

# YPI COUNSELLING

England & Wales · Charity number 1163288

## Details

|             |                                                         |
|-------------|---------------------------------------------------------|
| Other names | YPI                                                     |
| Status      | Registered                                              |
| Legal form  | CIO                                                     |
| Registered  | 2015-08-25                                              |
| Register    | <a href="#">View on the Charity Commission register</a> |

## Contact

|         |                                                                              |
|---------|------------------------------------------------------------------------------|
| Address | The Orchard<br>White Hart Lane<br>Basingstoke<br>Hampshire<br>RG21 4AF       |
| Phone   | 01256423878                                                                  |
| Email   | <a href="mailto:office@ypicounselling.co.uk">office@ypicounselling.co.uk</a> |
| Website | <a href="http://www.ypicounselling.co.uk">www.ypicounselling.co.uk</a>       |

## Activities

**Objects:** TO PRESERVE AND PROTECT THE MENTAL HEALTH AND WELFARE OF YOUNG PEOPLE AGED 11 TO 25 YEARS AND THEIR FAMILIES, BY PROVIDING SUPPORT, ADVICE AND COUNSELLING SERVICES PRIMARILY IN, BUT NOT LIMITED TO, THE AREA OF THE LOCAL GOVERNMENT DISTRICT OF BASINGSTOKE AND DEANE AND THE WIDER HAMPSHIRE AREA. TO CARRY OUT SUCH ACTIVITIES THAT PROMOTE THE HEALTH AND WELFARE OF YOUNG PEOPLE IN THE AREA OF BENEFIT, NOT COVERED ABOVE, AS DEEMED NECESSARY BY THE CHARITY TRUSTEES. NOTHING IN THIS CONSTITUTION SHALL AUTHORISE AN APPLICATION OF THE PROPERTY OF THE CIO FOR THE PURPOSES WHICH ARE NOT CHARITABLE IN ACCORDANCE WITH [SECTION 7 OF THE CHARITIES AND TRUSTEE INVESTMENT (SCOTLAND) ACT 2005] AND [SECTION 2 OF THE CHARITIES ACT (NORTHERN IRELAND) 2008].

**Activities:** YPI provides mental health and well-being support to young people aged 11 to 25, parents and families through a range of interventions including 1-to-1 counselling sessions, group work and psycho-educational activities.

## Classification

- **How:** Provides Services, Provides Advocacy/advice/information
- **What:** Education/training, The Advancement Of Health Or Saving Of Lives
- **Who:** Children/young People

## Geography

- Hampshire

## Finances

| Period end | Income   | Expenditure | Assets | Employees |
|------------|----------|-------------|--------|-----------|
| 2025-03-31 | £196,224 | £195,720    | -      | -         |
| 2024-03-31 | £256,258 | £196,388    | -      | -         |
| 2023-03-31 | £122,568 | £175,084    | -      | -         |
| 2022-03-31 | £197,555 | £184,445    | -      | -         |
| 2021-03-31 | £232,234 | £161,369    | -      | -         |

## Trustees

| Name                   | Role  | Appointed  |
|------------------------|-------|------------|
| Colin Craig            | Chair | 2022-12-14 |
| Daniel Holloway        |       | 2017-03-15 |
| Ed Pironti             |       | 2021-03-17 |
| Patrick Holt           |       | 2019-06-22 |
| Tamara Smith           |       | 2024-05-01 |
| Victoria Louise Morely |       | 2021-01-20 |

**YPI COUNSELLING**

England & Wales - Charity number 1163288

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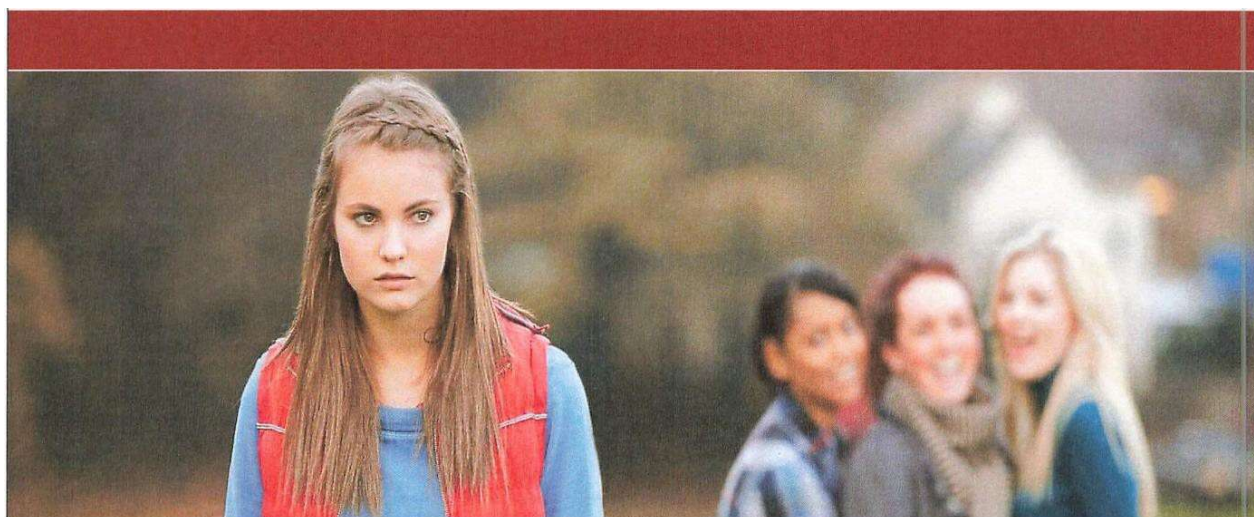
# Accounts

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Registered Charity Number: 1163288



## Trustees Annual Report & Accounts Financial Year Ending 31<sup>st</sup> March 2025



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**Basingstoke  
and Deane**



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County Council**



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allow our vital work to continue**



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& Deane  
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## Introduction from the Chair of Trustees

On behalf of the Trustee/Directors, I am pleased to present the Annual Report for Young People's Independent (YPI) Counselling. We are dedicated to supporting young people within the Basingstoke community by providing professional counselling services, and this report outlines both our achievements and the challenges we have faced over the past year.

The wider social and economic environment continues to present significant pressures for young people. Rising concerns around mental health—driven by the long-term impact of the pandemic, financial insecurity, educational stress, and the influence of social media—are increasingly evident in the lives of those we serve. Rates of anxiety, depression, and related difficulties remain high, and the demand for accessible and effective mental health support is substantial. Against this backdrop, our services are not only relevant but essential.

This year we have worked to strengthen our counselling provision, ensuring that young people can access high-quality, confidential support at a critical stage in their lives in as timely a manner as possible. We are proud that our counsellors have maintained the highest standards of professionalism and care, creating safe environments in which young people can explore their experiences and develop positive coping strategies. Their contribution to our mission cannot be overstated.

Fundraising has continued to be a demanding area of our work. The economic climate has affected charitable giving nationwide, and our organisation has not been immune to these pressures. Nevertheless, through the efforts of our fundraising team, the generosity of donors, and the support of community partners, we have secured the resources required to sustain our services. Each contribution represents an important investment in the wellbeing of our community's young people, and we remain deeply appreciative of this support.

We also wish to place on record our thanks to the councillors, staff, and volunteers who enable the delivery of our services. Their commitment, expertise, and ongoing engagement are central to our impact. It is through their dedication that the charity continues to meet its objectives and provide meaningful outcomes for young people.

I am delighted to share that Tamara Smith has joined our board of Trustee/Directors. At Basingstoke College of Technology she is the Student Voice/Events co-ordinator and has already provided some useful insights and support for our work. A warm welcome on board.

As this Annual Report demonstrates, the challenges facing young people in Basingstoke are considerable, but with the continued support of our partners, staff, and community, our charity remains well placed to respond. We look forward to building upon this year's progress and to further strengthening our role in promoting the mental health and wellbeing of young people in the years ahead.

Colin Craig  
Chair, YPI

## CHIEF EXECUTIVE'S REPORT

I feel very privileged to be the CEO of YPI Counselling, and I am incredibly proud of the staff and the enthusiasm, commitment and expertise we have in the team. The financial year 2024-2025 has come with its challenges. As some grant funding pots are being cut, we have been exploring different funding streams to increase our robustness and sustainability. In 2024-25 we expanded our counselling service in local GPs, and we are looking to expand further in the coming year in offering a counsellor and well-being practitioner in local GP clusters. We have taken on more placement counsellors in order to nurture the placements, with the potential to offer them paid roles when they finish their courses. The financial year 2024-25 saw a shift from remote to face to face counselling. By the end of 2024, we were offering only face to face counselling, unless the circumstances were extenuating. In this year, we also started to receive some voluntary donations for the counselling and mentoring sessions.

YPIs main focuses are:

- **Dedication to young people:** we are the only non-statutory provider of youth counselling and mental health support in Basingstoke that has been specifically established for this purpose. For us, supporting young people isn't an 'add-on' or 'nice to have' service but is instead at the heart of who we are, with the full weight of our resources, skills and expertise dedicated to offering a first-class service.
- **Championing community:** unlike larger charities who may set up satellite or sub-offices within the area to deliver specific services/contracts, YPI takes pride in being a local charity for local people. As a result of this we hold an unparalleled position at the heart of local youth provision, adapting and developing to meet the needs of our community as they arise.

As always, I would like to thank all staff for their commitment and support over the last year, all staff, both employed and volunteers, have gone above and beyond expectations and it has meant that YPI has been able to offer the best service possible.

*Sam Hussey*

21-Jan-2026

Samantha Hussey Chief Executive

## VISION, MISSION, PRIORITIES AND VALUES

### Our Vision, Mission and Values

#### Shaping Our Future

The views of young people and their parents or guardians are at the heart of shaping our strategy. The clients are asked to fill in a feedback form at the end of their sessions, and they are asked questions at the beginning and the end of their talking therapies to ascertain how effective the counselling and mentoring has been for them, and we track their improvement.

#### Our Vision

Young people are able to access more opportunities, and they have the confidence to manage their mental health positively.

#### Our Mission

To deliver a first-class mental health service offering responsive and tailored support through counselling, mentoring, community support and building awareness so we improve the lives of young people.

#### Our Values

- **Empathy:** We listen to our clients and team members
- **Excellence:** We deliver a first-class service, and we care about quality
- **Ethical:** We do the right thing and respect integrity
- **Bespoke:** We provide solutions that are flexible and proportionate
- **Community:** We engage with the community and create meaningful partnerships
- **Maximising Potential:** We nurture the growth of our clients, team members and the charity

#### Our Priorities

- To provide evidenced based counselling and mentoring to young people aged 11-25 to improve their self-awareness and skills in maintaining positive mental health
- To provide early intervention through our growing mentoring team, offering a holistic approach to mental health
- To increase awareness and skills within relevant services (such as education and GP surgeries) to support youth mental health and improve early intervention strategies

## STRATEGIC REPORT

### OBJECTIVES, ACTIVITIES, ACHIEVEMENTS AND PERFORMANCE

YPI's constitutional aims are:

- To preserve and protect the health and welfare of young people by establishing, developing and maintaining a youth support, information, advice and counselling service for young people in the age range of 11 to 25 years of age in the Basingstoke area.
- To carry out such activities that promote the health and welfare of young people in the area of benefit, not covered above, as deemed necessary by the charity trustees.

These aims are underpinned by YPI's Vision, Mission and Values and are achieved through YPI's strategic objectives:

1. To maintain and improve our core counselling service,
2. To enhance our services by increasing early intervention strategy through growing the mentoring team
3. To become a more sustainable organisation, by building a portfolio of income generation streams and improving the way we demonstrate impact. In February 2025 we placed a counsellor in another GP surgery.

Throughout 2024/25 YPI continued to deliver the charity's core activities of providing free 1- 2-1 Counselling Services for young people aged 11 - 25 in Basingstoke and Deane. At YPI, we are constantly meeting the needs of the clients, and in 2024/25 we moved completely to face to face counselling, only offering remote counselling/mentoring in extenuating circumstances. The demand for remote counselling/mentoring had dropped significantly, and it is more beneficial to experience face to face counselling.

In addition to the paid staff team, YPI's activities are supported by a team of dedicated volunteers who undertake a number of roles ranging from Trustees and Counsellors. At the end of March 2025, we interviewed and took on 7 new placement counsellors, to nurture and support them on their counselling journey at YPI.

YPI continues to improve our website and use of social media to enhance the YPI profile and make it easier for young people to access information about our services.

In the year ending March 2025 the activities and performance delivered by YPI included:

#### **Youth Counselling**

Objectives and Activities: YPI provides free counselling to 11-25 year olds offering a confidential and safe space for young people to talk to a professional counsellor about their worries, concerns and difficulties. The initial number of sessions is 8, which can then be extended up to a maximum of 12, if agreed by the Head of Clinical Services.

| <b><i>Performance:</i></b>                              |       |
|---------------------------------------------------------|-------|
| Total sessions delivered:                               | 1,365 |
| Total clients engaged                                   | 634   |
| Clients who have received counselling                   | 249   |
| Clients improvement for those who have been counselled. | 125   |

#### **Youth Mentoring**

Objectives and Activities: YPI provides up to twelve free sessions of mentoring for 11-25 year olds. Mentoring offers a friendly ear from a professional friend, to strengthen their confidence, find their voice and realise their own self-worth.

| <b><i>Performance:</i></b>                |     |
|-------------------------------------------|-----|
| Total sessions delivered:                 | 200 |
| Total clients seen:                       | 32  |
| Clients reporting measurable improvement: | 25  |

#### **External/Outreach Services**

Objectives and Activities; Community presence i.e. in GP surgeries and schools

| <b><i>Performance:</i></b>                |                     |                 |
|-------------------------------------------|---------------------|-----------------|
|                                           | <b>GP Surgeries</b> | <b>Schools*</b> |
| Total sessions delivered:                 | 643                 | 56              |
| Total clients seen:                       | 545                 | 8               |
| Clients reporting measurable improvement: | N/A                 | N/A             |

### Summary Performance Statistics:

**Total clients worked with across all services: 1,219**

**Total sessions delivered across all services: 2,264**

#### **HOW WE MEASURE PERFORMANCE**

To assess the impact of YPI's work we use measurement tools at every stage of our service lifecycle, these measures include:

- **Clinical Outcomes in Routine Evaluation (CORE) tool:** all clients are asked to complete this internationally standardised clinical questionnaire comprising 10 questions at the beginning of every session/interaction with us. We monitor this score as counselling progresses to evidence any changes in well-being/distress and to monitor risk.
- **End of counselling feedback questionnaire:** given to all service users at the end of their interaction with our services, this questionnaire captures feedback ratings on all areas of the service.
- **Life Areas Impact Rating Tool:** this measure was rolled out across our counselling services for the first time in 2018. The measure comprises a pre-and-post intervention measure that seeks to capture client's feelings about key areas of their lives such as family relationships, school/work and self-esteem.

#### **Service user involvement**

To ensure that our services continually reflect the needs and feedback of the young people, parents and families we serve, we continue to enhance our service user involvement strategy. Our existing provision includes the use of an annual stakeholder survey, end of service feedback forms and suggestion boxes/slips to provide regular feedback placed within all delivery venues.

#### **Statement on Public Benefit**

The Trustees have considered the Charity Commission's guidance on public benefit and our main activities are described above. The activities by YPI are undertaken to further our charitable purposes for the public benefit in accordance with our aim to promote the health and welfare of young people aged 11 to 25 years of age, in the area of Basingstoke and Deane.

## PLANS FOR FUTURE PERIODS

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### **Plans and objectives for 2025/26**

During the forthcoming year we will continue to implement strategies and objectives as outlined in our 3 year strategic plan 2024/27.

We have three strategic aims. These are:

1. To maintain and improve our counselling services by piloting parent, and or family counselling.
2. To enhance our services by offering increased early intervention strategy through mentoring.
3. To become a more sustainable organisation, by building a portfolio of income generation streams and improving the way we demonstrate our impact.

To ensure sustainability please see below:

- **Funding streams** - We are seeking further funding streams within the community, such as GP surgeries and secondary schools.
- **Internal services additional funding streams based on demand** - We have recognised the need for parent counselling and this is due to rolled out in 2025/26, this will be a paid for service at £35/hour. We have also identified the need for some clients to receive longer term counselling. Currently, we are funded for clients to receive 8 free sessions of counselling and mentoring. For some high level clients who need longer term counselling, we are offering 20 sessions with 8 free of charge and an additional 12 sessions at £35/session.
- **Longer term grant applications** - There is an emphasis on grant application to go to YPIs core funding. We will look at longer term, larger strategic grants to fund our core services.
- **Donations and contributions** will be asked for at the point of counselling or mentoring.
- **Corporate fundraising** will be explored.

### **The Challenges Ahead**

- The Covid-19 pandemic has had an unprecedented impact on young people. YPI is now primarily back to face to face counselling. We have kept a limited amount of remote counselling/mentoring for lower level clients and school refusers. The effects of the pandemic will be felt for years to come and mental health services are under an increasing strain.
- We will need to be mindful of the cost of living increase when assessing the amount to charge for in-house paid services.
- We will need to ensure that our existing projects and services remain financially viable and supported through appropriate grant and funding streams. We will need to review our 'return on investment' approach to resourcing when launching short term/new projects.

- In order to increase service provision and enhance our core offering we will need to secure all costs, both set up and operational. This includes potentially securing additional office space both for administrative and counselling activities, and gaining additional cybersecurity as Microsoft regulations change.
- We will need to have the right balance of volunteer and trainee counsellors versus employed and experienced counsellors in order to meet higher levels of demand and to be able to support high risk young people whose mental health needs are often complex.
- We will need to delegate responsibilities and duties across the organisation, to ensure that new services and staff remain fully supported.

### **Structure**

YPI is a registered charity (a Charitable Incorporated Organisation) in England and governed by a constitution. YPI's objectives are to achieve public benefit as set out in our constitution, and delivered through our strategic objectives and operating plan, as previously detailed.

### **Governance and Management**

#### Non-Executive Directors / Trustees

YPI's governance is overseen by a board of six voluntary and independent Trustees (Non- executive Directors), each of whom are appointed by the charity's board. Each Director assumes a specific portfolio upon appointment to ensure that all areas of YPI's governance receive due care and attention and is aligned with the specialist expertise of the Director appointed. Through 2024/2025 the Directors were:

Colin Craig (became Chair in Jan 2024)

Daniel Holloway - Vice Chair

Edward Butler (resigned Jan 2024)

Edward Pironti

Patrick Holt

Tamara Smith (appointed May 2024)

Vicky Morley

#### Chief Executive

Responsibility for the strategic and operational management of the charity is delegated by the Board of Directors to YPI's Chief Executive. The role of the Chief Executive is to provide overall leadership and direction to the organisation and its staff, including managing stakeholder relations, monitoring performance and developing the service as a whole in conjunction with the senior management team.

### Clinical Services Manager

Responsibility for the clinical management of YPI's core counselling team. The role is to ensure that all young people, parent's and families who are accessing YPI's services receive a first-class service from a team of highly skilled and well supported clinical staff.

### Volunteers

The Chief Executive or Clinical Services Manager, as applicable, is responsible for managing the appointment of placement volunteers and ensuring all volunteers receive a comprehensive induction along with ongoing supervision, training and support.

### **Induction and Training of Trustees, Staff and Volunteers**

YPI recruits new Trustees through local adverts and interviews potential new Trustees with reference to a job description and person specification. During the year Trustees have the opportunity to attend relevant insight and development and governance meetings. All of our placement volunteers receive a comprehensive induction along with ongoing, training opportunities and all Counsellors receive supervision support and ongoing training.

### **Organisational Structure and Decision Making**

The Trustees consider governance issues at their regular Board meetings. There are monthly committee meetings with the Trustees to ensure all governance issues are regularly addressed. The Trustees delegate responsibility to the CEO for ensuring that service provision is carried out within the overall charity's strategy; for overseeing the charity's progress in meeting its objectives; and ensuring that the charity meets its legal and financial obligations.

### **Key Management Remuneration**

The CEO and the Clinical Services Manager comprise the key management personnel of the charity in charge of directing and controlling the charity and running and operating the charity on a day to day basis.

### **RISK MANAGEMENT**

YPI has in place adequate governance arrangements that enable the identification, escalation, monitoring and reporting of risks. The YPI Board is ultimately responsible for reviewing, challenging and approving the charity's overall strategy and the direction of the business.

We currently adopt five risk types which form the basis of YPI's risk register and Board reporting:

- **Strategic:** refers to the risk that YPI suffers a substantial, negative impact in its funding or capital as a direct result of poor management of its business objectives, strategic aims and core services
- **Financial:** refers to the risk that YPI is unable to self-fund, primarily due to a lack of financial donors whether new or existing and unforeseen operational losses, leading to a disruption to the charity's cash flows and balance sheet
- **Operational:** refers to the risk of operational losses due to inadequate or weak processes and systems, including the charity's IT infrastructure. The risk also includes direct and indirect losses due to poor or ineffective oversight of internal controls and external influence
- **People:** refers to the risk that YPI's key services are not delivered adequately due to a lack of people's capability, skills and availability
- **Reputational:** refers to the risk of YPI suffering a material loss or reputational damage, most likely in the form of simultaneous withdrawals of funding, caused by a negative perception of its image and working practices

A risk register is reviewed and updated regularly and discussed at Board meetings. These are risks to the charity with the potential to damage its reputation and existing stakeholder relationships, preventing the business from running successfully thus ultimately impacting on YPI's ability to undertake its compliance monitoring activities effectively.

## REVIEW OF FINANCIAL STATEMENTS

### Financial Summary

A summary of YPI's income and expenditure for the year are presented on page 16. The income for 2024/25 was £196,224, and the expenditure £195,720. There was a surplus of £504 following a surplus of £59,870 in the prior year.

### Notes on Reserves Policy

The general reserve level held on 31st March 2025 stands at £157,831, which represents approximately 10 months' worth of total expenditure.

### Going Concern

The Trustees remain satisfied that it is appropriate for the financial statements to be prepared on a going concern basis and there are no material uncertainties that may cast doubt on this assumption for at least 12 months from the approval of the accounts.

14-Jan-2026

The Trustees' report was approved by the Board of Trustees on.....

*Colin Craig*

Colin Craig Chair

## **REFERENCE AND ADMINISTRATIVE DETAILS**

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### **YPI Counselling**

(A Charitable Incorporated Organisation). Also known as YPI.

### **Registered Office and Principal Address**

The Orchard

White Hart Lane Basingstoke

Hampshire RG21 4AF

**Charity Number:** 1163288

Telephone: 01256 423878 Website:

[www.ypicounselling.co.uk](http://www.ypicounselling.co.uk)

### **Trustee Board**

Colin Craig (became Chair in Jan 2024)

Daniel Holloway - Vice Chair

Edward Butler (resigned Jan 2024)

Edward Pironti

Patrick Holt

Tamara Smith (appointed May 2024)

Vicky Morley

### **Chief Executive**

Samantha Hussey

### **Clinical Services Manager**

Clare Webber

### **Independent Examiners**

Knight Goodhead Limited - 7 Bournemouth Road, Chandler's Ford, Eastleigh, Hampshire SO53 3DA

### **Bankers**

The Co-Operative Bank PLC - Business Banking, PO Box 250, Skelmersdale WN8 6WT

## **INDEPENDENT EXAMINER'S REPORT TO THE TRUSTEES OF YPI COUNSELLING**

I report to the trustees on my examination of the accounts of YPI Counselling for the year ended 31 March 2025.

### **RESPONSIBILITIES AND BASIS OF REPORT**

As the trustees of the charity 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 Trustee's accounts carried out under section 145 of the 2011 Act and in carrying out my examination I have followed all the applicable Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

### **INDEPENDENT EXAMINER'S STATEMENT**

I have completed my examination. I confirm that no material matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

- 1) accounting records were not kept in respect of the charity as required by section 130 of the Act; or
- 2) the accounts do not accord with those records; or
- 3) the accounts do not comply with the applicable requirements concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 other than any requirement that the accounts give a 'true and fair view' which is not a matter considered as part of an independent examination.

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



**CJ GOODHEAD FCA**  
Knight Goodhead Limited  
Chartered Accountants

14-Jan-2026

7 Bournemouth Road  
Chandler's Ford, Eastleigh  
Hampshire SO53 3DA

## YPI COUNSELLING

### STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2025

|                                                     | Notes  | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2025<br>£ | Total<br>funds<br>2024<br>£ |
|-----------------------------------------------------|--------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| <b>INCOME</b>                                       |        |                            |                          |                             |                             |
| Donations and legacies                              | 3      | 6,854                      | -                        | 6,854                       | 57,245                      |
| Charitable activities                               | 4      | 116,748                    | 72,622                   | 189,370                     | 199,013                     |
|                                                     |        |                            |                          |                             | -                           |
| <b>TOTAL INCOME</b>                                 |        | <b>123,602</b>             | <b>72,622</b>            | <b>196,224</b>              | <b>256,258</b>              |
| <b>EXPENDITURE</b>                                  |        |                            |                          |                             |                             |
| Charitable activities                               | 6      | 123,098                    | 72,622                   | 195,720                     | 196,388                     |
| <b>TOTAL EXPENDITURE</b>                            |        | <b>123,098</b>             | <b>72,622</b>            | <b>195,720</b>              | <b>196,388</b>              |
| <b>NET INCOME FOR THE YEAR<br/>BEFORE TRANSFERS</b> |        | <b>504</b>                 | <b>-</b>                 | <b>504</b>                  | <b>59,870</b>               |
| TRANSFERS                                           | 10, 11 | -                          | -                        | -                           | -                           |
| <b>NET INCOME / (EXPENDITURE) FOR THE YEAR</b>      |        | <b>504</b>                 | <b>-</b>                 | <b>504</b>                  | <b>59,870</b>               |
| TOTAL FUND BALANCES BROUGHT FORWARD                 |        | 157,327                    | 1,700                    | 159,027                     | 99,157                      |
| <b>TOTAL FUND BALANCES CARRIED FORWARD</b>          |        | <b>157,831</b>             | <b>1,700</b>             | <b>159,531</b>              | <b>159,027</b>              |

## YPI COUNSELLING

### BALANCE SHEET AT 31 MARCH 2025

|                                                             | Notes | £               | 2025<br>£       | 2024<br>£      |
|-------------------------------------------------------------|-------|-----------------|-----------------|----------------|
| FIXED ASSETS                                                |       |                 |                 |                |
| Tangible assets                                             | 7     |                 | 317             | 769            |
| CURRENT ASSETS                                              |       |                 |                 |                |
| Debtors                                                     | 8     | 20,087          | 20,791          |                |
| Cash at bank and in hand                                    |       | <u>169,912</u>  | <u>173,528</u>  |                |
|                                                             |       | 189,999         | 194,319         |                |
| CREDITORS: amounts falling<br>due within less than one year | 9     | <u>(30,785)</u> | <u>(36,061)</u> |                |
| NET CURRENT ASSETS                                          |       |                 | 159,214         | 158,258        |
| NET ASSETS                                                  |       |                 | <u>159,531</u>  | <u>159,027</u> |
| FUNDS                                                       |       |                 |                 |                |
| General funds                                               | 10    | 157,831         | 157,327         |                |
| Restricted funds                                            | 11    | 1,700           | 1,700           |                |
| TOTAL FUNDS                                                 | 12    | <u>159,531</u>  | <u>159,027</u>  |                |

Approved by the Trustees on 14-Jan-2026  
and signed on their behalf by

*Colin Craig*

**Colin Craig**

Chair

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2025

#### 1 ACCOUNTING POLICIES

##### (a) Accounting convention

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

The charity meets the definition of the public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy note.

##### (b) Fund accounting

- Unrestricted funds are available for use at the discretion of the trustees in furtherance of the general objectives of the charity.
- Designated funds are unrestricted funds earmarked by the trustees for specific purposes.
- Restricted funds are subjected to restrictions on their expenditure imposed by the donor.

##### (c) Income

All income is included in the Statement of Financial Activities when the charity is entitled to the income and the amount can be quantified with reasonable accuracy. The following specific policies are applied to particular categories of income:

Donations and legacies are received by way of donations, legacies, gifts and grants and are included in full in the Statement of Financial Activities when receivable.

Investment income is included when receivable.

Income is deferred when, at the end of an accounting period, they have been received but the charity has yet to become unconditionally entitled to them.

##### (d) Expenditure

Expenditure is recognised on an accrual basis as a liability is incurred.

Costs are apportioned in line with the income received from that source during the period.

Charitable activities expenditure comprises of those costs incurred by the charity in the delivery of its activities and services. It includes both costs that can be allocated directly to such activities and those costs of an indirect nature necessary to support them.

All costs are allocated between the expenditure categories of the Statement of Financial Activities on a basis designed to reflect the use of the resource. Costs relating to a particular activity are allocated directly.

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2025 (continued)

#### 1 ACCOUNTING POLICIES (continued)

##### (e) Fixed assets

Fixed assets are capitalised for ongoing use within the charity, where the individual cost of the asset exceeds £100.

Depreciation is provided on fixed assets to spread the cost over the estimated useful lives of the relevant assets at the following rates:

|                  |                         |
|------------------|-------------------------|
| Office equipment | 20% - 33% Straight line |
|------------------|-------------------------|

##### (g) Pensions costs

Contributions in respect of the company's defined contribution scheme are charged to the Statement of Financial Activities for the year in which they are payable to the scheme. Differences between contributions payable and contributions actually paid in the year are shown as either accruals or prepayments at the year end.

#### 2 LEGAL STATUS

The charity is a Charitable Incorporated Organisation (CIO) and was registered on 25 August 2015 with the Charity Commission in England and Wales.

The registered office of the charity is YPI Counselling, The Orchard, White Hart Lane, Basingstoke, Hampshire, RG21 4AF.

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2025 (continued)

#### 3 INCOME FROM DONATIONS AND LEGACIES

|             | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2025<br>£ | Total<br>funds<br>2024<br>£ |
|-------------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| Donations   | 1,457                      | -                        | 1,457                       | 886                         |
| Fundraising | 5,397                      | -                        | 5,397                       | 56,359                      |
|             | <u>6,854</u>               | <u>-</u>                 | <u>6,854</u>                | <u>57,245</u>               |

#### 4 INCOME FROM CHARITABLE ACTIVITIES

|                                  | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2025<br>£ | Total<br>funds<br>2024<br>£ |
|----------------------------------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| Grants including capital grants: |                            |                          |                             |                             |
| Government grants                | 89,567                     | -                        | 89,567                      | 89,769                      |
| National Lottery grants          | -                          | 72,622                   | 72,622                      | 70,774                      |
| Other grants                     | 4,896                      | -                        | 4,896                       | 15,000                      |
| GP Counselling                   | 8,400                      | -                        | 8,400                       | 5,705                       |
| GP Mentoring                     | 10,875                     | -                        | 10,875                      | 10,625                      |
| Schools counselling              | 3,010                      | -                        | 3,010                       | 7,140                       |
|                                  | <u>116,748</u>             | <u>72,622</u>            | <u>189,370</u>              | <u>199,013</u>              |

#### 5 STAFF COSTS

|                       | 2025<br>£      | 2024<br>£      |
|-----------------------|----------------|----------------|
| Wages and salaries    | 156,810        | 158,738        |
| Social security costs | 3,573          | 2,907          |
| Pension costs         | 2,129          | 1,796          |
|                       | <u>162,512</u> | <u>163,441</u> |

The average number of staff employed during the year was 14 (2024: 16). No employee received emoluments of £60,000 or more during this or the prior year.

No remuneration was paid to trustees during this or the prior year. During the year the charity paid remuneration, including pension contributions, totalling £42,196 (2024: £36,462) to key management personnel.

At the balance sheet date there were outstanding pension contributions payable of £177 (2024: £166). Total pension contributions of £2,129 (2024: £1,796) were paid by the charity and are included in the SOFA.

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024 (continued)

#### 6 EXPENDITURE

|                                  | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2025<br>£ | Total<br>funds<br>2024<br>£ |
|----------------------------------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| <b>DIRECT EXPENDITURE</b>        |                            |                          |                             |                             |
| Counsellors and management       | 99,315                     | 63,197                   | 162,512                     | 163,441                     |
| Payroll charges                  | 1,073                      | -                        | 1,073                       | 1,163                       |
| Supervision costs                | 1,185                      | 2,145                    | 3,330                       | 3,270                       |
|                                  | <u>101,573</u>             | <u>65,342</u>            | <u>166,915</u>              | <u>167,874</u>              |
| <b>SUPPORT COSTS</b>             |                            |                          |                             |                             |
| Rental and improvements          | 6,015                      | 5,388                    | 11,403                      | 12,050                      |
| Office costs                     | 578                        | -                        | 578                         | 702                         |
| Printing, postage and stationery | 95                         | -                        | 95                          | 33                          |
| Computer expenses                | 8,372                      | -                        | 8,372                       | 7,528                       |
| Telephone charges                | 662                        | -                        | 662                         | 914                         |
| Recruitment fees                 | 1,426                      | -                        | 1,426                       | 794                         |
| Insurance                        | 113                        | 1,892                    | 2,005                       | 1,862                       |
| Training                         | -                          | -                        | -                           | 78                          |
| Professional fees                | 509                        | -                        | 509                         | 457                         |
| Advertising                      | -                          | -                        | -                           | 250                         |
| Accountancy fees                 | 1,870                      | -                        | 1,870                       | 1,810                       |
| Depreciation                     | 452                        | -                        | 452                         | 549                         |
| Fundraising costs                | -                          | -                        | -                           | 15                          |
| HR services contract fee         | 1,363                      | -                        | 1,363                       | 1,363                       |
| Meeting room hire                | -                          | -                        | -                           | 40                          |
| Travel and accommodation         | -                          | -                        | -                           | 69                          |
| Entertaining                     | 58                         | -                        | 58                          | -                           |
| Bank charges                     | 8                          | -                        | 8                           | -                           |
| Interest on overdue taxation     | 4                          | -                        | 4                           | -                           |
|                                  | <u>21,525</u>              | <u>7,280</u>             | <u>28,805</u>               | <u>28,514</u>               |
| <b>TOTAL EXPENDITURE</b>         | <u>123,098</u>             | <u>72,622</u>            | <u>195,720</u>              | <u>196,388</u>              |

Included within accountancy fees above are amounts due to the independent examiners in relation to independent examination of £1,870 (2024: £1,810).

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2025 (continued)

#### 7 TANGIBLE ASSETS

|                                   | <b>Furniture &amp;<br/>Equipment<br/>£</b> |
|-----------------------------------|--------------------------------------------|
| <b>COST</b>                       |                                            |
| At 1 April 2024 and 31 March 2025 | <u>4,399</u>                               |
| <b>DEPRECIATION</b>               |                                            |
| At 1 April 2024                   | 3,630                                      |
| Charge for the year               | <u>452</u>                                 |
| At 31 March 2025                  | <u>4,082</u>                               |
| <b>NET BOOK VALUE</b>             |                                            |
| At 31 March 2024                  | <u>769</u>                                 |
| At 31 March 2025                  | <u>317</u>                                 |

#### 8 DEBTORS

|                                | <b>2025<br/>£</b> | <b>2024<br/>£</b> |
|--------------------------------|-------------------|-------------------|
| Trade debtors                  | 11,270            | 12,020            |
| Prepayments and accrued income | <u>8,817</u>      | <u>8,771</u>      |
|                                | <u>20,087</u>     | <u>20,791</u>     |

#### 9 CREDITORS: amounts falling due within one year

|                              | <b>2025<br/>£</b> | <b>2024<br/>£</b> |
|------------------------------|-------------------|-------------------|
| Trade creditors              | 442               | 5,804             |
| Accruals and deferred income | 27,923            | 27,818            |
| Other creditors              | <u>2,420</u>      | <u>2,439</u>      |
|                              | <u>30,785</u>     | <u>36,061</u>     |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2025 (continued)

#### 10 UNRESTRICTED FUNDS

|               | Funds<br>brought<br>forward<br>£ | Income<br>£    | Expenditure<br>£ | Transfers<br>£ | Funds carried<br>forward<br>£ |
|---------------|----------------------------------|----------------|------------------|----------------|-------------------------------|
| General funds | 157,327                          | 123,602        | (123,098)        | -              | 157,831                       |
|               | <u>157,327</u>                   | <u>123,602</u> | <u>(123,098)</u> | <u>-</u>       | <u>157,831</u>                |

#### 11 RESTRICTED FUNDS

|                     | Funds<br>brought<br>forward<br>£ | Income<br>£   | Expenditure<br>£ | Transfers<br>£ | Funds carried<br>forward<br>£ |
|---------------------|----------------------------------|---------------|------------------|----------------|-------------------------------|
| Screwfix Foundation | 1,700                            | -             | -                | -              | 1,700                         |
| National Lottery    | -                                | 72,622        | (72,622)         | -              | -                             |
|                     | <u>1,700</u>                     | <u>72,622</u> | <u>(72,622)</u>  | <u>-</u>       | <u>1,700</u>                  |

**Screwfix Foundation:** This grant is towards office refurbishment.

**National Lottery:** This grant is for supporting mental health for young people.

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2025 (continued)

#### 12 ANALYSIS OF NET ASSETS BETWEEN FUNDS

*For the year ended 31 March 2025*

|                       | <b>Unrestricted<br/>funds<br/>£</b> | <b>Restricted<br/>funds<br/>£</b> | <b>Total<br/>funds<br/>£</b> |
|-----------------------|-------------------------------------|-----------------------------------|------------------------------|
| Tangible fixed assets | 317                                 | -                                 | 317                          |
| Debtors               | 20,087                              | -                                 | 20,087                       |
| Bank and cash         | 168,212                             | 1,700                             | 169,912                      |
| Creditors             | (30,785)                            | -                                 | (30,785)                     |
|                       | <u>157,830</u>                      | <u>1,700</u>                      | <u>159,530</u>               |

*For the year ended 31 March 2024*

|                       | <b>Unrestricted<br/>funds<br/>£</b> | <b>Restricted<br/>funds<br/>£</b> | <b>Total<br/>funds<br/>£</b> |
|-----------------------|-------------------------------------|-----------------------------------|------------------------------|
| Tangible fixed assets | 769                                 | -                                 | 769                          |
| Debtors               | 20,791                              | -                                 | 20,791                       |
| Bank and cash         | 171,828                             | 1,700                             | 173,528                      |
| Creditors             | (36,061)                            | -                                 | (36,061)                     |
|                       | <u>157,327</u>                      | <u>1,700</u>                      | <u>159,027</u>               |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2025 (continued)

#### 13 COMPARATIVE STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2024

|                                                                   | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2024<br>£ |
|-------------------------------------------------------------------|----------------------------|--------------------------|-----------------------------|
| <b>INCOME</b>                                                     |                            |                          |                             |
| Donations and legacies                                            | 57,245                     | -                        | 57,245                      |
| Charitable activities                                             | 128,239                    | 70,774                   | 199,013                     |
| <b>TOTAL INCOME</b>                                               | <b>185,484</b>             | <b>70,774</b>            | <b>256,258</b>              |
| <b>EXPENDITURE</b>                                                |                            |                          |                             |
| Charitable activities                                             | 124,979                    | 71,409                   | 196,388                     |
| <b>TOTAL EXPENDITURE</b>                                          | <b>124,979</b>             | <b>71,409</b>            | <b>196,388</b>              |
| <b>NET (EXPENDITURE)/INCOME FOR THE YEAR<br/>BEFORE TRANSFERS</b> | <b>60,505</b>              | <b>(635)</b>             | <b>59,870</b>               |
| TRANSFERS                                                         | 10,721                     | (10,721)                 | -                           |
| <b>NET (EXPENDITURE)/INCOME FOR THE YEAR</b>                      | <b>71,226</b>              | <b>(11,356)</b>          | <b>59,870</b>               |
| TOTAL FUND BALANCES BROUGHT FORWARD                               | 86,101                     | 13,056                   | 99,157                      |
| <b>TOTAL FUND BALANCES CARRIED FORWARD</b>                        | <b>157,327</b>             | <b>1,700</b>             | <b>159,027</b>              |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2025 (continued)

#### 14 COMPARATIVE UNRESTRICTED FUNDS MOVEMENTS FOR THE YEAR ENDED 31 MARCH 2024

|               | Funds<br>brought<br>forward<br>£ | Income<br>£ | Expenditure<br>£ | Transfers<br>£ | Funds carried<br>forward<br>£ |
|---------------|----------------------------------|-------------|------------------|----------------|-------------------------------|
| General funds | 86,101                           | 185,484     | (124,979)        | 10,721         | 157,327                       |
|               | 86,101                           | 185,484     | (124,979)        | 10,721         | 157,327                       |

#### 15 COMPARATIVE RESTRICTED FUNDS MOVEMENTS FOR THE YEAR ENDED 31 MARCH 2024

|                              | Funds<br>brought<br>forward<br>£ | Income<br>£ | Expenditure<br>£ | Transfers<br>£ | Funds carried<br>forward<br>£ |
|------------------------------|----------------------------------|-------------|------------------|----------------|-------------------------------|
| Mentoring Project            | 2,992                            | -           | -                | (2,992)        | -                             |
| Supporting Troubled Families | 7,729                            | -           | -                | (7,729)        | -                             |
| Screwfix Foundation          | 2,335                            | -           | (635)            | -              | 1,700                         |
| National Lottery             | -                                | 70,774      | (70,774)         | -              | -                             |
|                              | 13,056                           | 70,774      | (71,409)         | (10,721)       | 1,700                         |

**Screwfix Foundation:** This grant is towards office refurbishment.

**National Lottery:** This grant is for supporting mental health for young people.

**Mentoring Project:** This grant provides a contribution to the costs of one years' salary and on costs of mentoring sessions to young people over a 12 month period. On completion of the project, the donor agreed that the remaining funds can be used to develop the core services.

**Supporting Troubled Families:** This grant provides a contribution to the costs of providing counselling sessions to young people and parents under the 'Supporting Troubled Families' programme in Hampshire. On completion of the project, any surplus of unused funds, can be transferred to our core services with this being used to subsidise a parent counselling pilot and the development of family counselling.

Our mission is to offer a first-class mental health service that includes responsive and tailored support through counselling, community awareness and education to improve the lives of young people and their families.



If you would like to find out more about the work of YPi or how you can support us, please contact:

**Telephone:** 01256 423 878  
**Email:** [office@ypicounselling.co.uk](mailto:office@ypicounselling.co.uk)  
**Visit:** [www.ypicounselling.co.uk](http://www.ypicounselling.co.uk)

 [facebook.com/ypicounsellingbasingstoke](https://www.facebook.com/ypicounsellingbasingstoke)

 [@ypicounselling](https://twitter.com/ypicounselling)

**YPI COUNSELLING**

England & Wales - Charity number 1163288

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# Accounts

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Registered Charity Number: 1163288



## Trustees Annual Report & Accounts

### Financial Year Ending 31<sup>st</sup> March 2024



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**Thank you to all our supporters who  
allow our vital work to continue.**



**Hampshire**  
County Council



**Basingstoke  
and Deane**



**North Hampshire**  
Clinical Commissioning Group



**NATIONAL  
LOTTERY FUNDED**



## **WELCOME FROM OUR CHAIR**

I am pleased to present the annual report for YPI Counselling, Basingstoke. This year has been one of considerable challenge for us as we navigate an increasingly complex landscape in mental health support. Our mission to provide accessible, compassionate, and effective counselling services to young people remains unwavering, but the challenges we face – from rising demand to funding uncertainties – continue to push us to evolve and adapt.

Throughout the past year, YPI Counselling has seen a significant demand from young people seeking our services. While affirming the trust placed in us by the community, this also reflects the growing mental health challenges facing young people today. Issues like anxiety, depression, and family dynamics are becoming more prevalent, particularly as young people grapple with the residual effects of the pandemic, academic pressures, and social uncertainties. In response, our team has evolved both in numbers and expertise, ensuring that we are better equipped to support every individual who walks through our doors.

A cornerstone of our success this year has been our focus on partnership and collaboration. By working closely with local schools, healthcare providers, and community organisations, we've been able to extend our reach, offering vital support to young people within familiar settings. These partnerships also help us identify emerging trends and needs early, allowing us to tailor our services proactively.

Financial sustainability remains a priority, as funding remains a constant challenge. However, thanks to the generosity of our supporters, including grants from local authorities and donations from community members, we have maintained a stable financial footing. We are also exploring innovative approaches to funding, such as corporate partnerships and targeted fundraising campaigns, to secure our future and allow us to reach even more young people in need.

Looking ahead, our commitment is clear: to continue improving the accessibility and quality of our services while adapting to the evolving needs of our community. We are particularly excited about expanding our family counselling options, which will allow us to provide a more holistic service.

On a personal note, I regret to share that Ed Butler, one of our Trustee/Directors, has resigned from the Board due to work commitments. We are grateful for his insights and contributions during his time with us, and we wish him well in all his future endeavours.

On behalf of the Board of Trustees, I extend my deepest gratitude to our dedicated staff, our generous supporters, and the resilient young people who inspire us daily. Together, we are building a brighter future where every young person in Basingstoke has the support they need to thrive.

Colin Craig  
Chair, YPI

## CHIEF EXECUTIVE'S REPORT

I feel very privileged to be the CEO of such a fantastic charity as YPI, and I am incredibly proud of the staff and the enthusiasm, commitment and expertise we have in the organisation. The financial year 2023-2024 has come with its challenges. The pandemic, overuse of devices and cost-of-living crisis have had, and continue to have a profound effect on young people, their families, and this has put additional demands on the service. CAMHs have further restricted who they can see, and as a result of this we are counselling some higher level clients. During this year we have reduced our remote counselling offer due to lack of demand, and we are now back to delivering a service which is offering face to face counselling and mentoring, with only a few remote sessions per week available. In April 2023 we began the five year term for our Big Lottery grant, which enabled us to gain a mentoring team leader. We also gained a new strategic contract at Basingstoke and Deane District Council, and HYA partnership in April 2023.

During 2023-24 we introduced a counselling service in two local GPs, and that has received excellent feedback. We plan to expand this service in the next financial year. We have continued with our Well-being Practitioner in a local GP cluster, and we have continued to provide a counselling service in a local secondary school. Placing counsellors in external organisations will enable us to reduce waiting lists further so young people can be seen sooner. It also means that these paid for services help our sustainability at a difficult economic time where general grants are more depleted than ever.

YPIs main focuses are:

- **Dedication to young people:** we are the only non-statutory provider of youth counselling and mental health support in Basingstoke that has been specifically established for this purpose. For us, supporting young people isn't an 'add-on' or 'nice to have' service but is instead at the heart of who we are, with the full weight of our resources, skills and expertise dedicated to offering a first-class service.
- **Championing community:** unlike larger charities who may set up satellite or sub-offices within the area to deliver specific services/contracts, YPI takes pride in being a local charity for local people. As a result of this we hold an unparalleled position at the heart of local youth provision, adapting and developing to meet the needs of our community as they arise.

As always, I would like to thank all staff for your commitment and support over the last year, all staff, both employed and volunteers, have gone above and beyond expectations and it has meant that YPI has been able to offer the best service possible.

Samantha Hussey Chief Executive

## VISION, MISSION, PRIORITIES AND VALUES

### Our Vision, Mission and Values

#### Shaping Our Future

The views of young people and their parents or carers are at the heart of shaping our strategy. The clients are asked to fill in a feedback form at the end of their sessions, and they are asked questions at the beginning and the end of their sessions to ascertain how effective the counselling and mentoring has been for them and track their improvement.

#### Our Vision

Young people are able to access more opportunities, and they have the confidence to manage their mental health positively.

#### Our Mission

To deliver a first-class mental health service offering responsive and tailored support through counselling, mentoring, community support and building awareness so we improve the lives of young people.

#### Our Values

- **Empathy:** We listen to our clients and team members
- **Excellence:** We deliver a first-class service, and we care about quality
- **Ethical:** We do the right thing and respect integrity
- **Bespoke:** We provide solutions that are flexible and proportionate
- **Community:** We engage with the community and create meaningful partnerships
- **Maximising Potential:** We nurture the growth of our clients, team members and the charity

#### Our Priorities

- To provide evidenced based counselling and mentoring to young people aged 11-25 to improve their self-awareness and skills in maintaining positive mental health
- To provide early intervention through our growing mentoring team, offering a holistic approach to mental health
- To increase awareness and skills within relevant services (such as education and GP surgeries) to support youth mental health and improve early intervention strategies

## STRATEGIC REPORT

### OBJECTIVES, ACTIVITIES, ACHIEVEMENTS AND PERFORMANCE

YPI's constitutional aims are:

- To preserve and protect the health and welfare of young people by establishing, developing and maintaining a youth support, information, advice and counselling service for young people in the age range of 11 to 25 years of age in the Basingstoke area.
- To carry out such activities that promote the health and welfare of young people in the area of benefit, not covered above, as deemed necessary by the charity trustees.

These aims are underpinned by YPI's Vision, Mission and Values and are achieved through YPI's strategic objectives:

1. To maintain and improve our core counselling service,
2. To enhance our services by increasing early intervention strategy through growing the mentoring team
3. To become a more sustainable organisation, by building a portfolio of income generation streams and improving the way we demonstrate impact

Throughout 2023/24 YPI continued to deliver the charity's core activities of providing free 1-2-1 Counselling Services for young people aged 11 - 25 in Basingstoke and Deane. At YPI, we are constantly meeting the needs of the clients, and in 2023/24 we reduced our remote counselling and mentoring service as the demand for remote therapy had decreased and we increased face to face counselling. By March 2024, we were using all of our therapy rooms and had reduced to four hours per week for remote counselling and 4 hours per week for remote mentoring.

I want to highlight a notable achievement this year, one of our Trustees and a colleague raised over £50,000 for YPI, which is a wonderful sum of money to help us maintain and develop our core services.

In addition to the paid staff team, YPI's activities are supported by a team of dedicated volunteers who undertake a number of roles ranging from Trustees and Counsellors. In 2023/24 we have taken on 3 more placement students.

YPI continues to improve our website and use of social media to enhance the YPI profile and make it easier for young people to access information about our services.

In the year ending March 2024 the activities and performance delivered by YPI included:

### **Youth Counselling**

Objectives and Activities: YPI provides free counselling to 11-25 year olds offering a confidential and safe space for young people to talk to a professional counsellor about their worries, concerns and difficulties. The initial number of sessions is 8, which can then be extended up to a maximum of 12, if agreed by the Head of Clinical Services.

| <b><i>Performance:</i></b>                              |       |
|---------------------------------------------------------|-------|
| Total sessions delivered:                               | 1,603 |
| Total clients engaged                                   | 670   |
| Clients who have received counselling                   | 302   |
| Clients improvement for those who have been counselled. | 135   |

### **Youth Mentoring**

Objectives and Activities: YPI provides up to twelve free sessions of mentoring for 10-19 year olds. Mentoring offers a friendly ear from a professional friend, to strengthen their confidence, find their voice and realise their own self-worth.

| <b><i>Performance:</i></b>                |     |
|-------------------------------------------|-----|
| Total sessions delivered:                 | 235 |
| Total clients seen:                       | 38  |
| Clients reporting measurable improvement: | 25  |

### **External/Outreach Services**

Objectives and Activities; Community presence i.e. in GP surgeries and schools

| <b><i>Performance:</i></b>                |                     |                 |
|-------------------------------------------|---------------------|-----------------|
|                                           | <b>GP Surgeries</b> | <b>Schools*</b> |
| Total sessions delivered:                 | 570                 | 180             |
| Total clients seen:                       | 467                 | 30              |
| Clients reporting measurable improvement: | 79%                 | N/A             |

## Summary Performance Statistics:

**Total clients worked with across all services: 1,205**

**Total sessions delivered across all services: 2,588**

### **HOW WE MEASURE PERFORMANCE**

To assess the impact of YPI's work we use measurement tools at every stage of our service lifecycle, these measures include:

- **Clinical Outcomes in Routine Evaluation (CORE) tool:** all clients are asked to complete this internationally standardised clinical questionnaire comprising 10 questions at the beginning of every session/interaction with us. We monitor this score as counselling progresses to evidence any changes in well-being/distress and to monitor risk.
- **End of counselling feedback questionnaire:** given to all service users at the end of their interaction with our services, this questionnaire captures feedback ratings on all areas of the service.
- **Life Areas Impact Rating Tool:** this measure was rolled out across our counselling services for the first time in 2018. The measure comprises a pre-and-post intervention measure that seeks to capture client's feelings about key areas of their lives such as family relationships, school/work and self-esteem.

### **Service user involvement**

To ensure that our services continually reflect the needs and feedback of the young people, parents and families we serve, we continue to enhance our service user involvement strategy. Our existing provision includes the use of an annual stakeholder survey, end of service feedback forms and suggestion boxes/slips to provide regular feedback placed within all delivery venues.

### **Statement on Public Benefit**

The Trustees have considered the Charity Commission's guidance on public benefit and our main activities are described above. The activities by YPI are undertaken to further our charitable purposes for the public benefit in accordance with our aim to promote the health and welfare of young people aged 11 to 25 years of age, in the area of Basingstoke and Deane.

## PLANS FOR FUTURE PERIODS

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### **Plans and objectives for 2024/25**

During the forthcoming year we will continue to implement strategies and objectives as outlined in our 3 year strategic plan 2021/24.

We have three strategic aims. These are:

1. To maintain and improve our counselling services by piloting parent, and or family counselling.
2. To enhance our services by offering increased early intervention strategy through mentoring.
3. To become a more sustainable organisation, by building a portfolio of income generation streams and improving the way we demonstrate our impact.

To ensure sustainability please see below:

- **Longer term grant applications** - There is an emphasis on grant application to go to YPIs core funding. We will look at longer term, larger strategic grants to fund our core services.
- **Funding streams** - We are seeking further funding streams within the community, such as GP surgeries and secondary schools.
- **Donations and contributions** will be asked for at the point of counselling or mentoring.
- **Corporate fundraising** will be explored.

### **The Challenges Ahead**

- The Covid-19 pandemic has had an unprecedented impact on young people. YPI is now primarily back to face to face counselling. We have kept a limited amount of remote counselling/mentoring for lower level clients and school refusers. The effects of the pandemic will be felt for years to come and mental health services are under an increasing strain.
- We will need to ensure that our existing projects and services remain financially viable and supported through appropriate grant and donation streams. We will need to review our 'return on investment' approach to resourcing when launching short term/new projects.
- In order to increase service provision and enhance our core offering we will need to secure all costs, both set up and operational. This includes potentially securing additional office space both for administrative and counselling activities.
- We will need to have the right balance of volunteer and trainee counsellors versus employed and experienced counsellors in order to meet higher levels of demand and to be able to support high risk young people whose mental health needs are often complex.
- We will need to delegate responsibilities and duties across the organisation, to ensure that new services and staff remain fully supported.

## **Structure**

YPI is a registered charity (a Charitable Incorporated Organisation) in England and governed by a constitution. YPI's objectives are to achieve public benefit as set out in our constitution, and delivered through our strategic objectives and operating plan, as previously detailed.

## **Governance and Management**

### Non-Executive Directors / Trustees

YPI's governance is overseen by a board of six voluntary and independent Trustees (Non-executive Directors), each of whom are appointed by the charity's board. Each Director assumes a specific portfolio upon appointment to ensure that all areas of YPI's governance receive due care and attention and is aligned with the specialist expertise of the Director appointed. Through 2023/2024 the Directors were:

Colin Craig (became Chair in Jan 2024)

Daniel Holloway - Vice Chair

Edward Butler (resigned Jan 2024)

Edward Pironti

Patrick Holt

Tamara Smith

Vicky Morley

### Chief Executive

Responsibility for the strategic and operational management of the charity is delegated by the Board of Directors to YPI's Chief Executive. The role of the Chief Executive is to provide overall leadership and direction to the organisation and its staff, including managing stakeholder relations, monitoring performance and developing the service as a whole in conjunction with the senior management team.

### Clinical Services Manager

Responsibility for the clinical management of YPI's core counselling team. The role is to ensure that all young people, parent's and families who are accessing YPI's services receive a first-class service from a team of highly skilled and well supported clinical staff.

### Volunteers

The Chief Executive or Clinical Services Manager, as applicable, is responsible for managing the appointment of placement volunteers and ensuring all Volunteers receive a comprehensive induction along with ongoing supervision, training and support.

## **Induction and Training of Trustees, Staff and Volunteers**

YPI recruits new Trustees through local adverts and interviews potential new Trustees with reference to a job description and person specification. During the year Trustees have the opportunity to attend relevant insight and development and governance meetings. All of our placement volunteers receive a comprehensive induction along with ongoing, training opportunities and all Counsellors receive supervision support and ongoing training.

## **Organisational Structure and Decision Making**

The Trustees consider governance issues at their regular Board meetings. There are monthly committee meetings with the Trustees to ensure all governance issues are regularly addressed. The Trustees delegate responsibility to the CEO for ensuring that service provision is carried out within the overall charity's strategy; for overseeing the charity's progress in meeting its objectives; and ensuring that the charity meets its legal and financial obligations.

## **Key Management Remuneration**

The CEO and the Clinical Services Manager comprise the key management personnel of the charity in charge of directing and controlling the charity and running and operating the charity on a day to day basis.

## **RISK MANAGEMENT**

YPI has in place adequate governance arrangements that enable the identification, escalation, monitoring and reporting of risks. The YPI Board is ultimately responsible for reviewing, challenging and approving the charity's overall strategy and the direction of the business.

We currently adopt five risk types which form the basis of YPI's risk register and Board reporting:

- **Strategic:** refers to the risk that YPI suffers a substantial, negative impact in its funding or capital as a direct result of poor management of its business objectives, strategic aims and core services
- **Financial:** refers to the risk that YPI is unable to self-fund, primarily due to a lack of financial donors whether new or existing and unforeseen operational losses, leading to a disruption to the charity's cash flows and balance sheet
- **Operational:** refers to the risk of operational losses due to inadequate or weak processes and systems, including the charity's IT infrastructure. The risk also includes direct and indirect losses due to poor or ineffective oversight of internal controls and external influence

- **People:** refers to the risk that YPI's key services are not delivered adequately due to a lack of people capability, skills and availability
- **Reputational:** refers to the risk of YPI suffering a material loss or reputational damage, most likely in the form of simultaneous withdrawals of funding, caused by a negative perception of its image and working practices

A risk register is reviewed and updated regularly and discussed at Board meetings. These are risks to the charity with the potential to damage its reputation and existing stakeholder relationships, preventing the business from running successfully thus ultimately impacting on YPI's ability to undertake its compliance monitoring activities effectively.

## REVIEW OF FINANCIAL STATEMENTS

### Financial Summary

A summary of YPI's income and expenditure for the year are presented on page 16. The income for 2023/24 was £256,258, and the expenditure £196,388. There was a surplus of £59,870 following a deficit of £52,516 in the prior year.

### Notes on Reserves Policy

The general reserve level held on 31st March 2024 stands at £157,327, which represents approximately 9.6 months' worth of total expenditure.

### Going Concern

The Trustees remain satisfied that it is appropriate for the financial statements to be prepared on a going concern basis and there are no material uncertainties that may cast doubt on this assumption for at least 12 months from the approval of the accounts.

The Trustees' report was approved by the Board of Trustees on.....

Colin Craig  
Chair

## **REFERENCE AND ADMINISTRATIVE DETAILS**

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### **YPI Counselling**

(A Charitable Incorporated Organisation). Also known as YPI.

### **Registered Office and Principal Address**

The Orchard

White Hart

Lane

Basingstoke

Hampshire RG21 4AF

**Charity Number:** 1163288

Telephone: 01256 423878

Website:

[www.vpicounselling.co.uk](http://www.vpicounselling.co.uk)

### **Trustee Board**

Colin Craig (became Chair in Jan 2024)

Daniel Holloway - Vice Chair

Edward Butler (resigned Jan 2024)

Edward Pironti

Patrick Holt

Tamara Smith

Vicky Morley

### **Chief Executive**

Samantha Hussey

### **Clinical Services Manager**

Clare Webber

### **Independent Examiners**

Knight Goodhead Limited - 7 Bournemouth Road, Chandler's Ford, Eastleigh, Hampshire  
SO53 3DA

### **Bankers**

The Co-Operative Bank PLC - Business Banking, PO Box 250, Skelmersdale WN8 6WT

## **INDEPENDENT EXAMINER'S REPORT TO THE TRUSTEES OF YPI COUNSELLING**

I report to the trustees on my examination of the accounts of YPI Counselling for the year ended 31 March 2024.

### **RESPONSIBILITIES AND BASIS OF REPORT**

As the trustees of the charity 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 Trustee's accounts carried out under section 145 of the 2011 Act and in carrying out my examination I have followed all the applicable Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

### **INDEPENDENT EXAMINER'S STATEMENT**

Since the charity's gross income exceeded £250,000 your examiner must be a member of a body listed in section 145 of the 2011 Act. I confirm that I am qualified to undertake the examination because I am a member of the Institute Of Chartered Accountants in England and Wales, which is one of the listed bodies.

I have completed my examination. I confirm that no material matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

- 1) accounting records were not kept in respect of the charity as required by section 130 of the Act; or
- 2) the accounts do not accord with those records; or
- 3) the accounts do not comply with the applicable requirements concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 other than any requirement that the accounts give a 'true and fair view' which is not a matter considered as part of an independent examination.

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

**CJ GOODHEAD FCA**  
Knight Goodhead Limited  
Chartered Accountants

7 Bournemouth Road  
Chandler's Ford, Eastleigh  
Hampshire SO53 3DA

## YPI COUNSELLING

### STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2024

|                                                                 | Notes  | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2024<br>£ | Total<br>funds<br>2023<br>£ |
|-----------------------------------------------------------------|--------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| <b>INCOME</b>                                                   |        |                            |                          |                             |                             |
| Donations and legacies                                          | 4      | 57,245                     | -                        | 57,245                      | 1,460                       |
| Charitable activities                                           | 5      | 128,239                    | 70,774                   | 199,013                     | 121,108                     |
|                                                                 |        |                            |                          |                             | -                           |
| <b>TOTAL INCOME</b>                                             |        | <b>185,484</b>             | <b>70,774</b>            | <b>256,258</b>              | <b>122,568</b>              |
| <b>EXPENDITURE</b>                                              |        |                            |                          |                             |                             |
| Charitable activities                                           | 6      | 124,979                    | 71,409                   | 196,388                     | 175,084                     |
| <b>TOTAL EXPENDITURE</b>                                        |        | <b>124,979</b>             | <b>71,409</b>            | <b>196,388</b>              | <b>175,084</b>              |
| <b>NET INCOME / (EXPENDITURE) FOR THE YEAR BEFORE TRANSFERS</b> |        | <b>60,505</b>              | <b>(635)</b>             | <b>59,870</b>               | <b>(52,516)</b>             |
| TRANSFERS                                                       | 10, 11 | 10,721                     | (10,721)                 | -                           | -                           |
| <b>NET INCOME / (EXPENDITURE) FOR THE YEAR</b>                  |        | <b>71,226</b>              | <b>(11,356)</b>          | <b>59,870</b>               | <b>(52,516)</b>             |
| TOTAL FUND BALANCES BROUGHT FORWARD                             |        | 86,101                     | 13,056                   | 99,157                      | 151,673                     |
| <b>TOTAL FUND BALANCES CARRIED FORWARD</b>                      |        | <b>157,327</b>             | <b>1,700</b>             | <b>159,027</b>              | <b>99,157</b>               |

## YPI COUNSELLING

### BALANCE SHEET AT 31 MARCH 2024

|                                                             | Notes | £               | 2024<br>£      | £               | 2023<br>£     |
|-------------------------------------------------------------|-------|-----------------|----------------|-----------------|---------------|
| FIXED ASSETS                                                |       |                 |                |                 |               |
| Tangible assets                                             | 7     |                 | 769            |                 | 1,041         |
| CURRENT ASSETS                                              |       |                 |                |                 |               |
| Debtors                                                     | 8     | 20,791          |                | 14,031          |               |
| Cash at bank and in hand                                    |       | <u>173,528</u>  |                | <u>118,299</u>  |               |
|                                                             |       | 194,319         |                | 132,330         |               |
| CREDITORS: amounts falling<br>due within less than one year | 9     | <u>(36,061)</u> |                | <u>(34,214)</u> |               |
| NET CURRENT ASSETS                                          |       |                 | 158,258        |                 | 98,116        |
| NET ASSETS                                                  |       |                 | <u>159,027</u> |                 | <u>99,157</u> |
| FUNDS                                                       |       |                 |                |                 |               |
| General funds                                               | 10    |                 | 157,327        |                 | 86,101        |
| Restricted funds                                            | 11    |                 | 1,700          |                 | 13,056        |
| TOTAL FUNDS                                                 | 12    |                 | <u>159,027</u> |                 | <u>99,157</u> |

Approved by the Trustees on  
and signed on their behalf by

**Colin Craig**

Chair

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024

#### 1 ACCOUNTING POLICIES

##### (a) Accounting convention

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

The charity meets the definition of the public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy note.

##### (b) Fund accounting

- Unrestricted funds are available for use at the discretion of the trustees in furtherance of the general objectives of the charity.
- Designated funds are unrestricted funds earmarked by the trustees for specific purposes.
- Restricted funds are subjected to restrictions on their expenditure imposed by the donor.

##### (c) Income

All income is included in the Statement of Financial Activities when the charity is entitled to the income and the amount can be quantified with reasonable accuracy. The following specific policies are applied to particular categories of income:

Donations and legacies are received by way of donations, legacies, gifts and grants and are included in full in the Statement of Financial Activities when receivable.

Investment income is included when receivable.

Income is deferred when, at the end of an accounting period, they have been received but the charity has yet to become unconditionally entitled to them.

##### (d) Expenditure

Expenditure is recognised on an accrual basis as a liability is incurred.

Costs are apportioned in line with the income received from that source during the period.

Charitable activities expenditure comprises of those costs incurred by the charity in the delivery of its activities and services. It includes both costs that can be allocated directly to such activities and those costs of an indirect nature necessary to support them.

All costs are allocated between the expenditure categories of the Statement of Financial Activities on a basis designed to reflect the use of the resource. Costs relating to a particular activity are allocated directly.

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024 (continued)

#### 1 ACCOUNTING POLICIES (continued)

##### (e) Fixed assets

Fixed assets are capitalised for ongoing use within the charity, where the individual cost of the asset exceeds £100.

Depreciation is provided on fixed assets to spread the cost over the estimated useful lives of the relevant assets at the following rates:

|                  |                         |
|------------------|-------------------------|
| Office equipment | 20% - 33% Straight line |
|------------------|-------------------------|

##### (g) Pensions costs

Contributions in respect of the company's defined contribution scheme are charged to the Statement of Financial Activities for the year in which they are payable to the scheme. Differences between contributions payable and contributions actually paid in the year are shown as either accruals or prepayments at the year end.

#### 2 LEGAL STATUS

The charity is a Charitable Incorporated Organisation (CIO) and was registered on 25 August 2015 with the Charity Commission in England and Wales.

The registered office of the charity is YPI Counselling, The Orchard, White Hart Lane, Basingstoke, Hampshire, RG21 4AF.

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024 (continued)

| 3 STAFF COSTS         | 2024<br>£      | 2023<br>£      |
|-----------------------|----------------|----------------|
| Wages and salaries    | 158,738        | 136,707        |
| Social security costs | 2,907          | 1,813          |
| Pension costs         | 1,796          | 1,698          |
|                       | <u>163,441</u> | <u>140,218</u> |

The average number of staff employed during the year was 16 (2023: 14). No employee received emoluments of £60,000 or more during this or the prior year.

No remuneration was paid to trustees during this or the prior year. During the year the charity paid remuneration, including pension contributions, totalling £34,462 (2023: £34,717) to key management personnel.

At the balance sheet date there were outstanding pension contributions payable of £396 (2023: £340). Total pension contributions of £1,796 (2023: £1,698) were paid by the charity and are included in the SOFA.

| 4 INCOME FROM DONATIONS AND LEGACIES | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2024<br>£ | Total<br>funds<br>2023<br>£ |
|--------------------------------------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| Donations                            | 886                        | -                        | 886                         | 1,027                       |
| Fundraising                          | 56,359                     | -                        | 56,359                      | 433                         |
|                                      | <u>57,245</u>              | <u>-</u>                 | <u>57,245</u>               | <u>1,460</u>                |

| 5 INCOME FROM CHARITABLE ACTIVITIES | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2024<br>£ | Total<br>funds<br>2023<br>£ |
|-------------------------------------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| Grants including capital grants:    |                            |                          |                             |                             |
| - Government grants                 | 89,769                     | -                        | 89,769                      | 85,713                      |
| - National Lottery grants           | -                          | 70,774                   | 70,774                      | -                           |
| - Grants from other charities       | 15,000                     | -                        | 15,000                      | 25,000                      |
| GP Counselling                      | 5,705                      | -                        | 5,705                       | -                           |
| GP Mentoring                        | 10,625                     | -                        | 10,625                      | 9,450                       |
| Schools counselling                 | 7,140                      | -                        | 7,140                       | 945                         |
|                                     | <u>128,239</u>             | <u>70,774</u>            | <u>199,013</u>              | <u>121,108</u>              |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024 (continued)

#### 6 EXPENDITURE

|                                  | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2024<br>£ | Total<br>funds<br>2023<br>£ |
|----------------------------------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| <b>DIRECT EXPENDITURE</b>        |                            |                          |                             |                             |
| Counsellors and management       | 102,229                    | 61,212                   | 163,441                     | 140,218                     |
| Payroll charges                  | 1,163                      | -                        | 1,163                       | 1,019                       |
| Supervision costs                | 1,125                      | 2,145                    | 3,270                       | 3,480                       |
|                                  | 104,517                    | 63,357                   | 167,874                     | 144,717                     |
| <b>SUPPORT COSTS</b>             |                            |                          |                             |                             |
| Rental and improvements          | 6,196                      | 5,854                    | 12,050                      | 14,168                      |
| Office costs                     | 366                        | 336                      | 702                         | 381                         |
| Printing, postage and stationery | 33                         | -                        | 33                          | 161                         |
| Computer expenses                | 7,528                      | -                        | 7,528                       | 7,643                       |
| Telephone charges                | 914                        | -                        | 914                         | 823                         |
| Recruitment fees                 | 794                        | -                        | 794                         | 656                         |
| Insurance                        | -                          | 1,862                    | 1,862                       | 1,474                       |
| Training                         | 78                         | -                        | 78                          | -                           |
| Professional fees                | 457                        | -                        | 457                         | 445                         |
| Advertising                      | 250                        | -                        | 250                         | 75                          |
| Accountancy fees                 | 1,810                      | -                        | 1,810                       | 1,740                       |
| Depreciation                     | 549                        | -                        | 549                         | 635                         |
| Fundraising costs                | 15                         | -                        | 15                          | 145                         |
| HR services contract fee         | 1,363                      | -                        | 1,363                       | 1,363                       |
| Meeting room hire                | 40                         | -                        | 40                          | -                           |
| Travel and accommodation         | 69                         | -                        | 69                          | 658                         |
|                                  | 20,462                     | 8,052                    | 28,514                      | 30,367                      |
| <b>TOTAL EXPENDITURE</b>         | 124,979                    | 71,409                   | 196,388                     | 175,084                     |

Included within accountancy fees above are amounts due to the independent examiners in relation to independent examination of £1,810 (2023: £1,740).

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024 (continued)

#### 7 TANGIBLE ASSETS

|                       | <b>Furniture &amp;<br/>Equipment<br/>£</b> |
|-----------------------|--------------------------------------------|
| <b>COST</b>           |                                            |
| At beginning of year  | 4,122                                      |
| Additions             | 277                                        |
| Disposals             |                                            |
| At end of year        | <u>4,399</u>                               |
| <b>DEPRECIATION</b>   |                                            |
| At beginning of year  | 3,081                                      |
| Charge for the year   | 549                                        |
| Disposals             |                                            |
| At end of year        | <u>3,630</u>                               |
| <b>NET BOOK VALUE</b> |                                            |
| At beginning of year  | <u>1,041</u>                               |
| At end of year        | <u>769</u>                                 |

#### 8 DEBTORS

|                                | <b>2024<br/>£</b> | <b>2023<br/>£</b> |
|--------------------------------|-------------------|-------------------|
| Trade debtors                  | 12,020            | 12,964            |
| Prepayments and accrued income | 8,771             | 1,067             |
|                                | <u>20,791</u>     | <u>14,031</u>     |

#### 9 CREDITORS: amounts falling due within one year

|                              | <b>2024<br/>£</b> | <b>2023<br/>£</b> |
|------------------------------|-------------------|-------------------|
| Trade creditors              | 5,804             | 3,882             |
| Accruals and deferred income | 27,818            | 28,289            |
| Other creditors              | 2,439             | 2,043             |
|                              | <u>36,061</u>     | <u>34,214</u>     |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024 (continued)

#### 10 UNRESTRICTED FUNDS

|               | Funds<br>brought<br>forward<br>£ | Income<br>£ | Expenditure<br>£ | Transfers<br>£ | Funds carried<br>forward<br>£ |
|---------------|----------------------------------|-------------|------------------|----------------|-------------------------------|
| General funds | 86,101                           | 185,484     | (124,979)        | 10,721         | 157,327                       |
|               | 86,101                           | 185,484     | (124,979)        | 10,721         | 157,327                       |

#### 11 RESTRICTED FUNDS

|                              | Funds<br>brought<br>forward<br>£ | Income<br>£ | Expenditure<br>£ | Transfers<br>£ | Funds carried<br>forward<br>£ |
|------------------------------|----------------------------------|-------------|------------------|----------------|-------------------------------|
| Mentoring Project            | 2,992                            | -           | -                | (2,992)        | -                             |
| Supporting Troubled Families | 7,729                            | -           | -                | (7,729)        | -                             |
| Screwfix Foundation          | 2,335                            | -           | (635)            | -              | 1,700                         |
| National Lottery             | -                                | 70,774      | (70,774)         | -              | -                             |
|                              | 13,056                           | 70,774      | (71,409)         | (10,721)       | 1,700                         |

**Mentoring Project:** This grant provides a contribution to the costs of one years' salary and on costs of mentoring sessions to young people over a 12 month period. On completion of the project, the donor agreed that the remaining funds can be used to develop the core services.

**Supporting Troubled Families:** This grant provides a contribution to the costs of providing counselling sessions to young people and parents under the 'Supporting Troubled Families' programme in Hampshire. On completion of the project, any surplus of unused funds, can be transferred to our core services with this being used to subsidise a parent counselling pilot and the development of family counselling.

**Screwfix Foundation:** This grant is towards office refurbishment.

**National Lottery:** This grant is for supporting mental health for young people.

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024 (continued)

#### 12 ANALYSIS OF NET ASSETS BETWEEN FUNDS

| <i>For the year ended 31 March 2024</i> | <b>Unrestricted<br/>funds<br/>£</b> | <b>Restricted<br/>funds<br/>£</b> | <b>Total<br/>funds<br/>£</b> |
|-----------------------------------------|-------------------------------------|-----------------------------------|------------------------------|
| Tangible fixed assets                   | 769                                 | -                                 | 769                          |
| Debtors                                 | 20,791                              | -                                 | 20,791                       |
| Bank and cash                           | 171,828                             | 1,700                             | 173,528                      |
| Creditors                               | (36,061)                            | -                                 | (36,061)                     |
|                                         | <u>157,327</u>                      | <u>1,700</u>                      | <u>159,027</u>               |

| <i>For the year ended 31 March 2023</i> | <b>Unrestricted<br/>funds<br/>£</b> | <b>Restricted<br/>funds<br/>£</b> | <b>Total<br/>funds<br/>£</b> |
|-----------------------------------------|-------------------------------------|-----------------------------------|------------------------------|
| Tangible fixed assets                   | 1,041                               | -                                 | 1,041                        |
| Debtors                                 | 14,031                              | -                                 | 14,031                       |
| Bank and cash                           | 105,243                             | 13,056                            | 118,299                      |
| Creditors                               | (34,214)                            | -                                 | (34,214)                     |
|                                         | <u>86,101</u>                       | <u>13,056</u>                     | <u>99,157</u>                |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024 (continued)

#### 13 COMPARATIVE STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2023

|                                                                   | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2023<br>£ |
|-------------------------------------------------------------------|----------------------------|--------------------------|-----------------------------|
| <b>INCOME</b>                                                     |                            |                          |                             |
| Donations and legacies                                            | 1,460                      | -                        | 1,460                       |
| Charitable activities                                             | 121,108                    | -                        | 121,108                     |
| <b>TOTAL INCOME</b>                                               | <b>122,568</b>             | <b>-</b>                 | <b>122,568</b>              |
| <b>EXPENDITURE</b>                                                |                            |                          |                             |
| Charitable activities                                             | 164,060                    | 11,024                   | 175,084                     |
| <b>TOTAL EXPENDITURE</b>                                          | <b>164,060</b>             | <b>11,024</b>            | <b>175,084</b>              |
| <b>NET (EXPENDITURE)/INCOME FOR THE YEAR<br/>BEFORE TRANSFERS</b> | <b>(41,492)</b>            | <b>(11,024)</b>          | <b>(52,516)</b>             |
| TRANSFERS                                                         | -                          | -                        | -                           |
| <b>NET (EXPENDITURE)/INCOME FOR THE YEAR</b>                      | <b>(41,492)</b>            | <b>(11,024)</b>          | <b>(52,516)</b>             |
| TOTAL FUND BALANCES BROUGHT FORWARD                               | 127,593                    | 24,080                   | 151,673                     |
| <b>TOTAL FUND BALANCES CARRIED FORWARD</b>                        | <b>86,101</b>              | <b>13,056</b>            | <b>99,157</b>               |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2024 (continued)

#### 14 COMPARATIVE UNRESTRICTED FUNDS MOVEMENTS FOR THE YEAR ENDED 31 MARCH 2023

|               | <b>Funds<br/>brought<br/>forward<br/>£</b> | <b>Income<br/>£</b> | <b>Expenditure<br/>£</b> | <b>Transfers<br/>£</b> | <b>Funds carried<br/>forward<br/>£</b> |
|---------------|--------------------------------------------|---------------------|--------------------------|------------------------|----------------------------------------|
| General funds | 127,593                                    | 122,568             | (164,060)                | -                      | 86,101                                 |
|               | <u>127,593</u>                             | <u>122,568</u>      | <u>(164,060)</u>         | <u>-</u>               | <u>86,101</u>                          |

#### 15 RESTRICTED FUNDS FOR THE YEAR ENDED 31 MARCH 2023

|                              | <b>Funds<br/>brought<br/>forward<br/>£</b> | <b>Income<br/>£</b> | <b>Expenditure<br/>£</b> | <b>Transfers<br/>£</b> | <b>Funds carried<br/>forward<br/>£</b> |
|------------------------------|--------------------------------------------|---------------------|--------------------------|------------------------|----------------------------------------|
| Mentoring Project            | 2,992                                      | -                   | -                        | -                      | 2,992                                  |
| Supporting Troubled Families | 18,066                                     | -                   | (10,337)                 | -                      | 7,729                                  |
| Screwfix Foundation          | 2,335                                      | -                   | -                        | -                      | 2,335                                  |
| Basingstoke Round Table      | 687                                        | -                   | (687)                    | -                      | -                                      |
|                              | <u>24,080</u>                              | <u>-</u>            | <u>(11,024)</u>          | <u>-</u>               | <u>13,056</u>                          |

Our mission is to offer a first-class mental health service that includes responsive and tailored support through counselling, community awareness and education to improve the lives of young people and their families.



If you would like to find out more about the work of YPi or how you can support us, please contact:

**Telephone:** 01256 423 878  
**Email:** [office@ypicounselling.co.uk](mailto:office@ypicounselling.co.uk)  
**Visit:** [www.ypicounselling.co.uk](http://www.ypicounselling.co.uk)



**YPI COUNSELLING**

England & Wales - Charity number 1163288

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# Accounts

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Registered Charity Number: 1163288



## Trustees Annual Report & Accounts Financial Year Ending 31<sup>st</sup> March 2023



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Thank you to all our supporters who  
allow our vital work to continue.



Hampshire  
County Council



Basingstoke  
and Deane



North Hampshire  
Clinical Commissioning Group



NATIONAL  
LOTTERY FUNDED



Garfield Weston  
FOUNDATION



THE  
ALBERT HUNT  
TRUST



JOHN LEWIS  
FOUNDATION



## **WELCOME FROM OUR CHAIR**

Young People's Independent (YPI) Counselling Service continues to strive to provide the best mental health support to young people and their families across Basingstoke & Deane.

For the past 25 years, YPI has successfully delivered community-based support to young people, through free 1-to-1 counselling sessions, group work and psycho-educational activities.

During the 2022/2023 financial year, YPI successfully expanded its activities to support young people by offering counselling and mentoring services to young people and we continued to partner with local schools and GP surgeries to expand YPI's community reach. We provided over 2,500 free counselling and mentoring sessions at the point of use and supported 1,240 clients. Our clients recorded improvement scores between 70-79%.

We are anticipating another challenging year due to the cost of living and the impact it will have on recruiting and retaining staff. This will motivate us to find alternative income streams, so that we can continue to deliver our core services and secure our financial sustainability. We are confident that the initiatives that we have identified will enable YPI to continue to provide counselling and mentoring services to the young people we serve. The Team has worked hard this year to keep abreast of key issues and continues to deliver a high standard of support through our experienced Counsellors and Mentors.

We, as the Trustees of YPI, wish to express our gratitude and appreciation for the dedication and hard work of all volunteers and staff at YPI in developing and delivering the charity's services to young people. We also want to say thank you to our generous donors and grant funders who have continued to support YPI's objectives and enabled the charity to expand its services, despite the ongoing challenges in our current economic climate. We are delighted to be supporting YPI in driving and delivering its strategic objectives and we look forward to achieving even greater results next year.

We would also like to specifically highlight all the hard work and diligence of the charity's CEO Sam, whom without her leadership and vision the charity would not continue to develop and thrive.

We have the pleasure in presenting YPI's Annual Report and Financial Statement for the year ended 31 March 2023.

Daniel Holloway  
Acting Chair

## CHIEF EXECUTIVE'S REPORT

I feel very privileged to be the CEO of such a fantastic charity as YPI, and I am incredibly proud of the staff and the enthusiasm, commitment and expertise we have in the organization. The financial year 2022-2023 has come with its challenges. The cost-of-living crisis had a profound effect on many families, and this has put additional demands on the service. It has also meant that some experienced counsellors reduced their hours to concentrate on their private practices, which meant there was a small dip in the counselling offered this year. However, despite this challenge, we managed to recruit new experienced counsellors and maintain a free high quality counselling service. I am very pleased to say that during the financial year we were awarded a Big Lottery grant which will help fund counsellors and a mentoring team lead over the next 5 years 2023-24. This will enable us to grow our mentoring team and help provide an invaluable holistic offering to young people through counselling and mentoring.

During 2022-23 we introduced a counselling service in a local school, and that has received excellent feedback. We plan to expand this service in the next financial year. We have continued with our Well-being Practitioner in a local GP cluster and will be looking to place a counsellor in that cluster and other local surgeries in the coming financial year. Placing counsellors in external organisations will enable us to reduce waiting lists, so young people can be seen sooner. It also means that these paid for services help our sustainability at a difficult economic time where general grants are more depleted than ever.

YPIs main focuses are:

- **Dedication to young people:** we are the only non-statutory provider of youth counselling and mental health support in Basingstoke that has been specifically established for this purpose. For us, supporting young people isn't an 'add-on' or 'nice to have' service but is instead at the heart of who we are, with the full weight of our resources, skills and expertise dedicated to offering a first-class service.
- **Championing community:** unlike larger charities who may set up satellite or sub-offices within the area to deliver specific services/contracts, YPI takes pride in being a local charity for local people. As a result of this we hold an unparalleled position at the heart of local youth provision, adapting and developing to meet the needs of our community as they arise.

As always, I would like to thank all staff for your commitment and support over the last year, all staff, both employed and volunteers have gone above and beyond expectations and it has meant that YPI has been able to offer the best service possible under difficult, unpredictable circumstances.

Samantha Hussey Chief Executive

## **VISION, MISSION, PRIORITIES AND VALUES**

### **Strategic Plan 21-24**

#### **Shaping Our Future**

The views of young people and their parents or carers are at the heart of shaping our strategy, through surveys, direct engagement and indirect feedback. In April/May 2020 we analysed the results of young people's 'End of Counselling' and 'Mentoring Feedback' forms as well as feedback from external organisations we work closely with to establish a view of the needs and expectations of service users and the community we work in. Through this analysis we have been able to hone our strategic aims and key priorities for the coming years. These priorities are client focused and responsive to community needs.

#### **Our Vision**

Young people are able to access more opportunities and they have the confidence to manage their mental health positively.

#### **Our Mission**

To deliver a first-class mental health service offering responsive and tailored support through counselling, mentoring, community support and building awareness so we improve the lives of young people.

#### **Our Values**

- **Empathy:** We listen to our clients and team members
- **Excellence:** We deliver a first-class service, and we care about quality
- **Ethical:** We do the right thing and respect integrity
- **Bespoke:** We provide solutions that are flexible and proportionate
- **Community:** We engage with the community and create meaningful partnerships
- **Maximising Potential:** We nurture the growth of our clients, team members and the charity

#### **Our Priorities**

- To provide evidenced based counselling and mentoring to young people aged 11-25 to improve their self-awareness and skills in maintaining positive mental health
- To provide early intervention through our growing mentoring team, offering a holistic approach to mental health
- To increase awareness and skills within relevant services (such as education and GP surgeries) to support youth mental health and improve early intervention strategies

## STRATEGIC REPORT

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### OBJECTIVES, ACTIVITIES, ACHIEVEMENTS AND PERFORMANCE

YPI's constitutional aims are:

- To preserve and protect the health and welfare of young people by establishing, developing and maintaining a youth support, information, advice and counselling service for young people in the age range of 11 to 25 years of age, but not limited to, the area of the local government district of Basingstoke & Deane.
- To carry out such activities that promote the health and welfare of young people in the area of benefit, not covered above, as deemed necessary by the charity trustees.

These aims are underpinned by YPI's Vision, Mission and Values and are achieved through YPI's strategic objectives:

1. **Act on the Voice of Young People and their families to deliver greater impact** - We will continue to roll out a comprehensive suite of outcome measurement tools and processes across all of our services, this includes ensuring that the voice of young people and families are captured at every step and fully inform all that we do. We shall seek to develop systems for keeping service users, parents and referrers informed and up to date on our activities as part of a 'Friends of YPI' network for those who wish to join.
2. **Champion financial sustainability in all that we do** - As the charity sector continues to brace itself against the context of an ever-shrinking public purse amidst ever growing need, YPI cannot be wholly reliant on grants and will be aiming to expand external services and introduce donations.

Throughout 2022/23 YPI continued to deliver the charity's core activities of providing free 1-2-1 Counselling Services for young people aged 11 – 25 in Basingstoke and Dean. With the ever-changing working climate due to the pandemic and cost of living crisis, we have moved into a hybrid approach and will continue to offer both remote and face to face counselling and mentoring depending on the needs of the clients.

In addition to the paid staff team, YPI's activities are supported by a team of dedicated volunteers who undertake a number of roles ranging from Trustees and Counsellors, Mentors to Administrators and Fundraisers. Our team of passionate and dedicated volunteers represent over £50,000 in financial terms, with services significantly impacted were it not for their continued support and generosity.

YPI continues to improve our website and use of social media to enhance the YPI profile and make it easier for young people to access information about our services.

**In the year ending March 2023 the activities and performance delivered by YPI included:**

#### **Youth Counselling**

Objectives and Activities: YPI provides free counselling to 11-25 year olds offering a confidential and safe space for young people to talk to a professional counsellor about their worries, concerns and difficulties. The initial number of sessions is 8, which can then be extended up to a maximum of 12, if agreed by the Head of Clinical Services.

| <b>Performance:</b>                                     |                            |
|---------------------------------------------------------|----------------------------|
| Total sessions delivered:                               | 1,843                      |
| Total clients engaged                                   | 762 i.e. signpost and seen |
| Clients who have received counselling                   | 283                        |
| Clients improvement for those who have been counselled. | 52 %                       |

#### **Youth Mentoring**

Objectives and Activities: YPI provides up to twelve free sessions of mentoring for 10-19 year olds. Mentoring offers a friendly ear from a professional friend, to strengthen their confidence, find their voice and realise their own self-worth.

| <b>Performance:</b>                       |     |
|-------------------------------------------|-----|
| Total sessions delivered:                 | 112 |
| Total clients seen:                       | 14  |
| Clients reporting measurable improvement: | 70% |

#### **STF Counselling**

Supporting Troubled Families for up to 12 sessions and attending an Early Help Hub every Thursday morning.

| <b>Performance:</b>                       |     |
|-------------------------------------------|-----|
| Total sessions delivered:                 | 104 |
| Total clients seen:                       | 8   |
| Clients reporting measurable improvement: | 50% |

#### **External/Outreach Services**

Objectives and Activities; Community presence i.e. in GP surgeries and schools

\*Schools counselling starting FEB 2023

| <b>Performance:</b>                       |                     |                 |
|-------------------------------------------|---------------------|-----------------|
|                                           | <b>GP Surgeries</b> | <b>Schools*</b> |
| Total sessions delivered:                 | 450                 | 18              |
| Total clients seen:                       | 450                 | 6               |
| Clients reporting measurable improvement: | 79%                 | N/A             |

### **Summary Performance Statistics:**

**Total clients worked with across all services: 1,240**

**Total sessions delivered across all services: 2,527**

#### **HOW WE MEASURE PERFORMANCE**

To assess the impact and effectiveness of the charity's work, YPI use various outcome measurement tools at every stage of our service lifecycle, these measures include:

- **Clinical Outcomes in Routine Evaluation (CORE) tool:** all clients are asked to complete this internationally standardised clinical questionnaire comprising 10 questions at the beginning of every session/interaction with us. We monitor this score as counselling progresses to evidence any changes in well-being/distress and to monitor risk.
- **End of counselling feedback questionnaire:** given to all service users at the end of their interaction with our services, this questionnaire captures feedback ratings on all areas of the service.
- **Life Areas Impact Rating Tool:** this measure was rolled out across our counselling services for the first time in 2018. The measure comprises a pre-and-post intervention measure that seeks to capture client's feelings about key areas of their lives such as family relationships, school/work and self-esteem.

#### **Service user involvement**

To ensure that our services continually reflect the needs and feedback of the young people, parents and families we serve, we continue to enhance our service user involvement strategy. Our existing provision includes the use of an annual stakeholder survey, end of service feedback forms and suggestion boxes/slips to provide regular feedback placed within all delivery venues.

#### **Statement on Public Benefit**

The Trustees have considered the Charity Commission's guidance on public benefit and our main activities are described above. The activities by YPI are undertaken to further our charitable purposes for the public benefit in accordance with our aim to promote the health and welfare of young people aged 11 to 25 years of age, in the area of but not limited to, Basingstoke & Deane.

#### **Charity Governance Code**

During the year the Board formally adopted the Charity Governance Code for smaller charities published by a cross-sector collaboration of national charity support organisations in conjunction with the Charity Commission as an observer body. During the coming year the Board and Senior Management shall undertake a full audit of the code in relation to YPI's current practices to ensure full compliance.

## **PLANS FOR FUTURE PERIODS**

---

### **Plans and objectives for 2023/24**

During the forthcoming year we will continue to implement strategies and objectives as outlined in our 3 year strategic plan 2021/24.

We have three strategic aims. These are:

1. To maintain and improve our core services (counselling and mentoring)
2. To enhance our services by offering more counselling sessions and an increased early intervention strategy through mentoring
3. To become a more sustainable organisation, by building a portfolio of income generation streams and improving the way we demonstrate our impact.

To ensure sustainability please see below:

- **Longer term grant applications** – There is an emphasis on grant application to go to YPIs core funding. We will look at longer term, larger strategic grants to fund our core services. We will also be able to partake in more community fundraising as we come out of the strict restrictions associated with the pandemic.
- **Funding streams** – We are seeking further funding streams within the community, such as GP surgeries and secondary schools.
- **Donations and contributions will be asked for at the point of counselling or mentoring.**
- **Corporate fundraising will be expanded.**

### **The Challenges Ahead**

- The Covid – 19 Pandemic, has and will continue to have a huge impact on young people's lives for the next few years. We have seen a marked increase in certain areas of concern in both our counselling and mentoring services. Many young people are displaying higher levels of risk and need.
- The cost of living crisis is having an impact on our counselling staff in particular. We have increasingly found that some counselors have either reduced hours or left the agency to pursue their private practices where they can earn much more per hour. We have remedied this by recruiting new staff, but the economic crisis has led to this flux and some instability.
- To ensure that existing youth projects and services remain financially viable and supported through appropriate grant and donation streams, with a view to examining our 'Return on Investment' approach to resourcing when launching short term projects.
- Ensuring the right balance of volunteer and trainee counsellors versus employed and experienced counsellors in order to meet higher levels of demand to support high risk young people with often complex mental health needs.

## **STRUCTURE, GOVERNANCE, AND MANAGEMENT**

---

### **Structure**

YPI is a registered charity (a Charitable Incorporated Organisation) in England and governed by a constitution. YPI's objectives are to achieve public benefit as set out in our constitution, and delivered through our strategic objectives and operating plan, as previously detailed.

### **Governance and Management**

#### Non-Executive Directors / Trustees

YPI's governance is overseen by a board of six voluntary and independent Trustees (Non-executive Directors), each of whom are appointed by the charity's board. Each Director assumes a specific portfolio upon appointment to ensure that all areas of YPI's governance receives due care and attention and is aligned with the specialist expertise of the Director appointed. Through 2022/2023 the Directors were:

Natalie Shoemark (resigned 2022)  
Daniel Holloway – Vice Chair  
Edward Butler  
Edward Pironti  
Patrick Holt  
Vicky Morley  
Colin Craig (became Trustee December 2022)

#### Chief Executive

Responsibility for the strategic and operational management of the charity is delegated by the Board of Directors to YPI's Chief Executive. The role of the Chief Executive is to provide overall leadership and direction to the organisation and its staff, including managing stakeholder relations, monitoring performance and developing the service as a whole in conjunction with the senior management team.

#### Clinical Services Manager

Responsibility for the clinical management of YPI's core counselling team. The role is to ensure that all young people, parent's and families accessing YPI's services receive a first-class service from a team of highly skilled and well supported clinical staff.

#### Volunteers

The Chief Executive or Clinical Services Manager, as applicable, are responsible for managing the appointment of Volunteers and ensuring all Volunteers receive a comprehensive induction along with ongoing supervision, training and support.

### **Induction and Training of Trustees, Staff and Volunteers**

YPI recruits new Directors through local and national adverts and interviews potential new Directors with reference to a job description and person specification. During the year Directors have the opportunity to attend relevant insight and development and governance workshops. All of our volunteers, including Directors, receive a comprehensive induction along with ongoing, training opportunities and all Counsellors receive supervision support.

## **Organisational Structure and Decision Making**

The Directors consider governance issues at their regular Board meetings. There are monthly committee meetings with the Trustees to ensure all governance issues are regularly addressed. The Directors delegate responsibility to the CEO for ensuring that service provision is carried out within the overall charity's strategy; for overseeing the charity's progress in meeting its objectives; and ensuring that the charity meets its legal and financial obligations. A detailed Operational Plan is used by the CEO and senior staff to report to the Directors on progress against identified actions.

## **Key Management Remuneration**

The trustees, the CEO and the Clinical Services Manager comprise the key management personnel of the charity in charge of directing and controlling the charity and running and operating the charity on a day to day basis. All trustees give of their time freely and no trustee remuneration was paid in the year.

Senior managers' pay is aligned to local government pay scales with pay increases mirroring nationally agreed increases to the scales. Service manager posts are allocated to one of two starting points on the scale based on criteria including the number of full-time equivalent staff in the service; level of autonomy; service budget and number of young people in the service.

## **RISK MANAGEMENT**

YPI has in place adequate governance arrangements that enable the identification, escalation, monitoring and reporting of risks. The YPI Board is ultimately responsible for reviewing, challenging and approving the charity's overall strategy and the direction of the business.

We currently adopt five risk types which form the basis of YPI's risk register and Board reporting:

- **Strategic:** refers to the risk that YPI suffers a substantial, negative impact in its funding or capital as a direct result of poor management of its business objectives, strategic aims and core services
- **Financial:** refers to the risk that YPI is unable to self-fund, primarily due to a lack of financial donors whether new or existing and unforeseen operational losses, leading to a disruption to the charity's cash flows and balance sheet
- **Operational:** refers to the risk of operational losses due to inadequate or weak processes and systems, including the charity's IT infrastructure. The risk also includes direct and indirect losses due to poor or ineffective oversight of internal controls and external influence
- **People:** refers to the risk that YPI's key services are not delivered adequately due to a lack of people capability, skills and availability
- **Reputational:** refers to the risk of YPI suffering a material loss or reputational damage, most likely in the form of simultaneous withdrawals of funding, caused by a negative perception of its image and working practices

A risk register is reviewed and updated regularly and discussed at Board meetings. These are risks to the charity with the potential to damage its reputation and existing stakeholder relationships, preventing the business from running successfully thus ultimately impacting on YPI's ability to undertake its compliance monitoring activities effectively.

## **REVIEW OF FINANCIAL STATEMENTS**

### **Financial Summary**

A summary of YPI's income and expenditure for the year are presented on page 16. The income for 2022/23 was £122,568, and the expenditure £175,084. There was a deficit of £52,516 which was covered by reserves. We have secured future income and budgeted for small surpluses going forward.

### **Notes on Reserves Policy**

The general reserve level held on 31<sup>st</sup> March 2023 stands at £86,101 which equates to just over 6 months' expenditure.

### **Going Concern**

The Trustees remain satisfied that it is appropriate for the financial statements to be prepared on a going concern basis and there are no material uncertainties that may cast doubt on this assumption for at least 12 months from the approval of the accounts.

The Trustees' report was approved by the Board of Trustees on.....

Daniel Holloway  
Acting Chair

## **REFERENCE AND ADMINISTRATIVE DETAILS**

---

### **YPI Counselling**

(A Charitable Incorporated Organisation). Also known as YPI.

### **Registered Office and Principal Address**

The Orchard  
White Hart Lane  
Basingstoke  
Hampshire RG21 4AF

**Charity Number:** 1163288

Telephone: 01256 423878

Website: [www.ypicounselling.co.uk](http://www.ypicounselling.co.uk)

### **Trustee Board**

Natalie Shoemark – Chair resigned 2022  
Daniel Holloway – Vice Chair  
Patrick Holt  
Edward Butler  
Edward Pironti  
Vicky Morley  
Colin Craig became trustee December 2022

### **Chief Executive**

Samantha Hussey

### **Clinical Services Manager**

Rosa Wynn

### **Independent Examiners**

Knight Goodhead Limited – 7 Bournemouth Road, Chandler's Ford, Eastleigh, Hampshire SO53 3DA

### **Bankers**

The Co-Operative Bank PLC – Business Banking, PO Box 250, Skelmersdale WN8 6WT

## **INDEPENDENT EXAMINER'S REPORT TO THE TRUSTEES OF YPI COUNSELLING**

I report to the trustees on my examination of the accounts of YPI Counselling for the year ended 31 March 2023.

### **RESPONSIBILITIES AND BASIS OF REPORT**

As the trustees of the charity 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 Trustee's accounts carried out under section 145 of the 2011 Act and in carrying out my examination I have followed all the applicable Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

### **INDEPENDENT EXAMINER'S STATEMENT**

I have completed my examination. I confirm that no material matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

- 1) accounting records were not kept in respect of the charity as required by section 130 of the Act; or
- 2) the accounts do not accord with those records; or
- 3) the accounts do not comply with the applicable requirements concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 other than any requirement that the accounts give a 'true and fair view' which is not a matter considered as part of an independent examination.

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



**CJ GOODHEAD FCA**  
Knight Goodhead Limited  
Chartered Accountants

*5 December 2023*  
7 Bournemouth Road  
Chandler's Ford, Eastleigh  
Hampshire SO53 3DA

## YPI COUNSELLING

### STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2023

|                                                                 | Notes  | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2023<br>£ | Total<br>funds<br>2022<br>£ |
|-----------------------------------------------------------------|--------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| <b>INCOME</b>                                                   |        |                            |                          |                             |                             |
| Donations and legacies                                          | 4      | 1,460                      | -                        | 1,460                       | 39,561                      |
| Charitable activities                                           | 5      | 121,108                    | -                        | 121,108                     | 157,994                     |
|                                                                 |        |                            |                          |                             | -                           |
| <b>TOTAL INCOME</b>                                             |        | <b>122,568</b>             | <b>-</b>                 | <b>122,568</b>              | <b>197,555</b>              |
| <b>EXPENDITURE</b>                                              |        |                            |                          |                             |                             |
| Charitable activities                                           | 6      | 164,060                    | 11,024                   | 175,084                     | 184,445                     |
| <b>TOTAL EXPENDITURE</b>                                        |        | <b>164,060</b>             | <b>11,024</b>            | <b>175,084</b>              | <b>184,445</b>              |
| <b>NET INCOME / (EXPENDITURE) FOR THE YEAR BEFORE TRANSFERS</b> |        | <b>(41,492)</b>            | <b>(11,024)</b>          | <b>(52,516)</b>             | <b>13,110</b>               |
| TRANSFERS                                                       | 10, 11 | -                          | -                        | -                           | -                           |
| <b>NET INCOME / (EXPENDITURE) FOR THE YEAR</b>                  |        | <b>(41,492)</b>            | <b>(11,024)</b>          | <b>(52,516)</b>             | <b>13,110</b>               |
| TOTAL FUND BALANCES BROUGHT FORWARD                             |        | 127,593                    | 24,080                   | 151,673                     | 138,563                     |
| <b>TOTAL FUND BALANCES CARRIED FORWARD</b>                      |        | <b>86,101</b>              | <b>13,056</b>            | <b>99,157</b>               | <b>151,673</b>              |

## YPI COUNSELLING

### BALANCE SHEET AT 31 MARCH 2023

|                                                             | Notes | £               | 2023<br>£     | £               | 2022<br>£      |
|-------------------------------------------------------------|-------|-----------------|---------------|-----------------|----------------|
| FIXED ASSETS                                                |       |                 |               |                 |                |
| Tangible assets                                             | 7     |                 | 1,041         |                 | 482            |
| CURRENT ASSETS                                              |       |                 |               |                 |                |
| Debtors                                                     | 8     | 14,031          |               | 17,563          |                |
| Cash at bank and in hand                                    |       | 118,299         |               | 177,480         |                |
|                                                             |       | <u>132,331</u>  |               | <u>195,043</u>  |                |
| CREDITORS: amounts falling<br>due within less than one year | 9     | <u>(34,214)</u> |               | <u>(43,852)</u> |                |
| NET CURRENT ASSETS                                          |       |                 | 98,116        |                 | 151,191        |
| NET ASSETS                                                  |       |                 | <u>99,157</u> |                 | <u>151,673</u> |
| FUNDS                                                       |       |                 |               |                 |                |
| General funds                                               | 10    |                 | 86,101        |                 | 127,593        |
| Restricted funds                                            | 11    |                 | 13,056        |                 | 24,080         |
| TOTAL FUNDS                                                 | 12    |                 | <u>99,157</u> |                 | <u>151,673</u> |

Approved by the Trustees on  
and signed on their behalf by

**Daniel Holloway**

Acting Chair

## **YPI COUNSELLING**

### **NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2023**

#### **1 ACCOUNTING POLICIES**

##### **(a) Accounting convention**

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

The charity meets the definition of the public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy note.

##### **(b) Fund accounting**

- Unrestricted funds are available for use at the discretion of the trustees in furtherance of the general objectives of the charity.
- Designated funds are unrestricted funds earmarked by the trustees for specific purposes.
- Restricted funds are subjected to restrictions on their expenditure imposed by the donor.

##### **(c) Income**

All income is included in the Statement of Financial Activities when the charity is entitled to the income and the amount can be quantified with reasonable accuracy. The following specific policies are applied to particular categories of income:

Donations and legacies are received by way of donations, legacies, gifts and grants and are included in full in the Statement of Financial Activities when receivable.

Investment income is included when receivable.

Income is deferred when, at the end of an accounting period, they have been received but the charity has yet to become unconditionally entitled to them.

##### **(d) Expenditure**

Expenditure is recognised on an accrual basis as a liability is incurred.

Costs are apportioned in line with the income received from that source during the period.

Charitable activities expenditure comprises of those costs incurred by the charity in the delivery of its activities and services. It includes both costs that can be allocated directly to such activities and those costs of an indirect nature necessary to support them.

All costs are allocated between the expenditure categories of the Statement of Financial Activities on a basis designed to reflect the use of the resource. Costs relating to a particular activity are allocated directly.

**YPI COUNSELLING**

**NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2023 (continued)**

**1 ACCOUNTING POLICIES (continued)**

**(e) Fixed assets**

Fixed assets are capitalised for ongoing use within the charity, where the individual cost of the asset exceeds £100.

Depreciation is provided on fixed assets to spread the cost over the estimated useful lives of the relevant assets at the following rates:

|                  |                         |
|------------------|-------------------------|
| Office equipment | 20% - 33% Straight line |
|------------------|-------------------------|

**(g) Pensions costs**

Contributions in respect of the company's defined contribution scheme are charged to the Statement of Financial Activities for the year in which they are payable to the scheme. Differences between contributions payable and contributions actually paid in the year are shown as either accruals or prepayments at the year end.

**2 LEGAL STATUS**

The charity is a Charitable Incorporated Organisation (CIO) and was registered on 25 August 2015 with the Charity Commission in England and Wales.

The registered office of the charity is YPI Counselling, The Orchard, White Hart Lane, Basingstoke, Hampshire, RG21 4AF.

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2023 (continued)

| 3 STAFF COSTS         | 2023<br>£      | 2022<br>£      |
|-----------------------|----------------|----------------|
| Wages and salaries    | 136,707        | 137,051        |
| Social security costs | 1,813          | 1,158          |
| Pension costs         | 1,698          | 1,336          |
|                       | <u>140,218</u> | <u>139,545</u> |

The average number of staff employed during the year was 14 (2022: 16). No employee received emoluments of £60,000 or more during this or the prior year.

No remuneration was paid to trustees during this or the prior year. During the year the charity paid remuneration, including pension contributions, totalling £34,717 (2022: £28,329) to key management personnel.

At the balance sheet date there were outstanding pension contributions payable of £340 (2022: £240). Total pension contributions of £1,698 (2022: £1,336) were paid by the charity and are included in the SOFA.

| 4 INCOME FROM DONATIONS AND LEGACIES | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2023<br>£ | Total<br>funds<br>2022<br>£ |
|--------------------------------------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| Donations                            | 1,027                      | -                        | 1,027                       | 25,876                      |
| Gift Aid                             | -                          | -                        | -                           | 196                         |
| Fundraising                          | 433                        | -                        | 433                         | 13,490                      |
|                                      | <u>1,460</u>               | <u>-</u>                 | <u>1,460</u>                | <u>39,561</u>               |

| 5 INCOME FROM CHARITABLE ACTIVITIES | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2023<br>£ | Total<br>funds<br>2022<br>£ |
|-------------------------------------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| Grants including capital grants:    |                            |                          |                             |                             |
| - Government grants                 | 85,713                     | -                        | 85,713                      | 91,725                      |
| - Grants from other charities       | 25,000                     | -                        | 25,000                      | 59,205                      |
| GP Mentoring                        | 9,450                      | -                        | 9,450                       | 7,064                       |
| Schools counselling                 | 945                        | -                        | 945                         | -                           |
|                                     | <u>121,108</u>             | <u>-</u>                 | <u>121,108</u>              | <u>157,994</u>              |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2023 (continued)

#### 6 EXPENDITURE

|                                  | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2023<br>£ | Total<br>funds<br>2022<br>£ |
|----------------------------------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| <b>DIRECT EXPENDITURE</b>        |                            |                          |                             |                             |
| Counsellors and management       | 132,933                    | 7,285                    | 140,218                     | 139,545                     |
| Payroll charges                  | 971                        | 48                       | 1,019                       | 1,066                       |
| Supervision costs                | 3,480                      | -                        | 3,480                       | 650                         |
|                                  | <b>137,384</b>             | <b>7,333</b>             | <b>144,717</b>              | <b>141,261</b>              |
| <b>SUPPORT COSTS</b>             |                            |                          |                             |                             |
| Rental and improvements          | 11,228                     | 2,940                    | 14,168                      | 14,664                      |
| Office fees                      | 381                        | -                        | 381                         | 664                         |
| Printing, postage and stationery | 161                        | -                        | 161                         | 439                         |
| Computer expenses                | 6,956                      | 687                      | 7,643                       | 8,421                       |
| Telephone charges                | 823                        | -                        | 823                         | 1,171                       |
| Recruitment fees                 | 656                        | -                        | 656                         | 963                         |
| Insurance                        | 1,474                      | -                        | 1,474                       | 1,862                       |
| Training                         | -                          | -                        | -                           | 60                          |
| Professional fees                | 445                        | -                        | 445                         | 440                         |
| Advertising                      | 75                         | -                        | 75                          | 10,146                      |
| Accountancy fees                 | 1,740                      | -                        | 1,740                       | 1,590                       |
| Depreciation                     | 635                        | -                        | 635                         | 517                         |
| Fundraising costs                | 145                        | -                        | 145                         | 814                         |
| HR services contract fee         | 1,299                      | 64                       | 1,363                       | 1,363                       |
| Meeting room hire                | -                          | -                        | -                           | 28                          |
| Travel and accommodation         | 658                        | -                        | 658                         | -                           |
| Loss on Disposal                 | -                          | -                        | -                           | 42                          |
|                                  | <b>26,676</b>              | <b>3,691</b>             | <b>30,367</b>               | <b>43,184</b>               |
| <b>TOTAL EXPENDITURE</b>         | <b>164,060</b>             | <b>11,024</b>            | <b>175,084</b>              | <b>184,445</b>              |

Included within accountancy fees above are amounts due to the independent examiners in relation to independent examination of £1,740 (2022: £1,590).

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2023 (continued)

#### 7 TANGIBLE ASSETS

|                       | Furniture &<br>Equipment<br>£ |
|-----------------------|-------------------------------|
| <b>COST</b>           |                               |
| At beginning of year  | 2,929                         |
| Additions             | 1,193                         |
| Disposals             |                               |
| At end of year        | <u>4,122</u>                  |
| <b>DEPRECIATION</b>   |                               |
| At beginning of year  | 2,447                         |
| Charge for the year   | 634                           |
| Disposals             |                               |
| At end of year        | <u>3,081</u>                  |
| <b>NET BOOK VALUE</b> |                               |
| At beginning of year  | <u>482</u>                    |
| At end of year        | <u><u>1,041</u></u>           |

#### 8 DEBTORS

|                                | 2023<br>£     | 2022<br>£     |
|--------------------------------|---------------|---------------|
| Trade debtors                  | 12,964        | 16,981        |
| Prepayments and accrued income | 1,067         | 583           |
|                                | <u>14,031</u> | <u>17,563</u> |

#### 9 CREDITORS: amounts falling due within one year

|                              | 2023<br>£     | 2022<br>£     |
|------------------------------|---------------|---------------|
| Trade creditors              | 3,882         | 1,336         |
| Accruals and deferred income | 28,289        | 42,460        |
| Other creditors              | 2,043         | 56            |
|                              | <u>34,214</u> | <u>43,852</u> |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2023 (continued)

#### 10 UNRESTRICTED FUNDS

|               | Funds<br>brought<br>forward<br>£ | Income<br>£    | Expenditure<br>£ | Transfers<br>£ | Funds carried<br>forward<br>£ |
|---------------|----------------------------------|----------------|------------------|----------------|-------------------------------|
| General funds | 127,593                          | 122,568        | (164,060)        | -              | 86,101                        |
|               | <u>127,593</u>                   | <u>122,568</u> | <u>(164,060)</u> | <u>-</u>       | <u>86,101</u>                 |

#### 11 RESTRICTED FUNDS

|                              | Funds<br>brought<br>forward<br>£ | Income<br>£ | Expenditure<br>£ | Transfers<br>£ | Funds carried<br>forward<br>£ |
|------------------------------|----------------------------------|-------------|------------------|----------------|-------------------------------|
| Mentoring Project            | 2,992                            | -           | -                | -              | 2,992                         |
| Supporting Troubled Families | 18,066                           | -           | (10,337)         | -              | 7,729                         |
| Screwfix Foundation          | 2,335                            | -           | -                | -              | 2,335                         |
| Basingstoke Round Table      | 687                              | -           | (687)            | -              | -                             |
|                              | <u>24,080</u>                    | <u>-</u>    | <u>(11,024)</u>  | <u>-</u>       | <u>13,056</u>                 |

**Mentoring Project:** This grant provides a contribution to the costs of one years' salary and on costs of mentoring sessions to young people over a 12 month period.

**Supporting Troubled Families:** This grant provides a contribution to the costs of providing counselling sessions to young people and parents under the 'Supporting Troubled Families' programme in Hampshire.

**Screwfix Foundation:** This grant is towards office refurbishment.

**Basingstoke Round Table:** This grant is for the purchase of 3 laptops.

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2023 (continued)

#### 12 ANALYSIS OF NET ASSETS BETWEEN FUNDS

| <i>For the year ended 31 March 2023</i> | <b>Unrestricted<br/>funds<br/>£</b> | <b>Restricted<br/>funds<br/>£</b> | <b>Total<br/>funds<br/>£</b> |
|-----------------------------------------|-------------------------------------|-----------------------------------|------------------------------|
| Tangible fixed assets                   | 1,041                               | -                                 | 1,041                        |
| Debtors                                 | 14,031                              | -                                 | 14,031                       |
| Bank and cash                           | 105,243                             | 13,056                            | 118,299                      |
| Creditors                               | (34,214)                            | -                                 | (34,214)                     |
|                                         | <b>86,101</b>                       | <b>13,056</b>                     | <b>99,157</b>                |

| <i>For the year ended 31 March 2022</i> | <b>Unrestricted<br/>funds<br/>£</b> | <b>Restricted<br/>funds<br/>£</b> | <b>Total<br/>funds<br/>£</b> |
|-----------------------------------------|-------------------------------------|-----------------------------------|------------------------------|
| Tangible fixed assets                   | 482                                 | -                                 | 482                          |
| Debtors                                 | 17,563                              | -                                 | 17,563                       |
| Bank and cash                           | 153,400                             | 24,080                            | 177,480                      |
| Creditors                               | (43,852)                            | -                                 | (43,852)                     |
|                                         | <b>127,593</b>                      | <b>24,080</b>                     | <b>151,673</b>               |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2023 (continued)

#### 13 COMPARATIVE STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2022

|                                                                   | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2022<br>£ |
|-------------------------------------------------------------------|----------------------------|--------------------------|-----------------------------|
| <b>INCOME</b>                                                     |                            |                          |                             |
| Donations and legacies                                            | 29,511                     | 10,050                   | 39,561                      |
| Charitable activities                                             | 127,161                    | 30,833                   | 157,994                     |
| <b>TOTAL INCOME</b>                                               | <b>156,672</b>             | <b>40,883</b>            | <b>197,555</b>              |
| <b>EXPENDITURE</b>                                                |                            |                          |                             |
| Charitable activities                                             | 137,246                    | 47,199                   | 184,445                     |
| <b>TOTAL EXPENDITURE</b>                                          | <b>137,246</b>             | <b>47,199</b>            | <b>184,445</b>              |
| <b>NET (EXPENDITURE)/INCOME FOR THE YEAR<br/>BEFORE TRANSFERS</b> | <b>19,426</b>              | <b>(6,316)</b>           | <b>13,110</b>               |
| <b>TRANSFERS</b>                                                  | -                          | -                        | -                           |
| <b>NET (EXPENDITURE)/INCOME FOR THE YEAR</b>                      | <b>19,426</b>              | <b>(6,316)</b>           | <b>13,110</b>               |
| <b>TOTAL FUND BALANCES BROUGHT FORWARD</b>                        | <b>108,167</b>             | <b>30,396</b>            | <b>138,563</b>              |
| <b>TOTAL FUND BALANCES CARRIED FORWARD</b>                        | <b>127,593</b>             | <b>24,080</b>            | <b>151,673</b>              |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2023 (continued)

#### 14 COMPARATIVE UNRESTRICTED FUNDS MOVEMENTS FOR THE YEAR ENDED 31 MARCH 2022

|               | Funds<br>brought<br>forward<br>£ | Income<br>£    | Expenditure<br>£ | Transfers<br>£ | Funds carried<br>forward<br>£ |
|---------------|----------------------------------|----------------|------------------|----------------|-------------------------------|
| General funds | 108,167                          | 156,672        | (137,246)        | -              | 127,593                       |
|               | <u>108,167</u>                   | <u>156,672</u> | <u>(137,246)</u> | <u>-</u>       | <u>127,593</u>                |

#### 15 RESTRICTED FUNDS FOR THE YEAR ENDED 31 MARCH 2022

|                              | Funds<br>brought<br>forward<br>£ | Income<br>£   | Expenditure<br>£ | Transfers<br>£ | Funds carried<br>forward<br>£ |
|------------------------------|----------------------------------|---------------|------------------|----------------|-------------------------------|
| Mentoring Project            | -                                | 30,146        | (27,154)         | -              | 2,992                         |
| Supporting Troubled Families | 27,896                           |               | (9,830)          | -              | 18,066                        |
| Screwfix Foundation          | 2,500                            |               | (165)            | -              | 2,335                         |
| Sumillion Project            | -                                | 10,050        | (10,050)         | -              | -                             |
| Basingstoke Round Table      | -                                | 687           | -                | -              | 687                           |
|                              | <u>30,396</u>                    | <u>40,883</u> | <u>(47,199)</u>  | <u>-</u>       | <u>24,080</u>                 |

**Sumillion Project:** This grant is to cover the advertising campaign.

Our mission is to offer a first-class mental health service that includes responsive and tailored support through counselling, community awareness and education to improve the lives of young people and their families.



**The Orchard, White Hart Lane  
Basingstoke  
Hampshire RG21 4AF**

If you would like to find out more about the work of YPi or how you can support us, please contact:

**Telephone:** 01256 423 878  
**Email:** [office@ypicounselling.co.uk](mailto:office@ypicounselling.co.uk)  
**Visit:** [www.ypicounselling.co.uk](http://www.ypicounselling.co.uk)



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**YPI COUNSELLING**

England & Wales - Charity number 1163288

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# Accounts

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Registered Charity Number: 1163288



## Trustees Annual Report & Accounts Financial Year Ending 31<sup>st</sup> March 2022



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Thank you to all our supporters who  
allow our vital work to continue.



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**Basingstoke  
and Deane**



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**Hampshire  
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*Every little helps*

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People Driven Business Growth



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Trust** 



## **WELCOME FROM OUR CHAIR**

Young People's Independent (YPI) Counselling Service continues to be committed to improving the lives of young people aged 11 to 25 years old through the provision of mental health and well-being support services in Basingstoke and Deane. For the past 23 years, YPI has successfully delivered community-based support to young people, through free 1-to-1 counselling sessions, group work and psychoeducational activities.

During 2021/22, YPI continued its core activities to support young people by offering counselling and emotional support to young people, parents and family members. Throughout the period Sam Hussey our CEO and her Team have continued to navigate the challenges of the Covid-19 pandemic, supporting both young people and ensuring a safe working environment for employees. This has included monitoring the ever changing needs of young people and working to provide support around some of the key themes arising from the period of lockdown.

The demand for counselling services remains high and the level of need has remained constant during the last 12 months. The Team has worked hard to keep up to abreast of key issues and continues to deliver a high standard of support through an experienced Counsellors and Mentors.

During the last 12 months I have continued my focus with the Trustees around delivering the strategy and working to secure funds in the ever changing environment. We have secured some significant grants in the period and remain hopeful that we can work with local organisations to gain the much needed support we require. Whilst it is recognized that there remains uncertainty across the nation as a result of the pandemic, the key focus for YPI in the next two years is to continue to deliver a high-quality service for those in need whilst making the charity as sustainable as possible.

As a Board of Trustees we have spent a lot of time continuing to focus on our own governance and improving on how we deliver most effectively to support Sam and the YPI Team. We have seen the benefits in the last 12 months and look forward to this continuing in 2023 and beyond.

We, the Board of Trustees, would like to thank all of our volunteers and staff who have remained loyal and steadfast during the journey we have been on in 2021/2022. We are fortunate to have such a dedicated, hardworking and passionate Team who are committed to delivering our services for young people in the local area. We would also like to thank our generous donors and grant funders who continue to support YPI's objectives and ensure YPI continues to deliver much needed services in our community.

The year ahead will no doubt present further challenges, grant funding has been impacted as a result of the pandemic and a robust fundraising strategy is being implemented to ensure that we can continue to meet the increased demand for services. We are confident the changes we have made and continue to make will enable YPI to continue to provide counselling and mentoring services to the young people we serve.

We are delighted to be supporting YPI in driving and delivering its strategic objectives and we look forward to another strong year in 2022/23. We have the pleasure in presenting YPI's Annual Report and Financial Statement for the year ended March 2022.

Natalie Shoemark-Dyer, Chair of the Trustees

## CHIEF EXECUTIVE'S REPORT

As YPI's CEO, I am exceptionally proud to be part of an organisation that is dedicated to enhancing the emotional well-being of young people in our community. We have faced many global challenges in the financial year 2021/22, at the beginning of April 2021 we were still facing the ramifications of the Covid pandemic, whilst vaccinations were helping the country to return to some semblance of 'normality', young people were still being effected for much of the year as Covid spread throughout schools and colleges once again; school trips were cancelled, the exam process was uncertain, isolation was still necessary amongst students and teaching staff. We continued counselling and mentoring despite Covid related sickness amongst YPI staff, and we moved to a holistic hybrid service, providing our talking therapies face to face and remotely. The end of the financial year saw a marked increase in the cost of living with petrol, food shopping and bills increasing rapidly. This has had an impact on counselling staff as counsellors can gain more money per hour in their private practices than in an agency, therefore some staff reduced their hours to focus on their private practices. We have now recruited some new, experienced counsellors to fill that gap to enable us to deliver a high level service and meet the needs of our clients whilst aiming to reduce the waiting list.

There are key areas which set us aside from other charities:

- **Dedication to young people:** we are the only non-statutory provider of youth counselling and mental health support in Basingstoke that has been specifically established for this purpose. For us, supporting young people isn't an 'add-on' or 'nice to have' service but is instead at the heart of who we are, with the full weight of our resources, skills and expertise dedicated to offering a first-class service.
- **Championing community:** unlike larger charities who may set up satellite or sub-offices within the area to deliver specific services/contracts, YPI takes pride in being a local charity for local people. As a result of this we hold an unparalleled position at the heart of local youth provision, adapting and developing to meet the needs of our community as they arise.

As always, I would like to thank all staff for your commitment and support over the last year, all staff, both employed and volunteers have gone above and beyond expectations and it has meant that YPI has been able to offer the best service possible under difficult, unpredictable circumstances.

2021/22 has been a very challenging year for everyone, however, I believe we rose to the challenges and will once again in the coming financial year and respond to the unpredictable economic climate. I look forward to developing new ideas and plans in 2022/23, and plan to build firmer relationships within secondary schools and GP surgeries and to extend our reach into the community.

Samantha Hussey  
Chief Executive

## **VISION, MISSION, PRIORITIES AND VALUES**

### **Strategic Plan 21-24**

#### **Shaping Our Future**

The views of young people and their parents or carers are at the heart of shaping our strategy, through surveys, direct engagement and indirect feedback. In April/May 2020 we analysed the results of young people's 'End of Counselling' and 'Mentoring Feedback' forms as well as feedback from external organisations we work closely with to establish a view of the needs and expectations of service users and the community we work in. Through this analysis we have been able to hone our strategic aims and key priorities for the coming years. These priorities are client focussed and responsive to community needs.

#### **Our Vision**

Young people are able to access more opportunities and they have the confidence to manage their mental health positively.

#### **Our Mission**

To deliver a first class mental health service offering responsive and tailored support through counselling, mentoring, community support and building awareness so we improve the lives of young people.

#### **Our Values**

- **Empathy:** We listen to our clients and team members
- **Excellence:** We deliver a first-class service and we care about quality
- **Ethical:** We do the right thing and respect integrity
- **Bespoke:** We provide solutions that are flexible and proportionate
- **Community:** We engage with the community and create meaningful partnerships
- **Maximising Potential:** We nurture the growth of our clients, team members and the charity

#### **Our Priorities**

- To provide evidenced based counselling and psycho-educational activities to young people aged 11-25 to improve their self-awareness and skills in maintaining positive mental health
- To provide early intervention through our growing mentoring team, offering a holistic approach to mental health
- To increase awareness and skills within relevant services (such as education and GP surgeries) to support youth mental health and improve early intervention strategies\_

## STRATEGIC REPORT

---

### OBJECTIVES, ACTIVITIES, ACHIEVEMENTS AND PERFORMANCE

YPI's constitutional aims are:

- To preserve and protect the health and welfare of young people by establishing, developing and maintaining a youth support, information, advice and counselling service for young people in the age range of 11 to 25 years of age, but not limited to, the area of the local government district of Basingstoke & Deane.
- To carry out such activities that promote the health and welfare of young people in the area of benefit, not covered above, as deemed necessary by the charity trustees.

These aims are underpinned by YPI's Vision, Mission and Values and are achieved through YPI's 3 strategic objectives:

1. **Whole Family approach** – in alignment with our focus on the well-being of Young People we will enhance our core offer to include support for the wider family surrounding a young person including parents and guardians. We will therefore focus our services on ensuring that the key people in a young person's life are able to access the support they need.
2. **Act on the Voice of Young People and their families to deliver greater impact** - We will continue to roll out a comprehensive suite of outcome measurement tools and processes across all of our services, this includes ensuring that the voice of young people and families are captured at every step and fully inform all that we do. We shall seek to develop systems for keeping service users, parents and referrers informed and up to date on our activities as part of a 'Friends of YPI' network for those who wish to join.
3. **Champion financial sustainability in all that we do** - As the charity sector continues to brace itself against the context of an ever-shrinking public purse amidst ever growing need, YPI faces the increasingly precarious situation of currently being wholly grant reliant. The direction of YPI's work is informed by our annual operational business plan incorporating YPI's strategic objectives as outlined above.

Throughout 2021/22 YPI continued to deliver the charity's core activities of providing free 1-2-1 Counselling Services for young people aged 11 – 25 in Basingstoke and Dean. With the ever changing working climate due to the pandemic, we have moved into a hybrid approach and will now offer both remote and face to face counselling depending on the needs of the clients,

Last year saw continued success and high demand for our Youth Mentoring scheme and is an area the charity wishes to continue to grow. In 2021/22 YPI continued with our YOU mentoring service funded by Lloyds Community Foundation to specifically mentor young parents and care leavers aged 17-25. It was noted that there was a high level of need amongst clients and we added a specifically trained counsellor to be part of the scheme.

We continued to maintain a presence in two GP clusters in Basingstoke and Deane, and have been providing mentoring within those clusters during this financial year. This service has been very successful and helps to have more of a community presence.

In addition to the paid staff team, YPI's activities are supported by a team of dedicated volunteers who undertake a number of roles ranging from Trustees and Counsellors, Mentors to Administrators and Fundraisers. Our team of passionate and dedicated volunteers represent over £50,000 in financial terms, with services significantly impacted were it not for their continued support and generosity.

YPI continues to improve our website and use of social media to enhance the YPI profile and make it easier for young people to access information about our services.

**In the year ending March 2022 the activities and performance delivered by YPI included:**Youth

**Counselling**

Objectives and Activities: YPI provides free counselling to 11-25 year olds offering a confidential and safe space for young people to talk to a professional counsellor about their worries, concerns and difficulties. The initial number of session is 6, which can then be extended up to a maximum 12, if agreed by the Head of Clinical Services.

| <b><i>Performance:</i></b>            |                          |
|---------------------------------------|--------------------------|
| Total sessions delivered:             | 1536                     |
| Total clients engaged                 | 895 ie signpost and seen |
| Clients who have received counselling | 280                      |

69% improvement for those who have been counselled.

**YOU Mentoring**

Objective and Activities: YPI provides up to twelve mentoring sessions for young parents and care leavers for 17-25 year olds. These groups were identified as groups that would greatly benefit from a mentoring programme.

| <b><i>Performance</i></b>                 |                              |
|-------------------------------------------|------------------------------|
| Total sessions delivered:                 | 98                           |
| Total clients seen:                       | 29                           |
| Clients reporting measurable improvement: | All reported 70% improvement |

**Youth Mentoring**

Objectives and Activities: YPI provides up to twelve free sessions of mentoring for 10-19 year olds. Mentoring offers a friendly ear from a professional friend, to strengthen their confidence, find their voice and realise their own self-worth.

| <b><i>Performance:</i></b>                |                             |
|-------------------------------------------|-----------------------------|
| Total sessions delivered:                 | 131                         |
| Total clients seen:                       | 50                          |
| Clients reporting measurable improvement: | 72% reported an improvement |

**YOU Counselling**

| <b>Performance:</b>                       |                              |
|-------------------------------------------|------------------------------|
| Total sessions delivered:                 | 26                           |
| Total clients seen:                       | 6                            |
| Clients reporting measurable improvement: | 4 clients marked improvement |

## STF Counselling

Supporting Troubled Families for up to 12 sessions and attending an Early Help Hub every Thursday morning.

| <b>Performance (Youth Project):</b> |     |
|-------------------------------------|-----|
| Total sessions delivered            | 13  |
| Total clients seen                  | 5   |
| Clients that measured improvement   | 75% |

**External/Outreach Group Work**

Objectives and Activities; Community presence ie in GP surgeries.

| <b>Performance:</b>                       |                             |
|-------------------------------------------|-----------------------------|
| Total sessions delivered:                 | 450                         |
| Total clients seen:                       | 450                         |
| Clients reporting measurable improvement: | 79% measured an improvement |

## **Summary Performance Statistics:**

**Total clients worked with across all services:**

**1435**

**Total sessions delivered across all services: 2254**

### **HOW WE MEASURE PERFORMANCE**

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To assess the impact and effectiveness of the charity's work, YPI use various outcome measurement tools at every stage of our service lifecycle, these measures include:

- **Clinical Outcomes in Routine Evaluation (CORE) tool:** all clients are asked to complete this internationally standardised clinical questionnaire comprising 10 questions at the beginning of every session/interaction with us. We monitor this score as counselling progresses to evidence any changes in well-being/distress and to monitor risk.
- **End of counselling feedback questionnaire:** given to all service users at the end of their interaction with our services, this questionnaire captures feedback ratings on all areas of the service.
- **Life Areas Impact Rating Tool:** this measure was rolled out across our counselling services for the first time in 2018. The measure comprises a pre-and-post intervention measure that seeks to capture client's feelings about key areas of their lives such as family relationships, school/work and self-esteem.

### **Service user involvement**

To ensure that our services continually reflect the needs and feedback of the young people, parents and families we serve, we continue to enhance our service user involvement strategy. Our existing provision includes the use of an annual stakeholder survey, end of service feedback forms and suggestion boxes/slips to provide regular feedback placed within all delivery venues.

### **Statement on Public Benefit**

The Trustees have considered the Charity Commission's guidance on public benefit and our main activities are described above. The activities by YPI are undertaken to further our charitable purposes for the public benefit in accordance with our aim to promote the health and welfare of young people aged 11 to 25 years of age, in the area of but not limited to, Basingstoke & Deane.

### **Charity Governance Code**

During the year the Board formally adopted the Charity Governance Code for smaller charities published by a cross-sector collaboration of national charity support organisations in conjunction with the Charity Commission as an observer body. During the coming year the Board and Senior Management shall undertake a full audit of the code in relation to YPI's current practices to ensure full compliance.

## **PLANS FOR FUTURE PERIODS**

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### **Plans and objectives for 2022/23**

During the forthcoming year we will continue to implement strategies and objectives as outlined in our 3 year strategic plan 2021/24.

We have three strategic aims. These are:

1. To maintain and improve our core services (counselling and mentoring)
2. To enhance our services by offering more counselling sessions and an increased early intervention strategy through mentoring
3. To become a more sustainable organisation, by building a portfolio of income generation streams and improving the way we demonstrate our impact.

To ensure sustainability please see below:

- **Longer term grant applications** – There is an emphasis on grant application to go to YPIs core funding. We will look at longer term, larger strategic grants to fund our core services. We will also be able to partake in more community fundraising as we come out of the strict restrictions associated with the pandemic.
- **Funding streams** – We are seeking further funding streams within the community, such as, GP surgeries and secondary schools.
- **Donations and contributions will be asked for at the point of counselling or mentoring.**
- **Corporate fundraising will be expanded.**

### **The Challenges Ahead**

- The Covid – 19 Pandemic, has and will continue to have a huge impact on young peoples lives for the next few years. We have seen a marked increase in certain areas of concern in both our counselling and mentoring services. Many young people are displaying higher levels of risk and need.
- The cost of living crisis is having an impact on our counselling staff in particular. We have increasingly found that some counselors have either reduced hours or left the agency to pursue their private practices where they can earn much more per hour. We have remedied this by recruiting new staff but the economic crisis has led to this flux and some instability.
- To ensure that existing youth projects and services remain financially viable and supported through appropriate grant and donation streams, with a view to examining our 'Return on Investment' approach to resourcing when launching short term projects.
- Ensuring the right balance of volunteer and trainee counsellors versus employed and experienced counsellors in order to meet higher levels of demand to support high risk young people with often complex mental health needs.

## **STRUCTURE, GOVERNANCE, AND MANAGEMENT**

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### **Structure**

YPI is a registered charity (a Charitable Incorporated Organisation) in England and governed by a constitution. YPI's objects are to achieve public benefit as set out in our constitution, and delivered through our strategic objectives and operating plan, as previously detailed.

### **Governance and Management**

#### Non-Executive Directors / Trustees

YPI's governance is overseen by a board of six voluntary and independent Trustees (Non-executive Directors), each of whom are appointed by the charity's board. Each Director assumes a specific portfolio upon appointment to ensure that all areas of YPI's governance receives due care and attention and is aligned with the specialist expertise of the Director appointed. Through 2021/2022 the Directors were:

Natalie Shoemark  
Kelly Lincoln (resigned January 2022)  
Daniel Holloway  
Edward Butler  
Edward P  
Patrick Holt  
Paul Crawte (resigned November 2021)  
Vicky Morley

#### Chief Executive Officer

Responsibility for the strategic and operational management of the charity is delegated by the Board of Directors to YPI's Chief Executive Officer (CEO). The role of the CEO is to provide overall leadership and direction to the organisation and its staff, including managing stakeholder relations, monitoring performance and developing the service as a whole in conjunction with the senior management team.

#### Clinical Services Manager

Responsibility for the clinical management of YPI's core counselling team.. The role is to ensure that all young people, parent's and families accessing YPI's services receive a first-class service from a team of highly skilled and well supported clinical staff.

#### Volunteers

The CEO or Clinical Services Manager, as applicable, are responsible for managing the appointment of Volunteers and ensuring all Volunteers receive a comprehensive induction along with ongoing supervision, training and support.

### **Induction and Training of Trustees, Staff and Volunteers**

YPI recruits new Directors through local and national adverts and interviews potential new Directors with reference to a job description and person specification. During the year Directors have the opportunity to attend relevant insight and development and governance workshops. All of our volunteers, including Directors, receive a comprehensive induction along with ongoing, training opportunities and all Counsellors receive supervision support.

## Organisational Structure and Decision Making

The Directors consider governance issues at their regular Board meetings. The Board meet every month throughout the year with the CEO to ensure all governance issues are regularly addressed. The Directors delegate responsibility to the CEO for ensuring that service provision is carried out within the overall charity's strategy; for overseeing the charity's progress in meeting its objectives; and ensuring that the charity meets its legal and financial obligations. A detailed Operational Plan is used by the CEO and senior staff to report to the Directors on progress against identified actions.

## Key Management Remuneration

The trustees, the CEO and the Clinical Services Manager comprise the key management personnel of the charity in charge of directing and controlling the charity and running and operating the charity on a day to day basis. All trustees give of their time freely and no trustee remuneration was paid in the year.

Senior managers' pay is aligned to local government pay scales with pay increases mirroring nationally agreed increases to the scales. Service manager posts are allocated to one of two starting points on the scale based on criteria including the number of full-time equivalent staff in the service; level of autonomy; service budget and number of young people in the service.

## RISK MANAGEMENT

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YPI has in place adequate governance arrangements that enable the identification, escalation, monitoring and reporting of risks. The YPI Board is ultimately responsible for reviewing, challenging and approving the charity's overall strategy and the direction of the business.

We currently adopt five risk types which form the basis of YPI's risk register and Board reporting:

- **Strategic:** refers to the risk that YPI suffers a substantial, negative impact in its funding or capital as a direct result of poor management of its business objectives, strategic aims and core services
- **Financial:** refers to the risk that YPI is unable to self-fund, primarily due to a lack of financial donors whether new or existing and unforeseen operational losses, leading to a disruption to the charity's cash flows and balance sheet
- **Operational:** refers to the risk of operational losses due to inadequate or weak processes and systems, including the charity's IT infrastructure. The risk also includes direct and indirect losses due to poor or ineffective oversight of internal controls and external influence
- **People:** refers to the risk that YPI's key services are not delivered adequately due to a lack of people capability, skills and availability
- **Reputational:** refers to the risk of YPI suffering a material loss or reputational damage, most likely in the form of simultaneous withdrawals of funding, caused by a negative perception of its image and working practices

A risk register is reviewed and updated regularly and discussed at Board meetings. These are risks to the charity with the potential to damage its reputation and existing stakeholder relationships, preventing the business from running successfully thus ultimately impacting on YPI's ability to undertake its compliance monitoring activities effectively.

## **REVIEW OF FINANCIAL STATEMENTS**

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### **Financial Summary**

A summary of YPI's income and expenditure for the year are presented on page 15. The income for 2021/22 was £197,555, and the expenditure £184,445. There was a surplus of £13,110.

### **Notes on Reserves Policy**

The general reserve level held at 31<sup>st</sup> March 2022 stands at £127,593 which equates to 11 months' expenditure.

### **Going Concern**

The Trustees remain satisfied that it is appropriate for the financial statements to be prepared on a going concern basis and there are no material uncertainties that may cast doubt on this assumption for at least 12 months from the approval of the accounts.

## **REFERENCE AND ADMINISTRATIVE DETAILS**

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### **YPI Counselling**

(A Charitable Incorporated Organisation). Also known as YPI.

### **Registered Office and Principal Address**

The Orchard  
White Hart Lane  
Basingstoke  
Hampshire RG21 4AF

**Charity Number:** 1163288

Telephone: 01256 423878

Website: [www.ypicounselling.co.uk](http://www.ypicounselling.co.uk)

### **Trustee Board**

Natalie Shoemark – Chair

Kelly Lincoln, (resigned January 2022)

Daniel Holloway

Patrick Holt

Edward Butler

Edward

Pirronti

Paul Crawte (resigned 22 November 2021)

Vicky Morley

### **Chief Executive**

Samantha Hussey

### **Clinical Services Manager**

Rosa Wynn

### **Independent Examiners**

Knight Goodhead Limited – 7 Bournemouth Road, Chandler's Ford, Eastleigh, Hampshire SO53 3DA

### **Bankers**

The Co-Operative Bank PLC – Business Banking, PO Box 250, Skelmersdale WN8 6WT

## **INDEPENDENT EXAMINER'S REPORT TO THE TRUSTEES OF YPI COUNSELLING**

I report to the trustees on my examination of the accounts of YPI Counselling for the year ended 31 March 2022 set out on pages 17 to 27.

### **RESPONSIBILITIES AND BASIS OF REPORT**

As the trustees of the charity 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 Trustee's accounts carried out under section 145 of the 2011 Act and in carrying out my examination I have followed all the applicable Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

### **INDEPENDENT EXAMINER'S STATEMENT**

I have completed my examination. I confirm that no material matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

- 1) accounting records were not kept in respect of the charity as required by section 130 of the Act; or
- 2) the accounts do not accord with those records; or
- 3) the accounts do not comply with the applicable requirements concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 other than any requirement that the accounts give a 'true and fair view' which is not a matter considered as part of an independent examination.

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

**CJ GOODHEAD FCA**  
Knight Goodhead Limited  
Chartered Accountants

**16 November 2022**  
7 Bournemouth Road  
Chandler's Ford, Eastleigh  
Hampshire SO53 3DA

## YPI COUNSELLING

### STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2022

|                                                                     | Notes  | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2022<br>£ | Total<br>funds<br>2021<br>£ |
|---------------------------------------------------------------------|--------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| <b>INCOME</b>                                                       |        |                            |                          |                             |                             |
| Donations and legacies                                              | 4      | 29,511                     | 10,050                   | 39,561                      | 21,684                      |
| Charitable activities                                               | 5      | 127,161                    | 30,833                   | 157,994                     | 210,550                     |
|                                                                     |        |                            |                          |                             | -                           |
| <b>TOTAL INCOME</b>                                                 |        | <b>156,672</b>             | <b>40,883</b>            | <b>197,555</b>              | <b>232,234</b>              |
| <b>EXPENDITURE</b>                                                  |        |                            |                          |                             |                             |
| Charitable activities                                               | 6      | 137,246                    | 47,199                   | 184,445                     | 161,369                     |
| <b>TOTAL EXPENDITURE</b>                                            |        | <b>137,246</b>             | <b>47,199</b>            | <b>184,445</b>              | <b>161,369</b>              |
| <b>NET INCOME / (EXPENDITURE) FOR THE YEAR<br/>BEFORE TRANSFERS</b> |        | <b>19,426</b>              | <b>(6,316)</b>           | <b>13,110</b>               | <b>70,865</b>               |
| TRANSFERS                                                           | 10, 11 | -                          | -                        | -                           | -                           |
| <b>NET INCOME / (EXPENDITURE) FOR THE YEAR</b>                      |        | <b>19,426</b>              | <b>(6,316)</b>           | <b>13,110</b>               | <b>70,865</b>               |
| TOTAL FUND BALANCES BROUGHT FORWARD                                 |        | 108,167                    | 30,396                   | 138,563                     | 67,698                      |
| <b>TOTAL FUND BALANCES CARRIED FORWARD</b>                          |        | <b>127,593</b>             | <b>24,080</b>            | <b>151,673</b>              | <b>138,563</b>              |

## YPI COUNSELLING

### BALANCE SHEET AT 31 MARCH 2022

|                                                             | Notes | £               | 2022<br>£      | £               | 2021<br>£      |
|-------------------------------------------------------------|-------|-----------------|----------------|-----------------|----------------|
| FIXED ASSETS                                                |       |                 |                |                 |                |
| Tangible assets                                             | 7     |                 | 482            |                 | 612            |
| CURRENT ASSETS                                              |       |                 |                |                 |                |
| Debtors                                                     | 8     | 17,563          |                | 9,027           |                |
| Cash at bank and in hand                                    |       | <u>177,480</u>  |                | <u>171,035</u>  |                |
|                                                             |       | 195,043         |                | 180,062         |                |
| CREDITORS: amounts falling<br>due within less than one year | 9     | <u>(43,852)</u> |                | <u>(42,111)</u> |                |
| NET CURRENT ASSETS                                          |       |                 | 151,191        |                 | 137,951        |
| NET ASSETS                                                  |       |                 | <u>151,673</u> |                 | <u>138,563</u> |
| FUNDS                                                       |       |                 |                |                 |                |
| General funds                                               | 10    |                 | 127,593        |                 | 108,167        |
| Restricted funds                                            | 11    |                 | 24,080         |                 | 30,396         |
| TOTAL FUNDS                                                 | 12    |                 | <u>151,673</u> |                 | <u>138,563</u> |

Approved by the Trustees on  
and signed on their behalf by

**Natalie Shoemark-Dyer**

Trustee

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2022

#### 1 ACCOUNTING POLICIES

##### (a) Accounting convention

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

The charity meets the definition of the public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy note.

##### (b) Fund accounting

- Unrestricted funds are available for use at the discretion of the trustees in furtherance of the general objectives of the charity.
- Designated funds are unrestricted funds earmarked by the trustees for specific purposes.
- Restricted funds are subjected to restrictions on their expenditure imposed by the donor.

##### (c) Income

All income is included in the Statement of Financial Activities when the charity is entitled to the income and the amount can be quantified with reasonable accuracy. The following specific policies are applied to particular categories of income:

Donations and legacies are received by way of donations, legacies, gifts and grants and are included in full in the Statement of Financial Activities when receivable.

Investment income is included when receivable.

Income is deferred when, at the end of an accounting period, they have been received but the charity has yet to become unconditionally entitled to them.

##### (d) Expenditure

Expenditure is recognised on an accrual basis as a liability is incurred.

Costs are apportioned in line with the income received from that source during the period.

Charitable activities expenditure comprises of those costs incurred by the charity in the delivery of its activities and services. It includes both costs that can be allocated directly to such activities and those costs of an indirect nature necessary to support them.

All costs are allocated between the expenditure categories of the Statement of Financial Activities on a basis designed to reflect the use of the resource. Costs relating to a particular activity are allocated directly.

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2022 (continued)

#### 1 ACCOUNTING POLICIES (continued)

##### (e) Fixed assets

Fixed assets are capitalised for ongoing use within the charity, where the individual cost of the asset exceeds £100.

Depreciation is provided on fixed assets to spread the cost over the estimated useful lives of the relevant assets at the following rates:

|                  |                         |
|------------------|-------------------------|
| Office equipment | 20% - 33% Straight line |
|------------------|-------------------------|

##### (g) Pensions costs

Contributions in respect of the company's defined contribution scheme are charged to the Statement of Financial Activities for the year in which they are payable to the scheme. Differences between contributions payable and contributions actually paid in the year are shown as either accruals or prepayments at the year end.

#### 2 LEGAL STATUS

The charity is a Charitable Incorporated Organisation (CIO) and was registered on 25 August 2015 with the Charity Commission in England and Wales.

The registered office of the charity is YPI Counselling, The Orchard, White Hart Lane, Basingstoke, Hampshire, RG21 4AF.

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2022 (continued)

| 3 STAFF COSTS         | 2022<br>£      | 2021<br>£      |
|-----------------------|----------------|----------------|
| Wages and salaries    | 137,051        | 128,061        |
| Social security costs | 1,158          | 820            |
| Pension costs         | 1,336          | 1,210          |
|                       | <u>139,545</u> | <u>130,091</u> |

The average number of staff employed during the year was 16 (2021: 15). No employee received emoluments of £60,000 or more during this or the prior year.

No remuneration was paid to trustees during this or the prior year. During the year the charity paid remuneration, including pension contributions, totalling £28,329 (2021: £27,128) to key management personnel.

At the balance sheet date there were outstanding pension contributions payable of £240 (2021: £226). Total pension contributions of £1,336 (2021: £1,210) were paid by the charity and are included in the SOFA.

| 4 INCOME FROM DONATIONS AND LEGACIES | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2022<br>£ | Total<br>funds<br>2021<br>£ |
|--------------------------------------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| Donations                            | 15,826                     | 10,050                   | 25,876                      | 4,612                       |
| Gift Aid                             | 196                        | -                        | 196                         | 1,439                       |
| Fundraising                          | 13,490                     | -                        | 13,490                      | 15,633                      |
|                                      | <u>29,511</u>              | <u>10,050</u>            | <u>39,561</u>               | <u>21,684</u>               |

| 5 INCOME FROM CHARITABLE ACTIVITIES | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2022<br>£ | Total<br>funds<br>2021<br>£ |
|-------------------------------------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| Grants including capital grants:    |                            |                          |                             |                             |
| - Government grants                 | 91,725                     | -                        | 91,725                      | 99,926                      |
| - Grants from other charities       | 28,372                     | 30,833                   | 59,205                      | 98,945                      |
| GP Mentoring                        | 7,064                      | -                        | 7,064                       | 5,809                       |
| Mindspace                           | -                          | -                        | -                           | 5,870                       |
|                                     | <u>127,161</u>             | <u>30,833</u>            | <u>157,994</u>              | <u>210,550</u>              |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2022 (continued)

#### 6 EXPENDITURE

|                                  | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2022<br>£ | Total<br>funds<br>2021<br>£ |
|----------------------------------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| <b>DIRECT EXPENDITURE</b>        |                            |                          |                             |                             |
| Counsellors and management       | 106,377                    | 33,169                   | 139,545                     | 130,091                     |
| Payroll charges                  | 864                        | 201                      | 1,066                       | 987                         |
| Supervision costs                | 650                        | -                        | 650                         | 1,330                       |
|                                  | <u>107,891</u>             | <u>33,370</u>            | <u>141,261</u>              | <u>132,408</u>              |
| <b>SUPPORT COSTS</b>             |                            |                          |                             |                             |
| Rental and improvements          | 11,559                     | 3,105                    | 14,664                      | 12,765                      |
| Office fees                      | 592                        | 71                       | 664                         | 435                         |
| Printing, postage and stationery | 194                        | 245                      | 439                         | 284                         |
| Computer expenses                | 8,421                      | -                        | 8,421                       | 7,848                       |
| Telephone charges                | 1,171                      | -                        | 1,171                       | 1,168                       |
| Recruitment fees                 | 863                        | 101                      | 963                         | 245                         |
| Insurance                        | 1,862                      | -                        | 1,862                       | 1,847                       |
| Training                         | 60                         | -                        | 60                          | 250                         |
| Professional fees                | 440                        | -                        | 440                         | 391                         |
| Advertising                      | 96                         | 10,050                   | 10,146                      | -                           |
| Accountancy fees                 | 1,590                      | -                        | 1,590                       | 1,500                       |
| Depreciation                     | 517                        | -                        | 517                         | 589                         |
| Fundraising costs                | 814                        | -                        | 814                         | 146                         |
| HR services contract fee         | 1,107                      | 257                      | 1,363                       | 1,363                       |
| Meeting room hire                | 28                         | -                        | 28                          | 110                         |
| Travel and accommodation         | -                          | -                        | -                           | 20                          |
| Loss on Disposal                 | 42                         | -                        | 42                          | -                           |
|                                  | <u>29,355</u>              | <u>13,829</u>            | <u>43,184</u>               | <u>28,961</u>               |
| <b>TOTAL EXPENDITURE</b>         | <u>137,246</u>             | <u>47,199</u>            | <u>184,445</u>              | <u>161,369</u>              |

Included within accountancy fees above are amounts due to the independent examiners in relation to independent examination of £1,500 (2021: £1,500).

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2022 (continued)

#### 7 TANGIBLE ASSETS

|                       | <b>Furniture &amp;<br/>Equipment<br/>£</b> |
|-----------------------|--------------------------------------------|
| <b>COST</b>           |                                            |
| At beginning of year  | 2,712                                      |
| Additions             | 429                                        |
| Disposals             | (212)                                      |
| At end of year        | <u>2,929</u>                               |
| <b>DEPRECIATION</b>   |                                            |
| At beginning of year  | 2,100                                      |
| Charge for the year   | 517                                        |
| Disposals             | (170)                                      |
| At end of year        | <u>2,447</u>                               |
| <b>NET BOOK VALUE</b> |                                            |
| At beginning of year  | <u>612</u>                                 |
| At end of year        | <u>482</u>                                 |

#### 8 DEBTORS

|                                | <b>2022<br/>£</b> | <b>2021<br/>£</b> |
|--------------------------------|-------------------|-------------------|
| Trade debtors                  | 16,981            | 8,317             |
| Prepayments and accrued income | 583               | 710               |
| Other debtors                  | -                 | -                 |
|                                | <u>17,563</u>     | <u>9,027</u>      |

#### 9 CREDITORS: amounts falling due within one year

|                              | <b>2022<br/>£</b> | <b>2021<br/>£</b> |
|------------------------------|-------------------|-------------------|
| Trade creditors              | 1,336             | 6,240             |
| Accruals and deferred income | 42,460            | 34,292            |
| Other creditors              | 56                | 1,579             |
|                              | <u>43,852</u>     | <u>42,111</u>     |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2022 (continued)

#### 10 UNRESTRICTED FUNDS

|               | Funds<br>brought<br>forward<br>£ | Income<br>£ | Expenditure<br>£ | Transfers<br>£ | Funds carried<br>forward<br>£ |
|---------------|----------------------------------|-------------|------------------|----------------|-------------------------------|
| General funds | 108,167                          | 156,672     | (137,246)        | -              | 127,593                       |
|               | 108,167                          | 156,672     | (137,246)        | -              | 127,593                       |

#### 11 RESTRICTED FUNDS

|                              | Funds<br>brought<br>forward<br>£ | Income<br>£ | Expenditure<br>£ | Transfers<br>£ | Funds carried<br>forward<br>£ |
|------------------------------|----------------------------------|-------------|------------------|----------------|-------------------------------|
| Mentoring Project            | -                                | 30,146      | (27,154)         | -              | 2,992                         |
| Supporting Troubled Families | 27,896                           | -           | (9,830)          | -              | 18,066                        |
| Screwfix Foundation          | 2,500                            | -           | (165)            | -              | 2,335                         |
| Sumillion Project            | -                                | 10,050      | (10,050)         | -              | -                             |
| Basingstoke Round Table      | -                                | 687         | -                | -              | 687                           |
|                              | 30,396                           | 40,883      | (47,199)         | -              | 24,080                        |

**Mentoring Project:** This grant provides a contribution to the costs of one years' salary and on costs of mentoring sessions to young people over a 12 month period.

**Supporting Troubled Families:** This grant provides a contribution to the costs of providing counselling sessions to young people and parents under the 'Supporting Troubled Families' programme in Hampshire.

**Screwfix Foundation:** This grant is towards office refurbishment.

**Sumillion Project:** This grant is to cover the advertising campaign.

**Basingstoke Round Table:** This grant is for the purchase of 3 laptops.

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2022 (continued)

#### 12 ANALYSIS OF NET ASSETS BETWEEN FUNDS

*For the year ended 31 March 2022*

|                       | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>£ |
|-----------------------|----------------------------|--------------------------|---------------------|
| Tangible fixed assets | 482                        | -                        | 482                 |
| Debtors               | 17,563                     | -                        | 17,563              |
| Bank and cash         | 153,400                    | 24,080                   | 177,480             |
| Creditors             | (43,852)                   | -                        | (43,852)            |
|                       | <u>127,593</u>             | <u>24,080</u>            | <u>151,673</u>      |

*For the year ended 31 March 2021*

|                       | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>£ |
|-----------------------|----------------------------|--------------------------|---------------------|
| Tangible fixed assets | 612                        | -                        | 612                 |
| Debtors               | 9,027                      | -                        | 9,027               |
| Bank and cash         | 140,639                    | 30,396                   | 171,035             |
| Creditors             | (42,111)                   | -                        | (42,111)            |
|                       | <u>108,167</u>             | <u>30,396</u>            | <u>138,564</u>      |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2022 (continued)

#### 13 COMPARATIVE STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2021

|                                                                   | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2021<br>£ |
|-------------------------------------------------------------------|----------------------------|--------------------------|-----------------------------|
| <b>INCOME</b>                                                     |                            |                          |                             |
| Donations and legacies                                            | 21,684                     | -                        | 21,684                      |
| Charitable activities                                             | 150,008                    | 60,542                   | 210,550                     |
| <b>TOTAL INCOME</b>                                               | <b>171,692</b>             | <b>60,542</b>            | <b>232,234</b>              |
| <b>EXPENDITURE</b>                                                |                            |                          |                             |
| Charitable activities                                             | 126,279                    | 35,090                   | 161,369                     |
| <b>TOTAL EXPENDITURE</b>                                          | <b>126,279</b>             | <b>35,090</b>            | <b>161,369</b>              |
| <b>NET (EXPENDITURE)/INCOME FOR THE YEAR<br/>BEFORE TRANSFERS</b> | <b>45,413</b>              | <b>25,452</b>            | <b>70,865</b>               |
| TRANSFERS                                                         | -                          | -                        | -                           |
| <b>NET (EXPENDITURE)/INCOME FOR THE YEAR</b>                      | <b>45,413</b>              | <b>25,452</b>            | <b>70,865</b>               |
| TOTAL FUND BALANCES BROUGHT FORWARD                               | 62,754                     | 4,944                    | 67,698                      |
| <b>TOTAL FUND BALANCES CARRIED FORWARD</b>                        | <b>108,167</b>             | <b>30,396</b>            | <b>138,563</b>              |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2022 (continued)

#### 14 COMPARATIVE UNRESTRICTED FUNDS MOVEMENTS FOR THE YEAR ENDED 31 MARCH 2021

|                                            | <b>Funds<br/>brought<br/>forward<br/>£</b> | <b>Income<br/>£</b> | <b>Expenditure<br/>£</b> | <b>Transfers<br/>£</b> | <b>Funds carried<br/>forward<br/>£</b> |
|--------------------------------------------|--------------------------------------------|---------------------|--------------------------|------------------------|----------------------------------------|
| General funds                              | 41,482                                     | 171,692             | (105,007)                | -                      | 108,167                                |
| Designated funds - Frankie Worker          | 2,172                                      | -                   | (2,172)                  | -                      | -                                      |
| Designed funds - additional<br>counsellors | 19,100                                     | -                   | (19,100)                 | -                      | -                                      |
|                                            | <b>62,754</b>                              | <b>171,692</b>      | <b>(126,279)</b>         | <b>-</b>               | <b>108,167</b>                         |

#### 15 RESTRICTED FUNDS FOR THE YEAR ENDED 31 MARCH 2021

|                                              | <b>Funds<br/>brought<br/>forward<br/>£</b> | <b>Income<br/>£</b> | <b>Expenditure<br/>£</b> | <b>Transfers<br/>£</b> | <b>Funds carried<br/>forward<br/>£</b> |
|----------------------------------------------|--------------------------------------------|---------------------|--------------------------|------------------------|----------------------------------------|
| HCC Children's Services Grant                | 3,896                                      | -                   | (3,896)                  | -                      | -                                      |
| Mentoring Project                            | 1,048                                      | 30,146              | (31,194)                 | -                      | -                                      |
| Supporting Troubled Families -<br>BDBC Grant | -                                          | 27,896              | -                        | -                      | 27,896                                 |
| Screwfix Foundation                          | -                                          | 2,500               | -                        | -                      | 2,500                                  |
|                                              | <b>4,944</b>                               | <b>60,542</b>       | <b>(35,090)</b>          | <b>-</b>               | <b>30,396</b>                          |

Our mission is to offer a first-class mental health service that includes responsive and tailored support through counselling, community awareness and education to improve the lives of young people and their families.



**The Orchard, White Hart Lane  
Basingstoke  
Hampshire RG21 4AF**

If you would like to find out more about the work of YPi or how you can support us, please contact:

**Telephone:** 01256 423 878

**Email:** [office@ypicounselling.co.uk](mailto:office@ypicounselling.co.uk)

**Visit:** [www.ypicounselling.co.uk](http://www.ypicounselling.co.uk)



facebook.com/ypicounsellingbasingstoke



@ypicounselling

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# Accounts

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Registered Charity Number: 1163288



## Trustees Annual Report & Accounts Financial Year Ending 31<sup>st</sup> March 2021



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Thank you to all our supporters who  
allow our vital work to continue.



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**Basingstoke  
and Deane**



Supported by

**Hampshire  
County Council**



**North Hampshire  
Clinical Commissioning Group**



**SUMILLION**



**Garfield Weston  
FOUNDATION**



## **WELCOME FROM OUR CHAIR**

Young People's Independent (YPI) Counselling Service continues to be committed to improving the lives of young people aged 11 to 25 years old through the provision of mental health and well-being support services in Basingstoke and Deane. For the past 22 years, YPI has successfully delivered community-based support to young people, through free 1-to-1 counselling sessions, group work and psychoeducational activities.

During 2020/21, YPI continued its core activities to support young people by offering counselling and emotional support to young people, parents and family members. Throughout the period Sam Hussey our CEO and her Team have worked to navigate the challenges of the Covid-19 pandemic, supporting both young people and ensuring a safe working environment for employees. This has included adopting an agile approach to service delivery and moving to an online platform to continue to support our clients during what has been a difficult period for all.

The changing environment has left a greater demand for counselling services than ever before and the level of need has increased significantly during this time. The Team has worked hard to keep up to abreast of key issues and continues to deliver a high standard of support through an experienced Counsellors and Mentors.

During the year I have received the honour and privilege to be appointed as the Chair of Trustees for YPI, taking over from Kelly Lincoln who stepped in as Interim Chair in 2018/2019. We would like to thank Kelly for her support, guidance, and wisdom and are delighted that she remains with us as a Trustee. Whilst my time with YPI has been short, I have enjoyed working with Board of Trustees and CEO to develop our strategy for the next three years ahead. Whilst it is recognized that there remains uncertainty across the nation as a result of the pandemic, the key focus for YPI in the next three years is to continue to deliver a high-quality service for those in need whilst making the charity as sustainable as possible.

Equally as a Board of Trustees we have spent a lot of time revisiting our own governance and improving on how we deliver most effectively to support Sam and the YPI Team. I look forward to reaping the benefits our work in the year ahead.

During the period YPI has taken the decision to separate from The Mindspace Foundation CIC, which under the leadership of Tony Capon, will be taken in a new direction as we move forward. Tony has been involved in the charity for many years and the Trustees would like to thank him for his support and wish him every success in the new venture, as we both continue with our shared goal of supporting young people in the area.

We, the Board of Trustees, would like to thank all of our volunteers and staff who have remained loyal and steadfast during the journey we have been on in 2020/2021. We are fortunate to have such a dedicated, hardworking and passionate Team who are committed to delivering our services for young people in the local area. We would also like to thank our generous donors and grant funders who continue to support YPI's objectives and ensure YPI continues to deliver much needed services in our community.

The year ahead will no doubt present further challenges, grant funding has been impacted as a result of the pandemic and a robust fundraising strategy is being implemented to ensure that we can continue to meet the increased demand for services. We are confident the changes we have made and continue to make will enable YPI to continue to provide counselling and mentoring services to the young people we serve.

We are delighted to be supporting YPI in driving and delivering its strategic objectives and we look forward to another strong year in 2021/22. We have the pleasure in presenting YPI's Annual Report and Financial Statement for the year ended March 2021.

Natalie Shoemark-Dyer, Chair of the Trustees

## CHIEF EXECUTIVE'S REPORT

As YPI's CEO, I am exceptionally proud to be part of an organisation that is dedicated to enhancing the emotional well-being of young people in our community. We have faced many challenges in 2020/21, notably due to the Covid-19 pandemic. We have and continue to remain resilient at an unprecedented globally challenging time. Throughout 2020/21 we have worked hard to provide the best possible service to as many clients as possible. We responded very quickly and effectively at the start of the pandemic to ensure that YPI continued to counsel and mentor as many young people as possible. During 2020/21 we increased both counselling and mentoring capacity and we expanded the mentoring service in local GP surgeries and continue to build relationships with local clusters. We have learnt from having to do things differently during the height of the pandemic and we now offer a hybrid service to clients whereby they can be counselled or mentored remotely or face to face, this is dependent on client need/want. The demands on YPI services are always very high, however, as we navigate our way through the pandemic, the demands are at an even higher level. I am pleased to say that we have been successful in gaining pandemic emergency funding this year, and this will help us meet the ever-growing demands on the service.

There are key areas that set us aside from other charities:

- **Dedication to young people:** we are the only non-statutory provider of youth counselling and mental health support in Basingstoke that has been specifically established for this purpose. For us, supporting young people isn't an 'add-on' or 'nice to have' service but is instead at the heart of who we are, with the full weight of our resources, skills and expertise dedicated to offering first-class service.
- **Championing community:** unlike larger charities who may set up satellite or sub-offices within the area to deliver specific services/contracts, YPI takes pride in being a local charity for local people. As a result of this, we hold an unparalleled position at the heart of local youth provision, adapting and developing to meet the needs of our community as they arise.

I would like to thank all staff for your commitment and support over the last year, all staff have gone above and beyond expectations and it has meant that YPI has been able to offer the best service possible under difficult, unpredictable circumstances.

2020/21 has been a very challenging year for everyone, however, I believe we rose to the challenge. I look forward to developing new ideas and plans in 2021/22 and putting our new 3 year strategy into practice.

Samantha Hussey, Chief Executive

## **VISION, MISSION AND VALUES**

YPI is committed to providing the best mental health support to young people and their families across Basingstoke & Deane. YPI achieves this through providing a first-class mental health service that includes responsive and tailored support through counselling, community awareness and education to improve the lives of young people and their families.

### **YPI's Vision:**

Striving to provide the best mental health support to young people and their families across Basingstoke & Deane.

### **YPI's Mission:**

To offer a first-class mental health service that includes responsive and tailored support through counselling, community awareness and education to improve the lives of young people and their families.

### **YPI's Values**

These are at the heart of everything we do as a charity, our six core values are as follows:

- **Empathy:** We listen to our clients and team members
- **Excellence:** We deliver a first-class service and we care about quality
- **Ethical:** We do the right thing and respect integrity
- **Bespoke:** We provide solutions that are flexible and proportionate
- **Community:** We engage with the community and create meaningful partnerships
- **Maximising Potential:** We nurture the growth of our clients, team members and the charity

Please note, there will be changes to the above in 2021-22, in line with the new three-year strategic plan which will be in place from April 2021-March 2024

## STRATEGIC REPORT

---

### OBJECTIVES, ACTIVITIES, ACHIEVEMENTS AND PERFORMANCE

YPI's constitutional aims are:

- To preserve and protect the health and welfare of young people by establishing, developing and maintaining a youth support, information, advice and counselling service for young people in the age range of 11 to 25 years of age, but not limited to, the area of the local government district of Basingstoke & Deane.
- To carry out such activities that promote the health and welfare of young people in the area of benefit, not covered above, as deemed necessary by the charity trustees.

These aims are underpinned by YPI's Vision, Mission and Values and are achieved through YPI's 3 strategic objectives:

1. **Whole Family approach** – in alignment with our focus on the well-being of Young People we will enhance our core offer to include support for the wider family surrounding a young person including parents and guardians. We will therefore focus our services on ensuring that the key people in a young person's life are able to access the support they need.
2. **Act on the Voice of Young People and their families to deliver greater impact** - We will continue to roll out a comprehensive suite of outcome measurement tools and processes across all of our services, this includes ensuring that the voice of young people and families are captured at every step and fully inform all that we do. We shall seek to develop systems for keeping service users, parents and referrers informed and up to date on our activities as part of a 'Friends of YPI' network for those who wish to join.
3. **Champion financial sustainability in all that we do** - As the charity sector continues to brace itself against the context of an ever-shrinking public purse amidst ever growing need, YPI faces the increasingly precarious situation of currently being wholly grant reliant. The direction of YPI's work is informed by our annual operational business plan incorporating YPI's strategic objectives as outlined above.

Throughout 2020/21 YPI continued to deliver the charity's core activities of providing free 1-2-1 counselling to young people aged 11 – 25 in Basingstoke and Deane. With the ever changing working climate due to the pandemic, we have moved into a hybrid approach and will now offer both remote and face to face counselling and mentoring.

Last year saw a high demand for our mentoring service offering and this is an area the charity wishes to continue to expand. In 2020/21 YPI continued with our YOU mentoring service which is funded by Lloyds Community Foundation. This service specifically provides mentoring for young parents and care leavers aged 17-25.

We also developed a presence in two GP clusters in Basingstoke and Deane, and have been providing mentoring within those clusters during this financial year. This service has been very successful and it means that we have more of a presence within our community.

In addition to the paid staff team, YPI's activities are supported by a team of dedicated volunteers who undertake a number of roles ranging from Trustees and Counsellors, Mentors to Administrators and Fundraisers. Half of our Counsellors are volunteers, providing over 1000 hours of voluntary counselling support to young people each year. Our team of passionate and dedicated volunteers represent over £50,000 in financial terms, with services significantly impacted were it not for their continued support and generosity.

YPI continues to improve our website and use social media to enhance the YPI profile and make it easier for young people to access information about our services.

**In the year ending March 2020/2021, the activities and performance delivered by YPI included:**

#### **Youth Counselling**

Objectives and Activities: YPI provides free counselling to 11–25-year-olds offering a confidential and safe space for young people to talk to a professional counsellor about their worries, concerns, and difficulties. The initial number of sessions is 6, which can then be extended up to a maximum 12, if agreed by the Head of Clinical Services.

| <b><i>Performance:</i></b>            |                          |
|---------------------------------------|--------------------------|
| Total sessions delivered:             | 1486                     |
| Total clients engaged                 | 721 ie signpost and seen |
| Clients who have received counselling | 254                      |

69% improvement for those who have been counselled.

#### **YOU Mentoring**

Objective and Activities: YPI provides up to twelve mentoring sessions for young parents and care leavers for 17-25 year olds. These groups were identified as groups that would greatly benefit from a mentoring program.

| <b><i>Performance:</i></b>                |                              |
|-------------------------------------------|------------------------------|
| Total sessions delivered:                 | 100                          |
| Total clients seen:                       | 52                           |
| Clients reporting measurable improvement: | All reported 70% improvement |

#### **YOU Counselling**

| <b><i>Performance:</i></b>                |                        |
|-------------------------------------------|------------------------|
| Total sessions delivered:                 | 38                     |
| Total clients seen:                       | 8                      |
| Clients reporting measurable improvement: | 71% marked improvement |

#### **Youth Mentoring**

Objectives and Activities: YPI provides up to twelve free sessions of mentoring for 10–19-year-olds. Mentoring offers a friendly ear from a professional friend, to strengthen their confidence, find their voice and realise their own self-worth.

| <b><i>Performance:</i></b>                |                             |
|-------------------------------------------|-----------------------------|
| Total sessions delivered:                 | 680                         |
| Total clients seen:                       | 53                          |
| Clients reporting measurable improvement: | 72% reported an improvement |

**External/Outreach Group Work**

Objectives and Activities; Community presence ie in GP surgeries.

| <b><i>Performance:</i></b>                |                             |
|-------------------------------------------|-----------------------------|
| Total sessions delivered:                 | 450                         |
| Total clients seen:                       | 450                         |
| Clients reporting measurable improvement: | 80% measured an improvement |

### **Summary Performance Statistics:**

**Total clients worked with across all services: 1,284**

**Total sessions delivered across all services: 2,754**

#### **HOW WE MEASURE PERFORMANCE**

---

To assess the impact and effectiveness of the charity's work, YPI use various outcome measurement tools at every stage of our service lifecycle, these measures include:

- **Clinical Outcomes in Routine Evaluation (CORE) tool:** all clients are asked to complete this internationally standardised clinical questionnaire comprising 10 questions at the beginning of every session/interaction with us. We monitor this score as counselling progresses to evidence any changes in well-being/distress and to monitor risk.
- **End of counselling feedback questionnaire:** given to all service users at the end of their interaction with our services, this questionnaire captures feedback ratings on all areas of the service.
- **Life Areas Impact Rating Tool:** this measure was rolled out across our counselling services for the first time in 2018. The measure comprises a pre-and-post intervention measure that seeks to capture client's feelings about key areas of their lives such as family relationships, school/work and self-esteem.

#### **Service user involvement**

To ensure that our services continually reflect the needs and feedback of the young people, parents and families we serve, we continue to enhance our service user involvement strategy. Our existing provision includes the use of an annual stakeholder survey, end of service feedback forms and suggestion boxes/slips to provide regular feedback placed within all delivery venues.

#### **Statement on Public Benefit**

The Trustees have considered the Charity Commission's guidance on public benefit and our main activities are described above. The activities by YPI are undertaken to further our charitable purposes for the public benefit in accordance with our aim to promote the health and welfare of young people aged 11 to 25 years of age, in the area of but not limited to, Basingstoke & Deane.

#### **Charity Governance Code**

The Board and Senior Management adhere to the Charity Governance Code and are planning to conduct an audit of the code in relation to YPI's current practices to ensure full compliance.

## **PLANS FOR FUTURE PERIODS**

---

### **Plans and objectives for 2021/22**

During the forthcoming year we will continue to develop initiatives to deliver our strategic objectives which will have been altered slightly in line with a new three year strategic plan, which spans April 2021- 2024.

We plan to develop our community presence through GP surgeries and having more of a counsellor/mentor presence in local secondary schools. We will offer a hybrid approach of counselling/mentoring to young people where they can decide whether they receive remote or face to face counselling/mentoring.

To ensure **sustainability** we will:

- **Emergency Grants** – We will continue to apply for remaining emergency grants to employ more counsellors and mentors, provide training and the general requirements for our immediate and medium sustainability at this time.
- **Longer-term grant applications** – We will look at a longer term, larger strategic grants to fund our core services. We will also be able to partake in more community fundraising as we come out of the strict restrictions associated with the pandemic. Corporate fundraising will also become part of our fundraising plan.
- **Funding streams** – We are seeking further funding streams within the community, such as GP surgeries and secondary schools.

### **The Challenges Ahead**

- The Covid-19 Pandemic has and will continue to have a huge impact on young people's lives for the next few years. We have seen a marked increase in certain areas of concern in both our counselling and mentoring services. Many young people are displaying higher levels of risk and need.
- To ensure that existing youth projects and services remain financially viable and supported through appropriate grant and donation streams, with a view to examining our 'Return on Investment' approach to resourcing when launching short term projects.
- Ensuring the right balance of volunteer and trainee counsellors versus employed and experienced counsellors to meet higher levels of demand to support high-risk young people with often complex mental health needs.

## **STRUCTURE, GOVERNANCE, AND MANAGEMENT**

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### **Structure**

YPI is a registered charity (a Charitable Incorporated Organisation) in England and governed by a constitution. YPI's objects are to achieve public benefit as set out in our constitution, and delivered through our strategic objectives and operating plan, as previously detailed.

### **Governance and Management**

#### Non-Executive Directors / Trustees

YPI's governance is overseen by a board of six voluntary and independent Trustees (Non-executive Directors), each of whom are appointed by the charity's board. Each Director assumes a specific portfolio upon appointment to ensure that all areas of YPI's governance receives due care and attention and is aligned with the specialist expertise of the Director appointed. Through 2020/2021 the Directors were:

Natalie Shoemark- Chair Person  
Kelly Lincoln  
Daniel Holloway  
Edward Butler  
Edward Pironti  
Patrick Holt  
Paul Crawte  
Vicky Morley

#### Chief Executive Officer

Responsibility for the strategic and operational management of the charity is delegated by the Board of Directors to YPI's Chief Executive Officer (CEO). The role of the CEO is to provide overall leadership and direction to the organisation and its staff, including managing stakeholder relations, monitoring performance and developing the service as a whole in conjunction with the senior management team.

#### Clinical Services Manager

Responsibility for the clinical management of YPI's core counselling team. The role is to ensure that all young people, parents and families accessing YPI's services receive a first-class service from a team of highly skilled and well supported clinical staff.

#### Volunteers

The CEO or Clinical Services Manager, as applicable, are responsible for managing the appointment of Volunteers and ensuring all Volunteers receive a comprehensive induction along with ongoing supervision, training and support.

### **Induction and Training of Trustees, Staff and Volunteers**

YPI recruits new Directors through local and national adverts and interviews potential new Directors with reference to a job description and person specification. During the year Directors have the opportunity to attend relevant insight and development and governance workshops. All of our volunteers, including Directors, receive a comprehensive induction along with ongoing, training opportunities and all Counsellors receive supervision support.

## Organisational Structure and Decision Making

The Directors consider governance issues at their regular Board meetings. The Board meet every month throughout the year with the CEO to ensure all governance issues are regularly addressed. The Directors delegate responsibility to the CEO for ensuring that service provision is carried out within the overall charity's strategy; for overseeing the charity's progress in meeting its objectives; and ensuring that the charity meets its legal and financial obligations. A detailed Operational Plan is used by the CEO and senior staff to report to the Directors on progress against identified actions.

## Key Management Remuneration

The trustees, the CEO and the Clinical Services Manager comprise the key management personnel of the charity in charge of directing and controlling the charity and running and operating the charity on a day to day basis. All trustees give of their time freely and no trustee remuneration was paid in the year.

Senior managers' pay is aligned to local government pay scales with pay increases mirroring nationally agreed increases to the scales. Service manager posts are allocated to one of two starting points on the scale based on criteria including the number of full-time equivalent staff in the service; level of autonomy; service budget and number of young people in the service.

## RISK MANAGEMENT

---

YPI has in place adequate governance arrangements that enable the identification, escalation, monitoring and reporting of risks. The YPI Board is ultimately responsible for reviewing, challenging and approving the charity's overall strategy and the direction of the business.

We currently adopt five risk types which form the basis of YPI's risk register and Board reporting:

- **Strategic:** refers to the risk that YPI suffers a substantial, negative impact in its funding or capital as a direct result of poor management of its business objectives, strategic aims and core services
- **Financial:** refers to the risk that YPI is unable to self-fund, primarily due to a lack of financial donors whether new or existing and unforeseen operational losses, leading to a disruption to the charity's cash flows and balance sheet
- **Operational:** refers to the risk of operational losses due to inadequate or weak processes and systems, including the charity's IT infrastructure. The risk also includes direct and indirect losses due to poor or ineffective oversight of internal controls and external influence
- **People:** refers to the risk that YPI's key services are not delivered adequately due to a lack of people capability, skills and availability
- **Reputational:** refers to the risk of YPI suffering a material loss or reputational damage, most likely in the form of simultaneous withdrawals of funding, caused by a negative perception of its image and working practices

A risk register is reviewed and updated regularly and discussed at Board meetings. These are risks to the charity with the potential to damage its reputation and existing stakeholder relationships, preventing the business from running successfully thus ultimately impacting on YPI's ability to undertake its compliance monitoring activities effectively.

## **REVIEW OF FINANCIAL STATEMENTS**

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### **Financial Summary**

A summary of YPI's income and expenditure for the year are presented on page 15. The income for 2020/21 was £232,234, and the expenditure £161,369. There is a surplus of £70,865.

### **Notes on Reserves Policy**

The general reserve level held at 31<sup>st</sup> March 2021 stands at £108,167, which equates to 8 months' expenditure.

### **Going Concern**

The Trustees remain satisfied that it is appropriate for the financial statements to be prepared on a going concern basis and there are no material uncertainties that may cast doubt on this assumption for at least 12 months from the approval of the accounts.

Approved by the Trustees on: 13 December 2021  
And signed on their behalf by:

**Natalie Shoemark-Dyer**

## **REFERENCE AND ADMINISTRATIVE DETAILS**

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### **YPI Counselling**

(A Charitable Incorporated Organisation). Also known as YPI.

### **Registered Office and Principal Address**

The Orchard  
White Hart Lane  
Basingstoke  
Hampshire RG21 4AF

**Charity Number:** 1163288

Telephone: 01256 423878

Website: [www.ypicounselling.co.uk](http://www.ypicounselling.co.uk)

### **Trustee Board**

|                          |                                                      |
|--------------------------|------------------------------------------------------|
| Natalie Shoemark – Chair | appointed 20 January 2021                            |
| Kelly Lincoln            | (chair until 16 December 2020, subsequently trustee) |
| Simone Freire            | resigned 1 January 2020                              |
| Daniel Holloway          |                                                      |
| Patrick Holt             |                                                      |
| Edward Butler            |                                                      |
| Edward Pironti           | appointed 17 March 2021                              |
| Paul Crawte              | appointed 22 November 2019                           |
| Vicky Morley             | appointed 20 January 2021                            |

### **Chief Executive**

Samantha Hussey

### **Clinical Services Manager**

Rosa Wynn

### **Independent Examiners**

Knight Goodhead Limited – 7 Bournemouth Road, Chandler’s Ford, Eastleigh, Hampshire SO53 3DA

### **Bankers**

The Co-Operative Bank PLC – Business Banking, PO Box 250, Skelmersdale WN8 6WT

## **INDEPENDENT EXAMINER'S REPORT TO THE TRUSTEES OF YPI COUNSELLING**

I report to the trustees on my examination of the accounts of YPI Counselling for the year ended 31 March 2021 set out on pages 17 to 27.

### **RESPONSIBILITIES AND BASIS OF REPORT**

As the trustees of the charity 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 Trustee's accounts carried out under section 145 of the 2011 Act and in carrying out my examination I have followed all the applicable Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act.

### **INDEPENDENT EXAMINER'S STATEMENT**

I have completed my examination. I confirm that no material matters have come to my attention in connection with the examination giving me cause to believe that in any material respect:

- 1) accounting records were not kept in respect of the charity as required by section 130 of the Act; or
- 2) the accounts do not accord with those records; or
- 3) the accounts do not comply with the applicable requirements concerning the form and content of accounts set out in the Charities (Accounts and Reports) Regulations 2008 other than any requirement that the accounts give a 'true and fair view' which is not a matter considered as part of an independent examination.

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

**CJ GOODHEAD FCA**  
Knight Goodhead Limited  
Chartered Accountants

8 December 2021  
7 Bournemouth Road  
Chandler's Ford, Eastleigh  
Hampshire SO53 3DA

## YPI COUNSELLING

### STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2021

|                                                                 | Notes  | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2021<br>£ | Total<br>funds<br>2020<br>£ |
|-----------------------------------------------------------------|--------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| <b>INCOME</b>                                                   |        |                            |                          |                             |                             |
| Donations and legacies                                          | 4      | 21,684                     | -                        | 21,684                      | 16,553                      |
| Charitable activities                                           | 5      | 150,008                    | 60,542                   | 210,550                     | 305,234                     |
|                                                                 |        |                            |                          |                             | -                           |
| <b>TOTAL INCOME</b>                                             |        | <b>171,692</b>             | <b>60,542</b>            | <b>232,234</b>              | <b>321,787</b>              |
| <b>EXPENDITURE</b>                                              |        |                            |                          |                             |                             |
| Charitable activities                                           | 6      | 126,279                    | 35,090                   | 161,369                     | 324,769                     |
| <b>TOTAL EXPENDITURE</b>                                        |        | <b>126,279</b>             | <b>35,090</b>            | <b>161,369</b>              | <b>324,769</b>              |
| <b>NET INCOME / (EXPENDITURE) FOR THE YEAR BEFORE TRANSFERS</b> |        | <b>45,413</b>              | <b>25,452</b>            | <b>70,865</b>               | <b>(2,982)</b>              |
| TRANSFERS                                                       | 10, 11 | -                          | -                        | -                           | -                           |
| <b>NET INCOME / (EXPENDITURE) FOR THE YEAR</b>                  |        | <b>45,413</b>              | <b>25,452</b>            | <b>70,865</b>               | <b>(2,982)</b>              |
| TOTAL FUND BALANCES BROUGHT FORWARD                             |        | 62,754                     | 4,944                    | 67,698                      | 70,680                      |
| <b>TOTAL FUND BALANCES CARRIED FORWARD</b>                      |        | <b>108,167</b>             | <b>30,396</b>            | <b>138,563</b>              | <b>67,698</b>               |

## YPI COUNSELLING

### BALANCE SHEET AT 31 MARCH 2021

|                                                                 | Notes | £               | 2021<br>£      | £               | 2020<br>£     |
|-----------------------------------------------------------------|-------|-----------------|----------------|-----------------|---------------|
| <b>FIXED ASSETS</b>                                             |       |                 |                |                 |               |
| Tangible assets                                                 | 7     |                 | 612            |                 | 1,201         |
| <b>CURRENT ASSETS</b>                                           |       |                 |                |                 |               |
| Debtors                                                         | 8     | 9,027           |                | 16,671          |               |
| Cash at bank and in hand                                        |       | <u>171,035</u>  |                | <u>86,204</u>   |               |
|                                                                 |       | 180,062         |                | 102,875         |               |
| <b>CREDITORS: amounts falling due within less than one year</b> | 9     | <u>(42,111)</u> |                | <u>(36,378)</u> |               |
| <b>NET CURRENT ASSETS</b>                                       |       |                 | 137,951        |                 | 66,497        |
| <b>NET ASSETS</b>                                               |       |                 | <u>138,563</u> |                 | <u>67,698</u> |
| <b>FUNDS</b>                                                    |       |                 |                |                 |               |
| General funds                                                   | 10    | 108,167         |                | 62,754          |               |
| Restricted funds                                                | 11    | 30,396          |                | 4,944           |               |
| <b>TOTAL FUNDS</b>                                              | 12    |                 | <u>138,563</u> |                 | <u>67,698</u> |

Approved by the Trustees on 13 December 2021  
and signed on their behalf by

**Natalie Shoemark-Dyer**

Trustee

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2021

#### 1 ACCOUNTING POLICIES

##### (a) Accounting convention

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

The charity meets the definition of the public benefit entity under FRS 102. Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy note.

##### (b) Fund accounting

- Unrestricted funds are available for use at the discretion of the trustees in furtherance of the general objectives of the charity.
- Designated funds are unrestricted funds earmarked by the trustees for specific purposes.
- Restricted funds are subjected to restrictions on their expenditure imposed by the donor.

##### (c) Income

All income is included in the Statement of Financial Activities when the charity is entitled to the income and the amount can be quantified with reasonable accuracy. The following specific policies are applied to particular categories of income:

Donations and legacies are received by way of donations, legacies, gifts and grants and are included in full in the Statement of Financial Activities when receivable.

Investment income is included when receivable.

Income is deferred when, at the end of an accounting period, they have been received but the charity has yet to become unconditionally entitled to them.

##### (d) Expenditure

Expenditure is recognised on an accrual basis as a liability is incurred.

Costs are apportioned in line with the income received from that source during the period.

Charitable activities expenditure comprises of those costs incurred by the charity in the delivery of its activities and services. It includes both costs that can be allocated directly to such activities and those costs of an indirect nature necessary to support them.

All costs are allocated between the expenditure categories of the Statement of Financial Activities on a basis designed to reflect the use of the resource. Costs relating to a particular activity are allocated directly.

## **YPI COUNSELLING**

### **NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2021 (continued)**

#### **1 ACCOUNTING POLICIES (continued)**

##### **(e) Fixed assets**

Fixed assets are capitalised for ongoing use within the charity, where the individual cost of the asset exceeds £100.

Depreciation is provided on fixed assets to spread the cost over the estimated useful lives of the relevant assets at the following rates:

|                  |                         |
|------------------|-------------------------|
| Office equipment | 20% - 33% Straight line |
|------------------|-------------------------|

##### **(g) Pensions costs**

Contributions in respect of the company's defined contribution scheme are charged to the Statement of Financial Activities for the year in which they are payable to the scheme. Differences between contributions payable and contributions actually paid in the year are shown as either accruals or prepayments at the year

##### **(h) Group accounts**

The charity is a parent company subject to the Charities Act 2011 and the Charities SORP (FRS 102). The charity and its subsidiary comprise a small group with consolidated income below £500,000 and is therefore not required to, and has not chosen to, prepare group accounts.

#### **2 LEGAL STATUS**

The charity is a Charitable Incorporated Organisation (CIO) and was registered on 25 August 2015 with the Charity Commission in England and Wales.

The registered office of the charity is YPI Counselling, The Orchard, White Hart Lane, Basingstoke, Hampshire, RG21 4AF.

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2021 (continued)

| 3 STAFF COSTS         | 2021<br>£      | 2020<br>£      |
|-----------------------|----------------|----------------|
| Wages and salaries    | 128,061        | 246,227        |
| Social security costs | 820            | 10,953         |
| Pension costs         | 1,210          | 3,554          |
|                       | <u>130,091</u> | <u>260,734</u> |

The average number of staff employed during the year was 15 (2020: 20). No employee received emoluments of £60,000 or more during this or the prior year.

No remuneration was paid to trustees during this or the prior year. During the year the charity paid remuneration, including pension contributions, totalling £27,128 (2020: £23,030) to key management personnel.

At the balance sheet date there were outstanding pension contributions payable of £226 (2020: £543). Total pension contributions of £1,210 (2020: £3,554) were paid by the charity and are included in the SOFA.

| 4 INCOME FROM DONATIONS AND LEGACIES | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2021<br>£ | Total<br>funds<br>2020<br>£ |
|--------------------------------------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| Donations                            | 4,612                      | -                        | 4,612                       | 4,153                       |
| Gift Aid                             | 1,439                      | -                        | 1,439                       | 241                         |
| Fundraising                          | 15,633                     | -                        | 15,633                      | 12,159                      |
|                                      | <u>21,684</u>              | <u>-</u>                 | <u>21,684</u>               | <u>16,553</u>               |

| 5 INCOME FROM CHARITABLE ACTIVITIES | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2021<br>£ | Total<br>funds<br>2020<br>£ |
|-------------------------------------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| Grants including capital grants:    |                            |                          |                             |                             |
| - Government grants                 | 72,030                     | 27,896                   | 99,926                      | 293,013                     |
| - Grants from other charities       | 66,299                     | 32,646                   | 98,945                      | 5,335                       |
| Family counselling                  | -                          | -                        | -                           | 510                         |
| Schools counselling                 | -                          | -                        | -                           | 5,800                       |
| GP Mentoring                        | 5,809                      | -                        | 5,809                       | 576                         |
| Mindspace                           | 5,870                      | -                        | 5,870                       | -                           |
|                                     | <u>150,008</u>             | <u>60,542</u>            | <u>210,550</u>              | <u>305,234</u>              |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2021 (continued)

#### 6 EXPENDITURE

|                                  | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2021<br>£ | Total<br>funds<br>2020<br>£ |
|----------------------------------|----------------------------|--------------------------|-----------------------------|-----------------------------|
| <b>DIRECT EXPENDITURE</b>        |                            |                          |                             |                             |
| Counsellors and management       | 99,071                     | 31,020                   | 130,091                     | 260,734                     |
| Payroll charges                  | 783                        | 204                      | 987                         | 1,228                       |
| Supervision costs                | 1,210                      | 120                      | 1,330                       | 7,541                       |
|                                  | <b>101,064</b>             | <b>31,344</b>            | <b>132,408</b>              | <b>269,503</b>              |
| <b>SUPPORT COSTS</b>             |                            |                          |                             |                             |
| Rental and improvements          | 9,825                      | 2,940                    | 12,765                      | 19,437                      |
| Office fees                      | 435                        | -                        | 435                         | 329                         |
| Printing, postage and stationery | 185                        | 99                       | 284                         | 992                         |
| Computer expenses                | 7,582                      | 266                      | 7,848                       | 8,799                       |
| Telephone charges                | 1,084                      | 84                       | 1,168                       | 1,608                       |
| Recruitment fees                 | 195                        | 50                       | 245                         | 980                         |
| Insurance                        | 1,847                      | -                        | 1,847                       | 1,915                       |
| Training                         | 250                        | -                        | 250                         | 1,390                       |
| Professional fees                | 391                        | -                        | 391                         | 1,322                       |
| Advertising                      | -                          | -                        | -                           | 248                         |
| Independent examination          | 1,500                      | -                        | 1,500                       | 1,620                       |
| Depreciation                     | 589                        | -                        | 589                         | 714                         |
| Fundraising costs                | 146                        | -                        | 146                         | 646                         |
| Online payment fees              | -                          | -                        | -                           | 17                          |
| HR services contract fee         | 1,076                      | 287                      | 1,363                       | 1,363                       |
| Meeting room hire                | 110                        | -                        | 110                         | 3,496                       |
| Travel and accommodation         | -                          | 20                       | 20                          | 10,390                      |
|                                  | <b>25,215</b>              | <b>3,746</b>             | <b>28,961</b>               | <b>55,266</b>               |
| <b>TOTAL EXPENDITURE</b>         | <b>126,279</b>             | <b>35,090</b>            | <b>161,369</b>              | <b>324,769</b>              |

Included within accountancy and examinations fees above are amounts due to the independent examiners in relation to independent examination of £1,500 (2020: £1,620).

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2021 (continued)

#### 7 TANGIBLE ASSETS

|                              | Furniture &<br>Equipment<br>£ |
|------------------------------|-------------------------------|
| <b>COST</b>                  |                               |
| At beginning and end of year | <u>2,712</u>                  |
| <b>DEPRECIATION</b>          |                               |
| At beginning of year         | 1,511                         |
| Charge for the year          | <u>589</u>                    |
| At end of year               | <u>2,100</u>                  |
| <b>NET BOOK VALUE</b>        |                               |
| At beginning of year         | <u>1,201</u>                  |
| At end of year               | <u>612</u>                    |

#### 8 DEBTORS

|                                | 2021<br>£    | 2020<br>£     |
|--------------------------------|--------------|---------------|
| Trade debtors                  | 8,317        | 7,772         |
| Prepayments and accrued income | 710          | 8,612         |
| Other debtors                  | -            | 287           |
|                                | <u>9,027</u> | <u>16,671</u> |

#### 9 CREDITORS: amounts falling due within one year

|                              | 2021<br>£     | 2020<br>£     |
|------------------------------|---------------|---------------|
| Trade creditors              | 6,240         | 1,331         |
| Accruals and deferred income | 34,292        | 34,504        |
| Other creditors              | 1,579         | 543           |
|                              | <u>42,111</u> | <u>36,378</u> |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2021 (continued)

#### 10 UNRESTRICTED FUNDS

|                                              | Funds<br>brought<br>forward<br>£ | Income<br>£ | Expenditure<br>£ | Transfers<br>£ | Funds<br>carried<br>forward<br>£ |
|----------------------------------------------|----------------------------------|-------------|------------------|----------------|----------------------------------|
| General funds                                | 41,482                           | 171,692     | (105,007)        | -              | 108,167                          |
| Designated funds - Frankie Worker            | 2,172                            | -           | (2,172)          | -              | -                                |
| Designated funds - additional<br>counsellors | 19,100                           | -           | (19,100)         | -              | -                                |
|                                              | 62,754                           | 171,692     | (126,279)        | -              | 108,167                          |

**Frankie Worker Contract fund:** This grant forms part of a 3 year contract for the provision of a team of specialist sexual trauma children and young people's counsellors to work across Hampshire in conjunction with Hampshire Children's Services. This fund has been redesignated from restricted funds to better reflect the nature of the contract.

**Additional Counsellors:** This fund relates to an additional sum of money to enable YPI employ up to 4 more counsellors in 2020-21, in order to increase capacity and reduce waiting lists.

#### 11 RESTRICTED FUNDS

|                               | Funds<br>brought<br>forward<br>£ | Income<br>£ | Expenditure<br>£ | Transfers<br>£ | Funds<br>carried<br>forward<br>£ |
|-------------------------------|----------------------------------|-------------|------------------|----------------|----------------------------------|
| HCC Children's Services Grant | 3,896                            | -           | (3,896)          | -              | -                                |
| Mentoring Project             | 1,048                            | 30,146      | (31,194)         | -              | -                                |
| Supporting Troubled Families  | -                                | 27,896      | -                | -              | 27,896                           |
| Screwfix Foundation           | -                                | 2,500       | -                | -              | 2,500                            |
|                               | 4,944                            | 60,542      | (35,090)         | -              | 30,396                           |

**HCC Children's Services Grant:** This grant provides a contribution to the costs of the salary and on costs of a Specialist Sexual Abuse Counsellor role.

**Mentoring Project:** This grant provides a contribution to the costs of one years' salary and on costs of mentoring sessions to young people over a 12 month period.

**Supporting Troubled Families:** This grant provides a contribution to the costs of providing counselling sessions to young people and parents under the 'Supporting Troubled Families' programme in Hampshire.

**Screwfix Foundation:** This grant is towards office refurbishment.

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2021 (continued)

#### 12 ANALYSIS OF NET ASSETS BETWEEN FUNDS

| <i>For the year ended 31 March 2021</i> | <b>Unrestricted<br/>funds<br/>£</b> | <b>Restricted<br/>funds<br/>£</b> | <b>Total<br/>funds<br/>£</b> |
|-----------------------------------------|-------------------------------------|-----------------------------------|------------------------------|
| Tangible fixed assets                   | 612                                 | -                                 | 612                          |
| Debtors                                 | 9,027                               | -                                 | 9,027                        |
| Bank and cash                           | 140,639                             | 30,396                            | 171,035                      |
| Creditors                               | (42,111)                            | -                                 | (42,111)                     |
|                                         | <u>108,167</u>                      | <u>30,396</u>                     | <u>138,563</u>               |

| <i>For the year ended 31 March 2020</i> | <b>Unrestricted<br/>funds<br/>£</b> | <b>Restricted<br/>funds<br/>£</b> | <b>Total<br/>funds<br/>£</b> |
|-----------------------------------------|-------------------------------------|-----------------------------------|------------------------------|
| Tangible fixed assets                   | 1,201                               | -                                 | 1,201                        |
| Debtors                                 | 16,671                              | -                                 | 16,671                       |
| Bank and cash                           | 81,260                              | 4,944                             | 86,204                       |
| Creditors                               | (36,378)                            | -                                 | (36,378)                     |
|                                         | <u>62,754</u>                       | <u>4,944</u>                      | <u>67,698</u>                |

#### 13 RELATED PARTY TRANSACTIONS

During the year YPI received £5,870 income from Mindspace Foundation CIC (see note 14). No costs were paid on behalf of Mindspace in the current year. During the previous year the charity paid costs totalling £3,157 on behalf of Mindspace and was reimbursed £3,007 of those costs. At the previous year end Mindspace Foundation CIC owed £150, which has now been repaid.

#### 14 TRADING SUBSIDIARY

On 18 February 2019 a trading company, Mindspace Foundation CIC, was established to further develop and grow the education and training services and paid-for counselling services originally established by YPI. YPI Counselling was a member and corporate director in Mindspace Foundation CIC until 17th March 2021, and YPI's chair of trustees was also a director of Mindspace until the same date.

Mindspace Foundation CIC is a Community Interest Company (CIC) and is registered with Companies House, company number 11831963. The CIC is limited by guarantee, not having a share capital and consequently the liability of members is limited, subject to an undertaking by each member, to contribute to the net assets or liabilities of the company on winding up such amounts as may be required not exceeding £1.

The registered office of the CIC is The Orchard, White Hart Lane, Basingstoke, Hampshire, RG21 4AF.

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2021 (continued)

#### 15 COMPARATIVE STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2020

|                                                                   | Unrestricted<br>funds<br>£ | Restricted<br>funds<br>£ | Total<br>funds<br>2020<br>£ |
|-------------------------------------------------------------------|----------------------------|--------------------------|-----------------------------|
| <b>INCOME</b>                                                     |                            |                          |                             |
| Donations and legacies                                            | 16,553                     | -                        | 16,553                      |
| Charitable activities                                             | 247,745                    | 57,489                   | 305,234                     |
| <b>TOTAL INCOME</b>                                               | <b>264,298</b>             | <b>57,489</b>            | <b>321,787</b>              |
| <b>EXPENDITURE</b>                                                |                            |                          |                             |
| Charitable activities                                             | 271,709                    | 53,060                   | 324,769                     |
| <b>TOTAL EXPENDITURE</b>                                          | <b>271,709</b>             | <b>53,060</b>            | <b>324,769</b>              |
| <b>NET (EXPENDITURE)/INCOME FOR THE YEAR<br/>BEFORE TRANSFERS</b> | <b>(7,411)</b>             | <b>4,429</b>             | <b>(2,982)</b>              |
| <b>TRANSFERS</b>                                                  | <b>(515)</b>               | <b>515</b>               | <b>-</b>                    |
| <b>NET (EXPENDITURE)/INCOME FOR THE YEAR</b>                      | <b>(7,926)</b>             | <b>4,944</b>             | <b>(2,982)</b>              |
| <b>TOTAL FUND BALANCES BROUGHT FORWARD</b>                        | <b>70,680</b>              | <b>-</b>                 | <b>70,680</b>               |
| <b>TOTAL FUND BALANCES CARRIED FORWARD</b>                        | <b>62,754</b>              | <b>4,944</b>             | <b>67,698</b>               |

## YPI COUNSELLING

### NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2021 (continued)

#### 16 COMPARATIVE UNRESTRICTED FUNDS MOVEMENTS FOR THE YEAR ENDED 31 MARCH 2020

|                                              | Funds<br>brought<br>forward<br>£ | Income<br>£    | Expenditure<br>£ | Transfers<br>£ | Funds<br>carried<br>forward<br>£ |
|----------------------------------------------|----------------------------------|----------------|------------------|----------------|----------------------------------|
| General funds                                | 23,056                           | 245,198        | (226,257)        | (515)          | 41,482                           |
| Designated funds - Frankie Worker            | 47,624                           | -              | (45,452)         | -              | 2,172                            |
| Designated funds - additional<br>counsellors | -                                | 19,100         | -                | -              | 19,100                           |
|                                              | <b>70,680</b>                    | <b>264,298</b> | <b>(271,709)</b> | <b>(515)</b>   | <b>62,754</b>                    |

#### 17 RESTRICTED FUNDS FOR THE YEAR ENDED 31 MARCH 2020

|                                              | Funds<br>brought<br>forward<br>£ | Income<br>£   | Expenditure<br>£ | Transfers<br>£ | Funds<br>carried<br>forward<br>£ |
|----------------------------------------------|----------------------------------|---------------|------------------|----------------|----------------------------------|
| HCC Children's Services Grant                | -                                | 18,075        | (14,179)         | -              | 3,896                            |
| Mentoring Project                            | -                                | 30,866        | (29,818)         | -              | 1,048                            |
| Supporting Troubled Families -<br>BDBC Grant | -                                | 6,020         | (6,535)          | 515            | -                                |
| Peter Baker Foundation Grant                 | -                                | 2,528         | (2,528)          | -              | -                                |
|                                              | <b>-</b>                         | <b>57,489</b> | <b>(53,060)</b>  | <b>515</b>     | <b>4,944</b>                     |

Our mission is to offer a first-class mental health service that includes responsive and tailored support through counselling, community awareness and education to improve the lives of young people and their families.



**The Orchard, White Hart Lane  
Basingstoke  
Hampshire RG21 4AF**

If you would like to find out more about the work of YPi or how you can support us, please contact:

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