

COMPANY REGISTRATION NUMBER: 2253584
CHARITY REGISTRATION NUMBER: 701330

Reach Merseyside Limited
Company Limited by Guarantee
Unaudited Financial Statements
30 September 2021

Reach Merseyside Limited
Company Limited by Guarantee
Financial Statements
Year ended 30 September 2021

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Reach Merseyside Limited
Company Limited by Guarantee
Directors' Annual Report (Incorporating the Director's Report)
Year ended 30 September 2021

The directors, who are also the directors for the purposes of company law, present their report and the unaudited financial statements of the charity for the year ended 30 September 2021.

Reference and administrative details

Registered charity name Reach Merseyside Limited

Charity registration number 701330

Company registration number 2253584

Principal office and registered office 85a Allerton Road
Liverpool
Merseyside
L18

The directors

Dr J Lock
P Morris
Mr A Fraser

Company secretary Peter Morris

Independent examiner Giles Mattocks FCA
Mattocks Grindley Accountants
18 Mulberry Avenue
Turnstone Business Park
Widnes
Cheshire
WA8 0WN

Reach Merseyside Limited

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Directors' Annual Report (Incorporating the Director's Report) *(continued)*

Year ended 30 September 2021

Structure, governance, and management

The company is incorporated as a company limited by guarantee. In the event of the company being wound up, each member may be called upon to contribute a sum not exceeding £1 towards the debt and liabilities of the company.

There are currently three director/trustees who meet bi-monthly. The Treasurer who is also a director/trustee oversees the bookkeeping and also reports to the bi-monthly council of management meetings on the financial performance of the charity. The staff salaries are set by directors/trustees.

Decisions on specific issues are usually made on the basis of agreement by all the directors/trustees. All cheques require two signatures. No financial decisions are made that benefit any of the directors/trustees.

Throughout the year the charity had one Co-ordinator, a part time counselling appointments manager and two part time counselling supervisors. The charity continues to receive significant and sacrificial benefit from volunteers in counselling, training, and office administration.

The Co-ordinator is responsible for the management, training and organisation of the counsellors and the general management of the office. This is achieved by structured regular training and feedback with all the staff and volunteers. He is also responsible for the professional compliance and development of the organisation.

Objectives and activities

To offer professional quality Christian counselling to any individual, couple or family in need across the North West and beyond; ensuring that finance is not a hindrance to them receiving help. Christian counselling includes pastoral counselling which we offer to those who have a Christian faith and who want their faith incorporated into the counselling, and community counselling which we offer to those of any other faith or of no faith. This ensures we offer this distinctive service with a commitment to respecting each client. We also aim to increase people's relational and care skills through training in listening, counselling and related issues.

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Achievements and performance

We could reasonably refer to this year as pandemic year 2: when video work and phone calls just became part of the norms of the counselling service Reach offered to hundreds of people in need. When lockdowns and shielding again led to much reduced reception and administration (our back office and front office) capacity. This year compounded by significant bereavements for senior team members. When pandemic impacts of lockdown, separation, grief, and medical traumas became a frequent story in the issues clients brought into their sessions. And, when our counsellors once again exercised remarkable flexibility in adapting to their client's needs and the rapidly changing landscape of how counselling could happen: face to face, not face to face, with masks, some venues open and some closed, varying month-to-month etc.

Through all this, what really matters is that hurting people were able to find a reliable, hopeful, professional, Christian, and compassionate service that could serve a significant number of individuals and couples. I believe this report will show that this is what was achieved. The selected quotes throughout this report are from clients who have finished their counselling this year (with one exception) and these, alongside the various facts and figures, will reveal the extent of help that was experienced as a result of the organisational co-operation of our counsellors, administration team, trustees and supporters (both partners and friends).

" I can't thank you enough for helping me through such a difficult time. I never ever thought I could get through it! " Former client

This co-operation has led to hundreds of hurting people: mainly in the North West of England, but also in West Yorkshire, North Wales, and via technology, elsewhere in the U.K and even abroad, to again find Christian counselling help for their relational, emotional, mental and spiritual struggles. Clients often tell us that they are coming to Reach at points of desperation and frequently at the most difficult times in their lives.

This year we have arranged 2714 counselling appointments across our 6 different venues. This represents a huge amount of work done by our counsellors and administration, in very challenging circumstances. This is less than last year's second highest ever of 3173. However, the number of new clients was 176 which was up on last year's 154. This probably means that these new clients are having slightly fewer appointments before finishing. We are still managing to allocate most new clients within a month and from us receiving their registration it is usually 3-6 weeks till their first appointment. Less than 5% of these have been for children and young people, as this area of work has not yet been fully integrated into our remote systems and our main counsellor in this area is unavailable.

These new registrations mean that we have now counselled 5,388 people throughout our history, with nearly 30,000 counselling appointments in the last ten years alone. We are honoured that so many people have and continue to see Reach as a safe and hopeful place in their times of trouble and we are very grateful to everyone who has made this possible.

" Counselling on the phone was good and friendly. I feel all the better for it."

"My counselling over zoom gave me lots of helpful opportunities to think through everything. "
Former Client

Clients

Our clients continue to include people from a wide variety of backgrounds, ages, and ethnicities. Most of this year's clients are between the ages of 21 and 70, and again include a significant number of

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married couples (about 20% of clients). In light of worldwide questions around race and fair treatment, we are pleased to have continued to see a high percentage of BAME (Black Asian Minority Ethnic) couples seeking help. This means we are being seen as trusted and able to work in a genuinely inclusive way. We have also counselled a small number of children and young people (ages 6-17), as two of our available counsellors (in Liverpool and Chester) are trained and experienced in this type of work.

To all our clients we have offered a distinctive, professionally managed and evaluated counselling service (quotes from some of this year's evaluation forms are inserted throughout this report). Once again, most of our clients (about 70%) make it clear that they have chosen Reach because of our identity and practice as a Christian agency and request pastoral counselling. Those for whom community counselling is more appropriate often express their appreciation for the values they see associated with a Christian agency, especially when dealing with marriage issues. The main source of all client referrals has once again been personal recommendation, accounting for over half of all new clients, other significant sources of referral include: the internet, G.Ps, other organisations and church relationships.

We continue to work with our fair donation principle, which asks clients to consider donating in line with their income, at £1 per session per £1000 of annual income (e.g., £20 per session for someone earning £20k p.a. and so on). This distinctive proposition allows people at all economic levels of society to access counselling. This makes it available to those who are: unemployed, students or on benefits right through to those who are at the top of their professions. This means we don't control the average donation but nurture a respectful financial response. This year we held on to our target of £15 per session (even though this is not widely communicated) and achieved £12.40 which is almost identical to last year. While we would like this average to be higher, it is once again an indicator that we are often helping those who are among the poorest in our society, which we are very happy to be able to do.

" The Reach system of means-testing means everybody gets help! I gave according to the suggested rate. Please keep up this vital work as it is a literal lifeline for many. THANK YOU!! "
Former client

The main issues newly registered clients have presented on their registration forms, of the 19 areas we monitor are: fear/panic/anxiety/stress followed by marital and relational, with cases of depression and loss also frequently identified. These newly registered clients add to the existing client caseload, where longer term issues are often being worked through, which can include trauma and abuse. Our normal target of giving clients a first appointment within 3-5 weeks of our receiving their registration form has been more like 3-6 as we have coped with reduced resources and increased pressures. We informed prospective clients of this.

Venues

The 6 venues where we counsel in: Liverpool, Manchester, West Kirby, Chester, Wrexham and Sheffield have all been seriously affected by covid restrictions. However, counselling has taken place at all of them at some point, apart from West Kirby and Manchester (both remote work only). Our newest venues, Wrexham and Sheffield, have seen strong numbers, either in person or with remote counselling. Once again, a small number of appointments have also taken place in people's homes for those who are house-bound. A couple of our counsellors have held outside sessions with clients, where a covid-safe walk and talk counselling appointment can be particularly beneficial.

Following a successful fund-raising campaign, that raised virtually £10,000 (see marketing and fundraising), we began the refurbishment, update and improvement of our Liverpool offices and counselling rooms. So far, the outside walls and woodwork have all been repainted and a new sign is being designed. Quotes are being sought for further work. We have also installed a new sign at

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Year ended 30 September 2021

Chester, incorporating our new logo. This sign was acknowledged in memory of the late Eric Potts, who was a Reach counsellor and instrumental in pioneering Reach in Chester.

The venues beyond Liverpool are generally available to us due to the generosity and co-operation of either an individual church or a group of churches working together. Special thanks are due to: King's Church Manchester, Kingsway Chester, West Kirby U.R.C, IPAC in Wrexham and St Thomas Philadelphia Sheffield for their exceptional generosity in making suitable rooms available for counselling for free or at token levels. These active partnerships, as well as enabling us to offer counselling to all, give a warm cooperative message of care to those in need seeking a safe place with safe people.

" My counselling was an absolute godsend and I am so grateful for it. " Former Client

Counselling and Team

This year's 2714 counselling appointments were managed by a team of 15 counsellors in total, with 1 coming off the team and 3 joining, we finish the year with a team of 15. Now 6 of our counsellors are employed at some level. We are keen to do this, so we are in a stronger place to replace counsellors should they leave, rather than being too reliant on the generosity of volunteer counsellors. We also want to invest in counsellors so they can have more time available and therefore gain greater experience. Through this year we have had one of our counsellors furloughed due to shielding issues.

We have had 4 people active on our administration team, this is compared to the usual 6. This has put a considerable strain on our administration systems. We have only been able to manage due to our counsellors now doing the vast majority of their own appointments' management as they are working from home and contacting clients directly. It is highly likely we will stick with this way of working, even post pandemic. We remain hugely grateful to them for this additional work and their good-natured flexibility.

One administration development has been our commitment to write down standard procedures for as many operational processes as we can. This is to make it easier for anyone new to step into administrative work as well as encouraging consistent standards of work as we serve our clients. This has emerged from the Trustees exploring risk management and succession planning.

" My counsellor really understood me, and helped me with my anxiety, stress and depression. Excellent service and my counsellor was 5 stars. I have come out the other side, thank you so much. " Former client

We have recruited 3 new volunteer counsellors this year, they are all on placement as part of their diploma course. We remain committed to only inviting those onto the team who, following references and interview, we believe are at a point where they can offer quality counselling and are prepared to grow with us. We see this expectation as consistent with all our counsellors being on the national accredited register of counsellors and complying with the most up to date government regulations regarding counselling. The register is overseen by the Professional Standards Authority, and we access it through the Association of Christian Counsellors. Although it is 'voluntary' it is seen as an expected hallmark of professionalism and involves a commitment to work to a code of ethics. Most of our counsellors work with the A.C.C code of ethics as we are an Affiliated Organisation with them. Some work with the BACP (British Association of Counsellors and Psychotherapists) code of ethics which is very similar.

We are enormously grateful to all our counsellors, whether employed or volunteers, who all commit to work to the same quality and 'professional' standards within an evaluated service. The sense of team and consistency of values is maintained through the counsellors being treated with the same warmth

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and respect with which they are expected to treat their clients. This year we have drafted a new complaints policy, that is much simpler and focuses on the values to prioritise in such a situation. We have also designed a performance review document for counsellors that we will introduce next year.

" I had such a valuable and healing experience, thank you. "Former client

To ensure a high quality of counselling we continue to use evaluation forms with clients once their counselling has concluded. Some of our counsellors also use measurement tools particularly when working with clients dealing with depression and anxiety. The returned evaluations are generally very encouraging showing average progress from a wellbeing of 1-2 to 4-5 (on a scale of 1-5). In developing our work with those who have or are dealing with issues around transitioning their gender/sex we have written and distributed a paper titled 'trans language: respect, politeness and freedom of thought'. This is to help all our counsellors and reception staff offer a consistent approach, as well as appreciate the freedoms they have at Reach in expressing their own views in discussing this developing area. We are also attuned to the national discussion taking place on banning 'conversion therapy', and how, if at all, this may influence any work we do with those questioning their sexuality.

We also offer supervision to in-house counsellors, as well as to external counsellors and chaplains and managers, but then on a fee-paying basis. This year we have written a document to acknowledge the risks (and benefits) that may be present when there is any duality of work relationship, eg supervisor and manager. We will continue to monitor this area. It has been good to be able to play a significant role in overseeing the quality, support and development of counselling and care outside of Reach. This clinical supervision of those outside of Reach has this year involved our supporting those who work in religious orders and counsellors who are geographically distant from any Reach venue.

Environmental

We continue to recognise our environmental impact and continue to include this section for a third year. I think it would be fair to say we have a couple of environmental 'champions' on the team who alert us to ways we could be more eco-friendly. We then look for ways of implementing these suggestions. We have continued and strengthened our recycling practices within our Liverpool offices. While we normally encourage counsellors to bunch their clients together and allocate as close to home as possible to minimise travelling, since the beginning of the pandemic has been much reduced travel for appointments. This is something we will consider further even when the pandemic is over.

As part of our refurbishment, we hope to replace two large old single glazed wooden windows with double glazing that will also be much more energy efficient.

" When I came to Reach, I was feeling emotionally drained, fearful and lacking in faith. My counsellor was compassionate from our first moment of meeting. She listened patiently and I always came away with a sense of hope and of having been understood. "
Former client

Support

All that we do, including: the number of people helped, the quality of care offered, and the distinctive Christian service has once again only been made possible because of the support provided by our Reach Partners. These are the individuals/couples and churches who either commit to regular giving, usually monthly and via standing order, or, as in the case of a number of churches, offer us the use of their premises for free or at token level. The number of partners has increased slightly, from 61 to 62. Most importantly, the level of giving from partners remains, as for the last two years, about 30% higher than it had in any previous years. This is due to the generosity of newer Partners and a few existing

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Partners increasing their giving. We are once again, as in the previous 7 years, especially grateful to those Partners who have given very generously on an annual basis. We are also hugely grateful this year to a couple of former clients who have given generous one-off donations. One person acknowledged that they couldn't contribute much when they had their counselling but are now in a position to give and express their thanks. This type of response is both humbling and very encouraging.

This consistent support from Partners, which has been of even greater value this year, gives us a reliable financial foundation to work from each month. This allows us to pay a number of our team and to operate our fair donation policy, which is at the heart of our highly socially inclusive service.

We also have 176 Friends; this is very similar to last year. These are the individuals, couples and churches who are happy to be identified as generally supportive of Reach and generally may choose to give on an occasional basis. We have been able to send 2 update communications this year to Partners and Friends via email, and post where appropriate.

Governance

Reach is governed by a Council of Management of 4 individuals, and though small in number they bring a tremendous range of skills and depth of experience in: finance, medicine, mental health, business and management. The Council met four times this year, each of these meetings were over video.

Due to our stronger financial position, we have implemented a reserve to cover up to 6 months running costs, as advised by the Charity Commission as good practice. This will be reviewed to ensure we have an intelligent reserve policy relevant to our situation. This year most of our meetings have focussed on risk management, this was seen as a precursor to succession planning.

Our Memoranda and Articles have been re-drafted in order to give an accurate expression of our up-to-date identity and work as a charity in contrast to our early days. These have now been accepted by the Charity Commission. This will give anyone going onto the Charity Commission website a more accurate understanding of who we are and what we do. We are also intending to change our registered name from Reach Merseyside Ltd to Reach Counselling Ltd, as this is more reflective of the range of work that we now do.

" My counsellor was just brilliant. I felt they had a very clear understanding straight away. They helped me to understand what was going on for me. I now feel I can deal with problems I am faced with much better. Thank you for everything! " Former client

Marketing and Fundraising

Although our 'One in a Thousand' appeal concluded last year, some donations have continued to come in. This was our seeking to encourage 1000 people to donate £10 each towards the refurbishment of our Liverpool base. We are now (once gift-aid is factored in) very close to the £10,000 target. We remain very grateful to the response, particularly from some of our Friends, as well as past and present clients who have become aware of this target.

We were very sad to hear of the death of Mark James who was the MD and owner of Right at Home a local care provider. Last year Mark had kindly agreed the first corporate partnership with Reach, and as well as the generous monthly support he was a very encouraging voice to us. We are very grateful that the business is continuing with this partnership, and we continue to extend our sympathy to his family and friends.

Due to covid unpredictability's, we have not planned any fund-raising event this year. We may be able to return to the postponed sponsored abseil down the Liverpool Anglican Cathedral, once we have

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more confidence that restrictions will not return.

As we planned last year, we contacted about 10% of our Friends to discuss with them how they would like the Friend relationship to develop, as this has remained rather static for a number of years. Following their encouragement, we offered Friends the possibility of an annual standing order at a suggested £20. A good number kindly agreed to this. We hope, that for them, this will strengthen their sense of connection with Reach.

We have been more responsive this year to updating our website as Jeff, who works on marketing and fundraising for us 1/2 a day a week, has been able to give it regular attention. This is of particular priority with our Supporter's Café page, which is where we can share, especially with our Partners and Friends, the latest developments, opportunities and challenges. We hope this will help our supporters feel more connected to the work they enable through their generosity.

New signs have been designed for our main Liverpool base and for the premises we use in Chester. The Chester one is now in place and the Liverpool one is expected shortly. This, alongside the external re-decorating of the Liverpool offices will give a much better impression to all who pass by, and a more appropriate reflection of the quality of the work that takes place inside.

" My counselling was so very helpful- providing comfort and hope." Former client

Financial review

The Charity reports a financial surplus for the year of £8,447 (2020: surplus of £3,843).

All the directors are directly involved in the management of the charity and continue to oversee the operation on a regular basis. Since the creation of the charity the reserves have never been great, so it is with some pleasure that directors report that the reserves are increasing giving extra security to the organisation.

As stated in the Governance section, the directors wish to maintain reserves to at least cover 6 months running costs which has been estimated at £40,000. Free reserves currently stand at £31,958 a level which is considered sufficient but not too high.

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Year ended 30 September 2021

Plans for future periods

Having opened our Wrexham counselling room in October 2019, this year has certainly not been one for considering new venues. We remain committed to a principle of relational development and would only expect to add further counselling locations should any proposals arise from strong relational development with another individual or church/organisation.

We will continue with the work on our Liverpool building, that the successful 'One in a Thousand' fund-raising project has enabled. Our aim is to create a place that has an atmosphere of a: welcoming, hopeful and healing environment. All aspects of the clients' and team's comfort will be considered. We will install a new attractive sign incorporating our new logo on the front of the building. We hope to make at least one of the counselling rooms more child and young person friendly. This is to further enable the creative work that takes place with the children and young people we counsel. We intend to replace our phone systems that are over 20 years old. We will also consider any changes that could improve the energy efficiency of the building. This refurbishment will improve the experience for all those who attend for counselling, as well as improving our image with the hundreds of people who pass by every day. We are also exploring contact with one particular trust that may enable us to work with a much larger budget and allow us to do more extensive changes.

Once again, we will continue to carefully manage the balance of the number of counsellors with the level of publicity and interest in order to avoid becoming overwhelmed with demand. We also need to keep an eye on the appropriate balance of employed and volunteer counsellors to ensure sustainability of the service. Our previous target of increasing or even maintaining the amount of counselling at over 3000 appointments per year remains yet will need to be reviewed as we emerge from this pandemic.

We intend to increase the number of paid counsellors available in Liverpool by the beginning of 2022. This will give us more flexibility in our busiest of venues. We are also keen to further extend the number of counselling hours that are available to clients after 5 p.m. and will be on the lookout for ways of achieving this. We would also hope to increase our overall skill levels in working with clients who want C.B.T (Cognitive Behaviour Therapy) and those experiencing P.T.S.D (Post Traumatic Stress Disorder), couples counselling and work with children and young people. This may involve us supporting counsellors, who want to work in these areas, with further training.

We hope to keep moving towards the general aim of having at least one employed experienced counsellor at each venue, often working alongside volunteers. We also accept that this may not always be possible. We will continue to incorporate newly qualified counsellors or student counsellors (on placement) when they are successful through our interviewing and recruitment process. In our experience, typically about 50% are successful. We would like to add another supervisor to the team, this may have to be through one of our present counsellors being trained to do this. Alongside this we will monitor the challenges associated with dual relationships where a counsellor may have a supervisor who also could have some measure of management responsibility for them. Some counsellors prefer this, and we want to ensure counsellors are getting the experience they want

We intend to explore further how our website can encourage people to see Reach as both a counselling agency and a fundraising organisation. We would like to see a dramatic increase in the number of donations from those who aren't clients through the website, as we have seen in response to our 'One in a Thousand' appeal. We may experiment with a more emotional 'storyline' or video to grab attention and help people appreciate the work Reach does and that they can support. We will also look to simplify the process of people becoming Partners online and further develop our legacy giving initiative as an online proposal for supporters to consider. This may be backed up through letters to selected supporters as appropriate to a good legacy giving strategy.

We will look to build on our engagement with the wider church, particularly to stimulate greater understanding, co-operation and support. Our very ambitious target remains of seeking to achieve

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Year ended 30 September 2021

supporter relationships with 20% of all Evangelical Alliance affiliated churches in the North West. We will reset a target date of 2025 for this. Our present estimate is that this would be a between 60 and 90 churches.

" My counsellor was excellent, skilled, experienced, warm and caring. Exactly what I needed to move forward in my life. " Former client

External counselling training is only likely should there be a radical review of our priorities, a suitable available trainer or developing relationship with another training agency. These options will be considered next year. We will again make funds available to each counsellor to use towards their continuing professional development. A pastoral care course is still being considered.

We will seek to explore fundraising opportunities that connect with funding networks, groups and individuals we have not yet had contact with. This may require a more dramatic or innovative event to capture people's imagination or a new relationship to open these possibilities. We haven't yet identified a suitable major fund-raising event as we have been so aware of covid restrictions.

We will continue to explore how we can further integrate the work of marketing and fundraising into our day-to-day activities, so capacity in this area can be improved and progress can be accelerated. This is in order to increase supporter recruitment and engagement, here we will build on the use of the line: "Together, every week, we are changing lives." to inspire and encourage supporters. We will explore the possibility of sending a much shorter update to our Partners, perhaps every 3 months, alongside the more lengthy Supporters Café update they receive twice a year.

We will be keen to welcome back our appointments' manager, early in the coming year. She has been off since April 2020, so she will gradually resume her work. This will bring much relief elsewhere in the system, as others have been covering this work. At present, she is not to fully resume her counselling work. We shall see if this changes. This will particularly affect our capacity with children and young people.

We expect that the discussions around succession planning that have been happening within the Council of Management, will lead to operational work taking place to move this forward, once plans are in place. This work is still to be specified, but will certainly involve new conversations and contacts that are seen as vital in allowing us to become better prepared as we consider the future of Reach

As we look to next year, we are probably more aware than we ever have been of just where we are, especially as we, hopefully, emerge from this pandemic. We are hugely grateful for all that has been achieved in the history of Reach, as we have now counselled well over five thousand people. For all the generosity, the work and the care that has allowed so many people to be helped. For a God whose wisdom, grace and provision has guided and inspired all that has been done. We are aware of our need to focus on maintaining the quality and availability of a service that a significant number of hurting people from across the North West of England, North Wales, West Yorkshire and way beyond seem to value highly in their darkest times. We are also aware that, through our succession planning discussions and the untimely bereavements senior team members have been dealing with this year, that we all have limited time. Shaped by these things, we will be more future-minded and consider in all we do: how are we making this easier for someone else to do, and what else can we learn and who else do we want to have relationship with, so we can be in a good state to pass the baton onto others whenever that time may be?

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Directors' Annual Report (Incorporating the Director's Report) (continued)

Year ended 30 September 2021

Plans for future periods (continued)

PUBLIC BENEFIT

Our service is open to anyone in need in the North-West and beyond, who requires counselling, where we believe we have the appropriate experience and skill to help. In practice this leads to our seeing, and now calling, individual adults of all ages and ethnicities as well as couples who are married, co-habiting or pre-marital. We also counsel children and young people, although this is the area of work that has been most affected by covid restrictions.

Our records show a range of 19 main categories that people present as their reason for coming to see us. These include: depression, abuse, fear/panic/anxiety/stress, anger, trauma, marital problems and other relationship concerns. Through supervision and evaluation of the counselling we can maintain and develop the safety and effectiveness of our work. We pay particular attention to the numerical evaluations and comments that clients put on their final evaluation forms, which, we are glad to say, consistently highlight how positively people have benefited from their experience with Reach.

" Over 12 years ago I came to Reach, I am not expecting you to remember me! This is just a quick note to say thank you for all the work and prayer that was put into my recovery, addiction and marital issues. I am now over 12 years sober thanks to my counsellor and to Reach- walking strong in Christ! " Former Client

Financial Instruments

The company currently holds no financial instruments.

Small company provisions

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption.

The directors' annual report was approved on 16/5/2022 and signed on behalf of the board of trustees by:

Dr J Lock
Director



P Morris
Director



Peter Morris
Charity Secretary



Reach Merseyside Limited
Company Limited by Guarantee

Independent Examiner's Report to the Directors of Reach Merseyside Limited
Year ended 30 September 2021

I report to the directors on my examination of the financial statements of Reach Merseyside Limited ('the charity') for the year ended 30 September 2021.

Responsibilities and basis of report

The trustees who are also the directors of the company for the purposes of company law are responsible for the preparation of the financial statements. The trustees consider that an audit is not required for this year under section 144(2) of the Charities Act 2011 (the 2011 Act) and that an independent examination is needed. I am qualified to undertake the examination by being a qualified member of 'Accounting body'.

Independent examiner's statement

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

1. accounting records were not kept in respect of the charity as required by section 386 of the 2006 Act; or
2. the financial statements do not accord with those records; or
3. the financial statements do not comply with the accounting requirements of section 396 of the 2006 Act 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; or
4. the financial statements have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

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.



Giles Mattocks FCA
Mattocks Grindley Accountants
Independent Examiner

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Widnes
Cheshire
WA8 0WN

16/5/22

Reach Merseyside Limited
Company Limited by Guarantee
Statement of Financial Activities
(Including Income and expenditure account)
Year ended 30 September 2021

		2021		2020
	Note	Unrestricted funds £	Total funds £	Total funds £
Income and endowments				
Donations and legacies	5	83,830	83,830	89,185
Charitable activities	6	867	867	605
Investment income	7	5	5	21
Total income		<u>84,502</u>	<u>84,502</u>	<u>89,811</u>
Expenditure				
Expenditure on charitable activities	8,9	76,055	76,055	86,168
Total expenditure		<u>76,055</u>	<u>76,055</u>	<u>86,168</u>
Net income and net movement in funds		<u>8,447</u>	<u>8,447</u>	<u>3,643</u>
Reconciliation of funds				
Total funds brought forward		63,511	63,511	59,868
Total funds carried forward		<u>71,958</u>	<u>71,958</u>	<u>63,511</u>

The statement of financial activities includes all gains and losses recognised in the year.
All income and expenditure derive from continuing activities.

The notes on pages 15 to 21 form part of these financial statements.

Reach Merseyside Limited
Company Limited by Guarantee
Statement of Financial Position
30 September 2021

	Note	2021 £	£	2020 £
Fixed assets				
Tangible fixed assets	14		303	404
Current assets				
Stocks	15	350		350
Debtors	16	18,160		19,388
Cash at bank and in hand		56,199		47,958
		<u>74,709</u>		<u>67,696</u>
Creditors: amounts falling due within one year	17	<u>3,054</u>		<u>4,589</u>
Net current assets			<u>71,655</u>	<u>63,107</u>
Total assets less current liabilities			<u>71,958</u>	<u>63,511</u>
Net assets			<u>71,958</u>	<u>63,511</u>
Funds of the charity				
Unrestricted funds			<u>71,958</u>	<u>63,511</u>
Total charity funds	19		<u>71,958</u>	<u>63,511</u>

For the year ending 30 September 2021 the charity was entitled to exemption from audit under section 477 of the Companies Act 2006 relating to small companies.

Directors' responsibilities:

- The members have not required the company to obtain an audit of its financial statements for the year in question in accordance with section 476;
- The directors acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and the preparation of financial statements.

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

These financial statements were approved by the board of trustees and authorised for issue on 11/10/2022, and are signed on behalf of the board by:

Dr J Lock
Director

Jonathan Lock

P Morris
Director

P Morris

The notes on pages 15 to 21 form part of these financial statements.

Reach Merseyside Limited
Company Limited by Guarantee
Notes to the Financial Statements
Year ended 30 September 2021

1. General Information

The charity is a public benefit entity and a private company limited by guarantee, registered in England and Wales and a registered charity in England and Wales. The address of the registered office is 85a Allerton Road, Liverpool, Merseyside, L18.

2. Statement of compliance

These financial statements have been prepared in compliance with FRS 102, 'The Financial Reporting Standard applicable in the UK and the Republic of Ireland', the 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) (Charities SORP (FRS 102)) and the Companies Act 2006.

3. Accounting policies

Basis of preparation

The financial statements have been prepared on the historical cost basis, as modified by the revaluation of certain financial assets and liabilities and investment properties measured at fair value through income or expenditure.

The financial statements are prepared in sterling, which is the functional currency of the entity.

Going concern

There are no material uncertainties about the charity's ability to continue.

Judgements and key sources of estimation uncertainty

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported. These estimates and judgements are continually reviewed and are based on experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

Fund accounting

Unrestricted funds are available for use at the discretion of the trustees to further any of the charity's purposes.

Designated funds are unrestricted funds earmarked by the directors for particular future project or commitment.

Restricted funds are subjected to restrictions on their expenditure declared by the donor or through the terms of an appeal and fall into one of two sub-classes: restricted income funds or endowment funds.

Reach Merseyside Limited

Company Limited by Guarantee

Notes to the Financial Statements *(continued)*

Year ended 30 September 2021

3. Accounting policies *(continued)*

Incoming resources

All incoming resources are included in the statement of financial activities when entitlement has passed to the charity; it is probable that the economic benefits associated with the transaction will flow to the charity and the amount can be reliably measured. The following specific policies are applied to particular categories of income:

- Income from donations or grants is recognised when there is evidence of entitlement to the gift, receipt is probable, and its amount can be measured reliably.
- legacy income is recognised when receipt is probable, and entitlement is established.
- income from donated goods is measured at the fair value of the goods unless this is impractical to measure reliably, in which case the value is derived from the cost to the donor or the estimated resale value. Donated facilities and services are recognised in the accounts when received if the value can be reliably measured. No amounts are included for the contribution of general volunteers.
- income from contracts for the supply of services is recognised with the delivery of the contracted service. This is classified as unrestricted funds unless there is a contractual requirement for it to be spent on a particular purpose and returned if unspent, in which case it may be regarded as restricted.

Resources expended

Expenditure is recognised on an accruals basis as a liability is incurred. Expenditure includes any VAT which cannot be fully recovered, and is classified under headings of the statement of financial activities to which it relates:

- expenditure on raising funds includes the costs of all fundraising activities, events, non-charitable trading activities, and the sale of donated goods.
- expenditure on charitable activities includes all costs incurred by a charity in undertaking activities that further its charitable aims for the benefit of its beneficiaries, including those support costs and costs relating to the governance of the charity apportioned to charitable activities.
- other expenditure includes all expenditure that is neither related to raising funds for the charity nor part of its expenditure on charitable activities.

All costs are allocated to expenditure categories reflecting the use of the resource. Direct costs attributable to a single activity are allocated directly to that activity. Shared costs are apportioned between the activities they contribute to on a reasonable, justifiable and consistent basis.

Tangible assets

All fixed assets are initially recorded at cost.

Reach Merseyside Limited
Company Limited by Guarantee
Notes to the Financial Statements (continued)
Year ended 30 September 2021

3. Accounting policies (continued)

Depreciation

Depreciation is calculated so as to write off the cost or valuation of an asset, less its residual value, over the useful economic life of that asset as follows:

Fixtures and Fittings	- 25% reducing balance
Equipment	- 25% reducing balance

Impairment of fixed assets

A review for indicators of impairment is carried out at each reporting date, with the recoverable amount being estimated where such indicators exist. Where the carrying value exceeds the recoverable amount, the asset is impaired accordingly. Prior impairments are also reviewed for possible reversal at each reporting date.

For the purposes of impairment testing, when it is not possible to estimate the recoverable amount of an individual asset, an estimate is made of the recoverable amount of the cash-generating unit to which the asset belongs. The cash-generating unit is the smallest identifiable group of assets that includes the asset and generates cash inflows that largely independent of the cash inflows from other assets or groups of assets.

For impairment testing of goodwill, the goodwill acquired in a business combination is, from the acquisition date, allocated to each of the cash-generating units that are expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities of the charity are assigned to those units.

Stocks

Stocks are measured at the lower of cost and estimated selling price less costs to complete and sell. Cost includes all costs of purchase, costs of conversion and other costs incurred in bringing the stock to its present location and condition.

Financial instruments

A financial asset or a financial liability is recognised only when the entity becomes a party to the contractual provisions of the instrument.

Basic financial instruments are initially recognised at the amount receivable or payable including any related transaction costs, unless the arrangement constitutes a financing transaction, where it is recognised at the present value of the future payments discounted at a market rate of interest for a similar debt instrument.

Defined contribution plans

Contributions to defined contribution plans are recognised as an expense in the period in which the related service is provided. Prepaid contributions are recognised as an asset to the extent that the prepayment will lead to a reduction in future payments or a cash refund.

Reach Merseyside Limited

Company Limited by Guarantee

Notes to the Financial Statements *(continued)*

Year ended 30 September 2021

3. Accounting policies *(continued)*

Defined contribution plans *(continued)*

When contributions are not expected to be settled wholly within 12 months of the end of the reporting date in which the employees render the related service, the liability is measured on a discounted present value basis. The unwinding of the discount is recognised as an expense in the period in which it arises.

4. Limited by guarantee

The charity is a company Limited by Guarantee, having no share capital.

5. Donations and legacies

	Unrestricted Funds £	Total Funds 2021 £	Unrestricted Funds £	Total Funds 2020 £
Donations				
Donations	68,800	68,800	77,263	77,263
Gift Aid	7,709	7,709	9,977	9,977
Grants				
JRS Grant	7,121	7,121	1,945	1,945
	<u>83,630</u>	<u>83,630</u>	<u>89,185</u>	<u>89,185</u>

6. Charitable activities

	Unrestricted Funds £	Total Funds 2021 £	Unrestricted Funds £	Total Funds 2020 £
Training & Seminars	120	120	—	—
Counselling Registrations	747	747	605	605
	<u>867</u>	<u>867</u>	<u>605</u>	<u>605</u>

7. Investment Income

	Unrestricted Funds £	Total Funds 2021 £	Unrestricted Funds £	Total Funds 2020 £
Bank interest receivable	5	5	21	21

8. Expenditure on charitable activities by fund type

	Unrestricted Funds £	Total Funds 2021 £	Unrestricted Funds £	Total Funds 2020 £
Direct Charitable Expenditure	76,055	76,055	86,168	86,168

Reach Merseyside Limited
Company Limited by Guarantee
Notes to the Financial Statements (continued)
Year ended 30 September 2021

9. Expenditure on charitable activities by activity type

	Activities undertaken directly	Total funds	Total fund
	£	2021 £	2020 £
Direct Charitable Expenditure	76,055	<u>76,055</u>	<u>86,168</u>

10. Net Income

Net income is stated after charging/(crediting):

	2021 £	2020 £
Depreciation of tangible fixed assets	<u>101</u>	<u>135</u>

11. Independent examination fees

	2021 £	2020 £
Fees payable to the independent examiner for: Independent examination of the financial statements	<u>750</u>	<u>750</u>

12. Staff costs

The total staff costs and employee benefits for the reporting period are analysed as follows:

	2021 £	2020 £
Wages and salaries	44,742	49,988
Employer contributions to pension plans	<u>7,088</u>	<u>7,220</u>
	<u>51,830</u>	<u>57,208</u>

The average head count of employees during the year was 6 (2020: 6). The average number of full-time equivalent employees during the year is analysed as follows:

	2021 No.	2020 No.
Number of staff - counselling & administration	<u>6</u>	<u>6</u>

No employee received employee benefits of more than £80,000 during the year (2020: Nil).

13. Trustee remuneration and expenses

no remuneration or other benefits from employment with the charity or a related entity were received by the trustees;

Reach Merseyside Limited
Company Limited by Guarantee
Notes to the Financial Statements (continued)
Year ended 30 September 2021

14. Tangible fixed assets

	Fixtures and fittings £	Equipment £	Total £
Cost			
At 1 October 2020 and 30 September 2021	2,428	8,382	10,810
Depreciation			
At 1 October 2020	2,428	7,978	10,406
Charge for the year	—	101	101
At 30 September 2021	2,428	8,079	10,507
Carrying amount			
At 30 September 2021	—	303	303
At 30 September 2020	—	404	404

15. Stocks

	2021 £	2020 £
Raw materials and consumables	350	350

16. Debtors

	2021 £	2020 £
Trade debtors	17,625	19,029
Prepayments and accrued income	535	359
	<u>18,160</u>	<u>19,388</u>

17. Creditors: amounts falling due within one year

	2021 £	2020 £
Debenture loans	—	1,000
Trade creditors	950	—
Accruals and deferred income	1,000	1,000
Social security and other taxes	1,104	1,354
Other creditors	—	1,235
	<u>3,054</u>	<u>4,589</u>

18. Pensions and other post retirement benefits

Defined contribution plans

The amount recognised in income or expenditure as an expense in relation to defined contribution plans was £7,088 (2020: £7,220).

Reach Merseyside Limited
Company Limited by Guarantee
Notes to the Financial Statements (continued)
Year ended 30 September 2021

19. Analysis of charitable funds

Unrestricted funds

	At 1 October 20 20 £	Income £	Expenditure £	At 30 September 2021 £
General funds	<u>63,511</u>	<u>84,502</u>	<u>(76,055)</u>	<u>71,958</u>

20. Analysis of net assets between funds

	Unrestricted Funds £	Total Funds 2021 £	Total Funds 2020 £
Tangible fixed assets	303	303	404
Current assets	<u>71,655</u>	<u>71,655</u>	<u>63,107</u>
Net assets	<u>71,958</u>	<u>71,958</u>	<u>63,511</u>

Reach Merseyside Limited
Company Limited by Guarantee
Management Information
Year ended 30 September 2021

The following pages do not form part of the financial statements.

Reach Merseyside Limited
Company Limited by Guarantee
Detailed Statement of Financial Activities
Year ended 30 September 2021

	2021 £	2020 £
Income and endowments		
Donations and legacies		
Donations	68,800	77,283
Gift Aid	7,709	9,977
JRS Grant	7,121	1,945
	<u>83,630</u>	<u>89,185</u>
Charitable activities		
Training & Seminars	120	—
Counselling Registrations	747	605
	<u>867</u>	<u>605</u>
Investment Income		
Bank interest receivable	5	21
	<u>5</u>	<u>21</u>
Total Income	<u>84,502</u>	<u>89,811</u>
Expenditure		
Expenditure on charitable activities		
Wages and salaries	44,742	49,988
Pension costs	7,088	7,220
Rent	8,500	8,500
Rates and water	1,457	1,461
Light and heat	1,201	1,025
Repairs and maintenance	50	1,902
Insurance	1,504	2,877
Other motor/travel costs	155	585
Legal and professional fees	2,202	2,082
Telephone	2,438	2,578
Other office costs	1,462	2,688
Depreciation	101	135
Bank Charges	168	344
Sundries	500	575
Publicity	4,402	3,903
Conference	85	325
	<u>76,055</u>	<u>86,168</u>
Total expenditure	<u>76,055</u>	<u>86,168</u>
Net Income	<u>8,447</u>	<u>3,643</u>

Reach Merseyside Limited

Company Limited by Guarantee

Notes to the Detailed Statement of Financial Activities

Year ended 30 September 2021

	2021	2020
	£	£
Expenditure on charitable activities		
Direct Charitable Expenditure		
Activities undertaken directly		
wages/salaries	44,742	49,988
pension costs	7,088	7,220
rent	8,500	8,500
rates & water	1,457	1,461
light & heat	1,201	1,025
repairs & maintenance	50	1,902
insurance	1,504	2,877
travel costs	155	565
legal and professional fees	2,202	2,082
telephone	2,438	2,578
other office costs	1,462	2,688
depreciation	101	135
bank charges & interest	168	344
sundries	500	575
publicity	4,402	3,903
conference	85	325
	<u>76,055</u>	<u>86,168</u>
Expenditure on charitable activities	<u>76,055</u>	<u>86,168</u>