

REGISTERED CHARITY NUMBER: 515235

Jacob's Well Appeal

Financial Statements

31st March 2020





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Report of the Trustees

for the year ended 31st March 2020

The trustees of the charity for the year ended 31 March 2020 were as follows:

Mr Michael Adams Chairman, financial subcommittee and

Dr Beryl Beynon Safeguarding subcommittee member
Medical Director

Dr Alistair Robertson Medical Director and Safeguarding Officer for

Jacob's Well Appeal

Dr Margaret Robertson Medical Director, interim Treasurer, financial

subcommittee and safeguarding committee member

Mrs Veronica Bemrose Financial subcommittee member

Mrs Betty Luciola

Mrs Margaret Hargreaves Financial subcommittee member
Mrs Elizabeth Lyle Pharmaceutical Lead and safeguarding

subcommittee member

Mr John Sutton

Employed staff:

Rev. John Benyon

CEO and safeguarding subcommittee member

Mrs Bridget Conroy Office Manager

Mr Oliver Sexton Administrative and Financial assistant

Mrs Yvonne South Finance office
Mr Anthony Walker Warehouse Manager
Mr David Mallender Bridlington Shop Manager

Mrs Sally Dunn Beverley Shop Manager

Beverley Shop Manager (job share) until 28th June

Robert Pritchard 2

Beverley Shop Manager (job share) from 28th June

Julie Foster 2019

The Registered aims of Jacob's Well Appeal are:

- a) To relieve need, hardship, sickness or distress of persons resident in Eastern Europe, the Middle East, Asia and Africa and to assist persons in need of emergency disaster relief wherever they may be.
- b) To relieve need, hardship, sickness or distress of persons who are handicapped.
- c) To promote the Christian faith.
- d) To promote and support medical research and facilitate the work of researchers of which the results of such research will be made publicly available.
- e) To promote and advance education and facilitate teaching.

Report of the Trustees

for the year ended 31st March 2020

OBJECTIVES AND ACTIVITIES Significant activities Logistics

JWA has continued in its work to send containers of medical, agricultural and educational aid abroad throughout this year. Year on year the regulations in the ports, customs and ministry of health increase and the cost of the containers and their transport also increases. Despite this, we have managed to send a total of 10 containers of aid and 3 curtain-sider lorries. At an average value of aid of £137,755 for each container, we have sent 3 to Burkina Faso, 1 to Uganda, 1 to Ghana, 1 to the Gambia, 1 to the Cameroon, 2 to Barbuda (ongoing support following the destruction of their hospital by Hurricane Irma) and 1 to Sierra

In addition, we have also sent out three of the largest curtain-sider lorries to Moldova through ORA international with an average value of aid of £548,430.

We also continue to send out smaller consignments of aid to other charities, NGOs and private individuals in need. These consignments include parcels of colostomy, mobility equipment, medical disposable items and educational equipment. This year we sent aid to the Philippines, Nigeria, Rwanda, Pakistan, Irag, Albania, Zimbabwe, Kenya, Malawi, Ukraine, Algeria, Rwanda as well as small donations to Ghana and Uganda.

We have one forty-foot HGV trailer for the containers in the UK. This takes the containers to the rail freight depot in Leeds or the port at Hull or Immingham and brings the empty one back to our yard. We also have 8 containers on site for storage. In addition, we receive rent from the County Choir for housing their container

We have a small Ford transit van which is working well and a Mercedes Benz 3.5 tonnes van both of which are used to pick up donations of aid and items to be sold. They are also used to supply our shops with items for sale.

We also have a Toyota fork lift, which we use for moving and loading palletised loads. This is regularly maintained.

Andrew Lunn of Century Containers continues to do the necessary movements of our container trailer to deliver to the rail freight terminal at Leeds. Mission and Relief handle our international logistics whilst Musgraves handles our local freight.

Recycling

We sort and sell a large quantity of clothes, books, bric-a-brac and other items that would otherwise be thrown away. Other household items are shipped overseas to countries where they will be useful. We are able to re-use most of the boxes in which we receive goods. Some of the clothes and items that we cannot donate or sell in our shops we sell to a firm called Colltex Ltd, who also now take our books as unfortunately Revive Books have stopped taking them. Although some of the medical supplies we receive are out of date and cannot be used, many items which we receive can be re-used after careful resorting, checking or repair. Metal items and glass beyond further use are also recycled. Similarly, we recycle waste paper, magazines and cardboard. Waste is processed in the appropriate way, with separate processes for electrical waste, general waste, card and paper, medicines, controlled drugs, sharps and other medical items.

Report of the Trustees

for the year ended 31st March 2020

OBJECTIVES AND ACTIVITIES

Public benefit

Jacob's Well continues to change the lives of many of the poorest and needlest people in the world through the following means:

- a) Medical Aid. We have supplied many tonnes of invaluable medical supplies to hospitals in desperate need that would otherwise have to do without. This has undoubtedly saved many lives and improved the quality of many other people's lives. We have spent money on completing the ground floor of a hospital in the capital of Burkina Faso and are currently supporting the building of a medical facility in Banfora, Burkina Faso.
- b) Educational Aid. We continue to support education by providing school furniture, computers and equipment. This is invaluable to schools in Africa where the children would otherwise have little educational equipment and would have to sit and write on the floor. We have also supplied solar panels for electricity to schools and provided housing for vulnerable girls and boys to enable them to complete their education. We were able to ship a school bus to Ouagadougou to enable them to continue bringing children from the poorest regions to school and also supplied a minibus to the Sierra Leone Autistic Society so they can bring disabled children in to and from their school and home.
- c) Agricultural Aid. We are increasingly helping deprived communities to develop their agriculture and thus be able to grow more food. According to the World Health Organisation, around 45% of the deaths among children under 5 years of age are linked to undernutrition. We have also supported our partner in Bobo-Dioulasso, Burkina Faso to start an agricultural college attached to their school.
- d) Water Aid. Due to the generosity of our donors, we have been able to establish or repair several boreholes, and we are currently negotiating the shipment of a borehole drilling machine to West Africa.
- e) Social Care. Jacob's Well Appeal support disabled and disadvantaged people through their shops and warehouse.
- f) Relieving poverty. We run several projects overseas, including mango plantations and dry season farming that provide a means for poor people to generate an income. Within the UK a lot of our activities are focussed around helping people in social or economic distress.
- g) Medical Research. Jacob's Well Appeal has supported the Well One Clinic, a social enterprise clinic working with people suffering from Lyme's disease, ME, chronic fatigue syndrome and Fibromyalgia by administering their charitable research fund, which they are now managing themselves.

Report of the Trustees

for the year ended 31st March 2020

ACHIEVEMENT AND PERFORMANCE

Charitable activities

Romania

The four houses for families with special needs in Siret are all currently managed by the town council and the director of the local hospital and all are now fully occupied. The town council is paying for the running costs of these units. We have now closed our Romanian Branch and handed over the four houses to the Town Hall for the long-term benefit of the people with special needs in the area.

Ghana

Due to governmental changes we have struggled to send containers this year despite having signed a new memorandum of understanding with the Ghanaian Government, and have only sent one container to Ghana with medical aid which was to the Shekhina Clinic in Tamale.

We are still working through the charity Coalition for Change in Ghana. Ruby Yapp, who worked with them has started her own charity, Sahara Advocates for Change, which is also running some of our projects.

This year, with their help, we have planted four fruit tree plantations in the Upper West region of Ghana. We have also run three seedbank projects with women from communities in the Upper East region of Ghana, near Wa. We provide seed and fertiliser to poor communities at planting time and recoup the same weight of seed from their harvest and sufficient to cover the fertiliser costs from their harvest, enabling them to keep the considerable surplus. We used our tractors to plough for the community at a reduced rate for the women who use the seed bank.

We have done one literacy project and soap making training with widows in Upper West Ghana using money donated by the Souter Trust.

We were given money by the Skegness Rotary Club for a dry season project in Sing, Upper East Ghana which is situated near a dam and covers several acres supporting 74 families. It has been a great success. Ripon Rotary club donated money which paid for three smaller dry season projects for communities very isolated in the Upper West. These also have been very popular and successful.

We also had a further donation from York Viking to pay for extending our dry season farming project in a very rural community in Upper East region of Ghana which was started last year, where now over 60 families are planting outside of the rainy season. We have also paid for a hand dug well to extend the duration of the farming.

Dr Alistair and Margaret Robertson, our medical directors, visited the communities using the seed bank, the dry season farming projects and also some of the fruit tree plantations in January 2020.

We have also been able to provide a motorbike to help with field surveillance of our projects run by Sahara Advocates of Change.

Burkina Faso

The work of our partners in Burkina Faso is continuing to expand and develop in new areas. Unfortunately, the current security situation in Burkina Faso has put a strain on our partners. We have provided increased security at the school in Bobo Dioulassou and gave financial support to our partners in Ouagadougou to help with food and provisions for the displaced people coming in from the villages at risk from the terrorists.

In Bobo Dioulassou the ABC school now has an agricultural college. We continue to sell cards to raise money for chickens to support this project. The girls' refuge which is sited on this land was paid for by a generous donation to Jacob's Well Appeal and is now taking girls, and we have now been able to build a similar home for vulnerable boys, sited near the school. Jacob's Well Appeal has also runs a solar powered lamp project to provide every child at the school with a solar lamp that will enable them to do homework in the evening as the sun sets at 6pm every day and the homes have no electricity.

Report of the Trustees

for the year ended 31st March 2020

In Ouagadougou we continue to support the work of the Village of Hope, which manages a primary and secondary boarding school, a university and also a small hospital. They also run a school for disadvantaged girls teaching sewing, hairdressing and beauty therapy called the Village of Opportunity which we also support. They have a small animal farm on the school site which they use to teach farming skills to the pupils as well as breeding pigs and making yoghurt. This is a boarding school bringing children from distant villages that would otherwise have no hope of attending school. Unfortunately, they were struggling with their old bus which kept breaking down and were now hiring buses to transport the children. Fortunately, Acklam's Coaches donated a coach for Jacob's Well Appeal to transport to Burkina Faso for these children.

Our partners run a clinic/small hospital in the capital city and we completed the work on the maternity unit last year. This year we have raised the funds to build a radiology unit and operating theatre to complete the work on the ground floor of the hospital. We are now hoping to help with solar power to reduce their electricity costs.

In Banfora we have started work on a medical clinic which will provide health care for the poor in this city. We have been sending medical supplies to this area for many years and this clinic will specialise in care of people with physical disabilities and mental health problems, which are largely ignored in Burkina Faso, as well as treating general medical problems.

We have not planted any fruit trees in Burkina Faso this year due to the security situation.

In September Rev John Beynon visited both sites in Burkina Faso to see the girl's home and the maternity unit.

We continue to support the work of these schools by administering a sponsorship scheme, whereby donors in the UK can pay monthly to support the education, nutrition and medical care of a school child

Kenya

We continue to support the work of the ABC schools in Nairobi and Loitokitok. We support the work of these schools by administering a sponsorship scheme, whereby donors in the UK can pay monthly to support the education, nutrition and medical care of a school child. We have struggled in the past to get containers into Kenya because of the logistical situation and were unable to send any this year.

Syria

This year we have continued to work with Samara's aid by housing and helping to load containers of clothes and donating some medical items and shoe boxes to help those suffering in the war.

Barbuda

Following the devastation from Hurricane Irma, Barbuda was left with no hospital and 90% of the island's properties destroyed. The promised aid did not come and we sent a container last year to help. The High Commission of Barbuda contacted Jacob's Well Appeal again this year, asking for further help and we were able to send another medical container.

Moldova

This eastern European country is very poor and we work with the international charity ORA to support their work in this country. We have sent 3 curtain-sider lorries to Moldova this year with medical, stoma and educational aid.

Sierra Leone

Drs Alistair and Margaret Robertson had the privilege of visiting Sierra Leone in July 2019. They visited various projects and were able to identify areas where Jacob's Well Appeal could help. They started the process of agreeing an MOU with the government to enable medical aid to enter the country. This is still in progress. We hope that we will be able to send many more medical containers once this MOU is in place, as this country has the highest maternal mortality rate in the world and is struggling following the recent Ebola epidemic.

Report of the Trustees

for the year ended 31st March 2020

Jacob's Well Appeal has sent a container this year with two tractors and agricultural, educational and medical aid to the Zaindriss Foundation (for an agricultural project in the community of Mayolla) and Home Leone (a Christian project re-housing slum dwellers). Jacob's Well Appeal has also provided a minibus to the Sierra Leone Autistic School to enable them to transport their children to and from school.

Cameroon

Further to our container last year, we were able to send another medical container through the Multi Care Foundation.

Afghanistan

We are still working through our partners in Afghanistan and we recently received a certificate of appreciation from the director of the Feroz Nakchir District Health Centre for constructing two reception rooms inside the clinic through the Halo Trust.

Smaller Supplies

We continue to send out smaller consignments of aid to other charities, NGO's and private individuals in need.

Within the UK

Whilst our main focus is to help people overseas, we also try to help those who are socially, economically or physically disadvantaged. Such activities include;

- We provide free warehouse space for the food store of the Beverley, Hornsea and Driffield food banks, whose organisation provides free food parcels to people that can't afford to feed themselves and their families. We also regularly give them food that we are unable to send abroad due to a short date or because of import regulations.
- We donate food, clothing, household items and furniture to individuals in need and also to several local charities who help the homeless, rehabilitate prisoners, support asylum seekers and others in economic or social difficulty.
- We regularly help local disabled people by giving, lending or selling at subsidised price mobility aids such as crutches, Zimmer frames, raised toilet seats or wheel chairs.
- Our shops serve as a community hub, with volunteers specially commissioned to welcome, listen
 and support those who come in, thus providing a service for the lonely, the bereaved and those
 struggling with life.
- We give opportunities to people who have learning or physical disabilities to volunteer in our shops, warehouse or office.

Report of the Trustees for the year ended 31st March 2020

Summary of aid distributed

Country of Destination	Education	Food	Hygiene	Clothes & shoes	Donated medicines & creams	Toys & household
Antigua 1	630	<u>=</u>	-		15.	
Moldova 1	350	4,325	2	-	4,240	6,000
Ghana	40	=	¥ 1	_	2,549	1,825
Burkina Faso						
1	7,610	-	3,289	150	747	1,235
Gambia	11,249	1,098	-	-	-	
Burkina Faso						
2	2,000	<u>.</u>	<u>=</u>	2	_	-
Moldova 2	3,250	1,474	-	-	897	4,150
Burkina Faso						
3	1,053	4,840		-	8	7,193
Cameroon	-	-	-			-
Sierra Leone	<u>.</u>	-	-	20,400	11,752	4,100
Uganda	_	2	<u>.</u>	2	4,168	815
Moldova 3	5,000	2,360	<u>.</u>	_	4	-
Antigua 2	-	-	-	-		:4:
Small Don's	-	-		-	-	-
Total	31,142	14,096	3,289	20,550	24,363	25,318

	Donated Medicines					
Country of Destination	and Creams	Durbin Medicines	Ostomy	Medical Equipment	Medical Disposables	Total by container
Antigua 1	=	2	118,119	4,140	9,584	132,473
Moldova 1	8,301	15	419,835	3,410	29,123	475,583
Ghana	=	100 m	156,636	4,025	37,282	202,317
Burkina Faso						
1	15,599	526		1,650	22,091	52,896
Gambia	5,214	393	204,440	5,050	80,195	307,640
Burkina Faso						
2	-	-	-	-	-	2,000
Moldova 2	4,623	-	577,755	1,400	35,838	629,387
Burkina Faso						
3	2,349		77,034	5,100	53,980	151,555
Cameroon	2,872		150,216	3,706	80,973	237,767
Sierra Leone	¥	12	· ·	120	85,055	121,427
Uganda	5,434	7	55,208	4,300	90,217	160,141
Moldova 3	-	-	328,678	3,800	200,476	540,319
Antigua 2	-	-	-	1,560	7,788	9,348
Small Don's	.	-	13,815			13,815
Total	44,392	920	2,101,736	38,261	732,604	3,036,669

Our Shops

Our two shops serve to raise funds for our overseas work and also to promote the Christian faith through providing quality Christian literature and bibles to local churches and their members. They are also community hubs, seeking to help members of the community who are in need. We also have two franchise shops that sell clothes and Bric-a-brac for the charity.

The shop in Beverley continues to function well, though there is a constant battle to find enough volunteers to maintain adequate staffing levels. This year there has been further building work in the garden, making the brick work safe and building a patio area.

Report of the Trustees

for the year ended 31st March 2020

It is the third year for the charity plus shop in Bridlington. It is performing a very positive role as a community hub, which has helped various people in need and it has increased its' turnover over the last 12 months and is reaching out to the homeless and needy.

We have continued to support our franchise shops in Withernsea and Filey, run by the Gateway charity, which helps needy people in the Withernsea and Filey areas, although sadly, the Withernsea shop was not economically viable so it has had to close.

Coronavirus Pandemic

Due to the worldwide coronavirus pandemic our shops and warehouse were closed from the 23rd March as the UK was locked down. We face an uncertain future with no shop sales, charity sales or warehouse sales for an unspecified time and a bleak economic outlook for our country means our general donations may well be reduced. Our income is likely to be significantly reduced.

During lockdown it is likely that we will send fewer containers which will reduce our expenditure. The government's furlough scheme will help with staff costs - all staff except our CEO John Beynon and Yvonne South, our finance officer, have been furloughed and hopefully there will be help with grants to cover some expenses.

As such we believe that the charity is able to continue in operation for 12 months from the date of this report.

Staff and volunteers

The Charity employs two part-time administrators under their line manager, Rev. John Beynon, the Organisation's leader.

The Beverley shop continues to be managed by Sally Dunn, initially aided by Robert Pritchard but due to increased work in the council he had to step down and has now been replaced by Julie Foster. Julie initially worked 2 days a week, the remaining day covered by our warehouse manager Anthony Walker. She has now increased to 3 days a week and Anthony is working full time in the warehouse.

The Bridlington shop is managed by Dave Mallender.

The warehouse is managed by Anthony Walker.

Our team continues to be supplemented by up to 70 volunteers and in total our UK volunteers have worked 16,754 hours for Jacob's Well Appeal and this is valued at £137,550.

On the 1st November 2019 Jacob's Well Appeal co-founder, Dr Peter Beynon, sadly died. Peter spent thousands of hours sorting medications, packing boxes, driving the fork-lift, loading containers, welcoming visitors, writing letters and doing Jacob's Well Appeal's accounts. He served as chairman for the charity for over 20 years. He will be greatly missed.

Our team of volunteers has grown, particularly workers for the medical room, warehouse and book sorters. We however have lost those who were on government employment and training schemes, as these are no longer running. In total this year our UK volunteers worked 16,754 hours for Jacob's Well Appeal. This is valued by volunteering England at £137,550.

We would like to take this opportunity to thank all our volunteers and staff in the UK and abroad who work so hard to enable us to deliver our aid.

Supporters

We would also like to thank our many supporters and donors without whom nothing would be possible.

Report of the Trustees for the year ended 31st March 2020

FINANCIAL REVIEW Financial review Income

Our main sources of income are from donations made by the many people and groups who support us; from our charity shops in Beverley, Bridlington and franchise shops in Filey and Withernsea; and from our other sales outlets, including street and warehouse sales and Ebay. Because of the very low interest rates available for our money in the bank, the trustees have invested £30,000 that will not be used for 5 years unless the situation merits its use and this forms part of the Charity's reserve funds.

The CEO and other volunteers give many talks to interested groups, particularly in East Yorkshire. These often result in generous donations of money or relief goods. We also continue to benefit from legacies

Expenditure

- Maintaining our administrative centre and warehouse where aid supplies are sorted, listed and despatched, including paying the salaries of staff who work there.
- Maintaining and running our two charity shops, including the salaries of the managers who work there.
- Transporting donated items to the warehouse or to and from the shops and taking loaded containers to the appropriate terminals.
- 4. Paying for shipping, including agents' fees and container transport.
- Where funds permit, purchasing medicines to supplement donated medical supplies and to add in medicines appropriate to tropical or other local needs, together with equipment for supported facilities.
- Purchasing educational and agricultural equipment as money allows to be sent to our projects overseas.

Reserves

The Trustees' policy is to hold sufficient funds (£30,000) to enable the charity to run efficiently for a period of approximately 3 months. At the same time, it ensures that it has sufficient in reserve to be able to meet any budgeted activities and unexpected contingencies. The level of reserves is monitored and reviewed by the Trustees regularly in the light of past and planned expenditure.

Report of the Trustees

for the year ended 31st March 2020

STRUCTURE, GOVERNANCE AND MANAGEMENT Governing document

Jacob's Well Appeal was founded in February 1982 and initially known as Jacob's Well Polish Appeal. It was registered with the Charity Commission in July 1984. In Afghanistan the Charity is commonly known as JWA. The registered aims have since been extended to those above to take account of the widened geographical area covered and the extended range of activities. The governing document is the written constitution. Jacob's Well Appeal is an unincorporated association. We are currently undertaking changing to a Charitable Incorporated Organisation.

There are up to 12 Trustees, one third of whom are elected each year at the Annual General Meeting by the Members. Election is for a period of 3 years, renewable if re-elected. The Chairman, Medical Director, and Treasurer are elected annually at the Annual General Meeting and are ex-officio Trustees. The Secretary is also an ex-officio Trustee unless ineligible. The Trustees meet not less than 5 times in each Charity year to review progress and policy. In general, when vacancies arise, potential Trustees are invited to stand for election from the many people in contact with the Charity. They are usually people who have a particular skill or experience which will benefit the Trustee body, such as legal knowledge, accountancy, management, medical, caring or practical ability or a proven ability as a volunteer in the charity field. They are introduced to the role by provision of documents outlining the role and responsibilities involved, an explanation of the activities of the Charity, information about its history, governance and financial functioning. Subcommittees are appointed to make recommendations to the Trustees where an issue needs investigation.

Supporters are kept in touch with the charity by a regularly updated web-site, facebook page, twitter account and a newsletter which is posted twice each year to keep them aware of current events. Any person who accepts the registered aims of the charity may apply to become a member with the right to vote at General Meetings.

Jacob's Well Appeal has a Memorandum of Understanding (MOU) with the Afghan Ministry of Public Health. We also have an MOU with the Ghanaian Government and are under negotiations with the Government of Sierra Leone to establish one there. Other organisations with whom we have co-operated within the last couple of years include; the National University Kyiv-Mohyla Academy in Ukraine, the Red Cross, the Soroptimists, Diabetes UK, the Ileostomy Association, Rotary and Inner Wheel Clubs, local Churches, Intercare, Real Aid, ORA in Moldova, and Thornton Ross Ltd.

We work closely with partner charities abroad including Coalition for Change (C4C), Sahara Advocates for Change and the King's Village in Ghana, ABC Children's Aid and the Village of Hope in Burkina Faso, ABC Children's Aid in Kenya, Uganda and Iceland, Samara's aid foundation, World Share, Physionet, Bulgaria aid, ORA International in Moldova and others including Mercy Mission Naivasha Kenya.

Jacob's Well has signed up to the East Riding Compact - the local partnership agreement between public sector and voluntary & community sector organisations.

Risk management

The Risk Assessments in relation to the shop, warehouse practice, transport and office are being regularly reviewed. The forklift and vehicles have been maintained according to manufacturers' recommendations and subjected to Loler examinations and MOTs etc. as required and a training session for all our forklift truck drivers is organised as per guidelines. All firefighting and electrical equipment has been checked by external contractors and practices held.

Different aspects of the activities of the Charity are subject to control in conformity with legislation by the Home Office, the Medicines and Healthcare Products Regulatory Agency, the Environment Agency, the Health and Safety Executive and the VAT Inspector, as well as the Local Authority: Trading Standards Officer re: Charity Shop, Food Safety Officer re: Food, Storage and Export, and other guidance such as Internal Transport Safety.

Report of the Trustees

for the year ended 31st March 2020

REFERENCE AND ADMINISTRATIVE DETAILS

The Charity benefits from professional advice as follows:

Bankers:

HSBC, Barclays, TSB and CAF bank.

Insurers:

1 Stop Insurance and Aviva.

Registered Auditor:

Smailes Goldie.

Independent Financial Advisor:

Andrew Piper from Stephenson Johnson.

Charity Address:

11 The Croft, Beverley, HU17 7HT.

STATEMENT OF TRUSTEES' RESPONSIBILITIES

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

The law applicable to charities in England and Wales, the Charities Act 2011, Charity (Accounts and Reports) Regulations 2008 and the provisions of the trust deed requires the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charity and of the incoming resources and application of resources, including the income and expenditure, of the charity for that period. In preparing those financial statements, the trustees are required to

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charity 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 that the charity will continue in business.

The trustees are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the charity and to enable them to ensure that the financial statements comply with the Charities Act 2011, the Charity (Accounts and Reports) Regulations 2008 and the provisions of 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.

Approved by order of the board of trustees on 28th January 2021 and signed on its behalf by:

Nototor

Dr M Robertson - Trustee

Report of the Independent Auditors to the Trustees of Jacob's Well Appeal

Opinion

We have audited the financial statements of Jacob's Well Appeal (the 'charity') for the year ended 31st March 2020 which comprise the Statement of Financial Activities, the Balance Sheet, the Cash Flow Statement and notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

In our opinion the financial statements:

- give a true and fair view of the state of the charity's affairs as at 31st March 2020 and of its incoming resources and application of resources, 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 Charities Act 2011.

Basis for 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 Auditors' responsibilities for the audit of the financial statements section of our report. We are independent of the charity in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Conclusions relating to going concern

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 charity'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.

Other information

The trustees are responsible for the other information. The other information comprises the information included in the Annual Report, other than the financial statements and our Report of the Independent 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.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Charities (Accounts and Reports) Regulations 2008 requires us to report to you if, in our opinion:

- the information given in the Report of the Trustees is inconsistent in any material respect with the financial
- sufficient accounting records have not been kept; or
- the financial statements are not in agreement with the accounting records and returns; or
- we have not received all the information and explanations we require for our audit.

Report of the Independent Auditors to the Trustees of Jacob's Well Appeal

Responsibilities of trustees

As explained more fully in the Statement of Trustees' Responsibilities, the trustees are responsible for the preparation of the financial statements which 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 charity's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the trustees either intend to liquidate the charity or to cease operations, or have no realistic alternative but to do so.

Our responsibilities for the audit of the financial statements

We have been appointed as auditors under Section 144 of the Charities Act 2011 and report in accordance with the Act and relevant regulations made or having effect thereunder.

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue a Report of the Independent Auditors 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. This description forms part of our Report of the Independent Auditors.

Use of our report

This report is made solely to the charity's trustees, as a body, in accordance with Part 4 of the Charities (Accounts and Reports) Regulations 2008. Our audit work has been undertaken so that we might state to the charity's trustees those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charity and the charity's trustees as a body, for our audit work, for this report, or for the opinions we have formed.

Smailes Goldie
Chartered Accountants
Statutory Auditor
Eligible to act as an auditor in terms of Section 1212 of the Companies Act 2006
Regent's Court
Princess Street
Hull
East Yorkshire
HU2 8BA

28th January 2021

Statement of Financial Activities

for the year ended 31st March 2020

INCOME AND ENDOWINENTS FROM	Note	Unrestricted fund es £	Restricted fund £	2020 Total funds £	2019 Total funds £
INCOME AND ENDOWMENTS FROM Donations and legacies	2	3,338,438	114,344	3,452,782	3,951,039
Charitable activities Charitable costs	3	(48,730)		(48,730)	(235,021)
Other income		119,361	1,360	120,721	125,501
Total		3,409,069	115,704	3,524,773	3,841,519
EXPENDITURE ON Raising funds	4	70,591	2,778	73,369	72,707
Charitable activities Charitable costs	5	3,157,860	118,450	3,276,310	3,977,687
Other	6	102,511	10,249	112,760	97,005
Total		3,330,962	131,477	3,462,439	4,147,399
Net gains/(losses) on investments		(1,086)		(1,086)	(97)
NET INCOME/(EXPENDITURE)		77,021	(15,773)	61,248	(305,977)
Transfers between funds	16	4,141	(4,141)		
Net movement in funds		81,162	(19,914)	61,248	(305,977)
RECONCILIATION OF FUNDS					
Total funds brought forward		1,221,870	53,147	1,275,017	1,580,994
TOTAL FUNDS CARRIED FORWARD		1,303,032	33,233	1,336,265	1,275,017

CONTINUING OPERATIONS

All income and expenditure has arisen from continuing activities.

Balance Sheet

31st March 2020

FIXED ASSETS	Notes	2020 £	2019 £
Tangible assets	10	40,232	42,071
Investments	11	28,817	29,903
		69,049	71,974
CURRENT ASSETS			
Stocks	12	1,134,710	1,145,140
Debtors	13	12,773	6,798
Cash at bank		123,843	54,832
		1,271,326	1,206,770
CREDITORS	44	(4.440)	(2.727)
Amounts falling due within one year	14	(4,110)	(3,727)
NET CURRENT ASSETS		1,267,216	1,203,043
TOTAL ASSETS LESS CURRENT LIABILITIES		1,336,265	1,275,017
		-	
NET ASSETS		1,336,265	1,275,017
FUNDS	16		
Unrestricted funds		1,303,032	1,221,870
Restricted funds		33,233	53,147
TOTAL FUNDS		1,336,265	1,275,017

The financial statements were approved by the Board of Trustees and authorised for issue on 28th January 2021 and were signed on its behalf by:

M Robertson - Trustee

Cash Flow Statement for the year ended 31st March 2020

	Notes	2020 £	2019 £
Cash flows from operating activities Cash generated from operations	1	77,811	(62,283)
Net cash provided by/(used in) operating	ng activities	<u>77,811</u>	(62,283)
Cash flows from investing activities Purchase of tangible fixed assets		(8,800)	
Net cash (used in)/provided by investing	g activities	(8,800)	
Change in cash and cash equivalents in the reporting period Cash and cash equivalents at the	s	69,011	(62,283)
beginning of the reporting period		54,832	117,115
Cash and cash equivalents at the end of the reporting period	d	123,843	54,832

Notes to the Cash Flow Statement

for the year ended 31st March 2020

1. RECONCILIATION OF NET INCOME/(EXPENDITURE) TO NET CASH FLOW FROM OPERATING ACTIVITIES

	2020 £	2019 £
Net income/(expenditure) for the reporting period (as per the	=	. -
Statement of Financial Activities)	61,248	(305,977)
Adjustments for:		
Depreciation charges	10,639	9,927
Losses on investments	1,086	97
Decrease in stocks	10,430	235,026
(Increase)/decrease in debtors	(5,975)	5,867
Increase/(decrease) in creditors	383	(7,223)
Net cash provided by/(used in) operations	77,811	(62,283)

2. ANALYSIS OF CHANGES IN NET FUNDS

	At 1.4.19 £	Cash flow £	At 31.3.20 £
Net cash Cash at bank	54,832	69,011	123,843
	_54,832	69,011	123,843
Total	54,832	69,011	123,843

Notes to the Financial Statements

for the year ended 31st March 2020

1. ACCOUNTING POLICIES

Basis of preparing the financial statements

The financial statements of the charity, which is a public benefit entity under FRS 102, have been prepared in accordance with the Charities SORP (FRS 102) '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)', Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' and the Charities Act 2011. The financial statements have been prepared under the historical cost convention, with the exception of investments which are included at market value, as modified by the revaluation of certain assets.

Coronavirus Pandemic

Due to the worldwide coronavirus pandemic our shops and warehouse were closed from the 23rd March as the UK was locked down. We face an uncertain future with no shop sales, charity sales or warehouse sales for an unspecified time and a bleak economic outlook for our country means our general donations may well be reduced. Our income is likely to be significantly reduced.

During lockdown it is likely that we will send fewer containers which will reduce our expenditure. The government's furlough scheme will help with staff costs - all staff except our CEO John Beynon and Yvonne South, our finance officer, have been furloughed and hopefully there will be help with grants to cover some expenses.

As such we believe that the charity is able to continue in operation for 12 months from the date of this report. Therefore, these financial statements have been prepared on a going concern basis.

Income

All income is recognised in the Statement of Financial Activities once the charity has entitlement to the funds, it is probable that the income will be received and the amount can be measured reliably.

Expenditure

Liabilities are recognised as expenditure as soon as there is a legal or constructive obligation committing the charity to that expenditure, it is probable that a transfer of economic benefits will be required in settlement and the amount of the obligation can be measured reliably. Expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all cost related to the category. Where costs cannot be directly attributed to particular headings they have been allocated to activities on a basis consistent with the use of resources.

Tangible fixed assets

Depreciation is provided at the following annual rates in order to write off each asset over its estimated useful life.

Buildings and fittings

Straight line over 20 years

Containers

50% on cost

Motor vehicles

- Straight line over 5 years

Stocks

At 31 March 2020 the charity has included, at a valuation of £1,134,710, the stock of donated goods, mainly comprising medicines, ostomy supplies, food and medical equipment and disposables.

The valuation is based on an open market cost of the items.

Taxation

The charity is exempt from tax on its charitable activities.

Fund accounting

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

Notes to the Financial Statements - continued

for the year ended 31st March 2020

ACCOUNTING POLICIES - continued

Fund accounting

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

Further explanation of the nature and purpose of each fund is included in the notes to the financial statements.

2. **DONATIONS AND LEGACIES**

-	Donated goods Donations Gift aid Legacies Grants		2020 £ 3,036,669 75,925 116,724 220,464 3,000 3,452,782	2019 £ 3,804,070 59,471 87,498
3.	INCOME FROM CHARITA	BLE ACTIVITIES	2020	2019
	Stock movement	Activity Charitable costs	£ (48,730)	£ (235,021)
4.	RAISING FUNDS			

Raising donations and legacies

	2020	2019
	£	£
Property expenses	14,973	14,364
Printing and stationery	561	1,019
Fundraising	1,461	2,095
Administration expenses	2,564	2,021
Postage and carriage	557	477
Selling costs	3,436	5,082
Staff	46,299	44,090
Transport	<u>3,518</u>	3,559
	73,369	72,707

Notes to the Financial Statements - continued for the year ended 31st March 2020

5. CHARITABLE ACTIVITIES COSTS

	Direct
	Costs
	£
Charitable costs	3,276,310

6. OTHER

Other costs are as follows:

	2020	2019
	£	£
Staff	38,832	37,767
Insurance and licences	3,039	2,944
Phone and internet	1,057	950
Postage	557	477
Administration	6,928	7,277
expenses		
Property expenses	34,420	32,232
Transport	9,842	5,431
Research	7,446	-
Depreciation	10,639	9,927
	112,760	97,005

7. TRUSTEES' REMUNERATION AND BENEFITS

There were no trustees' remuneration or other benefits for the year ended 31st March 2020 nor for the year ended 31st March 2019.

Trustees' expenses

There was no reimbursement for out of pocket expenses or for expenses incurred as part of the trustee's carrying out their duties

8. STAFF COSTS

Wages and salaries Social security costs	2020 £ 91,679 1,126	2019 £ 90,994 272 91,266
	2020	2019
Average number of employees	7	7

No employee was paid at a rate of more than £60,000 during the year.

Notes to the Financial Statements - continued for the year ended 31st March 2020

9.	COMPARATIVES FOR THE STATEMENT OF FINANCIA	L ACTIVITIES Unrestricted fund £	Restricted fund	Total funds £
	INCOME AND ENDOWMENTS FROM Donations and legacies	3,885,114	65,925	3,951,039
	Charitable activities Charitable costs	(235,021)	-	(235,021)
	Other income	124,326	1,175	125,501
	Total	3,774,419	67,100	3,841,519
	EXPENDITURE ON Raising funds	70,878	1,829	72,707
	Charitable activities Charitable costs	3,921,787	55,900	3,977,687
	Other	95,022	1,983	97,005
	Total	4,087,687	59,712	4,147,399
	Net gains/(losses) on investments	(97)		<u>(97</u>)
	NET INCOME/(EXPENDITURE)	(313,365)	7,388	(305,977)
	Transfers between funds	3,000	(3,000)	
	Net movement in funds	(310,365)	4,388	(305,977)
	RECONCILIATION OF FUNDS			
	Total funds brought forward	1,532,235	48,759	1,580,994
	TOTAL FUNDS CARRIED FORWARD	1,221,870	53,147	1,275,017

Notes to the Financial Statements - continued

for the year ended 31st March 2020

10. TANGIBLE FIXED ASSETS

	Buildings			
	and		Motor	
	fittings	Containers	vehicles	Totals
	£	£	£	£
COST				
At 1st April 2019	63,798	8,365	32,764	104,927
Additions	5,300	_3,500		8,800
At 31st March 2020	69,098	11,865	32,764	113,727
DEPRECIATION				
At 1st April 2019	38,399	8,362	16,095	62,856
Charge for year	3,066	1,750	5,823	10,639
onargo for your		1,700	0,020	10,000
At 31st March 2020	41,465	10,112	21,918	73,495
NET BOOK VALUE				
At 31st March 2020	27,633	1,753	10,846	40,232
THE FOR INGLOTI EDEC			10,040	
At 31st March 2019	25,399	3	16,669	42,071

11. FIXED ASSET INVESTMENTS

	Listed investments £
MARKET VALUE At 1st April 2019 Revaluations	29,903 _(1,086)
At 31st March 2020	28,817
NET BOOK VALUE At 31st March 2020	28,817
At 31st March 2019	29,903

Included within the above is cash of £1,254 (2019: £1,024).

Historical Cost of Investments

The historical cost of investments as at 31 March 2020 was £30,000 (2019: £30,000).

Notes to the Financial Statements - continued for the year ended 31st March 2020

12. STOCKS

				2020 £	2019 £
	Shop stock			9,746	11,870
	Warehouse stock Educational items Clothes			400	400 80
	Medical disposables Ostomy supplies Medical equipment Bric-a-brac and household			684,290 427,539 6,235 6,500	182,857 939,173 6,235 4,525
	Warehouse stock		. 	1,124,964	1,133,270
	Total stock		-	1,134,710	1,145,140
13.	DEBTORS: AMOUNTS FALLING DUE W	ITHIN ONE YEA	AR	2020 £	2019 £
	Other debtors			12,773	6,798
14.	CREDITORS: AMOUNTS FALLING DUE	WITHIN ONE Y	'EAR	2020	2019
	Other creditors			£ 4,110	£ 3,727
15.	ANALYSIS OF NET ASSETS BETWEEN	FUNDS		0000	2040
	Fixed assets Investments Current assets Current liabilities	Unrestricted fund £ 40,232 28,817 1,238,093 (4,110)	Restricted fund £	2020 Total funds £ 40,232 28,817 1,271,326 (4,110)	2019 Total funds £ 42,071 29,903 1,206,770 (3,727)
		1,303,032	33,233	1,336,265	1,275,017

Notes to the Financial Statements - continued

for the year ended 31st March 2020

16. MOVEMENT IN FUNDS

Fund name	Opening £	Income £	Expense £	Transfers £	Closing £
Restricted funds:	-	~	_	~	~
Afghanistan	63	1,250	(1,000)		313
Abandoned Girls School	14,019	130	(14,061)	-	88
Brownwell		47,500	(38,300)	:=:-	9,200
Burkina Faso	3,688	30,421	(32,411)	-	1,698
Child Sponsorship		•	1, 1		
Burkina	2,201	4,241	(4,784)	=0	1,658
Child Sponsorship Kenya	385	1,825	(2,246)	396	360
Doctors	11,295		(3,584)	(1,250)	6,461
Dry Season Ghana	(× 1	5,250	(4,000)	(•.	1,250
Fruit Trees	1,805	4,542	(3,297)	3-0	3,050
Gift for life	257	807	(796)	F	268
Hospital	4,175	-	(4,175)	- 1	-
Hurrell	(*)	3,373	(2,787)	(586)	-
Research	7,343	2,224	(9,067)	·**	500
Welldrilling	1,160	150	(1,185)	·=	125
Other	6,756	13,991	(9,784)	(2,701)	8,262
	53,147	115,704	(131,477)	(4,141)	33,233
Unrestricted funds	1,221,870	3,409,069	(3,332,048)	4,141	1,303,032
TOTAL FUNDS	1,275,017	3,524,773	(3,463,525)	-	1,336,265

Restricted funds are funds that can only be used for the particular restricted purpose within the objects of the fund, as stated above.

Income may be restricted when specified by the donor or when funds are raised for a specific restricted purpose. Such income is allocated to a restricted fund.

Resources expended on the above funds represent expenditure incurred in fulfilling the specific objects of the fund.

Notes to the Financial Statements - continued

for the year ended 31st March 2020

17. RELATED PARTY DISCLOSURES

The land on which Jacob's Well buildings stand is owned by the Beynon Family Discretionary Trust (BFDT). Jacob's Well rents its warehouse from the BFDT. The trust is also a benefactor of Jacob's Well. Its trustees are David Beynon, Rev John Beynon, Samuel Nunes and Dr Beryl Beynon. Dr Beryl Beynon is also a trustee and medical director of Jacob's Well and Rev John Beynon is CEO. John Beynon, the son of trustee Dr Beryl Benyon, is employed by the charity and is remunerated at market rate in his role as CEO. In the event of any discussions regarding payments to be made by Jacob's Well to the BFDT, Dr Beryl Beynon and John Beynon are asked to leave the room so that a conflict of interest does not occur. The financial transactions between Jacob's Well and the BFDT are listed below:

Financial transactions between Jacob's Well and the Beynon Family Discretionary Trust Income to Jacob's Well General donations 3,656 12,500 Tax reclaimable on gift aid donations 10,227 4,909 Income to Jacob's Well General donations 10,227 4,909 Income to Jacob's Well Inco		2020 £	2018 £
General donations 3,656 12,500 Tax reclaimable on gift aid donations 10,227 4,909 13,883 17,409 Expenses for Jacob's Well Repairs 31 - Warehouse rent 18,000 18,000		_	-
Tax reclaimable on gift aid donations 10,227 4,909 13,883 17,409 Expenses for Jacob's Well Repairs 31 - Warehouse rent 18,000 18,000	Income to Jacob's Well		
13,883 17,409		3,656	12,500
Expenses for Jacob's Well Repairs 31 - Warehouse rent 18,000 18,000	Tax reclaimable on gift aid donations	10,227	4,909
Repairs 31 - Warehouse rent 18,000 18,000		13,883	17,409
Warehouse rent		0.4	
			40.000
18,031 18,000	vvarenouse rent		W 10 10 10 10 10 10 10 10 10 10 10 10 10
		18,031	18,000

Detailed Statement of Financial Activities

for the year ended 31st March 2020		
in the year ended over march 2020	2020	2019
	£	£
INCOME AND ENDOWMENTS		
Donations and legacies		
Donated goods	3,036,669	3,804,070
Donations Gift aid	75,925	59,471
Legacies	116,724 220,464	87,498
Grants	3,000	-
		0.054.000
	3,452,782	3,951,039
Charitable activities		
Stock movement	(48,730)	(235,021)
Other income		
Shop sales	66,870	67,354
Other sales	35,984	34,162
Other income	17,867	23,985
	120,721	125,501
Total incoming resources	3,524,773	3,841,519
EXPENDITURE		
Raising donations and legacies		
Property expenses	14,973	14,364
Printing and stationery	561	1,019
Fundraising Administration expenses	1,461	2,095
Postage and carriage	2,564 557	2,021 477
Selling costs	3,436	5,082
Staff	46,299	44,090
Transport	<u>3,518</u>	3,559
	73,369	72,707
Charitable activities		
Wages	7,674	9,409
Medical costs	9,520	14,228
Aid sent	3,041,110	3,805,169
Administration expenses	3,475	2,499
Educational and pastoral expenses	3,554	6,513
Shipping of aid Support of overseas projects	64,478 145 221	44,970
Research	145,221 1,278	94,363 536
	3,276,310	3,977,687

Detailed Statement of Financial Activities

for the year ended 31st March 2020

	2020	2019
	£	£
Charitable activities		
Other		
Staff	38,832	37,767
Insurance and licences	3,039	2,944
Phone and internet	1,057	950
Postage	557	477
Administration expenses	6,928	7,277
Property expenses	34,420	32,232
Transport	9,842	5,431
Research	7,446	
Freehold property	3,066	2,777
Fixtures and fittings	1,750	1,327
Motor vehicles	5,823	5,823
	112,760	97,005
Total resources expended	3,462,439	4,147,399
Net income/(expenditure) before gains and losses	62,334	(305,880)
Realised recognised gains and losses Realised gains/(losses) on fixed asset		
investments	(1,086)	(97)
Net income/(expenditure)	61,248	(305,977)
	22.0 - 32	-