



**MOTTO "To Brighten Young Lives and Make Good Citizens"**

Salford Lads' Club was established in 1903 as a purpose built club for boys. It was the last and largest of 21 clubs in Greater Manchester independently funded by local companies to provide positive alternatives to teenage street gangs in the poorest areas. Founded by James Grimble Groves and William Grimble Groves of the Groves and Whitnall brewing empire and officially opened by Lord Baden Powell, the Club has continued to provide this key facility for more than 117 years and is now considered to be the 'finest example of a pre First World War club surviving and operating today'. The Groves family have continued their involvement in the club with Anthony Groves taking over from his father Jeremy as President in 2003. The club opened to girls in 1994.

# Salford Lads' and Girls' Club

## Annual Report and Financial Statements

1st September 2019 – 31st August 2020

Charity registration number: 521315

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## Report of the trustees for the year ending 31<sup>st</sup> August 2020

The trustees are pleased to present their annual report together with the financial statements of the charity for the year ending 31st August 2020. The financial statements comply with the Charities Act 2011, and Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015).

At the beginning of the financial year the number of local young people using the club continued to increase, with larger numbers in the junior age range, but we reluctantly had to close the building for all of our groups from late March 2020 when the first national Covid-19 lockdown started. A voluntary club like ours was particularly impacted as our young members have an age range from 9 – 17 and attend 11 different schools. Up to this point we had continued to offer young people a range of activities both on and off-site, with BMX bike riding at the Manchester Velodrome continuing to be the most popular off-site activity, along with trips to Manchester United games in February and early March.



Junior games room December 2019



Junior Games Room April 2020

We were looking forward to what would have been our biggest camp for 15 years, but this became the first casualty and we reluctantly cancelled this for the first time since WW2. The youth leaders kept in touch with young people and families via mobile phone on WhatsApp and from this first digital linkup a group of young people and volunteers posted pictures during the planned camp week, of camping at home in their back gardens and yards, and it proved to be a very positive event.



Salford Lads Club Lockdown Camp 2020



The outdoor activity we were able to continue was football, with outdoor training sessions at Ordsall Park. The club worked with the FA and Salford Community Leisure to start playing our games on the Astro all-weather pitch at Fit City in Ordsall. By late July the number of young people taking part in these weekly sessions had increased to over 70 and we have been able to double the number of teams we are now running in the Salford and Manchester leagues. There has also been a renewed interest in local adults joining our coaching staff which has increased from 3 to 6. Each of these teams are in year bubbles with a fixed coaching staff and we have been able to use WhatsApp for the coaches to keep in touch with the young players and their families. This app has been particularly important in keeping young people's interest and positivity going as the three lockdowns have continued to create havoc with the season.

We expect to have 4 teams and at least one girls' team (for the first time ever in the club's 117 year history!) for the new season 2021-22.



The club continued with outdoor sport, increasing the number of teams and volunteer coaches

The girls club who spend more time in the building on drama and cooking were harder hit, we had purchased tickets over a year ago for the whole group to see Les Misérables at the Lowry so this was a big disappointment and it will be 2022 before this production returns to Salford. The girls club have kept in touch during the lockdowns with outdoor meetings in the local park and over the last few months they are also keeping in touch via Zoom. This has been particularly important for the girls group as we have a number of vulnerable girls and the leaders know the importance of regular contact to check on their well-being.



Girls club evening cooking sessions

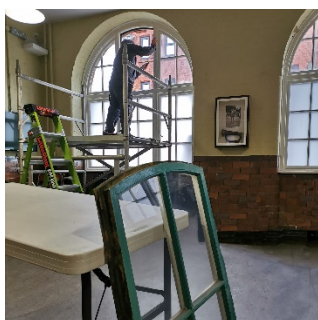


Young volunteers Jess and Blaine in the cockpit at Simulator Adventures

Our two youngest volunteers, aged 14, help with our visitor open days every Saturday and last January we were able to give them a big thank you with a visit to Simulator Adventures on Salford

Quays. This new company came to the club as visitors and were so impressed by our young volunteers that they were invited for a visit along with two of our senior volunteers.

With the building being closed we have used the opportunity to undertake a full maintenance programme that is often difficult to fit in with all the rooms in use. We were able to sand and reseal the main gym, concert hall and games rooms. We applied for funding to Sport England and Historic England for emergency funding for urgent repairs to the building and for funds to make the building Covid-safe with extra ventilation measures but we were sadly unsuccessful. However we have been able to recently start this work with an NHS Covid Recovery grant that has enabled us to reopen windows that have been sealed for many years and to install two rooflight panels in the boxing gyms, again to improve ventilation.



We have kept in touch with young people and families and the local network of agencies supporting vulnerable people locally with local foodbanks and support at St Clements Church and Oasis High School on the estate. Retaining continuity at the club for local young people and families has been one of the keys to our success over time, and we took the important decision to retain our sessional staff on furlough, so that when we do reopen familiar faces will still be here.

Before the Covid pandemic struck we did manage to have some exciting events at the club. In September 2019 local radio station XS Manchester broadcast Clint Boon's programme live from the club's Smiths Room, featuring a live performance from Ren Harvieu.



In October 2019 BBC Sport filmed a short piece at the club for their Football Focus programme.



Also in October 2019 we hosted an 'in-conversation' event with Noel Gallagher, in our concert hall. This generated a huge amount of positive publicity and of course some much-needed fundraising income. Tickets for the event sold out in two minutes!

November 2019 was a busy month. We hosted 80 Salford Foundation Students as part of their NCS programme which included a workshop in self-defence with our boxing coaches.



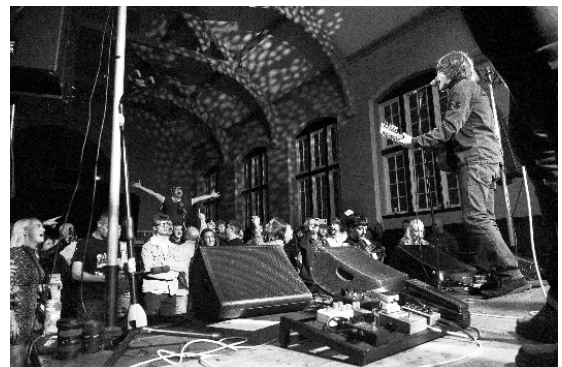
A Halloween event for the New Barracks Co-op tenants group was popular as always.

We continued our link with Salford Red Devils. Two of their foundation staff coach multi sports each week at our lads club sessions. They club also support our football teams with an extra minibus to games. This year the Red Devils reached the rugby play-off final and a group of the star players were filmed outside the club before the final at Old Trafford.



We hosted a record fair, and an exhibition of Happy Mondays memorabilia and VHS video footage of the band, donated to the club by the Ryder family.

In December 2019 we had 'Coronation Street' filming some scenes in and around our building, and we hosted a gig by Dirty Laces – the first full band live gig since the concert hall was renovated in 2015.





In January and February 2020 we welcomed visits from a group of young people from Burnley, a group of marketing students from Middlesex University, and Eccles rambling club.



Although we have had a civil marriage licence for the premises since June 2019, due to the pandemic we have not been able to actually host a wedding yet. The first (re-scheduled) wedding at the club is now planned for May 2021. We have four rooms licenced – the Concert Hall, the Band Room which overlooks the Concert Hall, the Senior Games Room, and of course, our famous Smiths Room! We have partnered with Salford Community Leisure to help us facilitate the ceremonies, drawing on their experience in managing weddings at Ordsall Hall. As well as being a great source of fundraising for the club, we hope this will make a lot of music fans very happy!



With fundraising from our visitor open days halted since March 2020 we have increased our social media presence and sales of our SLC merchandise have continued. Linking with a young Salford-based textile maker we commissioned a set of handmade masks from samples of our t-shirt range, and we were able to raise over £1000 from auctioning 30 handmade masks, as well as supporting a young Salford woman whose business was affected by the lockdowns. By the end of this financial year we managed to keep our income loss to £40,000, and so far into the 20/21 financial year we are accessing all of the government and council support that we are eligible for, as well as any other fundraising that we are able to do, in order to get ourselves into the strongest position possible so that we are ready to fully re-open as soon as restrictions allow.



Volunteers ready for a covid safe open day in September 2020



Textile artist Holly cutting masks from our t shirts and volunteer Eva packing the 30 masks ready to post



We work closely with the tenant-led New Barracks Co-operative and they have continued to hold some of their meetings in the club (under Covid restrictions). Nearby is the Ordsall Community Café who we also work with, visiting groups often order food for day courses at the club and this in turn brings in more opportunities for the local community. Salford CVS regularly use the club for their training courses. The club is also used for the city's central Youth Partnership meetings every 6 weeks.

With continued cuts to mainstream services, and the unprecedented impact of the Covid-19 pandemic, we are very grateful to all of the organisations and individuals who have contributed to our fundraising in the year - whether by making a donation, by buying our merchandise, attending an event or hiring our venue – enabling us to offer this broad and varied programme to inspire young people.

Signed  \_\_\_\_\_

Name **ANTHONY GROVES** \_\_\_\_\_, on behalf of the trustees

1 March 2021

## Our purposes and activities

*To brighten  
young lives and  
make good  
citizens*

*To provide a safe  
environment for  
local young  
people*

*To extend  
opportunities in  
sports and arts  
for young people*

*To become the  
central archive of  
the lads club  
movement in  
Salford*

*To become the  
centre for visitors  
tracing the routes  
of Salford's music  
and cultural life*

*To develop a  
sustainable  
fundraising  
model*

*To become the  
focal point for  
community activity  
and regeneration in  
the area*

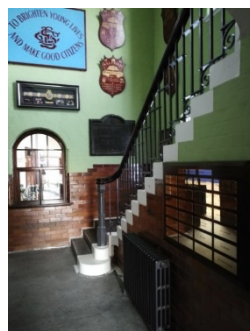
*To improve and restore  
the facilities inside and  
outside the building and  
make the building sound  
for the next generation  
of young people*



In setting our objectives and planning our activities we have given careful consideration to the Charity Commission's public benefit guidance.

The strategies employed to achieve our aims and objectives are to:

- provide a safe, structured environment for young people via regular scheduled sessions at the club, for designated age groups
- provide sports, arts and educational activities and opportunities for young people through the club's scheduled sessions and through additional programmes such as the football teams, annual camp and other trips
- invigilate and preserve the club's archives; be creative in the ways we invite members of the public to engage with the club's architectural and social heritage (for example our Wall of Names)
- provide a warm and friendly welcome to visitors; maintain our 'Smiths Room' and our famous frontage/sign as key attractions for the thousands of music fans who visit the club each year
- improve the club's financial sustainability by tapping further into self-generated income streams such as merchandise sales and venue hire (now licenced for weddings too!), as well as appealing for donations and grant funding to support us in the good work that we do
- provide affordable facilities for community groups to hold meetings and events
- continue to be 'responsible caretakers' of our Grade 2 listed building, carrying out maintenance and repairs that preserve the building's heritage whilst also allowing it to be a usable space for today's needs



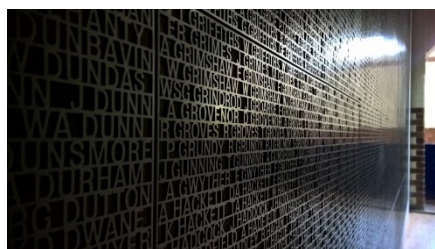
## Achievements and performance

### Young people

In the year (pre-pandemic) we provided thrice-weekly club sessions for young members aged 9-18; twice-weekly sessions (with New Barracks Co-op) for those aged 6-14; weekly football training/matches; and twice-weekly dance club sessions. We also took young members out on trips and activities, and hosted sessions for visiting groups. When the pandemic struck, we continued to engage with our young members as much as possible, such as the 'virtual camp', Zoom meet-ups for the girls group, and outdoor training (when this became permitted) for the football teams.



### Heritage



The wall of names attracts visitors each week with enquiries about family members, and we have also received visits from local history groups, college and university groups who are exploring the history and make up of communities.

### Building improvements

With the club being closed due to the pandemic we brought forward essential maintenance to re-sand and seal all the main wooden floors in the building, including the main gym, concert hall, boxing gyms and balcony. We also began installing new roof lights to the boxing gyms. The long term aim in the coming year is to have a natural ventilation system working throughout the building.

### Cultural significance

In non-pandemic times, we welcome approximately 6,000 visitors a year, mostly on our Saturday open days, when we are open between 11am and 2pm for music/heritage fans (or anyone with an interest to look around the club) to call in and enjoy a free tour, cup of tea, a browse through our merchandise, and a friendly chat with our volunteers. Obviously for much of this year we have been forced to close our doors, but we look forward to re-opening when it is safe and permitted to do so (at the time of writing this is hoped to be June 2021).



We continue to have good links with Manchester Music Tours, founded by the late Craig Gill of the Inspiral Carpets. The club remains the flagship site for many music and cultural tourists to the city.

The building continues to attract TV, radio, film and fashion shoots and this year we welcomed BBC Football Focus, XS Manchester, 'Men in Blazers' a US TV football programme, and ITV's 'Coronation Street' to name just a few.

The list of organisations and agencies who want to build links with the club continues to grow and we offer visits/tours and opportunities to primary schools, secondary schools, colleges and universities as well as adult groups. Much of this comes from the breadth of events and activities that we have taken part in over the past 15 years and the increasing recognition of the club as the last original pre WW1 lads club still operating in England. The club is also considered of national importance as the 3<sup>rd</sup> most visited music tourism site in the UK.



We are proud to be Salford's leading music-pilgrimage location, and enjoy welcoming visitors to our city and to the north west.

A group of music fans from Buenos Aires on a visit August 2019

As at 31<sup>st</sup> August 2020 we had approximately...



6650  
Twitter  
followers  
(+450)



7300  
Facebook  
followers  
(+600)



2500  
Instagram  
followers  
(+1000!!)



## Fundraising

Our team of volunteers who welcome visitors to the club every Saturday are the backbone of our fundraising, and the sales and donations from these weekly sessions (Covid notwithstanding) continue to rise. Most of our Saturday team are former club members and they have a wealth of knowledge of the club, the city and more likely The Hollies, than The Smiths!



Three of our volunteers help with a photo promotion of our new t-shirt, and music fans from Japan and Brazil model the shirt.

We are also pleased to have supporters from around the world who continue to make regular donations. Many of these are music fans, some are regular visitors, others have visited a couple of times. We also have supporters from the US and Japan who have never visited but have built up a long term link supporting the club for many years. In the UK, Chris Blay who originally contacted us to offer us a merch stall for a gig at the Ritz in Manchester, has continued to help raise funds each year.

Prestwich Athletic Club were kind enough to donate proceeds from their 'Racecourse Relay' in September 2019 to the club, raising £1,000.

During Covid-restricted June 2020, club volunteers and football coaches Danny and Clark ran a 'marathon' by themselves, running 26.2 miles along the Bridgewater Canal, and raising over £1,300 for the club.

Our president Anthony Groves very generously match-funded a donation from the Haberdashers' Benevolent Foundation, raising a total of £2,000 to help with the club's recovery from the pandemic.

We were delighted when another long-time friend of the club Alison Bell revealed she'd signed up Noel Gallagher to appear in an 'in-conversation' event at the club. This generated huge publicity for the club, and through generous donations and raffles on the night – and of course our volunteer-ran pop up bar – the event raised over £8,000 for the club.

In conjunction with Happy Daze we also put on the club's first full band gig since the concert hall refurbishment some 5 years ago. Dirty Laces were the headliners, supported by Bines, Cleargreen,

and Listen Up DJs. Again the hard work of all the volunteers (and the Happy Daze team) ensured that this ran smoothly and raised valuable income for the club.

All these events help raise the profile of the club which helps increase visitors and has a knock-on effect with sales of our SLC merchandise from our weekly open days and online via our website.



## Our volunteers

The club relies on its dedicated and highly valued volunteer base. At present there are approximately 25 volunteers who regularly give their time and energy to the club. Several of the volunteers are 'old boys', who became members of the club as youngsters and have stayed involved throughout their adult lives, often introducing their children and grandchildren to the club to continue in their footsteps.

Our oldest such 'old boys' are Archie Swift and Eric Salthouse (pictured), who have over 140 years of club membership between them, and still regularly help out with the young people's activity sessions (albeit with less running around on their part these days).



*4000 volunteer hours  
given each year to  
facilitate activity sessions  
for young people and  
annual club camp*

*1000 volunteer hours  
given each year to run our  
Saturday fundraising open  
days, helping to generate  
25% of annual income*

*Over 600 collective years of club  
volunteering between our  
trustees and current volunteers*

*Queen's Award for  
Volunteering awarded  
to the club in 2016*

*Archie Swift awarded MBE  
in 2006 for his lifetime of  
voluntary work at the club*



Leon our Lads' Club leader with football club volunteers Danny, Clark, Chris and Vitor

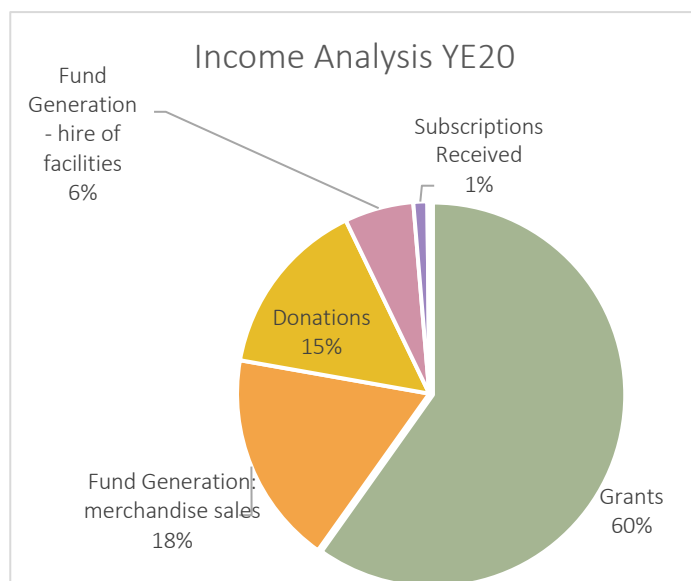
## Financial review

With the Covid-19 pandemic impacting the second half of this financial year, this year was one of our most challenging in the club's history. We lost £41k of income in the March-August 2020 period, including some high profile TV/filmshoots that were either cancelled or postponed, several fundraising events and community events that all had to be cancelled, and the club's first ever wedding ceremonies, which were pushed back to 2021.

We responded as best as we could to the crisis, taking advantage of the government support schemes such as the CJRS (furlough) scheme. So far we have been able to retain all of our sessional workers and support staff, protecting these jobs and providing continuity for the young members when we are eventually able to re-open.

We also took some positive action during the enforced closure, by undertaking some maintenance work that is otherwise difficult to do when the building is in constant use by our various groups. Most crucially, this work included improving the ventilation in various rooms of the building, so that when we do re-open we can make this as safe as possible for our members, staff and volunteers.

### Income

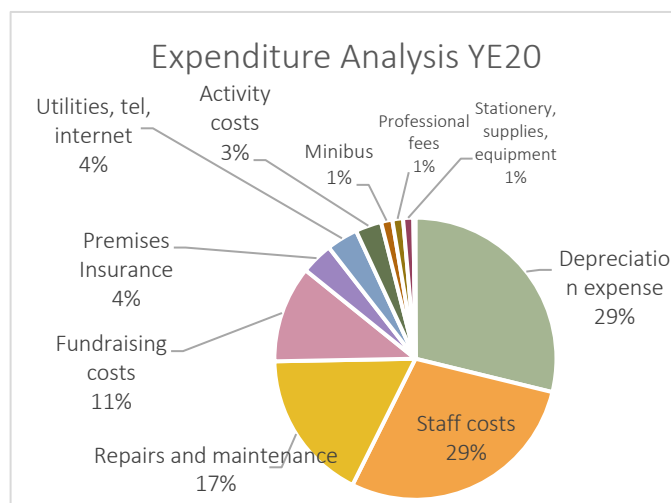


Income for the year was slightly less than the previous year (YE20: £128k, YE19: £141k); however considering that we were closed for half of the year and therefore unable to offer facilities hire or welcome visitors due to the Covid-19 pandemic it is not surprising that our income from these two streams was reduced. However we put more efforts into appealing for donations and were able to actually increase the amount of donations compared to the previous year.

Our main grant income in the year towards activities with young people came from the Zochonis Charitable Trust and the GMCA ARIS/Standing Together fund. The 'core strength' grant from Booths Charities continued to support our internal processes, allowing us to invest more time in improving our administrative functions and fundraising projects. We also received support from the Haberdashers' Benevolent Foundation and Boys & Girls Clubs of Greater Manchester. Approximately £30k was also received via the government's Covid-19 support package (business support grant and CJRS/furlough grants).

## Expenditure

We are able to keep our 'activity costs' relatively low as all of our sports activities are mainly delivered by our team of volunteers - we have 6 ABA boxing coaches and 6 FA football coaches – and are mostly held here in our own building. Our volunteer team also coach badminton and table tennis as well as volunteering to take young people to outside events and competitions. Once the Covid-19 lockdown began we maintained engagement with our young members as much as we could, via digital means. We also re-commenced outdoor football training as soon as that was permitted too.



Staff costs remain a relatively small percentage of total costs, thanks to the many hours that our volunteers contribute.

Depreciation relates mainly to the significant building improvement capital works (funded by Sport England) undertook in 2014-2016.

Capital investment was made in the year on replacing equipment in the boxing gym.

## Reserves policy and going concern

In the Trustees' view, the reserves should provide the charity with adequate financial stability and the means for it to meet its charitable objectives for the foreseeable future, and also maintain provision for unforeseen repairs of our Edwardian listed building.

The management committee propose to maintain the charity's reserves at a level which is at least equivalent to 3-6 months operational expenditure and have done so having regards to its manner of operation of likely funding streams.

The management committee review the amount of reserves that are required to ensure that they are adequate to fulfil the charity's continuing obligations on a quarterly basis at their finance meeting.

## Plans for future periods

The main financial focus of the trustees and management committee is the ongoing sustainability of the club.

Recent years have seen a significant uplift in self-generated income streams such as merchandise sales and venue hire, and so we are continuing to invest time and effort into building upon these income streams even further. We have continued to develop our own brand 'Salford Lads Club' (that we trademarked in 2016), and are expanding our range of merchandise and exploring opportunities to bring this to market.

Albeit temporarily halted by the current Covid-19 restrictions, when permitted we plan to continue putting on several fundraising events each year, such as concerts, talks, record fairs etc. These generate income for the club through merchandise sales, 'pop-up' bar sales, hire fees – and of course help to raise the profile of the club, leading on to more and more such events and other opportunities.

We also look forward to finally hosting wedding ceremonies at the club, in partnership with Salford Community Leisure – although we obtained a licence in 2019, due to the pandemic we have yet to host our first ceremony (this is currently scheduled for May 2021). We envisage this being a valuable income source to the club.

We intend to continue developing these ventures into providing training and employment opportunities for our young members - for example in shop sales, stock management, bookkeeping, customer service and visitor interaction, organising and setting up events. Links with schools, colleges and universities are also important strands to continue developing alongside working with Salford agencies like Salford CVS, Salford Community Leisure and the Salford Youth Alliance.

We are also using the Covid-enforced closed period in a positive way, by taking the time to step back and fully analyse what we are, who we are, and what we want to be, as a club, going forward. We are re-assessing the club's internal structures, processes and procedures – improving, streamlining and modernising, in order to get the club in as strong a position as possible both financially and administratively, going forward. We know that the funding landscape will be very different post-pandemic, and that we are likely going to need to rely more than ever on our own resources and ingenuity to keep the club going and keep on providing the unique and vital opportunities to local young people that we have done for the last 117 years.

## Reference and administrative details

Charity number: 521315

Bankers: CAF Bank Ltd  
Lloyds Bank plc

Accountant: Binder Management Accounts  
www.b-m-a.co.uk

## Officers and trustees

The trustees and officers serving during the year were as follows:

Anthony Groves	<i>President</i>
Warren Smith	<i>Chair (retired 2020)</i>

Management Committee members:

Brian Ball	<i>Secretary</i>
Keith Corkan	<i>Treasurer</i>
Dennis Lewtas	
Brian Conway	
Liam Kotrie	
Dave Connell	
Chris Brierley	

Trustees:

Anthony Groves  
Alan Sloan  
Arthur Swift  
James Rice  
William Seddon  
Keith Corkan  
Angie Cooke

## Structure, Governance and Management

### Governing document

Salford Lads' and Girls' Club is a registered charity, governed by its Trust deed dated 3<sup>rd</sup> November 1903. It is registered as a charity with the Charity Commission.

### Appointment of trustees

Trustees are considered for appointment after being nominated by existing trustees and/or management committee members.

## Trustees' responsibilities in relation to the financial statements

The charity trustees are responsible for preparing a trustees' annual report and financial statements in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015) - (Charities SORP (FRS 102)).

In preparing the 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;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business.

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and to enable them to ensure that the financial statements comply with the reporting requirements. They are also responsible for safeguarding the assets of the charity and hence taking reasonable steps for the prevention and detection of fraud and other irregularities.

## Statement as to disclosure to our independent examiner

In so far as the trustees are aware at the time of approving our trustees' annual report:

- there is no relevant information, being information needed by the independent examiner in connection with preparing their report, of which the independent examiner is unaware, and
- the trustees have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the independent examiner is aware of that information.

By order of the board of trustees

Name  \_\_\_\_\_

1 March 2021



# Independent Examiner's Report on the Accounts



**CHARITY COMMISSION  
FOR ENGLAND AND WALES**

## Section A

## Independent Examiner's Report

**Report to the trustees/  
members of**

Salford Lads' and Girls' Club

**On accounts for the year  
ended**

31<sup>st</sup> August 2020

**Charity no** 521315  
**(if any)**

**Set out on pages**

25-35

(remember to include the page numbers of additional sheets)

**Responsibilities and basis of  
report**

I report to the trustees on my examination of the accounts of the above charity ("the Trust") for the year ended **31 / 08 / 2020**.

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

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

**Independent examiner's  
statement**

The charity's gross income exceeded £250,000 and I am qualified to undertake the examination by being a qualified member of CIMA.

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

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

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

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

**Signed:** Joseph Connor

**Date:** 11/6/2021

**Name:** Joseph Connor

**Relevant professional qualification(s) or body (if any):** CIMA – Chartered Institute of Management Accountants.  
Membership No 8452275 – Associate Member

**Address:** 90 Norwood Road  
  
Stretford  
  
Manchester M32 8PP

## Section B

## Disclosure

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

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

# Salford Lads' and Girls' Club Statement of Financial Activities

For year ending 31st August 2020

		Restricted	Unrestricted		This year total	Last year total
	Note		Designated	General	YE20	YE19
<b>Income and endowments</b>						
Donations and legacies	4, 5	5,500	-	19,354	24,854	47,879
Investment income		-	-	190	190	154
Other income	4	4,185	-	736	4,921	294
<b>Income from charitable activities</b>						
'Core funding' grants	4	-	-	26,000	26,000	29,833
Grants for young people's activities	4	5,204	-	21,250	26,454	10,559
Subscriptions from young people's activities		-	-	1,510	1,510	1,542
Grants for community and heritage	4	-	-	14,000	14,000	3,000
<b>Other trading activities</b>						
Hire of facilities		-	-	7,474	7,474	13,198
Merchandise sales		-	-	23,056	23,056	34,981
<b>Total income and endowments</b>		<b>14,889</b>	<b>-</b>	<b>113,570</b>	<b>128,459</b>	<b>141,439</b>
<b>Expenditure</b>						
<b>Expenditure on raising funds</b>						
Fundraising costs		7,739	-	13,648	21,387	21,396
Goods purchased for resale		-	-	17,139	17,139	14,752
<b>Expenditure on charitable activities</b>						
Young people's activities		41,210	-	55,183	96,394	95,158
Community and heritage		19,840	-	33,174	53,014	45,936
<b>Other expenditure</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total expenditure</b>		<b>68,789</b>	<b>-</b>	<b>119,144</b>	<b>187,933</b>	<b>177,243</b>
<b>Net income/(expenditure) before gains and losses on investments</b>		<b>53,901</b>	<b>-</b>	<b>5,574</b>	<b>59,475</b>	<b>35,804</b>
<b>Net gains/(losses) on investments</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net income/(expenditure) for the year</b>		<b>53,901</b>	<b>-</b>	<b>5,574</b>	<b>59,475</b>	<b>35,804</b>
<b>Transfers</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net gains/(losses) on revaluation of fixed assets</b>		<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net movement in funds</b>		<b>53,901</b>	<b>-</b>	<b>5,574</b>	<b>59,475</b>	<b>35,804</b>
<b>Reconciliation of funds</b>						
<b>Total funds brought forward</b>		<b>266,079</b>	<b>25,000</b>	<b>198,133</b>	<b>489,210</b>	<b>525,015</b>
<b>Total funds carried forward</b>	<b>20</b>	<b>212,178</b>	<b>25,000</b>	<b>192,559</b>	<b>429,735</b>	<b>489,211</b>

## Salford Lads' and Girls' Club Balance Sheet

For year ending 31st August 2020

		Note	31-Aug-20	31-Aug-19
<b>Fixed Assets</b>				
	Equipment, fixtures & fittings	12	257,481	305,927
	Land & buildings		1,700,000	1,700,000
<b>Total Fixed Assets</b>			<b>1,957,481</b>	<b>2,005,927</b>
<b>Current Assets</b>				
	Cash at bank and in hand	21	179,804	165,988
	Closing stock	14	10,673	14,272
	Debtors	15	9,054	9,881
<b>Total Current Assets</b>			<b>199,531</b>	<b>190,141</b>
<b>Creditors: amounts falling due within one year</b>		16	<b>27,275</b>	<b>6,854</b>
<b>Net Current Assets/(Liabilities)</b>			<b>172,256</b>	<b>183,286</b>
<b>Total Assets less Current Liabilities</b>			<b>2,129,737</b>	<b>2,189,213</b>
<b>Net Assets</b>			<b>2,129,737</b>	<b>2,189,213</b>
<b>Funds</b>				
	Endowments - land & property		1,700,000	1,700,000
	Restricted funds	20,21	212,178	266,078
	Unrestricted funds - designated	20,21	25,000	25,000
	Unrestricted funds - general	20,21	192,559	198,133
<b>Total funds</b>			<b>2,129,737</b>	<b>2,189,211</b>

The notes at pages 28 to 35 form part of these accounts

Signed  \_\_\_\_\_

Name **ANTHONY GROVES**, on behalf of the trustees

Approved by the trustees on 1 March 2021

## Salford Lads' and Girls' Club Statement of Cash Flows

For year ending 31st August 2020

	Note	2020	2019
<b>Cash flows from operating activities</b>			
Surplus/(deficit) for the financial year		- 59,475	- 35,804
Adjustments for:			
Depreciation of property, plant and equipment		54,140	55,375
Interest received		- 190	- 153
Decrease/(increase) in trade and other receivables		827	501
Decrease/(increase) in inventories		3,599	200
Increase/(decrease) in trade payables		20,421	1,549
<b>Net cash generated from operating activities</b>		<b>19,322</b>	<b>21,668</b>
<b>Cash flows from investing activities</b>			
Purchases of property, plant and equipment		- 5,695	- 13,738
Interest received		190	153
<b>Net cash from investing activities</b>		<b>- 5,505</b>	<b>- 13,584</b>
<b>Cash flows from financing activities</b>			
<b>Net cash from financing activities</b>		<b>-</b>	<b>-</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>		<b>13,817</b>	<b>8,084</b>
Cash and cash equivalents at beginning of year		165,988	157,904
<b>Cash and cash equivalents at end of year</b>		<b>179,804</b>	<b>165,988</b>

## Notes on the accounts

### 1 Accounting policies

The principal accounting policies adopted, judgements and key sources of estimation uncertainty in the preparation of the financial statements are as follows:

#### **a) Basis of preparation**

The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2015) - (Charities SORP (FRS 102)).

Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy note(s).

#### **b) Reconciliation with previous Generally Accepted Accounting Practice**

In preparing the accounts, the trustees have considered whether in applying the accounting policies required by FRS 102 and the Charities SORP FRS 102 the restatement of comparative items was required, and no restatements were required.

#### **c) Preparation of the accounts on a going concern basis**

The financial statements have been prepared on a going concern basis. As with most businesses the charity has been impacted by the Coronavirus (Covid-19) and this has had an impact on charitable operations, service users and staff. The charity has utilised the grants available from the UK government and has taken appropriate steps to safeguard charity operations. While the full impact of the global pandemic to the economy and charity operations remains uncertain, the trustees believe that the going concern basis of accounting is appropriate.

#### **d) Income**

Income is recognised when the charity has entitlement to the funds, any performance conditions attached to the item(s) of income have been met, it is probable that the income will be received and the amount can be measured reliably.

Income from government and other grants, whether 'capital' grants or 'revenue' grants, is recognised when the charity has entitlement to the funds, any performance conditions attached to the grants have been met, it is probable that the income will be received and the amount can be measured reliably and is not deferred.

For legacies, entitlement is taken as the earlier of the date on which either: the charity is aware that probate has been granted, the estate has been finalised and notification has been made by the executor(s) to the Trust that a distribution will be made, or when a distribution is received from the estate. Receipt of a legacy, in whole or in part, is only considered probable when the amount can be measured reliably and the charity has been notified of the executor's intention to make a distribution. 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 treated as a contingent asset and disclosed if material (see note 17).

Income received in advance of a venue hire booking or provision of other specified service is deferred until the criteria for income recognition are met (see note 18).



#### **e) Donated services and facilities**

Donated professional services and donated facilities are recognised as income when the charity has control over the item, any conditions associated with the donated item have been met, the receipt of economic benefit from the use by the charity of the item is probable and that economic benefit can be measured reliably. In accordance with the Charities SORP (FRS 102), general volunteer time is not recognised, refer to the trustees' annual report for more information about volunteers' contribution. On receipt, donated professional services and donated facilities are recognised on the basis of the value of the gift to the charity which is the amount the charity would have been willing to pay to obtain services or facilities of equivalent economic benefit on the open market; a corresponding amount is then recognised in expenditure in the period of receipt.

#### **f) Interest receivable**

Interest on funds held on deposit is included when receivable and the amount can be measured reliably by the charity; this is normally upon notification of the interest paid or payable by the Bank.

#### **g) Fund accounting**

Unrestricted funds are available to spend on activities that further any of the purposes of the charity. Designated funds are unrestricted funds of the charity which the trustees have decided at their discretion to set aside to use for a specific purpose. Restricted funds are donations which the donor has specified are to be solely used for particular areas of the charity's work or for specific projects being undertaken by the charity.

#### **h) Expenditure and irrecoverable VAT**

Expenditure is recognised once there is a legal or constructive obligation to make a payment to a third party, it is probable that settlement will be required and the amount of the obligation can be measured reliably. Expenditure is classified under the following activity headings:

Expenditure on raising funds	including those associated with fundraising activities, managing investments and trading
Expenditure on charitable activities	costs of undertaking the work of the charity

Irrecoverable VAT is charged as a cost against the activity for which the expenditure was incurred.

#### **i) Allocation of support costs**

Support costs are those functions which assist the work of the charity either by supporting the delivery of charitable activities or by supporting the generation of funds. They include back office functions and associated staff costs.

#### **j) Tangible fixed assets**

Individual fixed assets costing £1,000 or more are capitalised at cost and are depreciated over their estimated useful economic lives on a straight line basis as follows:

Asset Category	Annual rate
Fixtures & fittings	10%
Equipment	20-33%

#### **k) Stock**

Stock is included at the lower of cost or net realisable value. Donated items of stock are recognised at fair value which is the amount the charity would have been willing to pay for the items on the open market.

#### **l) Debtors**

Trade and other debtors are recognised at the settlement amount due after any trade discount offered. Prepayments are valued at the amount prepaid net of any trade discounts due.

#### **m) Cash at bank and in hand**

Cash at bank and cash 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.

#### **n) Creditors and provisions**

Creditors and provisions are recognised where the charity has a present obligation resulting from a past event that will probably result in the transfer of funds to a third party and the amount due to settle the obligation can be measured or estimated reliably. Creditors and provisions are normally recognised at their settlement amount after allowing for any trade discounts due.

#### **o) Financial instruments**

The charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value with the exception of bank loans which are subsequently measured at amortised cost using the effective interest method.

#### **p) Pensions**

Employees of the charity are entitled to join the charity's pension scheme operated through NEST, as per the charity's compulsory requirement to provide a pension scheme from 1<sup>st</sup> November 2016.

## **2 Legal status of the charity**

The charity is a charitable trust. The charity is controlled and its assets held in trust by a board of trustees.

## **3 Financial performance of the charity**

The summary financial performance of the charity is:

	<b>2020</b>	<b>2019</b>
	<b>£000</b>	<b>£000</b>
Income	128	141
Expenditure	188	177
Net income	- 59	- 36
Total funds brought forward	489	525
Total funds carried forward	430	489
Represented by:		
Restricted income funds	212	266
Unrestricted income funds	193	198
Designated income funds	25	25
	<b>430</b>	<b>489</b>

#### 4 Income from grants

		<b>2020</b>	<b>2019</b>
		<b>£000</b>	<b>£000</b>
<b>Grants</b>			
	Children in Need	-	2
	Zochonis	35	35
	Booths Charities	6	17
	Comic Relief	-	2
	ARIS/Standing Together	5	8
	CVS/NHS Impact Fund	-	15
	Haberdashers' Benevolent Foundation	1	-
	CJRS/gov/council Covid19 support	30	-
		<b>77</b>	<b>78</b>

The charity is grateful for the support received in the year from:

- The Booths Charities whose grant has helped support our internal processes, allowing us to invest more time in improving our administrative functions and fundraising projects;
- The CVS/NHS Health Impact Grant which has also helped support these essential internal processes, as well as contributing towards vital renovation works to improve healthy ventilation in the building;
- The Zochonis Charitable Trust whose grant has helped directly fund our activities with young people;
- The GMCA ARIS and Standing Together funds whose grants have also helped directly fund our activities with young people;
- The Haberdashers' Benevolent Foundation and the Boys & Girls Clubs of Greater Manchester, whose grants have helped support the club through the pandemic.

#### 5 Income from donations and legacies

		<b>2020</b>	<b>2019</b>
		<b>£000</b>	<b>£000</b>
<b>Donations</b>			
	Gifts	19	13
	Legacies		
	Donated services		
		<b>19</b>	<b>13</b>

The charity is grateful for all the donations received during the year, both from individuals and from organisations.

The charity benefits greatly from the involvement and enthusiastic support of its many volunteers, details of which are given in our annual report. In accordance with FRS 102 and the Charities SORP (FRS 102), the economic contribution of general volunteers is not recognised in the accounts.

## 6 Trustee remuneration and expenses

The charity trustees were not paid or received any other benefits from employment with the charity in the year (2019: £nil) neither were they reimbursed expenses during the year (2019: £nil). No charity trustee received payment for professional or other services supplied to the charity (2019: £nil).

## 7 Staff costs and professional fees

The club employs one part-time member of staff to lead activities for young people (part-paid for by GMCA ARIS/Standing Together funding), two part-time sports leaders (paid for by our crowdfunding campaign), and one part-time worker for cleaning and maintenance of the building. We also employ people part-time to manage the building for hires and other activities enabling us to manage and invigilate the increasing demand of groups using our facilities. These individuals volunteer a great deal of their free time as well and are key to the increasing visitor numbers, events and associated increase in our earned income. We also have two self-employed and highly skilled individuals from the local community who work part-time and are responsible for fundraising, project management, administration and finance, marketing, publicity and our social enterprise. They also work additionally as volunteers, effectively contributing double their time to the club.

We are proud to be a Real Living Wage employer. We see this as a key responsibility towards our valued workers, all of whom are from the local community, and all of whom choose to also volunteer for us in their spare time.

		<b>2020</b>	<b>2019</b>
		<b>£000</b>	<b>£000</b>
<b>Employees of the charity</b>			
	Gross wages, salaries and benefits in kind	15	15
	Employer's National Insurance costs	-	-
	Pension costs	-	-
<b>Self-employed individuals</b>		39	39
<b>Other professional fees (legal, audit, architect)</b>		1	1
		<b>54</b>	<b>54</b>

Included in professional fees:

Independent examiner's fees for reporting on the accounts £150 (2019: £150).

## 8 Staff numbers

The average monthly head count was 37 staff/volunteers (2019: 37 staff/volunteers) and the average number of full-time equivalent employees (including casual staff and freelance workers) during the year was 2.4 (2019: 2.2)

## 9 Related party transactions

None.

## 10 Government grants

£29,909 was received in the year from the government's Covid-19 support grant, CJRS scheme, and local council Covid-19 support grants.

## 11 Corporation taxation

The charity is exempt from tax on income and gains falling within section 505 of the Taxes Act 1988 or section 252 of the Taxation of Chargeable Gains Act 1992 to the extent that these are applied to its charitable objects.

## 12 Tangible fixed assets

		Land and buildings	Fixtures, fittings & equipment	Total
		£000	£000	
Cost:				-
As at 1 Sep 2019		1,700	538	2,238
Additions		-	6	6
As at 31 Aug 2020		1,700	544	2,244
Depreciation:				-
As at 1 Sep 2019		-	232	232
Charge for the year		-	54	54
As at 31 Aug 2020		-	286	286
Net book value:				-
As at 1 Sep 2019		1,700	306	2,006
As at 31 Aug 2020		1,700	258	1,958

## 13 Investments

The charity does not hold any investments other than cash at bank.

## 14 Stock

The amount of merchandise goods for re-sale held in stock at year end totalled £10,673 (2019: £14,272).

## 15 Debtors

	2020	2019
	£000	£000
Trade debtors	3	3
Prepayments and accrued income	6	7
	9	10

## 16 Creditors: amounts falling due within one year

		2020	2019
		£000	£000
Trade creditors		9	4
Other creditors, deferred income and accruals		18	3
		<b>27</b>	<b>7</b>

## 17 Contingent assets – legacy income

The charity had no contingent assets at the year end.

## 18 Deferred income

Deferred income comprises of venue hire bookings for dates in the following financial year; a total of £1,919.

## 19 Creditors: amounts falling due after more than one year

The charity had no long-term liabilities at the year end.

## 20 Analysis of charitable funds

Analysis of movements in restricted and unrestricted funds					
	Balance	Income	Expenditure	Transfers	Funds
	1 Sep 2019				31 Aug 2020
	£000	£000	£000	£000	£000
<b>Unrestricted</b>					
General fund	198	114	- 119		193
Designated	25				25
<b>Total</b>	<b>223</b>	<b>114</b>	<b>- 119</b>	<b>-</b>	<b>218</b>
<b>Restricted</b>					
Children in Need					-
New Ground	22		- 3		19
Comic Relief	1				1
SYST	6				6
Sport England	160		- 29		131
Booths Charities	50	6	- 15		42
Crowdfunding 2017	9	1	- 3		7
Impact Fund	15		- 10		5
Standing Together		8	- 6		2
Other restricted	3		- 3		0
<b>Total</b>	<b>266</b>	<b>15</b>	<b>- 69</b>	<b>-</b>	<b>212</b>
<b>Total</b>	<b>489</b>	<b>128</b>	<b>- 188</b>	<b>-</b>	<b>430</b>



<b>Name of unrestricted fund</b>	<b>Description, nature and purposes of the fund</b>
General fund:	The 'free reserves' after allowing for all designated funds.
Designated funds:	Currently consists of £25k designated for ongoing maintenance of building

## 21 Analysis of net assets between funds

	<b>General fund</b>	<b>Designated funds</b>	<b>Restricted funds</b>	<b>Total</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
Tangible fixed assets	69	-	189	257
Cash at bank and in hand	131	25	24	180
Other net current assets/(liabilities)	- 8	-	-	- 8
<b>Total</b>	<b>192</b>	<b>25</b>	<b>213</b>	<b>429</b>

## 22 Financial instruments

The charity had no financial instruments at the year end.

## 23 Post-balance sheet events

The charity had no post-balance sheet events to report.

## 24 Reconciliation of net movement in funds to net cash flow from operating activities

	<b>2020</b>
	<b>£000</b>
Net movement in funds	- 59
Add back depreciation charge	54
Deduct capital expenditure	- 6
Decrease (increase) in stock	4
Decrease (increase) in debtors	1
Increase (decrease) in creditors	20
<b>Net cash used in operating activities</b>	<b>14</b>