

Company Number: 7575379  
Charity Number: 1143138

**GEORGE HOUSE TRUST**  
**(A company limited by guarantee)**

**ANNUAL REPORT AND FINANCIAL STATEMENTS**

**For the year ended 31st March 2020**

# GEORGE HOUSE TRUST

## Reference and administrative information

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**CHARITY NUMBER** 1143138 **COMPANY NUMBER** 7575379

### TRUSTEES

Joanna Hancock	Chair
David Cartwright	Treasurer
Joe Tetley	Vice Chair
Bryan Carter	Secretary
Gary Quinn	
Neil Sharpe	
Christopher Kingston	
John Lucas	
Andrew Sloan	
David Booth	
Russell George	Resigned 16 May 2019

### CHIEF EXECUTIVE

Stephanie Mallas	Chief Executive Officer, Resigned 30 April 2019
Neal Sharpe	Joint Interim Executive Officer, Appointed 1 May 2019
Colin Armstead	Joint Interim Executive Officer, Appointed 1 May 2019

### PRINCIPAL AND REGISTERED OFFICE

77 Ardwick Green North  
Manchester  
M12 6FX

### BANKERS

Unity Trust Bank Plc Nine Brindley Place Birmingham B1 2HB	The Royal Bank of Scotland Plc 5th Floor, The Victoria 150/182 The Quays Salford M5 2SY	The Charity Bank limited 182 High Street Tonbridge Kent TN9 1BE
Triodos Bank Deanery Road Bristol BS1 5AS	Co-operative Bank P O Box 101 Balloon Street Manchester M60 4EP	

### AUDITORS

Haines Watts Manchester Limited  
3rd Floor, Northern Assurance Buildings  
Albert Square  
9-21 Princess Street  
Manchester M2 4DN

# GEORGE HOUSE TRUST

## Report of the Trustees For the year ended 31 March 2020

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The Board of Trustees presents its annual report and audited financial statements for the year ended 31<sup>st</sup> March 2020. These are prepared to meet the requirements for a Trustee's report and accounts for Companies Act purposes.

The reference and administrative information set out on page 1 forms part of this report. The financial statements have been prepared in accordance with the accounting policies set out in the notes and comply with the Charities Act 2011, The Companies Act 2006, the Memorandum and Articles of Association, 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<sup>st</sup> January 2015).

### Objectives and Activities

#### *Objectives*

George House Trust's objectives are:

- 1) the relief of need of people living with, and affected by, HIV in the North West of England by the provision of responsive and relevant services
- 2) to advance the education of the general public in all areas relating to HIV

#### Public Benefit Statement

The Trustees confirm that they have referred to the guidance contained in the Charity Commission's general guidance on public benefit when reviewing the charity's aims and objectives, planning future activities and setting the grant making policy for the year.

#### *Activities*

George House Trust is one of the longest surviving HIV charities in the United Kingdom (UK). Since July 1985, George House Trust has been providing support to people living with HIV and to those affected by HIV.

George House Trust works with children, young people and adults, delivering support through relevant and timely interventions, which focus on empowerment and strengthening confidence to live a fulfilling and healthy life with HIV.

George House Trust is recognised nationally as an organisation that has developed innovative responses to the needs of people living with HIV. It is also recognised for its commitment to being a service user centred charity, putting service users at the heart of its decision making processes and governance.

George House Trust is based in Manchester, providing services for people living with HIV in Greater Manchester and the wider North West. All services are provided free of charge.

# GEORGE HOUSE TRUST

## Report of the Trustees (continued)

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George House Trust, working in partnership with BHA for Equality (the Lead Partner) and the LGBT Foundation as the 'Passionate about Sexual Health' (PaSH) Partnership, deliver HIV prevention and support against the Greater Manchester Health Improvement contract, including

- 1:1 appointments with Services Advisers
- Advocacy, information and signposting
- Activities such as relaxation therapies
- Group events
- Condoms & femidoms
- Counselling
- Courses e.g. Living HIV confident
- Health & wellbeing assessments
- Money management & debt advice
- Young people's support
- Young people's peer support groups

George House Trust also delivers a number of independent projects, funded through a range of funding sources, which support the overall aims and objects of the organisation, including:

- Community Connections, a project to enable people to develop shared interests
- Formula milk for the babies of mothers living with HIV in some Greater Manchester boroughs
- Financial support from George House Trust's Welfare Fund
- Food parcels for destitute people living with HIV
- Peer mentoring in clinics, at George House Trust and in the community

George House Trust is committed to safeguarding the welfare of its service users, volunteers and staff. Rigorous and detailed safeguarding policies are in place and staff receive regular training on safeguarding and managing risks.

The organisation has embraced the General Data Protection Regulation (GDPR) seeing it as an opportunity to strengthen confidentiality and data protection policies and practice.

In addition to its paid staff, George House Trust has 92 active volunteers who assist with the delivery of services. Volunteers are recruited, inducted, supervised and supported according to the Volunteer Policy, which draws together best practice in volunteer management. A paid Volunteer Co-ordinator is responsible for all aspects of volunteer work within the charity.

George House Trust owns an investment property at 69 Ardwick Green North in Manchester which generates rental income.

### ***The impact of Covid-19 on service delivery***

Following Government guidelines and recommendations, all staff were moved to home working at the end of March 2020.

One-to-one services, including support from Services Advisers, counselling and Peer Mentoring have been maintained via telephone or online. Group events have been suspended.

Volunteers have continued to contribute to supporting the organisation in ways such as becoming Telephone Buddies to people isolating or shielding and experiencing loneliness, to delivering shopping vouchers to service users with no means of financial support.

# GEORGE HOUSE TRUST

## Report of the Trustees (continued)

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A phased return to office-based working will begin on July 1st with recommended precautions in place to ensure an environment which is as Covid-safe as possible. Staff have been regularly consulted on the plans and 'return to work' assessments for all members of staff will highlight any areas of concern – with appropriate individual action plans and reviews taking place as necessary. One to one appointments, counselling and peer support will continue to take place by phone or online.

The next phase of the process will be to allow service users to return to the building for face to face support. Before this happens, we will ensure that all necessary precautions are in place – in full consultation with staff members – to ensure that the risk of transmission of Covid-19 is minimised to its fullest extent. We will continue to follow Government guidelines.

A resumption of group events and social spaces is not envisaged at any point in the near future. Such plans will need extremely careful consideration alongside a wider understanding of the regional and national levels of Covid-19 and the associated risks of transmission.

### Grant Making Policy

George House Trust operates a welfare fund, which exists to help relieve poverty amongst people living with HIV in the North West of England. The welfare fund operates effectively and is administered by a panel of staff which meets on a monthly basis to consider applications.

An example was an award to supply a cooker to a service user recently granted leave to remain in the United Kingdom who was moving into her own property for the first time.

In all cases, George House Trust's grant making policy makes specific reference to beneficiaries having to providing evidence of their HIV status in order to be eligible for this service.

### Fundraising standards

George House Trust employed a Community Fundraising Organiser to lead on all George House Trust-led fundraising activity and to liaise with members of the public or organisations who offer to raise funds through their own activities. Details of individual and recurring donations and those of branded collecting tins such as tin number, location, dates and length of time in situ, which are placed in businesses or other premises, are recorded on the contact management system. Collecting tins are periodically collected and replaced by volunteers. The contents are counted at George House Trust and recorded on the same system. No professional fundraiser acted on behalf of George House Trust for the purpose of fundraising. The Community Fundraising Organiser left the organisation in October 2019 and the Trustees considered a range of options, agreeing to recruit an Income Generation Manager to coordinate Community Fundraising whilst also having a more senior strategic responsibility for all future income generation. Some of the Community Fundraising Organiser's responsibilities were 'backfilled' by another staff member for the remainder of the year, though the recruitment of the Income Generation Manager post was put on hold due to Covid-19. Recruitment for the post will commence at the start of the second quarter in 2020.

George House Trust voluntarily subscribes to and complies with the Fundraising Regulator and the Code of Fundraising Practice.

George House Trust actively fundraises through street collections, licenced through Manchester City Council, once a year ahead of World AIDS Day. This activity is carried out in partnership with George House Trust's PaSH partners. No complaints were received by George House Trust in relation to its fundraising activities.

# GEORGE HOUSE TRUST

## Report of the Trustees (continued)

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### Achievements and Performance

In 2019-2020 George House Trust provided one or more service to 1,031 people living with HIV.

#### Strategic planning

The Board of Trustees approved a three-year business plan for 2018-2021 in November 2018. The main themes of the business plan were:

- Deliver the new integrated PaSH contract to a high standard
- Reduce reliance on statutory funding by growing income streams from charitable trusts, individual giving and community fundraising

#### ***Deliver the integrated PaSH contract to a high standard***

This contract was secured in April 2017, for an initial 2-year contract period, and has subsequently been extended to end of June 2021.

George House Trust continues to solely deliver HIV support services but works collaboratively to support the two partner organisations around HIV testing and prevention.

#### ***Reduce reliance on statutory funding by growing income streams from charitable trusts, individual giving, legacies and community fundraising***

In setting the budget for 2019/20, agreement was reached for a deficit budget, providing additional capacity through two part time posts: one to support the Board and Members and the other to increase our presence at events. Focus was retained on managing costs, and an ambitious fundraising income, in line with the Fundraising Strategy.

### Financial Review

#### ***Financial Performance***

Total income for the year was £638,139 of which unrestricted income totalled £486,640. Total expenditure was £684,197, of which unrestricted expenditure totalled £550,720.

#### ***Funding***

Local authorities provide 62.1% of the Trust's funding. A further 18.4% of funding comes from charitable trusts including MACAIDS, and the Big Lottery Fund. 0.3% comes from other bodies. 10.1% is raised through charitable donations and fundraising activities, 2.9% from North Manchester General Hospital, 2.8% comes from venue hire and training and 3.4% comes from investments (rental and bank interest).

In 2019-2020, George House Trust's most significant funders were the ten Greater Manchester local authorities (George House Trust being commissioned collectively by Salford City Council as part of the PaSH Partnership), North Manchester General Hospital Paediatric Unit, Big Lottery Fund, MACAIDS and Manchester City Council although no single funder constitutes more than a quarter of the revenue budget.

#### **Risk Management**

The Trustees have compiled an organisational risk register of the major risks that the charity is exposed to, together with an action plan for mitigating these risks. Progress against the action plan is

# GEORGE HOUSE TRUST

## Report of the Trustees (continued)

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reviewed regularly by the Governance and Risk committee. The full organisational risk register is reviewed by Trustees annually.

### **Reserves policy**

George House Trust has a reserves policy, which is reviewed annually at the same time as the annual budget is approved by Trustees. Trustees have identified the need to maintain reserves in order to ensure continuity of services and the long term sustainability.

George House Trust aims to maintain a General Fund of £411k, to ensure that sufficient funds are available in the event that the organisation has to close. This fund would provide for a period of close down to enable the transition of services to another provider and associated redundancy costs. The General Fund also provides a 'buffer' during periods of funding loss or uncertainty, up to a limit of £100k.

When reviewing the level of reserves as part of the 2020/21 budget-setting process, the Trustees agreed to use reserves in order to bring the reserves nearer to the target level of the General Fund. This investment included the recruitment of an Income Generation Manager and a new service, Age+, for people aged 55 years and older. The Trustees agreed the original 2020/21 budget with a deficit of £104k, including the planned recruitment of a CEO. As the impact of Covid-19 became clearer, the Trustees agreed an Emergency Budget to supersede the budget already agreed. Whilst major revenue streams including those from the local authorities, Greater Manchester Combine Authority and the National Lottery Community Fund are secure, the Emergency Budget reflects the almost-certain and significant loss to income through traditional revenue streams such as community fundraising, other fundraising activities and room hire. Planned expenditure was reviewed with recruitment deferred and the new Aged+ project postponed until 2021. The Trustees aimed to mitigate the impact of Covid-19 through this 'worst-case scenario' income approach and managing costs. Whilst the emergency Budget deficit of £118k is £14k higher than the original planned deficit, it was agreed not to defer the recruitment of the CEO beyond the end of the second quarter and the Trustees agreed that together with the other measures taken, the deficit was manageable given the current level of reserves.

George House Trust owns two buildings, which form part of the restricted and designated reserves. Whilst the funds would not be readily available in the event of a crisis, they do contribute to the sustainability of George House Trust.

As George House Trust is a landlord, the Landlord Fund of £20k is maintained to ensure that any major building expenditure can be met from it.

Unrestricted funds at the year-end amounted to £1,078,158 but only £496,303 is freely available as £533,528 is invested in fixed assets and a further £48,327 is designated to other funds. The "free" funds are in excess of the target balance for General Funds, but given the situation regarding Covid-19 and its impact on some revenue streams, including community fundraising and other fundraising activities, room hire and Positive Speaking, this is helpful and the Board monitor the situation and keep the organisational budget under regular review.

Trustees aim to invest reserves to gain maximum returns at no or negligible risk. In 2019-2020 Trustees continued to spread that risk by holding a number of bank accounts, enabling government protection on deposits up to £85k per bank account.

# GEORGE HOUSE TRUST

## Report of the Trustees (continued)

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### **Plans for Future Periods**

George House Trust's Business Plan is supported by its Operational Plan, which includes target dates and key staff responsibilities. The plan covers services for people living with HIV, statutory funding streams, fundraising, volunteering, campaigns and education, finance and administration, governance, diversity and marketing.

### **Structure, Governance and Management**

#### ***Governing Document***

George House Trust is registered as a charity in England, No.1143138, and is also a company limited by guarantee No. 7575379. The Governing Document is the Memorandum & Articles of Association, which were last reviewed by Trustees and approved at a Members' meeting in February 2020.

#### ***Recruitment and Appointment of Trustees***

George House Trust is a voluntary organisation based on voluntary membership. Membership is open to all service users and active volunteers. George House Trust aims to ensure that its membership is representative of its beneficiaries, with over two-thirds of Members living with HIV. As at 31<sup>st</sup> March 2020, over 87% of Members were living with HIV. Members receive regular reports of the work of the charity directly from the Chair and the Joint Interim Executive Directors, and are able to scrutinise not only the decisions made by Trustees, but the process of decision-making. Key decisions are brought to Members for approval. Members are involved in agreeing the strategic direction for the charity for the coming year.

"Member elected" Trustees are elected by the membership to sit on the Board of Trustees, providing governance and strategic overview alongside the statutory duties of being a charity Trustee. Co-options may also be made onto the Board of Trustees to address skills gaps. The revised Memorandum & Articles of Association now state that the Board shall be not less than 8 Trustees nor more than 12. A maximum of 6 Trustees may be co-opted to the Board. Co-opted Trustees can hold office and vote at Board and committee meetings.

The term of office for Trustees is three years. After three years Trustees are eligible to stand for election for a second three-year term, after which they are required to stand down for a minimum period of one year. The benefits of this system are greater stability to the Board, the ability to undertake succession planning and the creation of opportunities to invest in the development of Trustees over a three-year period.

#### ***Trustee Induction and Training***

After election new Trustees receive an induction into the role to ensure understanding of their duties and legal responsibilities. All new Trustees participate in an induction programme which covers the legal responsibilities of charity Trustees and Directors of a Company Limited by Guarantee. It also covers the organisation's governing document, a summary of the charity's objectives, a copy of the Charity Commission's guidance on the duties of a Trustee, the most recent financial statements and other relevant information. A "buddy" system exists for all Trustees. Shadowing opportunities with relevant staff are available and there are ongoing learning opportunities for all Trustees.

The Chair and Board undergo an annual Review of Contribution, in which Members and staff are involved and the feedback from the Review of Contribution is shared with the Trustees. The Chair's Review of Contribution is carried out by the Deputy Chair and one other Trustee. Feedback on both the Chair and Board Review of Contribution is shared with Members and staff.



# GEORGE HOUSE TRUST

## Report of the Trustees (continued)

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### ***Organisational structure***

The Board has established committees to ensure that effective governance takes place throughout the charity. These are the Finance and Fundraising committee and the Governance and Risk committee. Every Trustee is a member of at least one of the committees, each of which works to its annually-reviewed Terms of Reference.

From May 2019, the senior staff team comprises the Joint Interim Executive Directors, who were appointed by the Board on a temporary basis, initially for a period of up to 12 months, following the resignation of the Chief Executive Officer in April 2019. The Board delegates responsibility for the operation of the organisation to the joint Interim Executive Directors, who ensure that the organisation's strategic plan is implemented, legal and contractual commitments are met and that staff are effectively managed. An appointment to the post of Chief Executive was confirmed in June 2020 and the postholder will commence in post at the end of September 2020. At the same time, the Joint Interim Executive Directors will resume their former roles of Services Director and Finance Director and will deputise for the Chief Executive.

Members of the staff team are managed by either the Chief Executive or one of the Directors. George House Trust has an open and transparent management culture, which means that information is shared with staff and discussions take place at full staff meetings, other team meetings and Away Days.

Service user involvement is core to the culture of George House Trust. The aim of the service user involvement framework, which is led by service users, is to undertake peer review and consultation with other service users. The Chair and Chief Executive are responsible for responding to feedback from service user consultations. This is an important part of George House Trust's commitment to being a service user-centred organisation.

George House Trust has a number of Member-elected Trustees who are living with HIV, helping to ensure that HIV remains at the heart of the charity.

George House Trust has an organisational structure which is fit for the purpose of delivering high quality services to people living with, and affected by, HIV.

- A minimum of two thirds of the Members, some of whom are volunteers, will be people living with HIV, with the remainder being volunteers supporting people living with HIV.
- The charity has effective mechanisms in place for ensuring that the services it provides meet the needs of people living with HIV.
- The charity has an experienced and qualified management and staff team, ensuring that quality services are delivered, contractual and legal obligations are met and good governance is maintained at all times.
- The charity has a strategic planning process which enables it to plan and deliver its objectives appropriately and to agreed timescales.
- The charity has sufficient scope and flexibility to ensure that services can be effectively delivered at all times, whilst also identifying developing needs.

# GEORGE HOUSE TRUST

## Report of the Trustees (continued)

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### Key management personnel remuneration

The Trustees consider the board of Trustees and the Chief Executive as comprising the key management personnel of the charity in charge of directing and controlling the charity and running an operating the charity on a day to day basis. From May 2019, the key management personnel of the charity comprise Trustees and the Joint Interim Executive Directors, who were appointed by the Board following the resignation of the Chief Executive Officer. All Trustees give their time freely and no Trustee remuneration was paid during the year. Details of welfare payments and expenses reimbursed to certain Trustees are disclosed in notes 5 and 7 to the financial statements respectively.

Trustees are required to disclose all relevant interests to other Trustees at the start of each meeting and to withdraw from decisions where a conflict of interest arises.

The pay of the charity's Chief Executive is reviewed annually and normally increased in accordance with average earnings. In view of the nature of the charity, the Trustees benchmark against other organisations run on a voluntary basis of a similar size and activity to ensure the remuneration set is fair and not out of line with that paid for similar roles.

### Trustee responsibilities

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

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

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

The Trustees are responsible for maintaining accounting records that disclose with reasonable accuracy, at any time, the financial position of the charity and enable them to ensure that the financial statements comply with the Charities Act 1993, the Charity (Accounts Reports) Regulations 2008 and the trust deed. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

### Statement of Disclosure to Auditor

So far as the Board of Trustees is aware:

- there is no relevant audit information of which the charity's auditors are unaware
- it has taken all the steps that it ought to have taken as a Board in order to make itself aware of any relevant audit information and to establish that the charity's auditors are aware of that information.

## GEORGE HOUSE TRUST

### Report of the Trustees (continued)

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#### Auditors

Haines Watts Manchester Limited have expressed their willingness to continue in office.

This report has been prepared in accordance with the small companies regime under the Companies Act 2006.

This report was approved by the Board of Trustees on 7th October 2020



\_\_\_\_\_ (Chair)

**Joanna Hancock**

# GEORGE HOUSE TRUST

## Independent Auditor's report to the Trustees of George House Trust

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### Opinion

We have audited the financial statements of George House Trust Limited for the year ended 31 March 2020 which comprise the Statement of Financial Activities, the Balance Sheet, Cashflow Statement and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards including Financial Reporting Standard 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice)*.

In our opinion the financial statements:

- give a true and fair view of the state of the charitable company's affairs as at 31 March 2020, and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### Basis of Opinion

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

### Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the charitable company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

However, not all future events or conditions can be predicted. The COVID-19 viral pandemic is one of the most significant economic events for the UK with unprecedented levels of uncertainty of outcomes. It is therefore difficult to evaluate all of the potential implications on the charity and the wider economy. The trustees' view on the impact of COVID-19 is disclosed in the trustees annual report.

### Other information

The Trustees are responsible for the other information. The other information comprises the information in the Trustees' Report, but does not include the financial statements and our Report of the Auditors thereon.

Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

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

We have nothing to report in this regard.

## GEORGE HOUSE TRUST

### Independent Auditor's report to the Trustees of George House Trust (continued)

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#### Opinion on other matter prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the trustees' report, which includes the directors' report and the strategic report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the strategic report and the directors' report included within the trustees' report have been prepared in accordance with applicable legal requirements.

#### Matters on which we are required to report by exception

In the light of the knowledge and understanding of the charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the strategic report or the directors' report included within the trustees' report.

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion;

- adequate accounting records have not been kept or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the trustees were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies exemption in preparing the directors' report and take advantage of the small companies exemption from the requirement to prepare a strategic report.

#### Responsibility of trustees

As explained more fully in the trustees' responsibilities statement set out on page 8, the trustees (who are also the directors of the charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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

#### Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditor's report.

#### Use of our report

This report is made solely to the charitable company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.

David Fort FCA (Senior Statutory Auditor)  
for and behalf of Haines Watts Manchester Limited  
Chartered Accountants and Statutory Auditor  
Date: 9th October 2020

3rd Floor, Northern Assurance Buildings  
Albert Square  
9-21 Princess Street  
Manchester  
M2 4DN

## GEORGE HOUSE TRUST

### Statement of financial activities (including Income and Expenditure Account) For the year ended 31 March 2020

	Notes	Restrict funds 2020 £	Unrestrict funds 2020 £	Total funds 2020 £	Restrict funds 2019 £	Unrestrict funds 2019 £	Total funds 2019 £
<b>Income</b>							
<b>Donations and legacy</b>	2	-	40,358	40,358	-	57,684	57,684
<b>Other trading activities</b>							
- Fundraising activities	3	-	24,251	24,251	-	25,484	25,484
- Training and conferences		-	8,967	8,967	-	9,600	9,600
- Venue hire		-	9,160	9,160	-	6,837	6,837
<b>Income from investments</b>							
- Rent received		-	20,000	20,000	-	20,000	20,000
- Bank interest		-	1,866	1,866	-	1,986	1,986
<b>Income from charitable activities</b>							
- Local Authorities	4	34,399	361,947	396,346	27,169	316,029	343,198
- Manchester Pride			-	-	41,250	-	41,250
- M.A.C AIDS Fund UK		29,175	-	29,175	54,372	-	54,372
- ViiV Healthcare		15,795	-	15,795	-	-	-
- North Manchester General Hospital		-	18,500	18,500	-	18,500	18,500
- Gilead Sciences			-	-	5,000	-	5,000
- Big Lottery Fund		72,130	-	72,130	66,752	-	66,752
- Other bodies		-	1,591	1,591	-	6,160	6,160
<b>Total income</b>		<b>151,499</b>	<b>486,640</b>	<b>638,139</b>	<b>194,543</b>	<b>462,280</b>	<b>656,823</b>
<b>Expenditure</b>							
<b>Expenditure on raising funds</b>							
Costs of generating voluntary income	6	-	28,787	28,787	-	21,822	21,822
Fundraising trading: cost of goods sold and other costs	6	-	16,594	16,594	-	13,678	13,678
<b>Expenditure on charitable activities</b>	6	<b>139,712</b>	<b>499,104</b>	<b>638,816</b>	<b>188,798</b>	<b>411,431</b>	<b>600,229</b>
<b>Total expenditure</b>		<b>139,712</b>	<b>544,485</b>	<b>684,197</b>	<b>188,798</b>	<b>446,931</b>	<b>635,729</b>
<b>Gains on investments</b>	12	-	129,889	129,889	-	-	-
<b>Net income carried forward</b>		<b>11,787</b>	<b>72,044</b>	<b>83,831</b>	<b>5,745</b>	<b>15,349</b>	<b>21,094</b>

## GEORGE HOUSE TRUST

### Statement of financial activities (including Income and Expenditure Account) For the year ended 31 March 2020

	Notes	Restrict funds 2020 £	Unrestrict funds 2020 £	Total funds 2020 £	Restrict funds 2019 £	Unrestrict funds 2019 £	Total funds 2019 £
<b>Net income brought forward</b>		11,787	72,044	83,831	5,745	15,349	21,094
Transfers between funds		-	-	-	388	(388)	-
<b>Net movement in funds</b>		11,787	72,044	83,831	6,133	14,961	21,094
Fund balances brought forward at 1 April	16	189,450	1,006,114	1,195,564	183,317	991,153	1,174,470
<b>Fund balances carried forward at 31 March</b>	16	<u>201,237</u>	<u>1,078,158</u>	<u>1,279,395</u>	<u>189,450</u>	<u>1,006,114</u>	<u>1,195,564</u>

All incoming resources and resources used arose on continuing activities. There are no recognised gains or losses other than as disclosed above.

The accompanying notes on pages 17 to 29 form part of these financial statements.

#### Changes in resources applied for fixed assets for George House Trust's use:

	Restrict funds 2020 £	Unrestrict funds 2020 £	Total funds 2020 £	Restrict funds 2019 £	Unrestrict funds 2019 £	Total funds 2019 £
<b>Net income for the year</b>	11,787	72,044	83,831	6,133	14,961	21,094
Resources used for net acquisitions	-	(13,500)	(13,500)	-	(13,320)	(13,320)
Resources obtained from disposals	-	-	-	-	-	-
<b>Net movement in funds available for future activities</b>	<u>11,787</u>	<u>58,544</u>	<u>70,331</u>	<u>6,133</u>	<u>1,641</u>	<u>7,774</u>

**GEORGE HOUSE TRUST**

Registration number: 7575379

**Balance sheet  
As at 31 March 2020**

	Notes	2020 £	2019 £
<b>Fixed assets</b>			
Tangible assets	11	399,149	585,924
Investments	12	300,000	-
		<u>699,149</u>	<u>585,924</u>
<b>Current assets</b>			
Debtors	13	76,014	88,291
Cash at bank and in hand		621,512	592,236
		<u>697,526</u>	<u>680,527</u>
<b>Creditors: Amounts falling due within one year</b>	14	<u>(117,279)</u>	<u>(70,886)</u>
<b>Net current assets</b>		<u>580,246</u>	<u>609,640</u>
<b>Net assets</b>		<u>1,279,395</u>	<u>1,195,564</u>
<b>The funds of the charity</b>			
Restricted funds	16	201,237	189,450
<i>Unrestricted funds</i>			
Designated funds	16	555,956	444,139
General fund	16	522,202	561,975
<b>Total charity funds</b>		<u>1,279,395</u>	<u>1,195,564</u>

These accounts have been prepared in accordance with the special provisions of Part 15 of the Companies Act relating to small companies and constitute the annual accounts required by the Companies Act 2006 and are for circulation to members of the company.

The financial statements on pages 13 to 29 were approved by the Board of Trustees on 7th October 2020



Joanna Hancock (Chair)

David Cartwright (Treasurer)  
Trustees

The accompanying notes are an integral part of this balance sheet.



## GEORGE HOUSE TRUST

### Statement of Cash Flows For the year ended 31 March 2020

	Notes	2020 £	2019 £
<b>Cash flows from operating activities:</b>			
<b><i>Net cash used in operating activities</i></b>	18	<u>20,910</u>	<u>20,133</u>
<b>Cash flows from investing activities:</b>			
Interest and rental income		21,866	21,986
Purchase of tangible fixed assets		(13,500)	(13,320)
		<u>8,366</u>	<u>8,666</u>
<b><i>Net cash used in investing activities</i></b>		<u>8,366</u>	<u>8,666</u>
<b><i>Change in cash and cash equivalents in the year</i></b>		29,276	28,799
Cash and cash equivalents at the beginning of the year		592,236	563,437
		<u>621,512</u>	<u>592,236</u>
<b>Total cash and cash equivalents at the end of the year</b>		<u>621,512</u>	<u>592,236</u>
<b>Analysis of cash and cash equivalents</b>			
Cash at bank and in hand		621,512	592,236
		<u>621,512</u>	<u>592,236</u>
<b>Total cash and cash equivalents</b>	19	<u>621,512</u>	<u>592,236</u>

# GEORGE HOUSE TRUST

## Notes to financial statements

For the year ended 31 March 2020

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### 1 Accounting policies

#### a) General information

George House Trust is a company limited by guarantee, registered in England and Wales, and accordingly does not have a share capital. Every member of the company undertakes to contribute £1 in the event of the charitable company being wound up while he or she is a member. The company number, charity number and address of the registered office is given in the reference and administration information on page 1 of these financial statements. The principal nature of the charity's operations is to support people living with and affected by HIV in the North-West of England, to deliver interventions to help prevent the transmission of HIV and to campaign and educate to bring an end to HIV related stigma and discrimination.

#### b) Basis of accounting

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

The financial statements have been prepared under the historical cost convention. The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (effective 1 January 2019) - (Charities SORP (FRS 102)), the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102) and the Companies Act 2006.

The charity constitutes a public benefit entity as defined by FRS 102.

#### c) Preparation of financial statements on a going concern basis

The accounts are prepared on a going concern basis. In response to the COVID-19 pandemic, the Trustees have considered the impact on the charity of possible scenarios as a result of COVID-19, alongside the measures that they have taken to date and can take in the future to mitigate the impact. As discussed in depth per the Trustees Report, an emergency budget has been drafted for the forthcoming year forecasting a deficit. The Trustees have funding secured for the following year and agreed to defer selected project and recruitment costs. The Trustees agreed that together with the other measures taken, the deficit was manageable given the current level of reserves. The Trustees consider that there are no material uncertainties about the trust's ability to continue as a going concern.

#### d) Volunteers

Other than significant donated gifts-in-kind, no amounts are included in respect of the substantial contributions made by the many volunteers and volunteer organisations who provide various services and supplies free of charge. Further details of the contribution made by volunteers can be found in the management committee's report.

#### e) Incoming resources

Voluntary income including donations, gifts and legacies and grants that provide core funding or are of general nature are recognised where there is entitlement, it is probable the income will be received and the amount can be measured with sufficient reliability. Such income is only deferred when:

- The donor specifies that the grant or donation must only be used in future accounting periods: or
- The donor has imposed conditions which must be met before the charity has unconditional entitlement.

Investment income is recognised on a receivable basis.

Income from charitable activities, including income received under contract or where entitlement to grant funding is subject to specific performance conditions, is recognised as earned (as the related goods or services are provided). Grant income included in this category provides funding to support welfare and support services and is recognised where there is entitlement, it is probable the income will be received, and the amount can be measured with sufficient reliability. Income is deferred when the income is received in advance of the service to be provided.

# GEORGE HOUSE TRUST

## Notes to financial statements (continued)

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### 1 Accounting policies (continued)

#### *f) Resources expended*

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. The charity is not registered for VAT and accordingly expenditure is shown gross of irrecoverable VAT. The Contractual arrangements are recognised as services are supplied.

- Costs of generating funds are those costs incurred in attracting voluntary income, and those incurred in trading activities that raise funds.
- Charitable activities include expenditure associated with the payment of welfare grants to relieve poverty of people living with HIV and various other support services.
- Governance costs include those incurred in the governance of the charity and its assets and are primarily associated with constitutional and statutory requirements.
- Support costs include central functions and have been allocated to activity cost categories on a basis consistent with the use of resources, eg allocating property costs by floor areas, or per capita, staff costs by the time spent and other costs by their usage.

#### *g) Grants payable*

Grants are charged in the financial statements when approved.

#### *h) Tangible fixed assets*

There is no limit below which fixed assets are not capitalised. Tangible fixed assets are stated at cost or valuation, net of depreciation and any provision for impairment.

Depreciation is provided on all tangible fixed assets at rates calculated to write off the cost or valuation, less estimated residual value, of each asset over its expected useful life as follows:

Fixtures and equipment	- 20% / 33 1/3% on a reducing balance basis and straight line basis
Freehold property	- over 50 years straight-line

#### *i) Investments*

Investment property is included at market value at the balance sheet date. Unrealised gains and losses represent the movement in market values during the year and are credited or charged to the statement of financial activities based on the market value at year end.

#### *j) Fund accounting*

Unrestricted funds comprise the accumulated surplus or deficit on the statement of financial activities. They are available for use at the discretion of the Trustees in furtherance of the general objectives of George House Trust.

Restricted funds are funds subject to specific restrictive conditions imposed by donors or by the nature of the appeal. The purpose and use of the restricted funds are set out in the notes to the financial statements.

All incoming resources and resources expended are shown in the statement of financial activities on pages 12 and 13.

Designated funds comprise unrestricted funds which have been set aside at the discretion of the Trustees for specific purposes. The purpose and use of the designated funds are set out in the notes to the financial statements.

#### *k) Pension costs*

The trust pays contributions into employees' auto enrolment plan or their own money purchase pension plans. The contributions to the plans are charged as expenditure as they become payable.

#### *l) Operating leases*

Rentals paid under operating leases are charged to the Statement of Financial Activities as incurred.

# GEORGE HOUSE TRUST

## Notes to financial statements (continued)

### 1 Accounting policies (continued)

#### *m) Financial instruments*

Trade and other debtors are recognised initially at transaction price less attributable transaction costs. Trade and other creditors are initially at transaction prices plus attributable transaction costs. Subsequent to initial recognition they are measured at amortised cost using the effective interest method, less any impairment losses in the case of trade debtors. If the arrangement constitutes a financing transaction, for example if payment is deferred beyond normal business terms, then it is measured at the present value of future payments discounted at a market rate of instrument for a similar debt instrument.

### 2 Donations and legacies

	2020	2019
	£	£
Donations	<u>40,358</u>	<u>57,684</u>

All the income from donations in 2020 and 2019 was unrestricted.

### 3 Fundraising activities

	2020	2019
	£	£
Fundraising events	<u>24,251</u>	<u>25,484</u>

All the fundraising income in 2020 and 2019 was unrestricted.

### 4 Local Authority funding

	2020	2019
	£	£
Public health	364,187	313,039
Other local authority funds	<u>32,159</u>	<u>30,159</u>
	<u>396,346</u>	<u>343,198</u>

During the year £34,399 (2019 - £27,169) of the Local Authority funding was restricted.

### 5 Grants paid

	2020	2019
	£	£
George House Trust welfare fund - see note 6	42,953	51,281
Agency welfare - see note 16	<u>-</u>	<u>-</u>
Welfare grants to 242 (2019 - 283) individuals	<u>42,953</u>	<u>51,281</u>

During the year 3 Trustees, who are service users, received welfare payments from the George House Trust welfare fund totalling £460 (2019 - £447 to 3 Trustees) and no Trustees received Agency (external to George House Trust) welfare payments this year (2019 - £nil). No payments were made to individuals in their capacity as Trustees.

During the year welfare grant payments of £31,979 (2019 - £38,792) were restricted.

# GEORGE HOUSE TRUST

## Notes to financial statements (continued)

### 6 Expenditure on charitable activities

	Basis of Allocation	<u>Expenditure on raising funds</u>		<u>Charitable activities</u>			2020 £	2019 £
		Voluntary Income £	Fundraising £	Welfare Grants £	Volunteer & User Activities £	Support Costs £		
<b>Costs directly allocated to activities</b>								
Grants (note 5)	Direct	-	-	31,979	10,974	-	42,953	51,281
Volunteer expenses	Direct	-	-	-	27,811	-	27,811	27,476
Project staff costs (including training)	Direct	-	-	-	304,499	-	304,499	256,888
User expenses	Direct	-	-	-	44,500	-	44,500	45,368
Fundraising events	Direct	-	16,594	-	-	-	16,594	13,678
Telephone, postage & printing costs	Direct	-	-	-	12,272	-	12,272	11,004
Publicity and distribution costs	Direct	185	-	-	3,519	-	3,704	2,846
<b>Support costs allocated to activities</b>								
Computer costs	Usage	676	-	-	8,875	1,712	11,263	9,449
Rent and rates	Usage	451	-	-	5,929	1,143	7,524	7,492
Repairs and maintenance	Usage	707	-	-	9,281	1,791	11,778	10,499
Heat, light and power	Usage	411	-	-	5,392	1,040	6,843	6,255
Security	Usage	176	-	-	2,313	446	2,935	3,014
Cleaning	Usage	1,043	-	-	13,700	2,644	17,386	16,960
Insurance	Usage	352	-	-	4,626	892	5,870	7,315
Printing and stationery	Usage	318	-	-	4,181	806	5,305	6,681
Publications and affiliations	Usage	73	-	-	961	184	1,219	1,085
Telephone and facsimile	Usage	420	-	-	5,519	1,065	7,004	6,496
Postage	Usage	81	-	-	1,065	205	1,351	1,554
Recruitment	Usage	-	-	-	-	-	-	-
Staff costs	Staff time	22,019	-	-	3,375	78,771	104,165	105,434
Staff training and travel	Staff time	-	-	-	-	5,694	5,694	3,256
Bad debt (credit)/expense	Usage	64	-	-	844	163	1,071	1,590
Depreciation	Usage	1,810	-	-	23,769	4,585	30,164	27,565
Governance costs:								
Bank charges	Usage	-	-	-	-	1,524	1,524	1,406
Trustee training, meetings and travel	Usage	-	-	-	-	1,820	1,820	3,364
Legal and professional fees	Usage	-	-	-	-	4,846	4,846	3,674
Audit	Usage	-	-	-	-	4,100	4,100	4,100
		<u>28,787</u>	<u>16,594</u>	<u>31,979</u>	<u>493,405</u>	<u>113,432</u>	<u>684,197</u>	<u>635,729</u>

All the expenditure of £45,382 (2019 - £35,500) on raising funds was unrestricted. Expenditure on charitable activities was £638,816 (2019 - £600,229) of which £499,104 (2019 - £411,431) was unrestricted and £139,712 (2019 - £188,798) was restricted.

# GEORGE HOUSE TRUST

## Notes to financial statements (continued)

### 6 Expenditure on charitable activities - comparative information

	Basis of Allocation	<u>Expenditure on raising funds</u>		<u>Charitable activities</u>			2019 £
		Voluntary Income £	Fundraising £	Welfare Grants £	Volunteer & User Activities £	Support Costs £	
<b>Costs directly allocated to activities</b>							
Grants	(note 5) Direct	-	-	38,792	12,489	-	51,281
Volunteer expenses	Direct	-	-	-	27,476	-	27,476
Project staff costs (including training)	Direct	-	-	-	256,888	-	256,888
User expenses	Direct	-	-	-	45,368	-	45,368
Fundraising events	Direct	-	13,678	-	-	-	13,678
Telephone, postage & printing costs	Direct	-	-	-	11,004	-	11,004
Publicity and distribution costs	Direct	142	-	-	2,704	-	2,846
<b>Support costs allocated to activities</b>							
Computer costs	Usage	567	-	-	7,446	1,436	9,449
Rent and rates	Usage	449	-	-	5,903	1,139	7,492
Repairs and maintenance	Usage	630	-	-	8,273	1,596	10,499
Heat, light and power	Usage	375	-	-	4,929	951	6,255
Security	Usage	181	-	-	2,375	458	3,014
Cleaning	Usage	1,018	-	-	13,365	2,578	16,960
Insurance	Usage	439	-	-	5,764	1,112	7,315
Printing and stationery	Usage	401	-	-	5,265	1,016	6,681
Publications and affiliations	Usage	65	-	-	855	165	1,085
Telephone and facsimile	Usage	390	-	-	5,119	987	6,496
Postage	Usage	93	-	-	1,225	236	1,554
Recruitment	Usage	-	-	-	-	-	-
Staff costs	Staff time	15,322	-	-	2,609	87,503	105,434
Staff training and travel	Staff time	-	-	-	-	3,256	3,256
Bad debt (credit)/expense	Usage	95	-	-	1,253	242	1,590
Depreciation	Usage	1,654	-	-	21,721	4,190	27,565
Governance costs:							
Bank charges	Usage	-	-	-	-	1,406	1,406
Trustee training, meetings and travel	Usage	-	-	-	-	3,364	3,364
Legal and professional fees	Usage	-	-	-	-	7,774	7,774
		<u>21,822</u>	<u>13,678</u>	<u>38,792</u>	<u>442,029</u>	<u>119,408</u>	<u>635,729</u>

# GEORGE HOUSE TRUST

## Notes to financial statements (continued)

### 7 Analysis of staff costs, trustee expenses and key management personnel remuneration

	2020	2019
	£	£
Wages and salaries	334,709	306,882
Social security costs	20,547	18,971
Other pension costs	24,580	23,722
	<u>379,836</u>	<u>349,575</u>

The average number of employees during the year was 15 (2019 - 13).

The average monthly number of employees, calculated on the basis of full time equivalents, during the year and analysed by function was:

	2020	2019
	Number	Number
Charitable activities including support costs	8	7
Fundraising and publicity	1	1
Training	-	-
Management and administration	2	2
	<u>11</u>	<u>10</u>

None of the Trustees received any remuneration (2019 - none). Expenses reimbursed to 7 Trustees (2019 - 7 trustees) for travel and subsistence amounted to £2,910 (2019 - £5,098).

A number of the Trustees are active volunteers in the organisation, fulfilling roles additional to their responsibilities as Trustees. The above figure of £2,910 (2019 - £5,098) consists of £2,490 (2019 - £4,717) in relation to volunteer activities and £420 (2019 - £381) in relation to governance responsibilities.

The key management personnel of the charity comprise the trustees and the chief executive officer. From May 2019, the key management personnel of the charity comprise the trustees and the joint interim executive directors, who were appointed by the board following the resignation of the chief executive officer in April 2019. The total employment benefits of the key management personnel including any employer pension contributions were £123,576 (2019 - £51,984).

No employees received emoluments exceeding £60,000 (2019- none).

### 8 Related party transactions

Transactions with Trustees are recorded in notes 5 and 7 to the financial statements.

### 9 Pension costs

The charity operates a defined contribution pension scheme on behalf of certain of its employees. The assets of the scheme are held separately from those of the charity in an independently administered fund. The contributions payable for the year amounted to £24,580 (2019 - £23,722). Contributions totalling £8,448 (2019 - £5,445) were payable to the scheme at the end of the year and are included in creditors.

# GEORGE HOUSE TRUST

## Notes to financial statements (continued)

### 10 Net expenditure for the year

	2020 £	2019 £
Net expenditure for the year is stated after charging:		
Auditors' remuneration:		
Audit fee	4,100	4,100
Accountancy	2,020	2,020
Depreciation	30,164	27,565
	<u>30,164</u>	<u>27,565</u>

### 11 Fixed assets

	Freehold land and buildings £	Fixtures and equipment £	Total £
<b>Cost</b>			
Beginning of year	881,704	407,239	1,288,943
Additions	-	13,500	13,500
Transfer to investment property	(322,603)	-	(322,603)
	<u>559,101</u>	<u>420,739</u>	<u>979,840</u>
End of year	559,101	420,739	979,840
<b>Depreciation</b>			
Beginning of year	320,709	382,310	703,020
Charge for the year	17,634	12,530	30,164
Transfer to investment property	(152,492)	-	(152,492)
	<u>185,851</u>	<u>394,840</u>	<u>580,691</u>
End of year	185,851	394,840	580,691
<b>Net book value</b>			
Beginning of year	<u>560,995</u>	<u>24,929</u>	<u>585,924</u>
End of year	<u>373,250</u>	<u>25,899</u>	<u>399,149</u>

One of the properties is subject to legal charges which provide for an amount to be repaid on any sale of the property equal to the original grant plus any increase in value of the property in due proportion to the original grant. The original grant received totalled £150,000 compared to the purchase cost of £308,000. One property during the year changed its use and was subsequently transferred to investment property.



# GEORGE HOUSE TRUST

## Notes to financial statements (continued)

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### 12 Investments

	<b>Investment property £</b>
<b>Fair value</b>	
Beginning of year	-
Transfer from fixed assets	170,111
Revaluations	129,889
	<hr/>
End of year	<u>300,000</u>
<b>Net book value</b>	
Beginning of year	<u>-</u>
End of year	<u>300,000</u>

One property during the year changed its use and was transferred from fixed assets to investment property. The Investment property has been valued by WT Gunson, on an open market basis, in accordance with guidelines issued by the Royal Institute of Chartered Surveyors. WT Gunson has recent experience of valuing both commercial and residential property in the Greater Manchester region.

### 13 Debtors

	<b>2020 £</b>	<b>2019 £</b>
Trade debtors	4,893	22,153
Other debtors	3	3
Prepayments	23,635	19,925
Accrued income	47,483	46,210
	<hr/>	<hr/>
	<u>76,014</u>	<u>88,291</u>

# GEORGE HOUSE TRUST

## Notes to financial statements (continued)

### 14 Creditors: Amounts falling due within one year

	2020 £	2019 £
Trade creditors	16,458	15,033
Taxation and social security	6,904	6,007
Other creditors	10,386	7,258
Accruals	19,677	18,345
Deferred income	63,855	24,243
	<u>117,279</u>	<u>70,886</u>
<b>Deferred income included above</b>		
Balance at beginning of year	24,243	13,624
Amount released to incoming resources	(24,157)	(13,538)
Amount deferred in the year	63,769	24,157
	<u>63,855</u>	<u>24,243</u>
Balance at end of year	<u>63,855</u>	<u>24,243</u>

### 15 Analysis of net assets between funds

	Fixed assets £	Net current assets £	Total £
<b>Restricted funds</b>			
Properties	165,621	-	165,621
Other	-	35,616	35,616
<b>Unrestricted funds</b>			
Designated funds	507,629	48,327	555,956
General funds	25,899	496,303	522,202
	<u>699,149</u>	<u>580,246</u>	<u>1,279,395</u>
<b>2019 comparative</b>			
	Tangible fixed assets £	Net current assets £	Total £
<b>Restricted funds</b>			
Properties	171,856	-	171,856
Other	-	17,594	17,594
<b>Unrestricted funds</b>			
Designated funds	389,139	55,000	444,139
General funds	24,929	537,046	561,975
	<u>585,924</u>	<u>609,640</u>	<u>1,195,564</u>

# GEORGE HOUSE TRUST

## Notes to financial statements (continued)

### 16 Statement of funds

	1 April 2019 £	Income £	Expenditure £	Transfers £	Gains and losses £	31 March 2020 £
<b>General funds</b>	561,975	486,640	(533,086)	6,673	-	522,202
<b>Designated funds</b>						
Buildings maintenance	35,000	-	-	(6,673)	-	28,327
Gregory's Place Fund	176,561	-	(6,450)	-	129,889	300,000
77 Ardwick Green unrestricted property	212,578	-	(4,949)	-	-	207,629
Landlord fund	20,000	-	-	-	-	20,000
<b>Total unrestricted funds</b>	<b>1,006,114</b>	<b>486,640</b>	<b>(544,485)</b>	<b>-</b>	<b>129,889</b>	<b>1,078,158</b>
<b>Restricted funds</b>						
Properties	171,856	-	(6,235)	-	-	165,621
Vodafone World of Difference	153	-	-	-	-	153
M.A.C Aids Fund UK	-	29,175	(28,296)	-	-	879
Lloyds TSB Foundation Funding	1,273	-	-	-	-	1,273
Big Lottery Fund	4,274	72,130	(65,036)	-	-	11,368
Gilead Sciences	-	-	-	-	-	-
Schroder Charitable Trust	-	-	-	-	-	-
Manchester Guardian Society	521	-	-	-	-	521
Manchester City Council	8,915	33,149	(21,046)	-	-	21,018
Manchester Pride	2,458	-	(2,458)	-	-	-
Salford City Council	-	1,250	(846)	-	-	404
ViiV Healthcare	-	15,795	(15,795)	-	-	-
<b>Total restricted funds</b>	<b>189,450</b>	<b>151,499</b>	<b>(139,712)</b>	<b>-</b>	<b>-</b>	<b>201,237</b>
<b>Total funds</b>	<b>1,195,564</b>	<b>638,139</b>	<b>(684,197)</b>	<b>-</b>	<b>-</b>	<b>1,279,395</b>

The designated funds represent:

- (a) The buildings maintenance fund represents funds set aside for the maintenance and upkeep of buildings. During the year £6,673 expenditure has been transferred to the fund representing building repairs.
- (b) The Gregory's Place Fund represents the value of the property which is to be used as the Gregory's Place HIV Family Centre. During the year this property changed use from a tangible fixed asset to an investment property. The movement in the fund relates to movement in net book value of the property classified as a tangible fixed asset and fair value movements of the property classified as an investment property.
- (c) The unrestricted part of the 77 Ardwick Green North property has been transferred into a separate designated fund to enable the movements to be monitored by the trustees. Each year an amount representing the movement in the net book value of this property will be transferred to or from the fund.
- (d) As George House Trust is a landlord a designated fund of £20,000 has been created to ensure that any costs associated with this position can be met from it.

The restricted funds represent:

- (a) The property fund which comprises land and buildings purchased from restricted donations and contributions from donors.

**Notes to financial statements (continued)**

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**16 Statement of funds (continued)**

The restricted funds represent (continued):

(b) MACAIDS continue to fund elements of our work to tackle poverty for people living with HIV.

The funds are used to:

- Provide discretionary support (e.g. provision of money to enable a service user to get to a critical appointment)
- Supply food at events and course
- Pay public transport costs to attend appointments at George House Trust
- Provide food parcels and access to a fund for essential items for destitute service users

(c) The Big Lottery Fund provided a grant to fund our Better Together project. The Project will run for five years from April 2017 and will increase peer-led support for people living with HIV across Greater Manchester by training and developing people living with HIV as Volunteer Peer Mentors. Some Peer Mentors will be available on a regular basis in sexual health or genitourinary medicine clinics across the region providing on-the-spot advice and support. Other Peer Mentors will be matched with mentees at George House Trust to provide a mix of short, medium and longer-term mentoring to people living with HIV, in the community.

(d) Community Connections is a three-year project funded by Manchester City Council. The aim of the service is to increase people's confidence and to make them feel more connected to their local community. Trained volunteers are 'matched' with people living with HIV who want support to access new activities and opportunities in the local community. Support is time-limited, with a focus on supporting people to engage with their community, meet new people and find things that will get them out and about. The project is managed by George House Trust's Volunteer Coordinator. The service is open to anyone living with HIV and who is a resident of the City of Manchester.

Manchester City Council also provides a 'Formula Milk grant that funds the start up equipment (bottles, steriliser, cleaning equipment) and formula milk for the first 12 months of a baby's life. The aim of the scheme is to eradicate the risk of vertical transmission of HIV to infants born to mothers with HIV and to improve maternal and infant health and wellbeing.

(e) The Salford City Council 'Formula Milk grant funds the start up equipment (bottles, steriliser, cleaning equipment) and formula milk for the first 12 months of a baby's life. The aim of the scheme is to eradicate the risk of vertical transmission of HIV to infants born to mothers with HIV and to improve maternal and infant health and wellbeing.

(f) ViiV healthcare provided funding for the 12-month project 'Manchester GP Practice Positively Speaking HIV Awareness Training Programme'.

The project had two main objectives: 1) to tackle issues of HIV knowledge and understanding in primary healthcare settings to improve the experience of people living with HIV when attending their GP practice. 2) an increase in HIV testing and early diagnosis by equipping staff in healthcare settings to be more confident and knowledgeable about HIV.

# GEORGE HOUSE TRUST

## Notes to financial statements (continued)

### 16 Statement of funds (continued)

Previous year	1 April 2018	Income	Expenditure	Transfers	31 March 2019
	£	£	£	£	£
<b>General funds</b>	578,372	462,280	(435,732)	(42,945)	561,975
<b>Designated funds</b>					
Buildings maintenance	5,763	-	-	29,237	35,000
Gregory's Place Fund	183,013	-	(6,452)	-	176,561
77 Ardwick Green unrestricted property	204,005	-	(4,747)	13,320	212,578
Landlord fund	20,000	-	-	-	20,000
<b>Total unrestricted funds</b>	<u>991,153</u>	<u>462,280</u>	<u>(446,931)</u>	<u>(388)</u>	<u>1,006,114</u>
<b>Restricted funds</b>					
Properties	178,091	-	(6,235)	-	171,856
Vodafone World of Difference	153	-	-	-	153
M.A.C Aids Fund UK	-	54,372	(54,521)	149	-
Lloyds TSB Foundation Funding	1,273	-	-	-	1,273
Monument Trust	3	-	-	(3)	-
Big Lottery Fund	3,158	66,752	(65,636)	-	4,274
Gilead Sciences	95	5,000	(5,360)	265	-
Schroder Charitable Trust	23	-	-	(23)	-
Manchester Guardian Society	521	-	-	-	521
Manchester City Council	-	27,169	(18,254)	-	8,915
Manchester Pride	-	41,250	(38,792)	-	2,458
<b>Total restricted funds</b>	<u>183,317</u>	<u>194,543</u>	<u>(188,798)</u>	<u>388</u>	<u>189,450</u>
<b>Total funds</b>	<u><u>1,174,470</u></u>	<u><u>656,823</u></u>	<u><u>(635,729)</u></u>	<u><u>-</u></u>	<u><u>1,195,564</u></u>

### 17 Other activities

In its role as an agency for administering payments the charity collected £4,275 (2019 - £6,484) from other charities for disbursement to individuals. The amount disbursed during the year amounted to £4,275 (2019 - £6,484). These transactions are not included in the Statement of Financial Activities. The charity held £nil (2019 - £nil) at the year end which had not yet been disbursed to individuals. This amount is not included in the balance sheet.

### 18 Reconciliation of net expenditure to net cash flow from operating activities

	2020	2019
	£	£
<b>Net income/(expenditure) for the year</b>	83,831	21,094
Depreciation	30,164	27,564
Gains on investments	(129,889)	-
Interest and rental income	(21,866)	(21,986)
(Increase)/decrease in debtors	12,277	(7,483)
Increase/(decrease) in creditors	46,393	944
<b>Net cash used in operating activities</b>	<u><u>20,910</u></u>	<u><u>20,133</u></u>

## GEORGE HOUSE TRUST

### Notes to financial statements (continued)

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#### 19 Analysis of changes in net debt

	1 April 2019 £	Cash flows £	Other non- cash changes £	31 March 2020 £
Cash and cash equivalents				
Cash	592,236	29,276	-	621,512
	<hr/>	<hr/>	<hr/>	<hr/>
	592,236	29,276	-	621,512
Borrowings	-	-	-	-
Total	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
	592,236	29,276	-	621,512