



Trustees' Annual Report for the period

From	Period start date			To	Period end date		
	1	3	2021		28	2	2022

Section A Reference and administration details

Charity name

Other names charity is known by

Registered charity number (if any)

Charity's principal address

Postcode

Names of the charity trustees who manage the charity

	Trustee name	Office (if any)	Dates acted if not for whole year	Name of person (or body) entitled to appoint trustee (if any)
1	James Lowe	treasurer		
2	Liz English	chair		
3	Deride Soloman			
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20				

Names of the trustees for the charity, if any, (for example, any custodian trustees)

Name	Dates acted if not for whole year

Names and addresses of advisers (Optional information)

Type of adviser	Name	Address

Name of chief executive or names of senior staff members (Optional information)

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Section B Structure, governance and management

Description of the charity's trusts

Type of governing document (eg. trust deed, constitution)	CIO - Foundation
How the charity is constituted (eg. trust, association, company)	CHARITABLE INCORPORATED ORGANISATION
Trustee selection methods (eg. appointed by, elected by)	Appointed by other trustees

Additional governance issues (Optional information)

You **may choose** to include additional information, where relevant, about:

- policies and procedures adopted for the induction and training of trustees;
- the charity's organisational structure and any wider network with which the charity works;
- relationship with any related parties;
- trustees' consideration of major risks and the system and procedures to manage them.

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Section C Objectives and activities

Summary of the objects of the charity set out in its governing document

The primary aim of SOLD - is to provide meaningful and quality work experience for adults with learning differences in a busy High Street shop. The charity supports the special needs of the trainees whilst teaching a range of new valuable skills that could potentially be transferred and built upon in further work placements and ultimately help them gain paid employment.

Summary of the main activities undertaken for the public benefit in relation to these objects (include within this section the statutory declaration that trustees have had regard to the guidance issued by the Charity Commission on public benefit)

<p>After re-opening on 13-04-21 after the long Covid lockdown, we continued to provide our signature meaningful and realistic work experience in our retail shop environment. SOLD continues to be very busy, increasingly well-known and highly regarded in the local area.</p> <p>In terms of the service we provide, we continue to offer all the intense training in the shop base as outlined in previous years, but being even more established this has enabled us to create more community links & increase our positive profile. Also our links with other relevant organisations have developed, matured and we can reap the benefits of these as they progress effectively.</p> <p>We closely follow generic workplace rules with appropriate and relevant skills taught and learnt. Our trainees are encouraged to develop a recognisable work ethic that can then be transferred to other work placements. Such skills can be added to their CVs, and in turn assist them when applying for jobs. They may decide after a placement with us that they do not want to pursue a career in retail but they will leave equipped with other skills e.g. time-keeping, problem solving, team-playing, self-reliance, confidence - all of which can be transferred to any work environment.</p> <p>As well as offering it's own retail work experience programme, SOLD remains partnered with several other organisations and/or charities and is the host for theirs. Our main link this year has been with WORKAID but moving forward, we hope to develop links with a greater range & diversity of organisations. This year we have additionally linked with Grace Eyre, based in Brighton.</p> <p>Our remit has now extended to include people on the autistic spectrum and Asperger's syndrome and not necessarily a learning disability. We have adapted our work experience programme accordingly to allow such individuals to work at SOLD in a slightly different capacity and quite often to support the trainees with learning disabilities themselves.</p> <p>The trainees who have been with us since our inception show marked improvement in a range of shop skills but also enjoy increased levels of self-esteem, confidence, independence, self-reliance and responsibility whilst enhancing communication and practising problem solving, numeracy, literacy and money recognition.</p> <p>The majority of our trainees start at the shop with no experience of any type of regulated work or familiarity with workplace ethics whatsoever. They all leave furnished with a range of new and significant skills that varies according to the nature of their learning disability and/or autism.</p>
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Additional details of objectives and activities (Optional information)

You **may choose** to include further statements, where relevant, about:

- policy on grantmaking;
- policy programme related investment;
- contribution made by volunteers.

Section D Achievements and performance

Summary of the main achievements of the charity during the year

The main change this year has been to re-brand ourselves & slightly change the name of the charity. We are still SOLD but this now stands for Shoreham opportunities for Learning Differences (not disabilities as we were previously). We feel this is a far more inclusive name & relates to our supporting individuals with autism, ADHD etc who may not necessarily have any form of learning disability.

The shop continues to be a very vibrant and dynamic place for individuals with learning differences to gain relevant & worthwhile work experience. Supported by experienced staff who recognise their individual special needs whilst being sensitively encouraged to engage in ever more challenging tasks to broaden their skills base. Every individual who starts a placement at SOLD is closely supported by a member of the staff team and this is thoughtfully and carefully withdrawn where appropriate, as the individual becomes more proficient and confident. Some individuals however, need more intensive support throughout their placement & our staff are becoming more & more experienced in being able to offer that. We are proud to offer a very high staff - trainee ratio. As this is most often one to one it makes the service we offer quite unique.

We are pleased to record that 2 of our ex trainees have secured paid work. One was seasonal shop work in a large department store & the other was a permanent position at a petrol station. Both individuals regularly visit the shop to update us on their progress.

The shop is consistently busy and all trainees are proactive, visible, front of house, customer-facing members of the team, learning transferable skills whilst gaining meaningful work experience. The shop continues to be a hub of the community in Shoreham, well-liked & well regarded. Our long term trainees in particular have become very familiar faces around town & are held in high regard in the community. Our window displays continue to be a big focus of attention as they have become more & more dynamic and original over the past year. The team has become increasingly creative with their installations using donated and up-cycled items in new & imaginative ways and the trainees have thrived on all the positive comments that the eye-catching displays have received. Current displays are commented on enthusiastically & new displays are awaited eagerly.

Because of this way of operating, it has become clear that SOLD has become a vital part of the local community. The general public has been exposed to a very positive experience of learning difference that they perhaps had not had previously. Everyone who shops at SOLD is served or assisted by someone with a learning difference in virtually every instance. Our trainees engage with customers at every opportunity and vice versa. This has helped improve levels of socialisation in many of our trainees and enhanced integration into the community. We receive regular positive feedback both about the individuals we support & the general concept & ethics of SOLD.

To further inclusivity, the SOLD team has historically endeavoured to take part in as many community events as possible and previously were increasingly invited to take part in a whole range of activities. A major event was entering our third film into the international OSKA bright festival. However, in order to meet the deadline it had to be a solo project as filming had to take place at the start of the year as Covid restrictions started to ease so was based on just one of our trainees - Charlie & his love of running. From hundreds of entrants the film was shortlisted to be shown in the 4 day festival. The team were able to attend the screening as it was in September & it was an exciting event for everyone.

Summary of the main achievements of the charity during the year

Art & creativity has become an even more important part of the opportunities we offer our trainees. Not only do we continue to upcycle & beautify donated items & take commissions from customers, we have now started to nurture the artist talents of more of our trainees. It has become clear that there is a lot of unique talent in our team & we plan to take part in the Adur Art trail later in the spring & dedicate our whole window to showcase a variety of individual styles & put into production a whole range of products. The aim is for SOLD to act as an agent for the guys & to set them up in business earning money from their sales. We feel as sales come in morale will be boosted & act as an incentive to become even more creative & encourage others to participate. Hopefully the next year will lead us in a new exciting art direction.

There were a few social events throughout the year including our Christmas party which is always a fun & lively event to celebrate all our achievements. Plus the usual birthday celebrations. New trainees had the opportunity to explore experiences outside of their usual routine & perhaps their comfort zones with very positive outcomes. Wherever possible & where safe to do so our trainees are encouraged to travel independently to events to increase their confidence & self-reliance.

Social media is used to it's full advantage to share photos of our activities and promote any special events and generally raise the shop's profile. The team are encouraged to complete as many posts independently & we celebrate their unique style in doing this. They are all certainly getting more proficient & confident in the different methods and techniques available to promote the shop & our activities. They are also encouraged to improve other communication skills by taking responsibility for contacting customers etc especially by the telephone as many of our individuals come to SOLD reliant on others to make phone calls & arrangements for them.

Section E Financial review

Brief statement of the charity's policy on reserves

Next year the reserves left over from paying rent and wages will be used to match fund any grants we may receive to support new projects we would like to pursue with our trainees with learning disabilities.

Details of any funds materially in deficit

SOLD is not in financial debt to any person or organisation

Further financial review details (Optional information)

You **may choose** to include additional information, where relevant about:

- the charity's principal sources of funds (including any fundraising);
- how expenditure has supported the key objectives of the charity;
- investment policy and objectives including any ethical investment policy adopted.

We continue to look out for new and inventive ways to raise funds and apply for grants as we become aware of them.

Section F Other optional information

We actively and consistently run the SOLD project along very green and ethical lines. Everything we sell is pre-used and virtually everything we use in the general running of the shop is re-used e.g. second- hand carrier bags and old cereal boxes cut up for our labels. We do not 'edit' our donations as many other charity shops do - instead we put virtually everything given to us out for sale. We even constantly have a freebox where customers can help themselves to damaged goods or items that have proved unsellable - we have found that whatever it is - if it's free it will always go! A lot of these items would otherwise have been heading for landfill. Unlike many other charity shops we throw away the absolute bare minimum. In addition, we re-direct some donations to other needy causes such as local homeless charities and are actively involved with sending clothes etc to various refugee charities & orphanages worldwide. We also recycle some unsellable or unusable clothing items through a company that either re-purposes or re-distributes these to areas of need worldwide - the same is the case with books.

By keeping waste down to as close to zero as possible, we are not only doing our bit for the planet but we are also keeping our costs down so funds raised can be re-directed to more valuable concerns within the charity.

As local people really want to support SOLD mainly due to the primary nature of the enterprise - which is to provide work experience opportunities for adults with learning disabilities, but also because of our policy of attempting to re-sell, re-use or re-cycle virtually all donations; we continue to be overwhelmed by the quality and quantity of donated goods. People generously give items confident in the knowledge that we will use them wisely, effectively, ethically and to their maximum potential. Profits from sales of such has resulted in our being almost totally self-funded. We keep all our expenses as low as possible on every count so all monies generated can be ploughed back into the charity and used to support future projects.

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Section G Declaration

The trustees declare that they have approved the trustees' report above.

Signed on behalf of the charity's trustees

Signature(s)

Full name(s)

Position (eg Secretary, Chair, etc)

Date



Shoreham Opportunities For Learning Disabilities		1155796		CC16a
Receipts and payments accounts				
For the period from	01.03.21	To	28.02.22	

Section A Receipts and payments

	Unrestricted funds to the nearest £	Restricted funds to the nearest £	Endowment funds to the nearest £	Total funds to the nearest £	Last year to the nearest £
A1 Receipts					
Activities for generating funds (trading)	68,201	-	-	68,201	36,215
Bank Interest	198	-	-	198	184
Insurance Claim	-	-	-	-	-
Gift Aid Income	72	-	-	72	9,717
Grant Income	10,231	-	-	10,231	53,748
	-	-	-	-	-
	-	-	-	-	-
	-	-	-	-	-
Sub total (Gross income for AR)	78,702	-	-	78,702	99,863
A2 Asset and investment sales, (see table).					
	-	-	-	-	-
	-	-	-	-	-
Sub total	-	-	-	-	-
Total receipts	78,702	-	-	78,702	99,863
A3 Payments					
Purchases	448	-	-	448	1,428
Wages / salaries and national insurance	51,032	-	-	51,032	47,556
Rent & Rates	22,523	-	-	22,523	30,170
Light & heat	1,074	-	-	1,074	3,574
Repairs and renewals	7,731	-	-	7,731	299
Motor expenses	-	-	-	-	270
Promotion and advertising	1,200	-	-	1,200	-
Hire of equipment	-	-	-	-	943
Insurance	560	-	-	560	1,197
Telephone, internet, postage, stationery	2,140	-	-	2,140	630
Bank interest and charges	976	-	-	976	631
Sundries	1,215	-	-	1,215	119
Accountancy Fees	900	-	-	900	900
Legal Fees	-	-	-	-	-
Training & Education	-	-	-	-	-
Sub total	89,799	-	-	89,799	87,718
A4 Asset and investment purchases, (see table)					
	-	-	-	-	-
	-	-	-	-	-
Sub total	-	-	-	-	-
Total payments	89,799	-	-	89,799	87,718
Net of receipts/(payments)	- 11,097	-	-	- 11,097	12,145
A5 Transfers between funds	-	-	-	-	-
A6 Cash funds last year end	-	-	-	-	-
Cash funds this year end	- 11,097	-	-	- 11,097	12,145

Section B Statement of assets and liabilities at the end of the period

Categories	Details	Unrestricted funds to nearest £	Restricted funds to nearest £	Endowment funds to nearest £
B1 Cash funds	Bank Current Account	24,623	-	-
	Bank Deposit Account	45,511	-	-
		-	-	-
	Total cash funds	70,134	-	-
	(agree balances with receipts and payments account(s))		OK	OK

	Details	Unrestricted funds to nearest £	Restricted funds to nearest £	Endowment funds to nearest £
B2 Other monetary assets	Lease Deposit	-	-	-
		-	-	-
		-	-	-
		-	-	-
		-	-	-
		-	-	-

	Details	Fund to which asset belongs	Cost (optional)	Current value (optional)
B3 Investment assets			-	-
			-	-
			-	-
			-	-
			-	-

	Details	Fund to which asset belongs	Cost (optional)	Current value (optional)
B4 Assets retained for the charity's own use	Shop Fixtures and fittings		-	-
	Computer Equipment		-	-
	Vehicle		-	-
			-	-
			-	-
			-	-
			-	-
			-	-

	Details	Fund to which liability relates	Amount due (optional)	When due (optional)
B5 Liabilities	PAYE / National Insurance due	372.00	-	
	Pension	147.20	-	
			-	
			-	
			-	

Signed by one or two trustees on behalf of all the trustees

Signature	Print Name	Date of approval



Section A

Independent Examiner's Report

Report to the trustees/
members of

Charity Name

SHOREHAM OPPORTUNITIES LEARNING DISABILITIES

On accounts for the year
ended

28.02.22

Charity no
(if any)

1155796

Set out on pages

1-2

(remember to include the page numbers of additional sheets)

I report to the trustees on my examination of the accounts of the above charity ("the Trust") for the year ended 28/02/2020

Responsibilities and
basis of report

As the charity trustees of the Trust, you are responsible for the preparation of the accounts in accordance with the requirements of the Charities Act 2011 ("the Act").

I report in respect of my examination of the Trust's accounts carried out under section 145 of the 2011 Act and in carrying out my examination, I have followed the applicable Directions given by the Charity Commission under section 145(5)(b) of the Act.

Independent
examiner's statement

I have completed my examination. I confirm that no material matters have come to my attention (other than that disclosed below *) in connection with the examination which gives me cause to believe that in, any material respect:

- accounting records were not kept in accordance with section 130 of the Act or
- the accounts do not accord with the accounting records

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in order to enable a proper understanding of the accounts to be reached.

** Please delete the words in the brackets if they do not apply.*

Signed:

Date: 22.12.22

Name:

MARK TANSER

Relevant professional
qualification(s) or body
(if any):

AFA MIPA

Address:

T2 ACCOUNTANCY

ANGLO HOUSE, WORCESTER ROAD, STOURPORT ON SEVERN

WORCESTERSHIRE DY13 9AW

Only complete if the examiner needs to highlight matters of concern (see CC32, Independent examination of charity accounts: directions and guidance for examiners).

Give here brief details of any items that the examiner wishes to disclose.