

SAL'S NEWS

ISSUE 9 2022-2023



Shoes are relatively difficult to recycle because of all the different components they're made up of. As children tend to outgrow their shoes before they outwear them, we find new feet for their preloved shoes.

IN 10 YEARS WE HAVE DISTRIBUTED:

5,203,237

pairs of shoes in 60 countries, including here in the U.K.

THIS YEAR:

1,132,000

pairs were distributed overseas.

152,385

pairs were distributed in the U.K.

30,206

pairs of new school shoes, PE trainers and wellies were distributed within the U.K. through our **School Shoes Fund**.



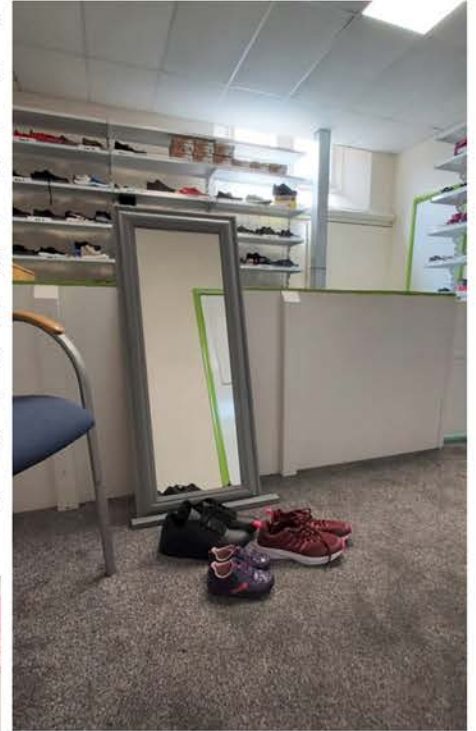
TOTAL: 1,314,591

PAIRS THIS YEAR



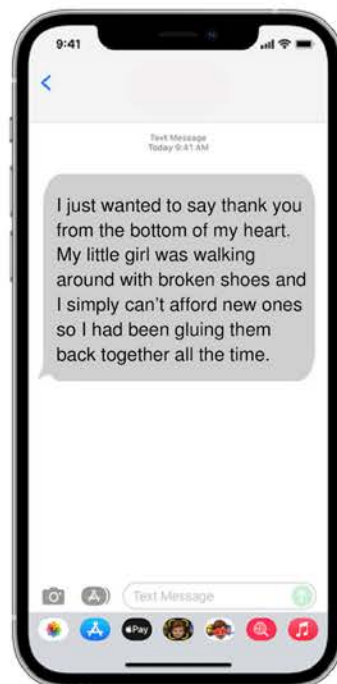


Dignity is one of the most important things to maintain the human spirit. One of the most brutal impacts of poverty can be the loss of dignity and the loss of personal choice. Children are experts on their own feelings and often have a strong sense of what style of clothing suits their personality. We currently operate eleven Sal's Shoes Shops across England. Six of these are operated in collaboration with The Guinness Partnership. Situated in community hubs, the families who are most in need are referred to our welcoming shops, where they can enjoy the experience of shopping and exercise choice without having to pay for the footwear that they need.





Thanks to your continued support of our School Shoes Fund, we have been able to fulfil the requests we've received for new school shoes, PE trainers and wellies. With your help we have sent out over 30,000 pairs in the last year, more than double the number sent out in 2022. Alongside monetary donations, supporters can also purchase shoes from our Amazon wishlist. We're incredibly grateful for the donations of school shoes we've received from retailers this year.



In 2016 we piloted our Toe to Toe initiative. 300 pairs of school shoes were donated by the pupils at The Hayes Primary School in Kenley, Surrey, at the end of the summer term. Those shoes made their way to the feet of pupils at 3 rural schools in Ghana, West Africa. By 2017, over 650 U.K. schools had signed up to participate and over 175,000 pairs of school shoes were donated at the end of the academic year. Toe to Toe has continued to grow and we're delighted so many school across the country now collect their students' outgrown shoes throughout the school year.



COMPANY DONATIONS




ZIG + STAR



TROTTERS
CHILDRENSWEAR & ACCESSORIES



Whilst we predominantly find new feet for preloved shoes, we are increasingly receiving donations from retailers and manufacturers: end of season stock, excess inventory, samples, shoes that may have a slight cosmetic flaw but remain practical. We're so grateful to be given the opportunity to gift new footwear.

Clarks

PROJECT
ESPWA

TURKEY



GEM

GLOBAL
EMPOWERMENT
MISSION



Thanks to the logistical support of Project ESPWA and the hard working Global Empowerment Mission team in Turkey, a donation of over 20,000 pairs of shoes from Clarks was distributed amongst children that were displaced by earthquakes this year.



UKRAINE

BOGS

PROJECT
ESPWA



Thanks once again to the logistical support of Project ESPWA, a donation of thousands of pairs of Bogs Footwear was sent to Ukraine. We had planned to store the winter footwear until the colder months, but after the collapse of the Nova Kakhova dam, we were able to meet the urgent need, distributing boots amongst those living in the flooded villages.





In order to support people in the UK struggling with the cost of living crisis and soaring energy prices, ethical and organic clothing company Frugi used its Black Friday sale to donate an item of children's clothing for every item purchased. We were given over 11,000 items to distribute via some of the baby banks we work with.



When Caterham School had old style branded sports kit piling up in their Nearly New Uniform shops and no sustainable route to recycle it, we were delighted that they reached out to us to find a way to rehome it.



AKWAABA
— VOLUNTEERS —



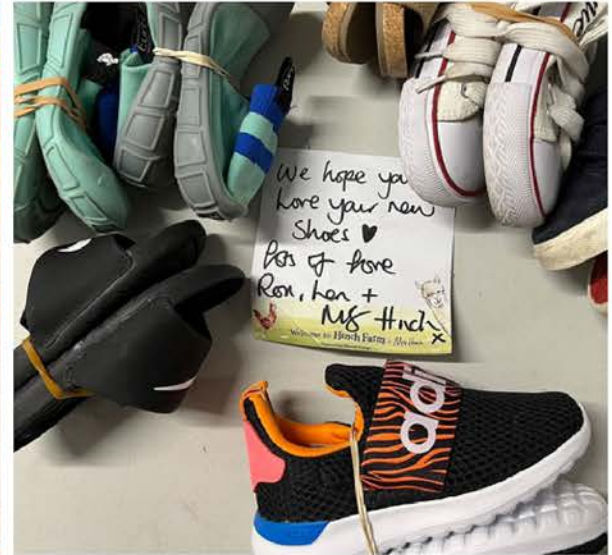
In June, Fabulous Magazine launched the Baby Bank On Us campaign, in partnership with Save The Children, Little Village and more than 200 baby banks nationwide. Its aim was to increase local support for baby banks; calling on the public to donate pre-loved children's items to their nearest baby bank, or sign up to volunteer. It is hoped that the appeal will also raise money to support the work of baby banks. The campaign has received the backing of The Princess of Wales, and a number of famous faces.

Our founder CJ met Leona Lewis at the Hackney Family Centre, our joint venture with Boiler House Spaces, Little Village and The Guinness Partnership.



SOCIAL MEDIA

The power of social media, when harnessed for good can be astounding. We simply couldn't do what we do, or have the impact we have without all of your support. Every post you share and every story you tell about us, is helping to spread the word about our work – we wouldn't have the reach we do, and receive the donations we do, without you. Thank you! Earlier this year, influencer Mrs Hinch had a sort out of her son's shoes, sending them on to us and sharing her story with her 4.7 million followers. The 'Hinch Effect' took hold, our followers grew and our social media platforms were busier than ever. Shoes started flooding into HQ. A few months later we found new feet for their shoes in Ghana thanks to Ankoma Outreach and were able to share this with Mrs Hinch and her followers.



MEDIA

Some of our media coverage throughout the year:



Life and style
52 acts of kindness: how to spread joy in every week of 2023
46. Use your car for good
Assuage your climate guilt by [delivering meals on wheels](#), driving people to hospital appointments, picking up shoes for [Sal's Shoes](#) (which sends shoes to children who need them), or dropping off donations for the hygiene charity [Beauty Banks](#). Or just text your neighbours when you are going to the dump in case they need to get rid of anything you could drop off.

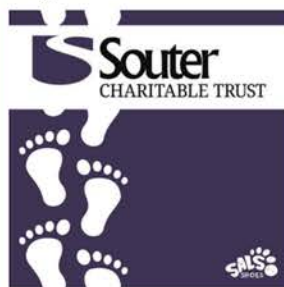
FUNDRAISING



We are always very grateful for the incredible people who fundraise to help support the work we do. Amongst our fundraisers this year we had the amazing Claudia, a member of the Sal's Shoes team, who ran the London Marathon and raised over £4,300. Then there was Ben, who decided to walk to work . . . a staggering 33.6 miles from home. It took Ben 12 hours and he raised almost £4,000 for our School Shoes Fund. We were grateful to an energetic reception class from The Lea School who ran over 450 laps of their school field, raising almost £250.

FUNDING

As a fairly small charity, often our only real limitation is financial. As well as asking our donors to donate £1 per pair of shoes they donate, we are grateful to have received grants from the following generous organisations:



OUR VOLUNTEERS

“I am always delighted to be able to volunteer at Sal's Shoes with such a lively and fun bunch of people. The atmosphere is so energetic and filled with enthusiasm for this lovely charity.”



“I initially started as a regular corporate volunteer, and now I volunteer as & when I can. Every time I attend a sorting & packing session I'm always blown away by people's donations, and the work that Sal's Shoes does to distribute them across the world. It just feels good to know you're helping others.”



“I look forward to my weekly time at Sal's Shoes, it's fun and energetic. Everyone is so welcoming and friendly. I'm pleased I came across the charity as they do such amazing things for so many people and I'm so proud to help do a little each week.”



Our volunteers selflessly donate their time and efforts to enable us to carry out the work and offer the service that we do. All of the shoes that we receive are sorted and packed by volunteers before setting off to find their new owners.

CORPORATE CHARITY DAYS



Volunteering in teams can prove hugely motivating for you and your co-workers. You'll be working together for the day towards a common goal and often relaying on new skills outside of your usual day-to-day. The change in environment and type of work can allow undiscovered strengths and skills to shine through (and it's also lots of fun!) We promise, shoe sorting is good for the soul. Maybe your company offers paid volunteering as part of their Corporate Social Responsibility policy (which many do)? Or perhaps you're part of a team that wants to help a good cause? We'd love to hear from you!

We are based in Edenbridge, Kent. There is parking on site and direct rail links to London from our nearest station, a 5 minute walk away. We ask for a financial contribution of £500 per group, for up to 10 people, which helps support the work that we do. If you would like to find out more please get in touch: info@salsshoes.com



DISTRIBUTIONS

Here are just some of the countries where your Sal's Shoes have found new feet in this year:



FINDING NEW FEET



We hope these shoes
bring some smiles
as they travel
miles. ♡
Jon Chris Thomas
+ Poppy ♡



Hope these
will make some
little feet happy! 😊

We hope you enjoy your
new shoes!
With love,
Wilfred & Orlie

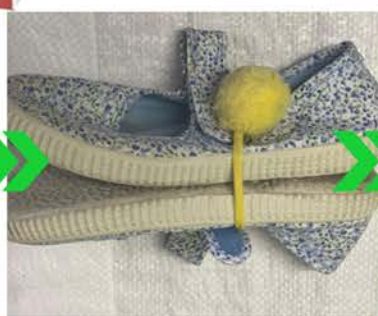
I hope you enjoy our
shoes
Love Nancy Age 7
Love Maggie Age 5



A MESSAGE FOR THE NEW OWNER OF MY SHOES
I hope you enjoy my shoes as
I am too big for them so I
hope you have magical adventures in
them.
Sal's Shoes
www.salsshoes.com

I hope you enjoy my shoes
love Anna
[Illustration of a unicorn, rainbow, and flowers]

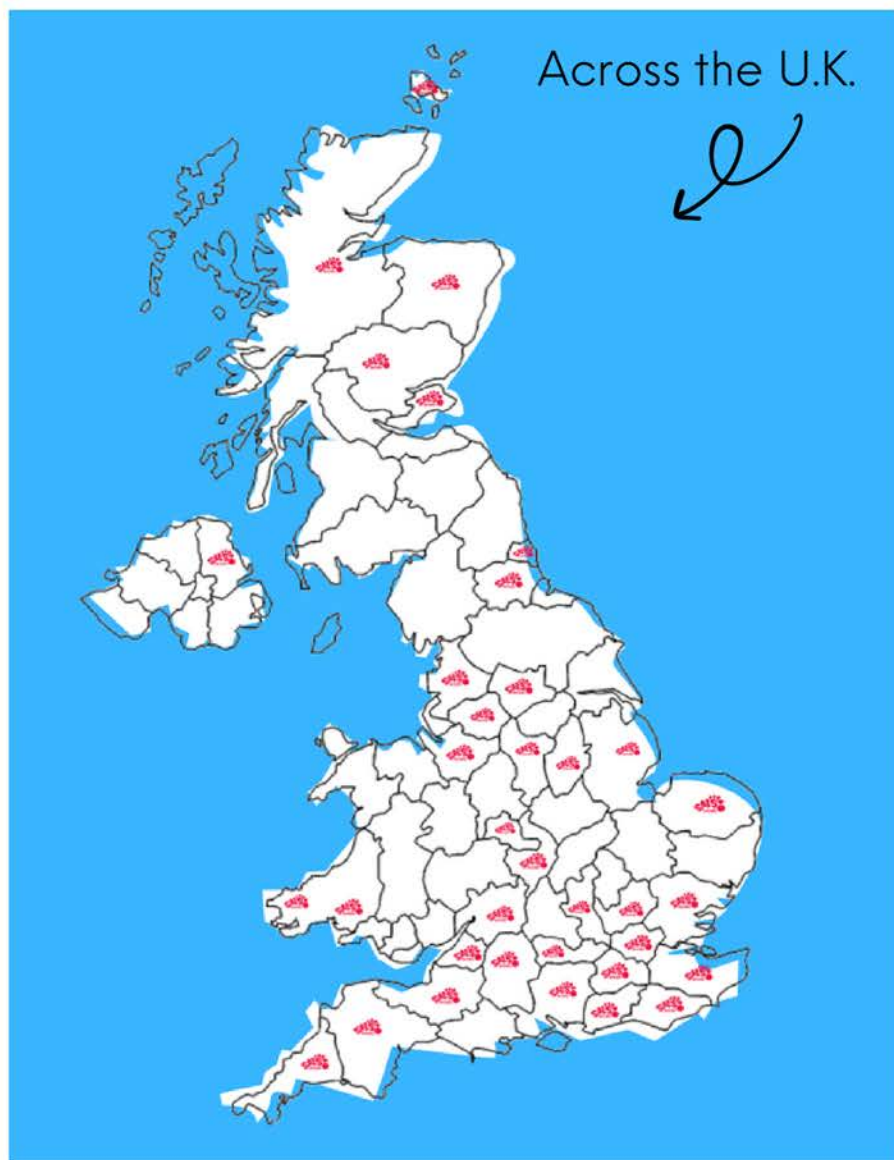
These smell nice
too, love
Stella Dyerson
Size 32



We have worked hard to maintain the premise upon which we were built, knowing where all your Sal's Shoes find their new owners. Here are just a few of your 'Shoe Stories' from the last year:

THIS IS WHERE YOUR SAL'S SHOES HAVE BEEN FINDING THEIR NEW FEET THIS YEAR:

Across the U.K.



Around the world

Burkina Faso	
Ghana	
Jamaica	
Kenya	
Laos	
Malawi	
Moldova	
Myanmar	
Nicaragua	
Nigeria	
Poland	
Portugal	
Sierra Leone	
Spain	
South Africa	
Syria	
The Gambia	
Tanzania	
Turkey	
Uganda	
Ukraine	
Zambia	

YOU CAN MAKE A DONATION TO SUPPORT OUR WORK HERE:

Donate via PayPal

Donate via website



**TEXT
SALSSHOES
TO 70450**

followed by your donation amount

Texts will cost the amount plus one standard network rate message. You can donate between £1 and £20.

Sal's Shoes is a registered charity in England & Wales.

Registered Charity Number: 1171670.

All images provided by Sal's Shoes.

Logo by rslcreative.com.

Newsletter by Source It Out.

Copyright remains with respective owners.

SAL'S SHOES

INDEPENDENT EXAMINER'S REPORT FOR THE YEAR ENDED 30 JUNE 2023

Independent Examiner's Report to the Trustees of Sal's Shoes

I report to the trustees on my examination of the accounts of Sals Shoes ('the charity') for the year ended 30 June 2023 which comprise the summary of receipts and payments and the statement of assets and liabilities.

This report is made solely to the charity's trustees, as a body, in accordance with section 145 of the Charities Act 2011. My work has been undertaken so that I might state to the charity's trustees those matters I am required to state to them in this report and for no other purpose. To the fullest extent permitted by law, I do not accept or assume responsibility to anyone other than the charity and the charity's trustees as a body, for my work, for this report, or for the opinions I have formed.

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 charity's accounts carried out under section 145 of the 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 Act.

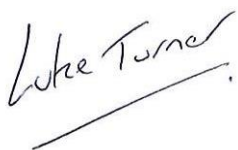
An independent examination does not involve gathering all the evidence that would be required in an audit and consequently does not cover all the matters that an auditor considers in giving their opinion on the accounts. The planning and conduct of an audit goes beyond the limited assurance that an independent examination can provide. Consequently I express no audit opinion on the accounts and my report is limited to those specific matters set out in the independent examiner's statement.

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:

- accounting records were not kept in respect of the charity as required by section 130 of the Act; or
- the accounts do not accord with those records.

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.



Signed:

Date: 12/10/2023

Luke Turner FCA FCCA

Magma Audit LLP

Unit 2, Charnwood Edge Business Park
Syston Road
Cossington
Leicester
LE7 4UZ



Receipts and payments accounts

CC16a

For the period
from

Period start date
01/07/2022

To

Period end date
30/06/2023

Section A Receipts and payments

	Unrestricted funds to the nearest £	Restricted funds to the nearest £	Endowment funds to the nearest £	Total funds to the nearest £	Last year to the nearest £
A1 Receipts					
Grants	80,500	16,000	-	96,500	103,650
Donations	90,603	-	-	90,603	64,412
VAT reimbursed	15,339	-	-	15,339	11,336
	-	-	-	-	-
	-	-	-	-	-
	-	-	-	-	-
	-	-	-	-	-
	-	-	-	-	-
Sub total (Gross income for AR)	186,442	16,000	-	202,442	179,398
A2 Asset and investment sales, (see table).					
	-	-	-	-	-
	-	-	-	-	-
Sub total	-	-	-	-	-
Total receipts	186,442	16,000	-	202,442	179,398
A3 Payments					
Carriage UK	15,587	-	-	15,587	18,719
Carriage Overseas	4,850	-	-	4,850	-
Volunteer expenses	353	-	-	353	1,015
Purchases of stock	37,252	14,000	-	51,252	32,218
Travel expenses	1,630	-	-	1,630	783
Media and Communications	17,698	-	-	17,698	8,087
IT costs	2,225	-	-	2,225	2,321
Administration	7,133	1,000	-	8,133	14,991
Rent	48,185	1,000	-	49,185	43,055
Insurance	1,039	-	-	1,039	477
Telephone	1,919	-	-	1,919	1,465
Office equipment	1,649	-	-	1,649	3,364
Sal's Shoe Shops Fitout Costs	1,568	-	-	1,568	-
Subscriptions	1,509	-	-	1,509	782
Accountancy	2,325	-	-	2,325	2,600
Grant fundraising	10,450	-	-	10,450	6,700
VAT on expenditure	15,198	-	-	15,198	13,399
Printing and stationery	414	-	-	414	-
Bank charges and interest paid	29	-	-	29	19
Wages	7,584	18,276	-	25,860	11,724
Trustee reimbursed expenses	-	-	-	-	1,644
	-	-	-	-	-
Sub total	178,597	34,276	-	212,873	163,363
A4 Asset and investment purchases, (see table)					
	-	-	-	-	-
	-	-	-	-	-
Sub total	-	-	-	-	-
Total payments	178,597	34,276	-	212,873	163,363
Net of receipts/(payments)	7,845	- 18,276	-	- 10,431	16,035
A5 Transfers between funds	-	-	-	-	-
A6 Cash funds last year end	6,924	18,276	-	25,200	9,165
Cash funds this year end	14,769	-	-	14,769	25,200

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

Categories	Details	Unrestricted funds to nearest £	Restricted funds to nearest £	Endowment funds to nearest £
B1 Cash funds	Bank	14,564	-	-
	Cash	205	-	-
		-	-	-
	Total cash funds	14,769	-	-
	(agree balances with receipts and payments account(s))	OK	OK	OK
		Unrestricted funds to nearest £	Restricted funds to nearest £	Endowment funds to nearest £
B2 Other monetary assets	Details			
	VAT refund	4,176	-	-
	PAYE	4,737	-	-
		-	-	-
		-	-	-
		-	-	-
	Total	8,913	-	-
B3 Investment assets	Details	Fund to which asset belongs	Cost (optional)	Current value (optional)
			-	-
			-	-
			-	-
			-	-
			-	-
B4 Assets retained for the charity's own use	Details	Fund to which asset belongs	Cost (optional)	Current value (optional)
	Office equipment	594	-	-
	Plant and machinery	5410	-	-
			-	-
			-	-
			-	-
			-	-
			-	-
	Total	6004	-	-
B5 Liabilities	Details	Fund to which liability relates	Amount due (optional)	When due (optional)
	Accruals	1005	-	
	Other creditors	1129	-	
			-	
			-	
	Total	2134	-	
Signed by one or two trustees on behalf of all the trustees	Signature	Print Name	Date of approval	
		Mark Tantam	11/10/2023	