



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.

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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.

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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.

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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 |
| | <hr/> | <hr/> |

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 |
| | <hr/> | <hr/> |
| | <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 | <hr/> 13 | <hr/> 12 |

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

| | 2022 | 2021 |
|----------------------------|----------|---------|
| | No. | No. |
| Fundraising/Administration | <hr/> 10 | <hr/> 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 |