

Charity Registration No. 1173851 / SC047797

ECHOES INTERNATIONAL

**ANNUAL REPORT AND
FINANCIAL STATEMENTS**

FOR THE YEAR ENDED 31 DECEMBER 2022

ECHOES INTERNATIONAL

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ECHOES INTERNATIONAL

REFERENCE AND ADMINISTRATIVE DETAILS OF THE CHARITY, ITS TRUSTEES AND ADVISERS

Current trustees:	David Brown Paul Coxall Sharon Durrant Fiona McPhail Nigel McQuoid Simon Prince Alan Hay Smith Stephen Shaw Paul John Young	(Vice-chair) (Chair)
Charity registered number:	1173851 SC047797	(Charity Commission for England and Wales) (Office of the Scottish Charity Regulator)
Principal office:	124 Wells Road BATH BA2 3AH	
Executive Directors	Jim Armstrong, General Director Matthew Pitts, Mission Director	
Auditor:	Burton Sweet Limited The Clock Tower 5 Farleigh Court Old Weston Road Flax Bourton Bristol BS48 1UR	
Bankers:	National Westminster Bank plc 24-25 Stall Street BATH BA1 1QF	
Solicitors:	Loosemores Alliance House 18/19 High Street CARDIFF CF1 2BP	
Investment Managers:	Rathbone Investment Management Limited Port of Liverpool Building Pier Head LIVERPOOL L3 1NW	

ECHOES INTERNATIONAL

TRUSTEES' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2022 (continued)

The Trustees present their annual report and audited financial statements for the period ended 31 December 2022. Echoes International is a charitable incorporated organisation (CIO) registered with the Charity Commission with charity number 1173851 on 18 July 2017. Echoes International is also registered with the Scottish Charity Regulator (OSCR) with charity number SC047797.

The Trustees confirm that the annual report and the financial statements of the charity comply with the current statutory requirements, the requirements of the charity's governing document and the provisions of the Statement of Recommended Practice (SORP) applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102), the Charities Act 2011 and Charities (Accounts and Reports) Regulations 2008, the Charities and Trustee Investment (Scotland) Act 2005 and the Charities Accounts (Scotland) Regulations 2006. The financial statements have been prepared in accordance with the accounting policies set out in note 1 to the financial statements.

Public benefit

The Trustees are aware of the Charity Commission's requirement that each charity carries out its activities with a view to Public Benefit. We believe that this can be clearly demonstrated, not only by the advancement of the Christian Gospel around the world, but also in our regular support of many social, educational, medical, relief and development projects overseas. The three objectives listed in our review of activities are all carried out for the benefit of the public we serve.

Charitable objects

Echoes International has the following legal objects, under which the charity is established:

- The advancement of the Christian gospel by supporting Christian mission workers, providing bibles and other Christian materials and by such other means as the charity trustees may from time to time decide;
- The relief of poverty by providing disaster relief support, including but not limited to through financial support to appropriate organisations and associated mission workers, and by such other means as the charity trustees may from time to time decide;
- The advancement of education by providing financial support for the provision of funding for teachers including mission workers teaching overseas, the provision of books and equipment and by such other means as the charity trustees may from time to time decide.

Echoes International, as a mission support group, seeks to encourage (a) churches and individuals to be involved in cross-cultural mission; (b) interest in and prayer for mission within the UK. To achieve this we publish news and information about mission activity across the world. We also distribute financial gifts and provide support to mission partners and indigenous believers. The Trustee report details the activities and strategy in place to support our aims.

Objectives and activities

Policies and objectives

Policy decisions are taken at our regular Trustees' meetings. These include decisions regarding the compilation of the Daily Prayer Guide ('DPG'), which involves the addition and deletion of mission partners, the allocation of funds for personal support and specific purposes, the administration and maintenance of the office, and contact with mission partners and local churches. In accordance with regulator's guidance, safeguarding is considered and discussed at every Trustee and Senior Leadership Meeting.

Strategies for achieving objectives

In addition to our regular Trustees' meetings, we review our strategy at our annual planning discussion and the main objectives for the charity set out in our vision statement assessing how well we have managed to work towards them. These three targets are:

1. To be an informed, efficient and sensitive mission service group;
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TRUSTEES' REPORT

FOR THE YEAR ENDED 31 DECEMBER 2022 (continued)

2. To be an influence in the promotion of mission in local churches; and
3. To develop partnerships with similar groups throughout the world.

Echoes International's vision is:

"To see Churches who are enthusiastic about mission sending new generations of workers into diverse models of Gospel ministry".

2022 was a year of thanksgiving to God as we considered and celebrated the work over 150 years since Echoes of Service was established. At the same time it was an opportunity to highlight the need for the Gospel across the world.

As we look forward the Trustees fully recognise that the ministry is a work of faith. We have seen God's faithfulness over the past 150 years and we continue to depend on Him for every aspect of our operation. Our "Mission Driven" strategy was established at the end of 2020 and we have just completed the second year of this three-year strategy.

Activities for achieving objectives

It was good to see the restrictions from the Covid-19 pandemic relax as 2022 progressed. The following paragraphs highlight our main activities over the year.

- The DPG and monthly Mission Magazine were produced in line with our strategy. The magazine focused on "Footsteps Worth Following", based on our 150th anniversary theme for the year. As part of the anniversary year, we produced a pull-out map of the world in the January edition, highlighting mission partners, projects and countries to pray for.
 - Social media communications continued to steadily increase, with an estimated reach of 420,000 views over all our social media networks. Overall website page views stayed steady at 82,000, compared to 80,000 in 2021 and new website users increased by 6%. Although our YouTube channel decreased in viewings, the number of subscribers increased. As Covid-19 restrictions eased, our live-stream audiences declined and more people attended events in-person, accounting for the drop in YouTube viewings. Our most popular social media posts centred around our 150th anniversary and our calls for prayer for Ukraine.
 - In 2022, our 150th anniversary year gave us the opportunity to expand our connections with churches, by taking a mission exhibition, commissioned especially for the anniversary year, to various churches across the UK. Alongside this exhibition, we encouraged churches to hold mission meetings and youth events in which Echoes International mission partners, staff and trustees were involved. Our intention was to use the anniversary year to do three things: 1) to look back, highlight what God has done and celebrate all that has been achieved; 2) to focus on the changing models of mission and the transition to new opportunities to serve; 3) to inspire new generations to respond to God's call to mission in serving or supporting roles, in accordance with our strategies. In terms of events, we visited more than 35 churches and venues with our exhibition (often spread over a weekend) in churches and venues in the UK, travelling around 5,000 miles. These events were held in addition to our usual events, meaning we engaged with many more church leaders and supporters than in a usual year.
 - We also ventured into publishing two 150th anniversary publications: a coffee-table style book Footsteps Worth Following, a volume of 150 photographs and stories from 150 years of mission; and a children and young people's resource called Mission Expedition with 12 mission stories and photocopiable activity sheets. These publications proved popular, with over 1,200 copies sold.
 - In addition to the 150th activity we visited 24 churches during the year.
 - We have continued our plan to reach all the mission partners on our DPG over a 3 year period. This activity started in 2021 during the pandemic with most being done online. Over 2022 we completed 82 mission partner debriefs.
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FOR THE YEAR ENDED 31 DECEMBER 2022 (continued)

- We give God thanks for all who are called to full time service. One new mission partner was added to the DPG list in 2022, and quite a number either came off the field or moved to senior or retired, meaning that at the end of 2022, we had 171 mission partners, compared to 188 at the end of 2021.
- Across 2022, Echoes International supported 7 individuals engaged in short-term mission (duration between 2 months and 2 years). Three were single mission partners and two couples were supported. Shortly after the year began, one of the single mission partners was agreed by trustees for long-term listing. Further to this, both couples began the process of listing as long-term mission partners and both couples are expected to be added to the DPG in 2023. All the mission partners moving to long-term listing continue in the location in which they currently serve. This continues to demonstrate the way in which short-term mission exposure can be a pathway into long-term service.
- EI continues to sponsor students through the certificate year at Tilsley College, Motherwell. A new cohort of four students (one couple and two singles) were sponsored on the certificate programme from September 2022 and will complete their training in July 2023. These students have all reported that they have been greatly helped so far and are considering mission service, either following the course or after further training.
- As well as the 150th anniversary events, we held three conferences in 2022, in England, Scotland and Northern Ireland, with annual seminars in England and Scotland. Attendance started to increase at these conferences compared to 2021 when Covid-19 restrictions were in place. We were encouraged by the numbers attending both in England and Northern Ireland.
- 2022 was one of the busiest years that FirstServe has experienced in terms of numbers of participants. At the start of the year, there was a single FirstServer from the September 2021 cohort. However, 4 joined in the February 2022 cohort, with another 4 undertaking FirstServe Compact programmes, and 2 of the February 2021 cohort returned to complete overseas placements in their university summer holidays. The Compact programmes were particularly encouraging since they demonstrated the flexibility of FirstServe. One participant used FirstServe as a formal placement on her Masters in Youth Ministry course at Moorlands College. Two others had recently graduated in physiotherapy and undertook a medical placement in conjunction with People International. Two FirstServers joined in the September 2022 cohort.
- Member Care contact with mission partners associated with Echoes International has continued throughout the year. Visits were also made to mission partners in Spain and Norway. Quarterly online prayer meetings are held and facilitate a regular and meaningful contact with those taking part. Some mission partners are associated with other agencies and we keep in touch with their pastoral care teams on a regular basis. The member care team has also produced resource papers to help mission partners on the field. Member Care have also initiated preparation for a pre-field training course. The member care team continues to research member care resources. The response to member care from Mission partners is very positive and appreciated as they serve in often difficult and challenging situations.
- Emergency funding totalling £570,000 was sent to 16 countries across four continents to help alleviate suffering caused by natural disasters, wars, economic hardship and refugee migration. Emergency funding was particularly high in 2022 due to the Ukraine war. Aid in excess of £0.5 million was sent to churches and organisations in and around Ukraine who were helping refugees and others affected by the war.
- A review by the Trustees of the property needs of the Charity to establish a lower cost base for the two offices we occupy was completed at the beginning of 2022 and the plan executed over the remainder of the year. Following an office refurbishment in Bath, the 2nd floor of the building was leased out to a commercial company. Our staff now occupy ground and 1st floors. The services of Brass Tacks were used for the refurbishment work. In Scotland, the lease for Challenge House in Glasgow expired in December 2022 and a rolling lease for a smaller office in Paisley was entered into instead. The impact of the changes to both offices is increased income of £30,000 and cost savings of approximately £20,000 per annum.

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TRUSTEES' REPORT FOR THE YEAR ENDED 31 DECEMBER 2022 (continued)

Key Partnerships

Since agreeing our Mission Driven strategy we recognised the need to be creative in helping mission partners reach the unreached. Using our traditional model of reaching countries which are closed to the Gospel or missionaries from the West is increasingly difficult. In 2022 Echoes International has established partnerships with key strategic agencies working in hard-to-reach countries to assist those called and willing to reach some of these areas.

Safeguarding

Our approach to safeguarding matters continues to be robust. This has been acknowledged both internally and by external agencies with whom we work or have contact. In 2022 we refreshed our online safeguarding training programme for mission partners as part of a three year cycle. Mission partners have been thankful for this training, recognising that there is a need to be aware of these matters and to uphold good practice in their areas of service. We regularly communicate with mission partners on areas of concern. In 2022 six cases were brought to our attention and discussed by the Trustees. Awareness of safeguarding matters is strengthening across the EI team with annual training enabling staff and trustees to recognise how these matters may impact our day-to-day roles and how we should respond. Frameworks are now in place for activities linked with EI, including children's activities at conferences, FirstServe and overseas projects supported by EI. Trustees are regularly updated on these matters and in 2022 we carried out a crisis response simulation based on an overseas safeguarding concern. This is an area of ongoing development and self-audit practice continues annually, along with quarterly meetings with the Safeguarding Trustee.

Risk and Security

Raising awareness and identifying possible risks before they develop is fundamental to our risk and security policy and approach at EI. We recognise that risk cannot always be mitigated, but awareness is critical. With this in mind we continue to raise awareness with the provision of quarterly security updates for our Mission Partners, their commending assemblies and associates with whom EI works. Travel packs are prepared for overseas travel with pertinent information regarding risk and security matters. In 2022 we facilitated a further two Hostile Environment and First Aid Training courses (HEFAT) for a total of 20 persons, thus raising awareness and equipping in this area. A further 6 persons undertook extended training in surveillance skills and operations and, in response to requests from Mission Partners, we facilitated an online webinar on digital security matters. This was attended by over 60 Mission Partners worldwide and is now an accessible training resource. Risk and Security matters continue to be discussed as part of the process of mobilising new mission partners and has been a key element discussed in partnership agreements with other mission agencies with whom we anticipate working. Links have been made with the FCDO and our rating of security levels in the countries we support are annually reviewed as a minimum. We continue to facilitate insurance to our mission partners and retain the services of an external professional advice source.

In the main, our activity over the year can be summarised in the four undernoted priorities:

- Pray** prayer remains the foundation of the work of Echoes International. Our communication plan is primarily in place to help churches and supporters associated with the charity to pray. This covers print, digital and face to face activity.
- Support** We exist to do three things. a) Support sending churches as they recognise and commend those called into service by God. b) Support those called to cross-cultural mission through prayer, gifts, advice, practical support, safeguarding, risk and security etc. c) Support our indigenous brothers and sisters in Christ, across the world where there is a missional need.
- Mobilise** The need for people to serve in mission is greater today than it has ever been. The standing command from our Lord and Saviour has not changed. The harvest is plentiful, but the workers are few. Much of the world have not heard the Gospel. Nor do they have access to God's Word. Over 42% in this world don't know who Jesus Christ is. We have the opportunity to communicate this need across all our mediums.
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Equip Training and Equipping for mission is vital in a cross-cultural context. Our Tilsley sponsorship programme, volunteers using their gift in the majority world, the FirstServe programme, the Mission Orientation Programme and the seminars we hold are all aimed to help fulfil this key activity. We also support indigenous Christians in assisting with leadership and discipleship training as they see the need.

Grant making policies

Any funds received which are designated for mission partners, full time evangelists/preachers or specific ministries are transmitted directly (with no deductions) on a monthly basis. The Trustees allocate gifts at their discretion each month from their undesignated funds to all mission partners listed on the DPG. Funds are also transmitted to short term partners as well. The amount of the gift is determined by the marital status of the mission partner, the size of their family and the UN cost of living index in the country in which they are based.

Gifts are also made in the following circumstances:

- One-off and fellowship gifts using the delegated authorities given to the Directors;
- Bi-annual gifts to various individuals/ministries agreed by the Trustees;
- Ad-hoc gifts in response to disaster situations as the need arises.

Strategic projects – Key ministry areas of indigenous workers are supported by Echoes international for a stated period (normally between 3-5 years) to help equip them in establishing their work. Overall in 2022, we supported around 110 different projects in 37 countries, amounting to just over £600,000. Nine projects were new in the year, whilst support for some projects ceased. Projects broadly fall into the categories of medical work, printing & media, education & humanitarian aid, national worker support, reverse mission, strategic initiatives, training support and international conference support. New outreach projects have included media ministry in the Middle East and support for national evangelists in the Brazilian Amazon. A portion of the strategic funding is sponsored by certain trusts and individuals.

Financial review

Total funds held on the balance sheet at 31 December 2022 were £5.2m (2021: £6.6m), of which £0.8m (2021: £0.8m) related to Restricted Funds and Endowment Funds. The remainder of the reserves related to the charity's long-term expenditure requirements. The reduction in funds is in line with the strategy referred to earlier.

Gift income was £5.2m (2021: £3.9m). The main reason for the increase in gift income was an increase in legacy income by £0.7m and significant gifts for the disaster fund due to the Ukraine war. The level of restricted gifts as a portion of overall gifts decreased to 54% (2021: 78%) of total gift income, mainly caused by the increase in legacy income (which is normally unrestricted).

Total charitable distributions, in the form of grants made to institutions and individuals amounted to £5.1m (2021: £4.6m), as shown in note 5 to the financial statements. Overall, total charitable expenditure increased by £0.6m from £5.7m in 2021 to £6.4m in 2022 mainly because of the increase in gift income.

As part of the charity's pastoral responsibilities and networking with global mission groups, and sending churches, travel by Trustees and Executive Directors amounted to £0.08m during the year (2021: £0.04m).

Investment policy and performance

The Trustees have the power to invest all amounts not needed for immediate working capital. During 2022, Rathbones continued to manage the investment portfolio. In line with the investment policy approved by the Board during the year, these funds are invested, with Medium Risk profile, in a range of companies and funds designed to achieve a balance of capital growth and income.

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FOR THE YEAR ENDED 31 DECEMBER 2022 (continued)

The main portfolio had investments with a cost of £3.6m (2021: £4.9m) at the year-end. This portfolio was valued at £3.7m (2021: £5.9m) at 31 December 2022. During the year, £1.5m (2021: £1.9m) was withdrawn from investments to fund the charities activities.

The A H Boulton Fund portfolio had investments with a cost of £0.1m (2021: £0.1m) at the year-end. This portfolio was valued at £0.1m (2021: £0.1m) at 31 December 2022. The Mrs H Maclean Fund and the Ramsden Trust portfolios had investments each with a cost of £0.03m at the end of 2022 and 2021. These portfolios were each valued at £0.04m at 31 December 2022 and 2021. The investments in these Funds, together with the Boulton Fund, are held in a general investment trust managed by Rathbones.

Reserves policy

The two regulators for Scotland and England and Wales expect Trustees to decide, publish, implement and monitor their charity's reserves policy so that they can comply with their legal duties to:

- act in the interests of their charity and its beneficiaries;
- protect and safeguard the assets of their charity;
- act with reasonable care and skill;
- ensure their charity is accountable.

In practice, this means that Trustees should develop a reserves policy that:

- fully justifies and clearly explains keeping or not keeping reserves;
- identifies and plans for the maintenance of essential services for beneficiaries;
- reflects the risks of unplanned closure associated with the charity's business model, spending commitments, potential liabilities and financial forecasts;
- helps to address the risks of unplanned closure on their beneficiaries (in particular, vulnerable beneficiaries), staff and volunteers. We publish the reserves policy (even if not required to by law) and ensure it is tailored to the charity's circumstances – it should not be just a standard form of wording. It should explain to funders, beneficiaries, the public and the Commission exactly what reserves are kept (or not kept) for and when they are to be used.

In addition to setting the reserves policy for Echoes International, it also details actions which will be taken to ensure the approach is re-assessed annually, taking into consideration associated risks, potential funding changes and financial climates.

For 2022 the Trustees decided to keep the following specific levels of reserve across six operational areas:

	Operational area	Reserve level to be held	Minimum reserve level
1	Office and Operating Expenses	1 year's equivalent expenses will be retained	£0.84m
2	Discretionary Allocation - Mission Workers	2 years equivalent expenses	£2.05m
3	Other Mission Support	1 year's normal allocation	£0.14m
4	Disaster and poverty relief	£250,000 to be held	£0.25m
5	Strategic projects	2 years allocation to be retained	£0.84m

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TRUSTEES' REPORT FOR THE YEAR ENDED 31 DECEMBER 2022 (continued)

6	Capital requirements	£200,000 to be held	£0.2m
	Total		£4.32m

During the year, the reserve level was above the stated minimum at all times.

The rationale for each fund is detailed in the charity reserves policy which is held on our website - www.echoesinternational.org.uk/reserves-policy. Accessing the charity's reserves will only be approved once discussed and agreed at the relevant Trustee Meeting – where this need is highlighted.

Actual total funds at 31 December 2022 were £5.2m (2021: £6.6m), of which £0.8m (2021: £0.8m) was held in restricted and endowment funds which are not available for the general purposes of the charity. In setting the reserve levels the Trustees have designated funds to ensure these are available should the need arise. Unrestricted funds were £4.4m at 31 December 2022.

The unrestricted funds of the charity at 31 December 2022 of £4.4m (2021: £5.8m) represented an excess of £0.08m (2021: £0.6m) over the total level of reserves identified in the reserves policy. These funds are available for the general purposes of the charity and are over and above the designated reserves identified above.

Since the merger of Echoes of Service and Interlink in 2018, the charity has deliberately sought to invest excess funds into mission. This has resulted in a gradual decrease in funds over the years. The trustees are currently reviewing the strategy of the charity with a view to maintaining financial sustainability in the long term. In the interim, the Trustees have reviewed the reserves policy and have set the interim minimum reserve level to £2.9m for 2023.

Going concern

In accordance with our agreed strategy the Trustees consider the resources available to the charity as well as the forecast income and expenditure for the forthcoming periods. Based on this analysis, and through the setting and holding of reserves in line with the interim level noted above, the Trustees have a reasonable expectation that the charity will continue in operation for at least 12 months from the date of the approval of the financial statements. The Trustees have therefore adopted the going concern basis of accounting in the preparation of the financial statements, as set out in the Accounting Policies.

Risk management

During 2022 the Trustees have managed the main risks facing the charity and they have delegated the task of managing these risks to the Audit and Risk Committee. The committee comprised of up to five Trustees with the General Director attending. The meetings are held every three months. The Risk Control Framework is discussed at each Trustee Meeting to ensure all risks are managed and the Trustees are kept up to date with any issues facing the charity.

The main risks facing the charity have been identified and categorised as:

- Reputational
- Financial
- Health and safety
- Compliance
- Strategic
- Operational

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FOR THE YEAR ENDED 31 DECEMBER 2022 (continued)

A number of specific risks have been identified within each of these classifications and the controls and actions to mitigate our risks are overviewed by the Audit and Risk Committee and mainly delivered and managed by the Executive Team.

The changing trend of giving from churches, individuals, legacies and trusts is also something which is monitored across the charity from an on-going risk perspective. The reserves policy, our strategic plan and annual financial plan takes these trends into consideration. These items are discussed at Trustee Meetings and actions taken accordingly where necessary.

We are very aware that we operate in an increasingly secular culture. Consequently, we are faced with changing laws and attitudes which will impact the charity's core activities. We review media and changes in legislation on an ongoing basis in order to identify changing as early as possible and, if need be, discuss potential mitigations to ensure the delivery of our objectives. In addition, we are seeking to see the Christian gospel spread to areas of the world which are hostile to the message. We are praying to the Lord of the harvest for mission partners into unreached areas.

Our risk and security policy and procedures are in place to help mitigate risks, equip those serving and identify issues as early as possible. This is discussed in every trustee meeting and operational meetings with the senior leaders' team. We remain a faith-based charity reliant on God who is faithful. Whilst we take steps (detailed above) to ensure we are transparent and accountable to the regulators and charity law requirements; we are always conscious that the resources we have are His. We are stewards of what He has provided.

Plans for the future

The Trustees of Echoes International remain committed to the strategic aims of the charity established in 2017 as part of the merger. The Trustees and all associated with Echoes International seek the Lord's guidance in all we do.

Group entities

Missionaries' Children's fund (MCF)

MCF is a charitable entity (charity number 220204) registered in England & Wales with the Charity Commission. The only Trustee of MCF is Echoes International, which means that MCF is part of the same charitable group as Echoes International. The transactions and balances within MCF are not material to the group and therefore the accounts disclosures in Echoes International have not been completed to show Echoes International separately from the group this year as allowed by accounting convention. The charitable purpose of MCF is to care for the children of mission partners associated with Echoes International and particularly in assisting them in connection with their education. In the normal course of operating MCF receives income from individuals, churches and trusts, and uses those donations to the education of Mission Partners. You can find a copy of the latest set of accounts for MCF on the Charity Commission website or on request from Echoes International.

Interlink

Interlink is a charitable entity registered (charity number SC008063) registered in Scotland with the Office of the Scottish Charity Regulator (OSCR). The only Trustee of Interlink is Echoes International, which means that Interlink is part of the same charitable group as Echoes International. The transactions and balances within Interlink are not material to the group and therefore the accounts disclosures in Echoes International have not been completed to show Echoes International separately from the group this year as allowed by accounting convention. The charitable purpose of Interlink is to act as a mission service agency and to produce a mission magazine to provide spiritual and financial support for those commended from within the Christian brethren movement to work overseas. In the normal course of operating Interlink receives income from individuals, churches and trusts, and uses those donations to support cross-cultural mission. You can find a copy of the latest set of accounts for Interlink on the OSCR website or on request from Echoes International.

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TRUSTEES' REPORT FOR THE YEAR ENDED 31 DECEMBER 2022 (continued)

Structure, governance and management

Constitution

The constitution of the charity was approved in 2017 by the Charity Commission for England and Wales and the Office of the Scottish Charity Regulator (OSCR). This provides the charity with a framework and guidelines for the Trustees to administer the charity. We continue to be a mission Service Group who work for the worldwide furtherance of the Christian Gospel.

Method of appointment or recruitment of Trustees

The Trustees of Echoes International recognise the importance of a diversified Board with a good spread of capabilities and experience in relation to the Mission Service Group. We have identified the skills and capabilities required and will use the established process to appoint new Trustees as the opportunity arises. When new Trustees are needed the Chair and Vice Chair will approach individuals identified through various sources. They will be interviewed and asked to attend Board Meetings to establish their qualifications, their fit with the Board and their comfort with the workings of the Trust. After this process and if both parties feel it is appropriate to proceed, the formal appointment will be made following the Board's endorsement.

Policies adopted for the induction and training of Trustees

New Trustees will be provided with the various documents which detail the Trust's Vision, Values, Strategy and Constitution. Information with regard to Trustee responsibilities as expected by the Charity Commission will also be reviewed. We will provide training with regard to Safeguarding and they will be subject to an enhanced police check. Police checks and personal references are taken up for the Trustees during the recruitment process.

Key management personnel remuneration

The Board of Trustees are responsible for the running of the charity and meet regularly (normally every 2 months) to ensure the Strategic, Financial, Risk and Operational decisions are made timeously. The Chairman and Trustees are volunteers and give of their time freely. The operational day to day running of the charity is delegated by the Board to the General Director and his Executive Team – this team were the Missions Director and the Partnership Executive in 2022.

Details of remuneration are disclosed in note 10. The Board of Trustees is responsible for reviewing and approving levels of remuneration for the Executive Directors.

Organisational structure and decision making

Details of the Trustees currently in office, together with other reference information, are shown on page 1. The Trustees who served during the period from 1 January 2022 to the date the financial statements were approved were as follows:

Mr Paul Young	Chair
Mr John Gamble	Retired 22 November 2022
Mr David Brown	
Mr Hugh Mitchell	Retired 22 November 2022
Mr Simon Prince	Vice Chair
Mr Alan Smith	
Mr Stephen Shaw	
Miss Sharon Durrant	
Miss Fiona McPhail	
Mr Nigel McQuoid	Appointed 17 May 2022
Mr Paul Coxall	Appointed 17 May 2022

The Executive Directors in 2022 were:

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Mr Jim Armstrong
Mr Rupert Abbott
Mr John Aitken

General Director
Mission Director, retired 31 December 2022
Partnership Executive, retired 31 December 2022

The Trustees, Executive Directors and other non-voting members attend Trustee meetings approximately every two months and annually for a strategic planning meeting.

Accountability is maintained through robust Board reporting by the Executive team including financial, risk, operational and reputational reporting. Bi-annual meetings take place with our Advisory Council who are able to give us an external view of the operations for Echoes International.

Delegated authorities have been put in place to allow the day to day running of the charity and a financial plan is established for Income, Giving and operational expenses. These positions are monitored at Board Meetings and all aspects of control and performance are transparent to the Trustees during these meetings.

Financial Software provides our management accounts which are viewed by the Trustees at their meetings. All our IT and software requirements are maintained by an external 3rd party and this gives us full resilience in the event of a major incident. They routinely visit to address operational issues and the General Director meets with the Senior Management of the IT company to ensure all service levels and risks are managed according to the contract in place. In addition we also operate a CRM and SharePoint filing system to provide further resilience and making sure all records and files are held in a paperless system. The IT system used is cloud based and backed up daily.

Our websites are all maintained along with our Social Media platforms – we have policies in place for our communication strategy to ensure nothing is communicated which would impact the reputation of the charity. All e-transactions are made securely. Our access to IT and Internet Banking is fully encrypted and accessed via 2-factor authentication.

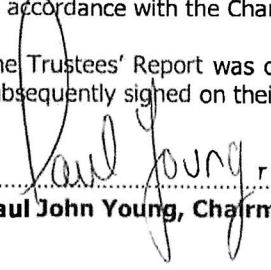
We continue to make no charges for the remitting of funds. Nothing is deducted from gifts towards the running of the charity. It would be our hope and prayer that operating expenses are normally met from specific gifts made towards our expenses, investment income and a % of all unrestricted legacies received in the year. We do not engage in any fundraising activity. Our sustainability is dependent on a faithful God.

In addition to the above sources of funds for operational expenses, the Trustees agreed to use a further £415,000 of discretionary reserves for the operational expenses of the charity in 2022. This was to allow them to support their agreed strategy and see a renewed enthusiasm for mission from UK churches.

Relationships with other organisations

Trustees are required to disclose relevant interests, and these are noted on a register and kept by the Board. In accordance with the Charity's policy, Trustees withdraw from decisions where a conflict of interest exists.

The Trustees' Report was considered and approved by the Trustees at their meeting on 16 May 2023 and subsequently signed on their behalf by:


.....
Paul John Young, Chairman

ECHOES INTERNATIONAL

STATEMENT OF TRUSTEES' RESPONSIBILITIES FOR THE YEAR ENDED 31 DECEMBER 2022

The Trustees are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

The law applicable to charities in Scotland requires the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charity and of the incoming resources and application of resources of the charity for that period. In preparing these financial statements, the trustees are required to:

- Select suitable accounting policies and then apply them consistently;
- Observe the methods and principles in the Charities SORP (FRS 102);
- Make judgements and estimates that are reasonable and prudent;
- State whether applicable accounting standards have been followed subject to any material departures disclosed and explained in the financial statements; and
- Prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable group will continue in operation.

The Trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Charities Act 2011, the Charities (Accounts and Reports) Regulations 2008, the Charities and Trustee Investment (Scotland) Act 2005, the Charities Accounts (Scotland) Regulations 2006 and the provisions of its constitution. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Trustees are responsible for the maintenance and integrity of the financial information included on the charity's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

ECHOES INTERNATIONAL

INDEPENDENT AUDITOR'S REPORT TO THE TRUSTEES OF ECHOES INTERNATIONAL FOR THE YEAR ENDED 31 DECEMBER 2022

Opinion

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

This report is made solely to the Charity's trustees, as a body, in accordance with section 144 of the Charities Act 2011 and the regulations made under section 154 of the Act. Our audit work has been undertaken so that we might state to the Charity's trustees those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charity's trustees as a body, for our audit work, for this report, or for the opinions we have formed.

In our opinion, the financial statements:

- give a true and fair view of the state of the Charity's affairs at 31 December 2022 and of its income and expenditure for the year then ended;
- have been properly prepared in accordance with the United Kingdom Generally Accepted Accounting Practice;
- have been prepared in accordance with the requirements of the Charities Act 2011, the Charities and Trustee Investment (Scotland) Act 2005 and regulation 8 of the Charities Accounts (Scotland) Regulations 2006.

Basis of opinion

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

Conclusions relating to going concern

In auditing the financial statements, we have concluded that the trustees' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the charity's ability to continue as a going concern for a period of at least twelve months from when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the trustees with respect to going concern are described in the relevant sections of this report.

ECHOES INTERNATIONAL

INDEPENDENT AUDITOR'S REPORT TO THE TRUSTEES OF ECHOES INTERNATIONAL FOR THE YEAR ENDED 31 DECEMBER 2022

Other information

The trustees are responsible for the other information. The other information comprises the information included in the annual report other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters in relation to which the Charities Act 2011 or Charities Accounts (Scotland) Regulations 2006 requires us to report to you if, in our opinion:

- the information given in the trustees' report is inconsistent in any material respect with the financial statements;
- sufficient accounting records have not been kept;
- the financial statements are not in agreement with the accounting records and returns; or
- we have not obtained all the information and explanations necessary for the purposes of our audit.

Responsibilities of the trustees

As explained more fully in the trustees' responsibilities statement, the trustees are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as they determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

Auditor's responsibilities for the audit of the financial statements

We have been appointed as auditor under section 144 of the Charities Act 2011 and section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and report in accordance with the Acts and relevant regulations made or having effect thereunder.

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement with it exists. Misstatements can arise

ECHOES INTERNATIONAL

INDEPENDENT AUDITOR'S REPORT TO THE TRUSTEES OF ECHOES INTERNATIONAL FOR THE YEAR ENDED 31 DECEMBER 2022

from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

Our approach to identifying and assessing the risks of material misstatement in respect of irregularities, including fraud and non-compliance with laws and regulations, was as follows:

- the engagement partner ensured that the engagement team collectively had the appropriate competence, capabilities and skills to identify or recognise non-compliance with applicable laws and regulations;
- we identified the laws and regulations applicable to the charity through discussions with trustees and other management, and from our knowledge and experience of the sector;
- we focused on specific laws and regulations which we considered may have a direct material effect on the financial statements of the operations of the charity, including the Charities Act 2011 and the Charity and Trustee Investment (Scotland) Act 2005, taxation legislation and data protection, anti-bribery, employment, environmental and health and safety legislation;
- we assessed the extent of compliance with the laws and regulations identified above through making enquiries of management and inspecting legal correspondence; and
- identified laws and regulations were communicated within the audit team regularly and the team remained alert to instances of non-compliance through the audit.

We assessed the susceptibility of the charity's financial statements to material misstatement, including obtaining an understanding of how fraud might occur, by:

- making enquiries of management as to where they considered there was susceptibility to fraud, their knowledge of actual, suspected and alleged fraud;
- considering the internal controls in place to mitigate risks of fraud and non-compliance with laws and regulations; and
- understanding the design of the charity's remuneration policies.

To address the risk of fraud through management bias and override of controls, we:

- performed analytical procedures to identify any unusual or unexpected relationships;
- tested journal entries to identify unusual transactions;
- assessed whether judgements and assumptions made in determining the accounting estimates set out in the accounting policies were indicative of potential bias; and
- investigated the rationale behind significant or unusual transactions.

In response to the risk of irregularities and non-compliance with laws and regulations, we designed procedures which included, but were not limited to:

- agreeing financial statement disclosures to underlying supporting documentation;
- reading the minutes of meetings of those charged with governance;
- enquiring of management as to actual and potential litigation and claims; and
- reviewing correspondence with HMRC, relevant regulators and the charity's legal advisors.

There are inherent limitations in our audit procedures described above. The more removed that laws and regulations are from financial transactions, the less likely it is that we would become aware of non-compliance. Auditing standards also limit the audit procedures required to identify non-compliance with laws and regulations to enquiry of the trustees and other management and the inspection of regulatory and legal correspondence, if any.

Material misstatements that arise due to fraud can be harder to detect than those that arise from error as they may involve deliberate concealment or collusion.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at <https://www.frc.org.uk/auditors/audit-assurance/auditor-s-responsibilities-for->

ECHOES INTERNATIONAL

INDEPENDENT AUDITOR'S REPORT TO THE TRUSTEES OF ECHOES INTERNATIONAL FOR THE YEAR ENDED 31 DECEMBER 2022

the-audit-of-the-fi/description-of-the-auditor's-responsibilities-for This description forms part of our auditor's report.



Burton Sweet Limited
Statutory Auditor
The Clock Tower
5 Farleigh Court
Old Weston Road
Flax Bourton
Bristol BS48 1UR

Date: 16 May 2023

ECHOES INTERNATIONAL
STATEMENT OF FINANCIAL ACTIVITIES
YEAR ENDED 31 DECEMBER 2022

	Note	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	Total Funds 2022 £	Total Funds 2021 £
Income from:						
Donations and legacies	2	2,467,507	2,797,189	-	5,264,696	3,920,089
Charitable activities	3	85,444	-	-	85,444	60,935
Investments	4	135,856	979	-	136,835	160,924
Other		6,461	21,016	-	27,477	2,268
Total income		2,695,268	2,819,184	-	5,514,452	4,144,216
Expenditure on:						
Charitable activities	5	3,617,271	2,794,529	-	6,411,800	5,746,890
Total expenditure		3,617,271	2,794,529	-	6,411,800	5,746,890
Net income/(expenditure) before investment gains / (losses)		(922,003)	24,655	-	(897,348)	(1,602,674)
Net gains / (losses) on investments		(493,798)	(5,486)	(21,267)	(520,551)	567,202
Net gains / (losses) on investment property revaluation		30,000	-	-	30,000	-
Gain on sale of investment property		-	-	-	-	31,500
Net income/(expenditure)	9	(1,385,801)	19,169	(21,267)	(1,387,899)	(1,003,972)
Transfers between funds	20	(66)	66	-	-	-
Net movement between funds		(1,385,867)	19,235	(21,267)	(1,387,899)	(1,003,972)
Total funds at start of year	20	5,833,051	616,519	171,341	6,620,911	7,624,883
Total funds at end of year	20	4,447,184	635,754	150,074	5,233,012	6,620,911

The Charity has no recognised gains or losses other than the results for the year as set out above.

All of the activities of the charity are classed as continuing.

The notes on pages 20 to 33 form part of these financial statements
See note 12 for fund-accounting comparative figures

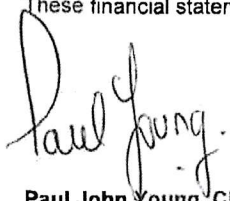
ECHOES INTERNATIONAL

BALANCE SHEET

AS AT 31 DECEMBER 2022

	Note	2022 £	2021 £
Fixed assets			
Tangible assets	13	637,056	654,775
Investment property	14	30,000	-
Investments	15	3,908,854	5,855,143
<i>Total fixed assets</i>		4,575,910	6,509,918
Current assets			
Debtors	16	951,916	324,516
Cash at bank and in hand		129,048	178,861
<i>Total current assets</i>		1,080,964	503,377
Liabilities			
Creditors : amounts falling due within one year	17	(423,862)	(392,384)
Net current assets / (liabilities)		657,102	110,993
Total assets less current liabilities		5,233,012	6,620,911
Net assets		5,233,012	6,620,911
Funds			
Unrestricted funds			
General funds	21	764,520	1,948,294
Designated funds	21	3,682,664	3,884,757
		4,447,184	5,833,051
Restricted funds	21	635,754	616,519
Endowment funds	21	150,074	171,341
Total funds		5,233,012	6,620,911

These financial statements were approved by the Trustees on 16 May 2023 and are signed on their behalf by:



Paul John Young, Chairman

English Charity number: 1173851

Scottish Charity number: SC047797

Company number: CE011337

The notes on pages 20 to 33 form part of these financial statements

ECHOES INTERNATIONAL
CASH FLOW STATEMENT
YEAR ENDED 31 DECEMBER 2022

	Note	2022 £	2021 £
Net cash outflow from operating activities	18	(1,552,194)	(2,224,780)
Non-operational cash flows:			
Investing activities			
Payments for tangible fixed assets		(60,192)	(71,368)
Movement in cash held as investments		(143,795)	(77,460)
Purchase of investments		(1,320,059)	(454,941)
Proceeds from sales of investments		2,889,592	2,309,635
Investment income		136,835	160,924
Proceeds from sale of investment property		-	72,500
		<u>1,502,381</u>	<u>1,939,290</u>
Net cash inflow/(outflow) for the year	19	<u>(49,813)</u>	<u>(285,490)</u>

Cashflow Restrictions

Charity law prohibits the use of net cash inflows on any endowed or other restricted fund to offset net cash outflows on any fund outside its own objects, except on special authority. In practice, this restriction has not had any effect on cash flows for the year.

The notes on pages 20 to 33 form part of these financial statements

ECHOES INTERNATIONAL
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED 31 DECEMBER 2022

1 Accounting policies

Accounting convention

The accounts (financial statements) have been prepared in accordance with the Statement of Recommended Practice: Accounting and Reporting by Charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) issued in October 2019 and the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102), the Charities Act 2011, the Charities and Trustee Investment (Scotland) Act 2005, the Charities Accounts (Scotland) Regulations 2006 and UK Generally Accepted Practice as it applies from 1 January 2019.

The accounts (financial statements) have been prepared to give a 'true and fair' view and have departed from the Charities (Accounts and Reports) Regulations 2008 only to the extent required to provide a 'true and fair view'. This departure has involved following 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) issued in October 2019 rather than the Accounting and Reporting by Charities: Statement of Recommended Practice effective from 1 April 2005 which has since been withdrawn.

The charity is a public benefit entity as defined under FRS102. The Trustees consider that there are no material uncertainties affecting the ability of the charity to continue as a going concern.

Income

Income from donations is included in income when these are receivable, except as follows:

- I. When donors specify that donations given to the charity must be used in future accounting periods, the income is deferred until those periods;
- II. When donors impose conditions which have to be fulfilled before the charity becomes entitled to use such income, the income is deferred until the pre-conditions have been met.

Legacies are included on a receivable basis where the charity is entitled to the income, it can be measured reliably and receipt is probable. Where legacies have been notified to the charity, or the charity is aware of the granting of probate, and the criteria for income recognition have not been met, then the legacy is not included in income but is treated as a contingent asset and disclosed if material.

Investment income is included on a receivable basis.

Donations in kind comprise donated services where the costs are measurable and the services would otherwise have to be paid for to maintain operational effectiveness.

Expenditure

Expenditure is recognised in the period in which it is incurred. Expenditure includes attributable VAT which cannot be recovered.

Charitable Activities

Grants awarded are allocated to charitable activities.

Grants awarded are treated as expenditure and a liability in the accounts as soon as they become legal or constructive obligations. In the case of multi-year grant awards, the funding for all years is immediately recognised unless there are conditions which need to be met by the recipient to enable the release of subsequent years' funding.

Governance costs

Governance costs include those costs associated with meeting the constitutional and statutory requirements of the charity and include the audit fees and costs linked to the strategic management of the charity. Governance costs are included within support costs.

ECHOES INTERNATIONAL
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED 31 DECEMBER 2022

1 Accounting policies (continued)

Allocation and apportionment costs

Certain expenditure is directly attributable to specific activities and this has been included in those cost categories. Other costs, which are attributable to more than one category, are apportioned across cost categories on the basis of an assessment of workload carried out from time to time.

Overhead support costs have been allocated between charitable activities. The apportionment has been allocated on the basis of staff time.

Pension costs and other post-retirement benefits

The charity contributes to defined contribution pension schemes. Contributions payable to the charity's pension schemes are charged to the Statement of Financial Activities in the period to which they relate.

Tangible fixed assets

Fixed assets are held at cost less accumulated depreciation. Assets costing less than £300 are not capitalised. Depreciation is calculated so as to write off the cost of an asset, less its estimated ultimate residual value, over the useful life of that asset as follows:

Freehold Property - over 50 years; straight line
Fixtures & Fittings - 15 - 33% reducing balance and 25% straight line
Computer equipment - over 3 years; straight line
Freehold property improvements - over 10 years; straight line

Fixed asset investments

Investments are included at market value at 31 December. The SOFA includes the net gains and losses arising on revaluations and disposals during the year.

Cash at bank and in hand

Cash at bank and in hand includes cash and short term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.

Liabilities and provisions

Liabilities are recognised when there is an obligation at the Balance Sheet date as a result of a past event, it is probable that a transfer of economic benefit will be required in settlement, and the amount of the settlement can be estimated reliably. Liabilities are recognised at the amount that the charity anticipates it will pay to settle the debt or at the amount it has received as advanced payments for the goods or services it must provide. Provisions are measured at the best estimate of the amounts required to settle the obligation. Where the effect of the time value of money is material, the provision is based on the present value of those amounts, discounted at the pre-tax discount rate that reflects the risks specific to the liability. The unwinding of the discount is recognised within interest payable and similar charges.

Fund accounting

Unrestricted funds can be used in accordance with the charitable objects at the discretion of the trustees.

Restricted funds can only be used for particular restricted purposes within the objects of the charity. Restrictions arise when specified by the donor or when funds are raised for particular restricted purposes.

Designated funds form part of unrestricted funds and have been identified as being for particular purposes by the Trustees. They are not restricted and can be transferred to general funds at any time at the discretion of the Trustees.

Further explanation of the nature and purpose of each fund is included in note 20 of the financial statements.

ECHOES INTERNATIONAL
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED 31 DECEMBER 2022

2 Income from: Donations and legacies

	Unrestricted Funds £	Restricted Funds £	Total Funds 2022 £
Assembly gifts	357,700	596,684	954,384
Individual gifts	363,259	1,180,014	1,543,273
Other collective gifts	166,446	408,473	574,919
Trusts	206,765	601,122	807,887
Legacies	1,373,337	10,896	1,384,233
	<u>2,467,507</u>	<u>2,797,189</u>	<u>5,264,696</u>

	Unrestricted Funds £	Restricted Funds £	Total Funds 2021 £
Prior year			
Assembly gifts	86,388	575,015	661,403
Individual gifts	188,059	1,228,761	1,416,820
Other collective gifts	25,643	499,157	524,800
Trusts	34,387	583,865	618,252
Legacies	539,482	159,332	698,814
	<u>873,959</u>	<u>3,046,130</u>	<u>3,920,089</u>

As at the year-end the charity had been notified of legacies with an estimated value of £130,000, which have not been included in income at 31 December 2022 as no confirmation of impending distribution or notification of estate accounts being finalised has been received. The charity has been made aware of additional legacies; however even an approximation of the value of these legacies is not possible at the date of signing the accounts.

3 Income from: Charitable activities

	Unrestricted Funds £	Restricted Funds £	Total Funds 2022 £
Publishing	85,444	-	85,444
	<u>85,444</u>	<u>-</u>	<u>85,444</u>

	Unrestricted Funds £	Restricted Funds £	Total Funds 2022 £
Prior year			
Publishing	60,863	72	60,935
	<u>60,863</u>	<u>72</u>	<u>60,935</u>

4 Income from: Investments

	Unrestricted Funds £	Restricted Funds £	Total Funds 2022 £
Dividends	124,396	942	125,338
Interest received	412	37	449
Rent from investment property	11,048	-	11,048
	<u>135,856</u>	<u>979</u>	<u>136,835</u>

ECHOES INTERNATIONAL

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2022

Prior year	Unrestricted Funds £	Restricted Funds £	Total Funds 2021 £
Dividends	159,842	988	160,830
Interest received	90	4	94
	<u>159,932</u>	<u>992</u>	<u>160,924</u>

5 Expenditure on: Charitable activities

	Direct Costs £	Grant funding of activities (Note 6) £	Support Costs (Note 7) £	Total Funds 2022 £
Gifts to organisations	-	1,862,808	172,570	2,035,378
Gifts and allocations to individuals	-	3,226,391	172,570	3,398,961
Publishing, mobilisation & equipping	306,008	-	514,571	820,579
Member care	-	-	156,882	156,882
	<u>306,008</u>	<u>5,089,199</u>	<u>1,016,593</u>	<u>6,411,800</u>

	Direct Costs £	Grant funding of activities (Note 6) £	Support Costs (Note 7) £	Total Funds 2021 £
Gifts to organisations	-	1,534,176	152,466	1,686,642
Gifts and allocations to individuals	-	3,113,337	152,466	3,265,803
Publishing, mobilisation & equipping	201,212	-	454,627	655,839
Member care	-	-	138,606	138,606
	<u>201,212</u>	<u>4,647,513</u>	<u>898,165</u>	<u>5,746,890</u>

Support costs are split between activities based on staff time.

ECHOES INTERNATIONAL
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED 31 DECEMBER 2022

6 Analysis of grants

The total grants awarded to institutions during the year was as follows:

	2022	2021
	£	£
Bethesda Hospital	67,975	60,321
Gospel Fellowship Trust of India	42,138	59,330
Harvest Ministries International	24,047	69,313
Kościół Wolnych Chrześcijan Zbór W Bytomiu (KWCH)	50,000	-
Moshi Christian Children's Centre	54,605	41,932
Philadelphia Trust	153,814	5,120
Project Angola	16,010	155,683
Total of grants to other organisations (< £50,000 in current or prior year)	1,454,219	1,142,477
Total grant commitments to individuals	3,226,391	3,113,337
Total grants commitments made in the year	5,089,199	4,647,513

Reconciliation of grants payable

	2022	2021
	£	£
Commitments brought forward	156,109	390,240
Net commitments made in the year	5,089,199	4,647,513
Payments during the year	(5,012,136)	(4,881,644)
Commitments carried forward and payable within one year	Note 17	
	233,172	156,109

7 Support costs

	Total	Total
	2022	2021
	£	£
Staff costs (Note 10)	516,879	530,793
Rates, light, heat and insurance	41,712	37,622
Cleaning, decorating and repairs	65,349	13,632
Travel - Trustees	3,032	1,537
Travel - Other	76,934	36,810
Office costs	36,364	18,173
Governance costs (Note 8)	26,186	20,790
Equipment renewals and maintenance	76,600	78,148
Professional Fees	46,744	67,672
Bank charges	11,569	10,597
Sundry office expenses	37,313	13,271
Depreciation	77,911	69,120
	1,016,593	898,165

ECHOES INTERNATIONAL
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED 31 DECEMBER 2022

8 Governance costs

		Total Funds 2022 £	Total Funds 2021 £
Auditor's fees	- for audit services	13,398	16,440
	- for other services	4,272	300
Trustee meetings		7,246	2,416
Advisory group		1,220	-
Strategic planning and projects		50	1,634
		26,186	20,790

9 Net income/(expenditure) for the year

This is stated after charging:

		2022 £	2021 £
Auditor's remuneration	- for audit services	13,398	16,440
	- for other services	4,272	300
Trustees' travel, hotel, meals, meeting and training expenses		8,701	1,438
Depreciation		77,911	69,120

5 Trustees have been reimbursed for their out of pocket expenses as described above (2021: 4). No Trustee received any remuneration during the year or prior year.

Aggregate donations from Trustees, key management personnel, and other related parties was £13,162 (2021: £10,654).

10 Staff costs and numbers

The aggregate payroll costs were:

	2022 £	2021 £
Wages & salaries	437,495	447,100
Social security costs	35,017	33,901
Pension contributions	44,367	49,792
	516,879	530,793

No employee received emoluments of more than £60,000.

The average weekly number of employees during the year was 21 (2021: 22), calculated on the basis of average headcount. The average weekly number of employees during the year was 16 (2021: 17), calculated on the basis of full time equivalent. Key management personnel include the Trustees and Executive Directors. The total employment benefits received by key management personnel including employer national insurance and employer pension were £129,672 (2021: £125,516).

11 Taxation

The charity is exempt from corporation tax on its charitable activities.

ECHOES INTERNATIONAL
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED 31 DECEMBER 2022

12 Statement of Financial Activities comparative figures

For the year ended 31 December 2021	Unrestricted Funds £	Restricted Funds £	Endowment Funds £	Total Funds 2021 £
Income from:				
Donations and legacies	873,959	3,046,130	-	3,920,089
Charitable activities	60,863	72	-	60,935
Investment income	159,932	992	-	160,924
Other income	1,296	972	-	2,268
Total income	1,096,050	3,048,166	-	4,144,216
Expenditure on:				
Charitable activities	2,667,583	3,079,307	-	5,746,890
Total expenditure	2,667,583	3,079,307	-	5,746,890
Net income / (expenditure) before investment gains / (losses)	(1,571,533)	(31,141)	-	(1,602,674)
Net gains / (losses) on investments	547,372	1,348	18,482	567,202
Gain on sale of investment property	31,500	-	-	31,500
Net income/(expenditure) for the year	(992,661)	(29,793)	18,482	(1,003,972)
Transfers between funds	523,951	(523,951)	-	-
Net movement in funds	(468,710)	(553,744)	18,482	(1,003,972)
Total funds at start of year	6,301,761	1,170,263	152,859	7,624,883
Total funds at end of year	5,833,051	616,519	171,341	6,620,911

13 Tangible fixed assets

	Freehold Property £	Fixtures & Fittings £	Computer equipment £	Freehold property improvements £	Total £
Cost					
At 1 January 2022	811,112	30,115	196,440	24,659	1,062,326
Additions	-	3,551	3,687	52,954	60,192
At 31 December 2022	811,112	33,666	200,127	77,613	1,122,518
Depreciation					
At 1 January 2022	276,021	24,100	98,976	8,454	407,551
Charge for the year	16,200	4,879	52,592	4,240	77,911
At 31 December 2022	292,221	28,979	151,568	12,694	485,462
Net book value					
At 31 December 2022	518,891	4,687	48,559	64,919	637,056
At 31 December 2021	535,091	6,015	97,464	16,205	654,775

ECHOES INTERNATIONAL

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2022

14 Investment Property

	Freehold Investment Property £
Investment property valuation at 1 January 2022	-
Revaluation in the year	30,000
Investment property valuation at 31 December 2022	<u>30,000</u>

The leasehold interest in the investment property was deemed to be sold in 2021, however a residual freehold interest valued independently as at September 2022 at £30,000 was found to still remain.

15 Investments

	Total £
Market value	
At 1 January 2022	5,855,143
Purchase of investments	1,320,059
Sale of investments	(2,889,592)
Realised and Unrealised gains/losses	(520,551)
Movement in cash held	143,795
At 31 December 2022	<u>3,908,854</u>
Historical cost	<u>3,823,141</u>

At the year end the charity had the following spread of investments by nature:

	2022 £	2021 £
<i>Listed investments</i>		
Fixed interest	499,858	1,019,421
UK equities	1,400,941	1,670,059
Overseas equities	1,120,346	1,803,172
Alternative holdings	859,898	1,327,519
Cash held as part of the investment portfolio	27,811	34,972
	<u>3,908,854</u>	<u>5,855,143</u>

16 Debtors

	2022 £	2021 £
Due in less than one year:		
Prepayments and accrued income	30,304	36,084
Tax reclaimable under Gift Aid	10,948	14,115
Legacies receivable	873,728	240,155
Other debtors	36,936	34,162
	<u>951,916</u>	<u>324,516</u>

ECHOES INTERNATIONAL
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED 31 DECEMBER 2022

17 Creditors: amounts falling due within one year

		2022	2021
		£	£
Trade creditors		38,627	78,025
Grants payable	(Note 6)	233,172	156,109
Other taxation and social security		31,559	32,759
Accruals and deferred income		101,450	89,531
Other creditors		19,054	35,960
		<u>423,862</u>	<u>392,384</u>

18 Reconciliation of net movement in funds to net cash inflow from operating activities

	2022	2021
	£	£
Statement of Financial Activities: Net movement in funds	(1,387,899)	(1,003,972)
Investment income	(136,835)	(160,924)
Depreciation	77,911	69,120
Losses / (gains) on investments	520,551	(567,202)
Decrease / (increase) in debtors	(627,400)	(227,944)
(Decrease) / increase in creditors	31,478	(302,358)
Gain from sale of investment property	-	(31,500)
Gain on revaluation of investment property	(30,000)	-
Net cash (outflow)/inflow from operating activities	<u>(1,552,194)</u>	<u>(2,224,780)</u>

19 Analysis of changes in cash during the year

	2022	2021	Change
	£	£	£
Cash at bank and in hand	<u>129,048</u>	<u>178,861</u>	<u>(49,813)</u>
	2021	2020	Change
	£	£	£
Cash at bank and in hand	<u>178,861</u>	<u>464,351</u>	<u>(285,490)</u>

ECHOES INTERNATIONAL

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2022

20 Movement in funds

For the year ended 31 December 2022

	At 1 Jan 2022 £	Income £	Expenditure £	Transfers £	Gains/ (Losses) £	At 31 Dec 2022 £
Restricted funds						
Missionary	5,002	1,224,383	(1,130,357)	-	-	99,028
Personal needs	5,000	1,486,308	(1,488,726)	-	-	2,582
Beneficiary holding	423,463	40,116	(117,964)	376	-	345,991
Missionaries' Children's Fund	27,685	67,435	(45,682)	(310)	-	49,128
Ramsden fund	55,324	942	(1,000)	-	(5,486)	49,780
Missionary Furlough fund	33,325	-	-	-	-	33,325
Ruth Hadley Memorial fund	66,720	-	(10,800)	-	-	55,920
	616,519	2,819,184	(2,794,529)	66	(5,486)	635,754
Unrestricted funds						
General funds (merger of funds)	1,948,294	559,021	(1,164,009)	(114,988)	(463,798)	764,520
Interlink - legacy charity fund	10,514	-	-	-	-	10,514
First Serve	7,378	23,144	(50,372)	25,000	-	5,150
Suspense	5,719	-	-	(5,719)	-	-
Publishing department	40,000	81,166	(180,455)	99,289	-	40,000
A H Boulton fund	-	2,780	-	(2,780)	-	-
Mrs H Maclean Trust	-	868	-	(868)	-	-
Missionary work	190,264	1,289,851	(1,112,143)	(140,325)	-	227,647
Legacy equalisation	2,000,000	-	-	-	-	2,000,000
Medical	50,000	(2,545)	(70,120)	72,665	-	50,000
Special projects	86,161	-	-	-	-	86,161
Ministry support	10,000	20,000	(87,660)	67,660	-	10,000
Training	20,000	-	(107,374)	107,374	-	20,000
National worker	40,000	11,413	(120,860)	109,447	-	40,000
Poverty and relief fund	258,289	607,070	(570,441)	-	-	294,918
Strategic initiative fund	966,432	102,500	(150,015)	(216,821)	-	702,096
Equipment and maintenance	200,000	-	(3,822)	-	-	196,178
	5,833,051	2,695,268	(3,617,271)	(66)	(463,798)	4,447,184
Endowment funds						
Mrs H Maclean Trust	40,426	-	-	-	(5,062)	35,364
A H Boulton Fund	130,915	-	-	-	(16,205)	114,710
	171,341	-	-	-	(21,267)	150,074
Total funds	6,620,911	5,514,452	(6,411,800)	-	(490,551)	5,233,012

Restricted funds

Missionary - Monies donated for mission workers "ministry / work".

Personal needs - monies donated for mission worker's "personal needs".

Beneficiary holding - monies await distribution instructions from named beneficiary.

ECHOES INTERNATIONAL
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED 31 DECEMBER 2022

20 Movement in funds (continued)

Restricted funds (continued)

Missionaries' Children's Fund - the aim of this fund is to support the children of mission workers commended from UK assemblies to help with the educational expenses incurred, until further education, while their parents are serving on the mission field. The transfer out of this restricted fund is due to the costs being expended out of general funds.

Ramsden fund - for the provision of accommodation where appropriate and other needs of missionaries while on leave or residing in the UK.

Missionary Furlough fund - the provision of gifts to missionaries on furlough in the UK.

Ruth Hadley Memorial fund - funds received in memory of late Ruth Hadley who served as a missionary in Angola. Funds are distributed for suitable mission work in Angola.

Unrestricted and designated funds

General - Funds available to the Trustees to administer the ongoing objectives of the Charity.

Interlink legacy charity fund - Monies relating to and held in the predecessor charity, created in 2018 when Interlink and Echoes of Service merged, forming Echoes International.

First Serve - funds designated for the First Serve gap year programme.

Suspense - funds designated, awaiting donors instructions.

Publishing department - Monies designated by the Trustees as a "reserve" used for the publishing of books/fact files and production of the Daily Prayer Guide and Echoes magazine.

A H Boulton Trust - The Fund having been set up for the benefit of Echoes of Services – see also endowment fund element below. This was transferred to general funds in the 2021 year.

Mrs H Maclean Trust - The Trust having been set up for the benefit of Echoes of Services – see also endowment fund element below. This was transferred to general funds in the 2021 year.

Missionary work - Monies received for general disbursement for "The Lord's Work Overseas".

Legacy equalisation - Monies designated by the Trustees to act as a "reserve" to supplement giving under the above category, missionary work unrestricted, should that important category of gift income decline.

Medical - Monies to purchase medical supplies and equipment in hospitals and clinics.

Special projects - A fund set up to provide funding for all activities associated with the merger between Echoes of Service and Interlink from 1 January 2018.

Ministry support - Monies designated by the Trustees for a variety of Christian ministries including literature work, production and distribution of vernacular Bibles and Bible study aids, radio broadcasting and other associated activities.

Training - Monies designated by the Trustees to enable Bible colleges training establishments to provide national workers with training in preparation for and continuance in Christian service.

ECHOES INTERNATIONAL

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2022

20 Movement in funds *(continued)*

Unrestricted and designated funds *(continued)*

National worker - Monies designated by the Trustees to enable National Service Agencies to distribute monies amongst their own indigenous Christian workers.

Poverty and relief - Monies designated by the Trustees to provide financial help in situations of property relief and hardship.

Strategic initiatives - Monies set aside for the strategic funding of mission projects globally, normally over a 3-year period. The fund is used for projects outside of the course of regular gifts and finance provided by Echoes International and is limited to those within the Brethren movement or those with substantial links to the movement.

Equipment and maintenance - Monies designated by the Trustees for the upkeep of the office property and capital expenditure on equipment.

Endowment funds

A H Boulton Trust - The Fund having been set up for the benefit of Echoes of Services – the endowment fund element below is a permanent endowment.

Mrs H Maclean Trust - The Trust having been set up for the benefit of Echoes of Services – the endowment fund is an expendable endowment.

ECHOES INTERNATIONAL
NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED 31 DECEMBER 2022

20 Movement in funds (continued)

For the year ended 31 December 2021

	At 1 Jan 2021 £	Income £	Expenditure £	Transfers £	Gains/ (Losses) £	At 31 Dec 2021 £
Restricted Funds						
Missionary	3,862	1,440,715	(1,454,065)	14,490	-	5,002
Property	524,309	-	(20,641)	(503,668)	-	-
Personal needs	1,322	1,533,425	(1,546,120)	16,373	-	5,000
Beneficiary holding	422,988	17,465	(16,990)	-	-	423,463
Suspense	59,636	(45,519)	(838)	(13,279)	-	-
Missionaries' Children's Fund	57,774	9,073	(1,295)	(37,867)	-	27,685
First Serve	7,122	-	(7,122)	-	-	-
Relief	5,436	-	(5,436)	-	-	-
Ramsden fund	52,989	987	-	-	1,348	55,324
Missionary Furlough fund	34,825	-	(1,500)	-	-	33,325
Ruth Hadley Memorial fund	-	92,020	(25,300)	-	-	66,720
	<u>1,170,263</u>	<u>3,048,166</u>	<u>(3,079,307)</u>	<u>(523,951)</u>	<u>1,348</u>	<u>616,519</u>
Unrestricted Funds						
General funds (merger of funds)	806,032	550,845	(789,207)	990,276	390,348	1,948,294
Echoes of Service - legacy charity fund	47	-	-	(47)	-	-
Interlink - legacy charity fund	10,459	5,229	(274)	(4,900)	-	10,514
First Serve	-	10,360	(22,982)	20,000	-	7,378
Suspense	-	-	-	5,719	-	5,719
Investment property	41,000	-	-	(41,000)	-	-
Publishing department	52,643	67,722	(165,971)	85,606	-	40,000
Unrealised revaluation gains/(losses)	705,395	-	-	(893,919)	188,524	-
A H Boulton fund	670	2,554	848	(4,072)	-	-
Mrs H Maclean Trust	1,103	788	-	(1,891)	-	-
Missionary work	903,851	351,529	(1,065,116)	-	-	190,264
Legacy equalisation	2,000,000	-	-	-	-	2,000,000
Medical	50,000	4,905	(78,881)	73,976	-	50,000
Special projects	90,561	-	(4,400)	-	-	86,161
Ministry support	10,000	(1,450)	(54,593)	56,043	-	10,000
Training	20,000	-	(44,587)	44,587	-	20,000
National worker	40,000	450	(121,000)	120,550	-	40,000
Poverty and relief fund	250,000	103,118	(94,829)	-	-	258,289
Strategic initiative fund	1,120,000	-	(153,568)	-	-	966,432
Equipment and maintenance	200,000	-	(73,023)	73,023	-	200,000
	<u>6,301,761</u>	<u>1,096,050</u>	<u>(2,667,583)</u>	<u>523,951</u>	<u>578,872</u>	<u>5,833,051</u>
Endowment Funds						
Mrs H Maclean Trust	35,931	-	-	-	4,495	40,426
A H Boulton Fund	116,928	-	-	-	13,987	130,915
	<u>152,859</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>18,482</u>	<u>171,341</u>
Total funds	<u>7,624,883</u>	<u>4,144,216</u>	<u>(5,746,890)</u>	<u>-</u>	<u>598,702</u>	<u>6,620,911</u>

ECHOES INTERNATIONAL

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2022

20 Movement in funds (continued)

Restricted funds

Property - established for the purchase and refurbishment of offices at 124 Wells Road, Bath. Now the property has been purchased the restriction is released on the original gifts and the funds have been transferred to unrestricted designated funds.

Suspense - monies awaiting donor's disbursement instructions. The negative income and the transfers out are reallocations of these funds to other restricted funds or unrestricted funds once the donors intentions are known. The fund is being reclassified to a designated fund at the 2021 year-end for administration from there in future years.

First serve - restricted funds received for the First Serve gap year programme.

Relief - monies donated to assist in relief operations, following natural disasters (earthquake, famine, fire, and flood).

Unrestricted and designated funds

Echoes of Service legacy charity fund - Monies relating to and held in the predecessor charity, created in 2018 when Interlink and Echoes of Service merged, forming Echoes International.

Investment property - Properties bequeathed under terms of donor's will but subject to "reversionary interest".

Unrealised gains / revaluations - Details the cumulative unrealised gains/losses of the investment portfolio. This was transferred to general funds in the 2021 year.

21 Analysis of net assets between funds

As at 31 December 2022	Restricted funds £	Unrestricted funds £	Endowment funds £	Total £
Tangible fixed assets	-	637,056	-	637,056
Investments	49,780	3,709,000	150,074	3,908,854
Other net assets	585,974	101,128	-	687,102
	<u>635,754</u>	<u>4,447,184</u>	<u>150,074</u>	<u>5,233,012</u>

As at 31 December 2021	Restricted funds £	Unrestricted funds £	Endowment funds £	Total £
Tangible fixed assets	-	654,775	-	654,775
Investments	629,616	5,054,186	171,341	5,855,143
Other net assets	(13,097)	124,090	-	110,993
	<u>616,519</u>	<u>5,833,051</u>	<u>171,341</u>	<u>6,620,911</u>

22 Related party transactions

There are no transactions with trustees or other related parties other than those disclosed as required by the SORP elsewhere in the financial statements.