056</u></u>	<u><u>501,545</u></u>

BASIS OF PREPARATION AND ACCOUNTING

1. Accounting Policies

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of fixed assets, and in accordance with the Financial Reporting Standard in the United Kingdom, (FRS102) the accounting regulations issued under the Charities Act 2011 and the Statement of Recommended Practice: Accounting and Reporting by Charities.

Income Recognition

All incoming resources are included in the Statement of Financial Activities when the charity is legally entitled to the income and the amount can be quantified with reasonable accuracy. Voluntary income is accounted for on a receipts basis.

Grants are recognised in full in the Statement of Financial Activities in the year in which they are receivable, and conditions for receipt have been met. Income is deferred only when the charity has to fulfil certain conditions before becoming entitled to it.

Income received for specific purposes is treated as restricted.

Investment income is accounted for when received.

Legacies are included when the charity is advised by the personal representative of an estate that payment will be made or property transferred, the amount involved can be quantified and probate has been granted.

Income tax recoverable in relation to investment income is recognised at the time the investment income is received.

Resources Expended

All expenditure is included on an accruals basis and is recognised when there is a legal or constructive obligation to pay for expenditure. All costs have been directly attributed to one of the functional categories of resources classified in the SOFA.

Fundraising costs are those cost directly incurred in seeking voluntary contributions and do not include the costs of disseminating information in support of charitable activities.

The allocation of expenditure between the activities described on the SOFA as charitable and other expenditure is split based upon the trustees' best estimate of the resources input to those different parts of the charity's operations.

Tangible Fixed Assets Depreciation

Tangible fixed assets are stated at cost or valuation less depreciation.

Depreciation is provided at rates calculated to write down the cost or valuation of each asset to its estimated residual value over its expected useful life. This applies to assets with a value of £250 or more. The depreciation rates in use are as follows:

Computer equipment	Straight line over three years
Office equipment	Straight line over two and five years

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2021

Funds Accounting

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

Designated funds are unrestricted funds which 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 subject to specific restrictive conditions imposed by donors or by the purpose of an appeal. Such donations and grants are treated as income in the year of receipt. The aim and use of each restricted fund is set out in the notes to the financial statements.

Stock

Stock is valued at the lower of cost and net realisable value.

Operating Leases

Rentals applicable to operating leases, where substantially all of the benefits and risk of ownership remain with the lessor, are charged to the income and expenditure accounts as incurred.

Pensions

The former NHS staff transferred to the charity under the Transfer of Undertakings (Protection of Employment) Regulations retain membership of the NHS Pensions Scheme under an agreement made at the time of the transfer.

A defined contribution scheme is provided for all other staff. Pension contributions are charged to the Statement of Financial Activities as they become payable in accordance with the rules of the schemes. Differences (if any) between amounts charged to the Statement of Financial Activities and contributions paid are shown as a separately identified liability or asset in the notes to the balance sheet.

Investments

Investment income is accounted for when received, with gains and losses allocated to the appropriate fund. Investments are included on the balance sheet at their market value at the end of the financial year, with the exception of unlisted investments and investments in subsidiaries which are included at cost. Realised and unrealised gains and losses are credited, or debited, to the Statement of Financial Activities in the year in which they arise.

Financial Instruments

The charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value with the exception of bank loans which are subsequently measured at amortised cost using the effective interest method.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)**Notes to the Financial Statements****For the year ended 31 March 2021****Allocation of support costs**

Support costs are those functions that assist the work of the charity but do not directly undertake charitable activities. Governance costs are those incurred in connection with the administration of the charity and compliance with constitutional and statutory requirements. The bases on which support and governance costs have been allocated are set out in note 7.

Donated services

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

The estimated value of any significant donated services is recognised within incoming resources as a donation, and an equivalent charge included within fundraising costs.

2. Income from donations

	Unrestricted	Restricted	Total 2021	Total 2020
	£	£	£	£
Individuals	150,179	230	150,409	136,947
In Memoriam	159,302	1,605	160,907	165,020
Organisations and Trusts	339,755	28,690	368,445	187,171
Donated services	150	-	150	865
	<u>649,386</u>	<u>30,525</u>	<u>679,911</u>	<u>490,003</u>

The income received from organisation and trusts over £5,000 included donations from the National Lottery Reaching Communities, The Childwick Trust, February Foundation, Wiltshire Community Foundation, T H Russell Charitable Trust, Albert Hunt Trust, Stephenson James Charitable Trust, The Valentine Charitable Trust and two anonymous trust donations.

For the year ended 31 March 2020 donations are analysed between funds as follows:

	Unrestricted	Restricted	Total 2020
	£	£	£
Individuals	135,477	1,470	136,947
In Memoriam	140,524	24,496	165,020
Organisations and Trusts	149,945	37,226	187,171
Donated services	865	-	865
	<u>426,811</u>	<u>63,192</u>	<u>490,003</u>

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2021

3. Income from other trading activities

	Unrestricted	Restricted	Total 2021	Total 2020
	£	£	£	£
Fundraising	419,726	-	419,726	549,994
Sales of Christmas cards	19,644	-	19,644	23,328
	<u>439,370</u>	<u>-</u>	<u>439,370</u>	<u>573,322</u>

For the year ended 31 March 2020 income from trading activities is analysed between funds as follows:

	Unrestricted	Restricted	Total 2019
	£	£	£
Fundraising	549,994	-	549,994
Sales of Christmas cards	23,328	-	23,328
	<u>573,322</u>	<u>-</u>	<u>573,322</u>

4. Investment Income

	Unrestricted	Restricted	Total 2021	Total 2020
	£	£	£	£
Investment Income	85,986	-	85,986	91,027
Bank Interest	1,347	-	1,347	787
	<u>87,333</u>	<u>-</u>	<u>87,333</u>	<u>91,814</u>

For the year ended 31 March 2020 all investment income was unrestricted.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Notes to the Financial Statements

For the year ended 31 March 2021

5. Analysis of expenditure on raising funds

	Staff Costs	Costs	Depreciation	Total 2021	Total 2020
	£	£	£	£	£
Fundraising	245,936	43,069	-	289,005	361,782
Cost of goods for resale	-	6,568	-	6,568	7,923
Investment Management costs	-	5,132	-	5,132	5,223
	<u>245,936</u>	<u>54,769</u>	<u>-</u>	<u>300,705</u>	<u>374,928</u>

6. Analysis of expenditure on charitable activities

Note	Staff Costs	Costs	Depreciation	Total 2021	Total 2020
	£	£	£	£	£
Grant for Hospice clinical expenses	-	950,000	-	950,000	1,000,000
Grant for Hospice at Home clinical expenses	-	35,050	-	35,050	134,939
Grant for Hospice non-clinical expenses (training etc)	-	29,792	-	29,792	101,826
		<u>1,014,842</u>	<u>-</u>	<u>1,014,842</u>	<u>1,236,765</u>
Depreciation	-	-	6,648	6,648	6,724
Support costs	7 40,105	25,772	-	65,877	66,912
Governance costs	7 2,305	15,827	-	18,132	11,018
	<u>42,410</u>	<u>1,056,441</u>	<u>6,648</u>	<u>1,105,499</u>	<u>1,321,419</u>
Total expenditure (notes 5 and 6)				<u>1,406,204</u>	<u>1,696,347</u>

7. Analysis of administration costs

	General support	Governance function	Total 2021	Basis of apportionment	Total 2020
	£	£	£		£
General office	25,772	-	25,772	Invoice	28,928
Trustee meeting expenses	-	1,699	1,699	Invoice	2,225
Salaries, wages and related costs	40,105	2,305	42,410	Allocated on time	40,186
Auditors' remuneration	-	5,560	5,560	Governance	5,100
Consultancy fees	-	1,295	1,295	Governance	1,491
Professional development	-	-	-	Invoice	-
Legal fees	-	7,273	7,273	Governance	-
Depreciation	6,648	-	6,648		6,724
	<u>72,525</u>	<u>18,132</u>	<u>90,657</u>		<u>84,654</u>

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2021

8. Net Incoming Resources for the Year

This is stated after charging:

	2021	2020
	£	£
Depreciation	6,648	6,724
Auditors' remuneration:		
- audit	5,560	5,100

9. Staff Costs and Numbers

Staff costs were as follows:

	2021	2020
	£	£
Salaries and wages	263,112	265,871
Social security costs	14,391	16,943
Pension costs	10,844	12,047
	<u>288,347</u>	<u>294,861</u>

None of the trustees received any remuneration or reimbursement of expenses during the financial year.

The cost of directors' indemnity insurance was £1,665 (2020 - £1,358).

No employee earned more than £60,000 during the year (2020 - None).

It is the policy of the Charity to reimburse in full all expenses properly incurred by its volunteers in connection with its charitable activities.

As stated in note 1, the charity operates two pension schemes. The NHS Pension Scheme is a defined benefit scheme, however the employer is unable to identify its share of the underlying assets and liabilities and as such the conditions in FRS 17 paragraph 9 are met and accordingly the scheme is treated as a defined contribution pension scheme.

Pension contributions to this scheme are charged to the SOFA as they fall due and amounted to £3,239 in the year (2019/20: £2,013). At the balance sheet date there were outstanding contributions of £265 (2019/20: £259).

The charity also operates a defined contribution pension scheme for all other staff and the contributions charged to the SOFA for this scheme for the year totalled £13,466 (2019/20: £16,310). At the balance sheet date there were outstanding contributions of £1,276 (2019/20: £Nil).

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

	2021	2020
	No.	No.
Fundraising/Administration	12	14

The average full time equivalent number of employees during the year was as follows:

	2021	2020
	No.	No.
Fundraising/Administration	9	9

10. Taxation

The Charity is exempt from corporation tax as all its income is charitable and is applied for charitable purposes.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Notes to the Financial Statements

For the year ended 31 March 2021

11. Tangible Fixed Assets

	Office equipment £	Computers equipment £	Total £
Cost			
At 1 April 2020	43,023	28,288	71,311
Additions	-	1,638	1,638
Disposals	(19,261)	(17,357)	(36,618)
At 31 March 2021	<u>23,762</u>	<u>12,569</u>	<u>36,331</u>
Depreciation			
At 1 April 2020	37,271	23,967	61,238
Charge for the year	3,081	3,567	6,648
Eliminated on disposals	(19,261)	(17,357)	(36,618)
At 31 March 2021	<u>21,091</u>	<u>10,177</u>	<u>31,268</u>
Net book value			
At 31 March 2021	<u>2,671</u>	<u>2,392</u>	<u>5,063</u>
At 31 March 2020	<u>5,752</u>	<u>4,321</u>	<u>10,073</u>

12. Fixed Asset Investments

	Total £
Valuation at 1 April 2020	1,782,905
Additions	-
Disposals	-
Revaluations	351,973
Valuation as at 31 March 2021	<u>2,134,878</u>

13. Stock

	2021 £	2020 £
Stock for resale	<u>344</u>	<u>589</u>

14. Debtors

	2021 £	2020 £
Trade debtors	72,538	56,156
Prepayments and accrued income	19,820	26,133
Gift Aid	5,267	5,430
Legacies	935,093	-
	<u>1,032,718</u>	<u>87,719</u>

15. Creditors: amounts due within one year

	2021 £	2020 £
Trade creditors	9,137	7,815
PAYE and National Insurance	4,594	3,778
Other creditors	10,758	10,800
Pension contributions paid over after 31 March	1,711	427
Accruals and deferred income	20,578	34,988
	<u>46,778</u>	<u>57,808</u>

16. Operating Lease Commitments

As at 31 March the charity had total future minimum lease payments under non-cancellable operating leases as follows:

	Land and buildings 2021 £	2020 £
Less than 1 year	<u>-</u>	<u>-</u>

17. Unrestricted Funds

This represents funds which have been given for the general purposes of the Hospice.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Notes to the Financial Statements

For the year ended 31 March 2021

18. Designated Funds

	Balance at 1.4.20	Incoming resources	Outgoing resources	Transfers in/(out)	Balance at 31.3.21
Hospice at Home Fund	320,448	-	-	(320,448)	-
	<u>320,448</u>	<u>-</u>	<u>-</u>	<u>(320,448)</u>	<u>-</u>

Analysis of movements in Unrestricted Funds - previous year

	Balance at 1.4.19	Incoming resources	Outgoing resources	Transfers in/(out)	Balance at 31.3.20
Hospice at Home Fund	379,730	-	(59,282)	-	320,448
	<u>379,730</u>	<u>-</u>	<u>(59,282)</u>	<u>-</u>	<u>320,448</u>

Purposes of designated funds

As at 1 April 2016 the Trustees designated £1,000,000 to support the start of a Hospice at Home service. This designation from reserves was to allow the Salisbury NHS Foundation Trust to evaluate the benefit of such service and, if appropriate, to find long term funding for the service.

With effect from 1 April 2021 the NHS Clinical Commissioning Group in Wiltshire has undertaken to fund the Hospice at Home service and accordingly the remaining designated funds have been returned to the unrestricted fund.

19. Restricted Funds

	Balance at 1.4.20	Incoming resources	Outgoing resources	Transfers in/(out)	Balance at 31.3.21
Children's Bereavement Fund	18,984	-	(137)	-	18,847
Staff Fund	451	890	(95)	-	1,246
PGSC Fund	-	158,922	(12,971)	-	145,951
Equipment Fund	2,465	4,690	(946)	-	6,209
Training and Development of nursing staff at the hospice	4,050	7,000	(6,450)	-	4,600
Hospice at Home Fund	39,583	19,215	(35,000)	-	23,798
Hospice Garden Fund	5,226	250	(2,240)	-	3,236
	<u>70,759</u>	<u>190,967</u>	<u>(57,839)</u>	<u>-</u>	<u>203,887</u>

Analysis of movements in Restricted Funds - previous year

	Balance at 1.4.19	Incoming resources	Outgoing resources	Transfers in/(out)	Balance at 31.3.20
Children's Bereavement Fund	17,224	2,060	(300)	-	18,984
Staff Fund	1,854	373	(1,776)	-	451
PGSC Fund	-	3,615	(3,615)	-	-
Equipment Fund	39,024	1,500	(38,059)	-	2,465
Training and Development of nursing staff at the hospice	-	4,050	-	-	4,050
Hospice at Home Fund	64,583	50,216	(75,216)	-	39,583
Hospice Garden Fund	7,298	100	(2,172)	-	5,226
Companion Service Volunteers	-	3,726	(3,726)	-	-
	<u>129,983</u>	<u>65,640</u>	<u>(124,864)</u>	<u>-</u>	<u>70,759</u>

Purposes of restricted funds

Children's Bereavement Fund

The charity receives funds for the purpose of treating child bereavement issues.

Staff Fund

The charity holds a small amount of funds provided as gifts to the Hospice for staff on their behalf until the funds are required.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)
Notes to the Financial Statements

For the year ended 31 March 2021

19. Restricted Funds (continued)

PGSC Fund

The charity receives funds for the benefit of the Peter Gillam Support Centre.

	£	
The Estate of the late Rosemary James	158,442	
Individual donations totalling	480	

Equipment Fund

The charity receives funds to purchase specific equipment.

In 2020/21 the fund received the following grants and donations:-

	£	
J P Morgan	2,690	
The Estate of the late James Rhind-Tutt	2,000	

Hospice at Home

The charity received funds for the benefit of the Hospice at Home service.

In 2019 the fund received a grant of £75,000 from Garfield Weston Foundation to be expensed over a three year period. In 2021 other grants received during the year totalling £19,000 and individual donations totalling £215.

Training and Development for Nursing Staff Fund

The charity receives funds for the education, training and development of nursing staff.

In 2020/21 the fund received the following grants and donations:-

	£	
Albert Hunt Trust	7,000	

Hospice Garden Fund

The charity receives funds for the maintenance of the Hospice garden.

Companion Service Volunteers Fund

The charity received funds to cover the costs of our Companion Service Volunteers.

20. Analysis of Net Assets between Funds

	Unrestricted	Designated	Restricted	Total
	£	£	£	£
Fixed assets	1,936,054	-	203,887	2,139,941
Net current assets	1,637,340	-	-	1,637,340
Net assets at the end of the year	3,573,394	-	203,887	3,777,281

21. Related Party Transactions

At the balance sheet date Salisbury Hospicecare Trust Limited owed Salisbury NHS Foundation Trust £Nil (2019/20: £Nil).

During the year related party donations and gifts in kind totalled £365 (2019/20: £733), mainly from trustees and their family members.

SALISBURY HOSPICECARE TRUST LIMITED (Company number 06525170)

Notes to the Financial Statements

For the year ended 31 March 2021

22. Statement of financial activities - comparative balances as at 31 March 2020

	Unrestricted £	Designated £	Restricted £	2020 Total £
Income and Endowments from:				
Donations and legacies				
Donations	426,811	-	63,192	490,003
Legacies	562,673	-	-	562,673
Other trading activities				
Fundraising	547,546	-	2,448	549,994
Trading activities	23,328	-	-	23,328
Investment	91,814	-	-	91,814
Other	1,739	-	-	1,739
TOTAL INCOME AND ENDOWMENTS	<u>1,653,911</u>	<u>-</u>	<u>65,640</u>	<u>1,719,551</u>
Expenditure on:				
Raising funds				
Fundraising	361,782	-	-	361,782
Trading expenses	7,923	-	-	7,923
Investment Management costs	5,223	-	-	5,223
Charitable activities				
Grant for Hospice costs	1,052,619	59,282	124,864	1,236,765
Administration costs	84,654	-	-	84,654
TOTAL EXPENDITURE	<u>1,512,201</u>	<u>59,282</u>	<u>124,864</u>	<u>1,696,347</u>
NET INCOME/(EXPENDITURE) FOR THE YEAR BEFORE GAINS AND LOSSES ON INVESTMENTS	<u>141,710</u>	<u>(59,282)</u>	<u>(59,224)</u>	<u>23,204</u>
Net gain/(losses) on investments				
Realised	1,792	-	-	1,792
Unrealised	(226,070)	-	-	(226,070)
	<u>(224,278)</u>	<u>-</u>	<u>-</u>	<u>(224,278)</u>
NET INCOME/(EXPENDITURE)	<u>(82,568)</u>	<u>(59,282)</u>	<u>(59,224)</u>	<u>(201,074)</u>
TRANSFER BETWEEN FUNDS	-	-	-	-
NET MOVEMENT IN FUNDS	<u>(82,568)</u>	<u>(59,282)</u>	<u>(59,224)</u>	<u>(201,074)</u>
RECONCILIATION OF FUNDS				
Total funds brought forward at 1 April 2019	2,016,384	379,730	129,983	2,526,097
Total funds carried forward as at 31 March 2020	<u>1,933,816</u>	<u>320,448</u>	<u>70,759</u>	<u>2,325,023</u>