

Bottles of Hope

Report and financial statements
for the period ended 30 April 2021

Bottles of Hope

Reference and administration information

Charity number 1191637

Registered office and operational address

54 Eccleston Square Mews
London
SW1V 1QN

Trustees

The trustees who served during the year and up to the date of this report were as follows:

Olivia Williams
Emma Weaver
Jehan Sethna

Bankers

Lloyds Bank plc
25 Gresham Street
London
EC2V 7HN

Accountants

Third Sector Accountancy Limited
Holyoake House
Hanover Street
Manchester
M60 0AS

BOTTLES OF HOPE TRUSTEES ANNUAL REPORT FOR PERIOD ENDED 30 APRIL 2021

The trustees present their report and the unaudited financial statements for the period ended 30 April 2021. Included within the trustees' reports is the directors report as required by charity law.

Reference and administration information set out on page 1 forms part of this report. The financial statements comply with statutory requirements, the governing document and Statement of Recommended Practice – Accounting and Reporting by Charities: SORP applicable to charities preparing their accounts in accordance FRS 102.

Charity's Name	BOTTLES OF HOPE
Registration Number	1191637 (Registered Charity No. in England and Wales)
Address	54 Eccleston Square Mews
Trustee Names	Emma Weaver, Jehan Homi Sethna, Olivia Kate Mason-Williams

1. Introduction

Bottles of Hope is a new charity that was incorporated on October 5th, 2020. Bottles of Hope promotes the training and education of disadvantaged workforces through the assembly of clean solar lamps. These are then distributed to low-income families and those disrupted by monsoon seasons in Asia.

The main aims:

- Provide employment / training opportunities to disadvantaged workforces.
- Provide emergency lighting during power cuts.
- Remove reliance on kerosene lamps.
- Recycle plastic use.
- Reduce carbon dioxide emissions with clean renewable technology.

Bottles of Hope first pilot was in 2018/19 at the University of Reading, under a society called Enactus, with Jehan Sethna and Emma Weaver founding the project. The first year comprised of in-depth research into disadvantaged workforces and finding a solar lamp design that worked for our beneficiaries. We distributed our first Bottle of Hope in summer 2018 at The Lady Willingdon Homes, Ooty, Nilgiri Hills in India. The following December we distributed more Bottles of Hope to villages and consequently moved into our second market of low-income families and individuals. Once graduated from Reading University in 2019, we decided to start the process to make Bottles of Hope a charitable incorporated organisation. So far, we have positively impacted over 500 individuals with the solar lamps while providing safe employment opportunities. But we acknowledge that multiple aspects of the university pilot could have worked more efficiently, and we have begun to make those changes. The adaptations are as follows; increasing the efficiency of the solar lamps, creating more

BOTTLES OF HOPE TRUSTEES ANNUAL REPORT FOR PERIOD ENDED 30 APRIL 2021

succinct distribution paths and creating a viable finance model that supports continuous distribution of solar lamps.

2. Overview

a. Objectives and activities

Purposes

The objects of the CIO are for the public benefit in India and Asia:

(1) The prevention or relief of poverty by:

(a) promoting training opportunities and employment to socially and economically disadvantaged workforces.

(b) Distributing low-cost solar lamps to low-income families and individuals.

(2) The promotion of environmental protection through the promotion of re-use and recycling in particular in recycling plastic bottles from local hospitality and the development and production of low-cost solar lamps.

Main Activities Undertaken in Relation to These Purposes

After the end of Bottles of Hope's pilot in 2019, the trustees knew that there were improvements needed to be made with the solar lamp design. In 2020, we hired a product design engineer, Chris Tait, to create a new and improved solar lamp design that had a number of additional benefits and aligned Bottles of Hope more with the charity's purposes. The solar lamp mechanism has a screwable/ detachable mechanism from the plastic bottle, this means if the plastic bottle becomes unusable the solar lamp technology can be reused. The solar lamp mechanism also is water resistant, has a brighter LED technology and has longer-lasting high and low light functions. The re-design of the solar lamps allows Bottles of Hope to more effectively distribute low-cost solar lamps to low-income families and individuals. The new solar lamp design is to be distributed in 2022 when the product has been properly tested.

A long-term development strategy Bottles of Hope has been working on is sustainable and fluid distribution of solar lamps. Previously, there has been a reliance on donations, but we know this is not a sustainable way to continuously provide a service to beneficiaries. Bottles of Hope is also a charity that prides itself on sustainability therefore would like to align our distribution patterns to this ethos. For this reason, the trustees have been working on a sustainable 'Buy for Buy' finance model that will ensure the continuous distribution of solar lamps. Bottles of Hope will sell 'Build Your Own' solar lamp kits that will increase awareness of the charities mission as well as providing viable funds to purchase, assembly and distribute

BOTTLES OF HOPE TRUSTEES ANNUAL REPORT FOR PERIOD ENDED 30 APRIL 2021

solar lamps on the ground in operational countries. The Build Your Own kit packaging will have QR codes on where you can share/upload a photo of your Bottle of Hope which will contribute to the marketing efforts. Campaigns of best solar lamps built will be run twice a year to begin with. The designs for this kit are currently beginning developed and a prototype will be manufactured in Autumn with hopes for the first units being sold in the Christmas period. Through implementing a continuous source of income revenue continuous low-cost solar lamps will be provided to beneficiary communities.

New distribution patterns have been investigated in recent months through a founder's academic research. Emma Weaver studies MSc Emerging Economies and Inclusive Development at King's College London and has been writing her thesis on the Socio-Economic Benefits of the Utilisation of Solar PV Technologies in Rural Communities in Southeast Asia. Throughout this research Emma had the opportunity to network and interview NGO's distributing solar lighting in Myanmar, Philippines and Sri Lanka. All conversations showed that solar lighting is an invaluable technology to rural communities. The majority of NGO's, particularly in Philippines, spoke about working together so there is room to use the distribution pathways already formed.

Main Activities Undertaken to Further Charities Purpose for Public Benefit

The new solar lamp design has longer lasting high and low light function. This means that the high light lasts for 3-5 hours and low light 12-15 hours, giving communities longer light means they can study, cook or continue income generating activities for longer. The brighter LED technology means that the clarity of what they can see is enhanced providing better visibility with their tasks. Lastly, the detachable mechanism means that the solar light technology can be reused for public benefit multiple times. As well as aligning the CIO closer to their charitable purposes as further reuse and recycling can be permitted.

Bottles of Hope's Build Your Own Kit is encouraging the education of solar energy with young people in the United Kingdom. Global awareness around energy poverty is highlighted and acted upon through purchasing a kit. The main public benefit of the Build Your Own is to ensure there is a continuous distribution of solar lamps in Asia and that people involved with Bottles of Hope have assembly work to do.

Lastly, networking with NGOs on the ground in South and East Asia has provided great insight into what communities Bottles of Hope could offer solutions to. These networks will continue to be accessed and developed to contact as many beneficiaries as possible.

The trustees review the aims, objectives and activities of the charity each year. This report looks at what the charity has achieved and the outcomes of its work in the reporting period. The trustees report the success of each key activity and the benefits the charity has brought to those groups of people that it is set up to help. The review also helps the trustees ensure the charity's aims, objectives and activities remained focused on its stated purposes.

BOTTLES OF HOPE TRUSTEES ANNUAL REPORT FOR PERIOD ENDED 30 APRIL 2021

The trustees have referred to the guidance contained in the Charities Commission general guidance on public benefit when reviewing the charity's aim and objectives and in planning its future activities. In particular, the trustees consider how planned activities will contribute to the aims and objectives that have been set.

2.b. Achievements & Performance

The charity's main activities and who it tries to help are described below. All its charitable activities focus on the development of solar lamps and the distribution in terms of financing and partners and are undertaken to further Bottles of Hope's charitable purpose for the public benefit.

Beneficiaries of our services

Bottles of Hope has three types of beneficiaries. Firstly, communities that are disrupted by power cuts during monsoon season. Many countries in Asia experience monsoon season and these are only getting worse with climate change extenuating the intensity of the weather. Furthermore, communities need solar lamps as a reliable renewable energy source to continue with tasks when national power grids are down because of monsoons. The second beneficiary group is low-income individuals that are forced to rely on kerosene lamps and paraffin candles. These are dangerous energy sources and can cause harm to people using them such as kerosene lamps explosion's as well as air pollution. The third type of beneficiary are those we employ to assembly the solar lamps which are normally disadvantaged individuals who find it difficult to find work elsewhere. In 2019, Bottles of Hope positively impacted over 500 individuals in these three beneficiary groups.

In the short time Bottles of Hope has been incorporated (October 2020-April 2021) there has not been any direct impact with beneficiaries, but there has been groundwork on long-term strategies. These strategies will ensure that products are provided to the highest standard. For instance, the Buy for Buy model will ensure continuous distributions of the solar lamps and the newly created solar lamp design will increase living standards of beneficiaries. In August 2021, a promotional video of the new solar lamp will be shot and will be accompanied with a crowdfunding campaign to create some funds for the charity.

Bottles of Hope continues to build awareness and support for energy poverty and the environment. This makes awareness talks increasingly important with ensuring that people know about the issues to be solved. In November 2021, Bottles of Hope's yearly awareness talk with the Abbey School took place. In addition, a crowdfunding page was set up, but this was not as successful as once anticipated largely because of the COVID-19 pandemic.

Activities, Project or Service Identified in The Accompanying Accounts

Solar Design

BOTTLES OF HOPE TRUSTEES ANNUAL REPORT FOR PERIOD ENDED 30 APRIL 2021

The total estimated cost for the re-design of the solar lamp is around £2,000. The first invoice paid to Christopher Tait (Product Design Engineer) was paid on 15th May 2020 which was a total of £325. The second invoice paid to Mr Tait was paid 28th October 2020 at £650 and the third invoice paid the engineer was £617.50 on 23rd December 2020 which included 5 solar lamps for usability testing. A total of £1,592.50 has been paid to Christopher Tait for the development of the new solar lamp.

Additional costs for the prototype were postage and packaging back to the engineer which costed £11.15 on 22 April 2021. Also, stones were purchased on Amazon that weight the prototype solar lamps down, these costed £15.99 on 06 April 2021.

Donation Subscriptions

In order for Bottles of Hope to create a PayPal account a number of security codes were sent via. Bank statements. Between 15th March 2021 and 29th March 2021 £0.01 was paid in, £1.00 paid out and £1.00 paid in by PayPal. This has enabled Bottles of Hope to set up subscription donations. Simon Wright is the first subscription donor who donates £48.25 a month which started on 26 March 2021. The next payment was on 23rd April 2021 for £48.25.

Team Development

Ensuring that all Bottles of Hope trustees are properly trained was another objective for the first financial year. Olivia Mason Williams completed a Diversity and Inclusion course on Reed for £14.00 on 07 April 2021.

Marketing & Awareness

The majority of marketing costs are spent on Canva (digital design software) and Facebook advertisements. The first two payments to Canva were on 5th October 2020 and were graphics for the partnership agreement as well as the volunteer agreement documents. The two payments were £8.91 each. The following Canva payments were on 25 November 2020 which consisted of £1.98, 26 November 2020 at £0.99 and 27 November 2020 which was a payment of £4.95. These were the graphics created for the talk with Abbey School. There was a mis payment on 03 December 2020 on Canva of £158.50. This mis payment was due to the company Emma Weaver works for day to day, used her Canva account and did not realise that the card was linked to the account. A colleague accidentally paid for their designs through the Bottle of Hope card. The payment was refunded into the account on 07 December 2020.

Website subscription and domains are another marketing cost that Bottles of Hope acquires. On 14 December 2020 Bottles of Hope's www.bottleofhope.net domain was renewed for another year with WIX for the cost of £12.46. Likewise, the WIX website subscription was renewed on 14 December 2020 for £54.57.

Only one Facebook advertisement has been set up. It was to promote a Christmas fundraiser for the new Buy for Buy scheme and for the talk for Abbey School. The Facebook

BOTTLES OF HOPE TRUSTEES ANNUAL REPORT FOR PERIOD ENDED 30 APRIL 2021

Advertisement was a total of £7.46 and was taken from the account on 07 January 2021. As a result of the fundraiser on Just Give Bottles of Hope fundraised £85.63.

3. Financial Report

On April 30th 2021, Bottles of Hopes financial position was an expected position for a new charity. The bank account balance stood at £834.22

The charity has undergone a big research and development stage in terms of the solar light design, marketing and sustainable finance model and solar distribution. Although this has been costly on Bottles of Hope's reserves it was necessary to ensure that the beneficiaries were getting the highest quality product.

At present, fundraising efforts are a priority and there is a pathway for Bottles of Hope to create an adequate reserve to mitigate adverse risks. The funding tools used will be grant organisations, donations and various fundraisers. The fundraising team have identified numerous funders that have reopened after the second wave of COVID-19 and have begun the process to apply for these funds. All finance pathways indicate around £10,000 can be raised within the next financial year.

Online crowdfunding efforts are planned once the new solar lamp design is completed. We have planned to create a promotional video with a talented videographer that highlights the new design features. A crowdfunding page will be created to accompany this piece of work that will build our reserve funds. In addition, there will be a drive to endorse supporters to subscribe to a donation. For example, since the Abbey School fundraiser there have been supporters subscribing to £50 a month. Accessing more donors like this would be essential to Bottles of Hope's financial stability.

Lastly, the Buy for Buy model offers sustainability for Bottle of Hope's principal functions as well as stability with finances. No matter the state of the charity as long as the Build Your Own solar kits are sold then we will be able to distribute low-cost solar lamps to beneficiaries in Asia. This was the main objective of the scheme. However, the scheme is not without its benefits to the charity's general functions.

Reserves Policy

The aim of the reserves policy is to ensure that the charity's ongoing and future activities are reasonably protected from unexpected fluctuations in its income and expenditure. The board reviewed the reserves policy and agreed that a minimum level of unrestricted general funds, also known as free reserves of £500 is appropriately given the risks faced by the charity and the sustainability of its different income streams. Free reserves were £200.

BOTTLES OF HOPE TRUSTEES ANNUAL REPORT FOR PERIOD ENDED 30 APRIL 2021

4. Structures, governance and management

4.A. Structure

Since the formation of the charity on 5th October 2020 to 30th April 2021 there were no newly appointed trustees. However, there is a policy in which trustees are recruited and appointed.

Amongst the policy, there is an eligibility for trusteeship as set out in the charities governing document. For instance, no individual may be appointed as charity trustee of the CIO if he or she is under the age of 18 years, is unwilling to attend at least three annual meetings, not willing to sign a non-disclosure agreement or is not proficient in English.

The trustee candidate will go through an interview process with the other trustees. As well as an activity to ensure the public speaking and stakeholder management are key skills the candidate acquires.

4.B. Governance

The organisation is a charitable incorporated organisation (CIO), incorporated and registered as a charity on 5 October 2020.

The charity established by its constitution which sets out the objects and powers of the charity and its governance.

The trustees are members of the charity, but this entitles them only to voting rights. The trustees have no beneficial interest in the charity.

All trustees give their time voluntarily and receive no benefits from the charity. Any expenses reclaimed from the charity are set out in Sheet 2 to the accounts. However, since October 2020 there has been more expenses reclaimed.

5. Related parties & relationships with other organizations

Funds held as custodian trustee on behalf of others

At present, Bottles of Hope is not a custodian trustee and does hold any assets as a corporate body.

BOTTLES OF HOPE TRUSTEES ANNUAL REPORT FOR PERIOD ENDED 30 APRIL 2021

Statement of responsibilities of the trustees

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

Charity law 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 these financial statements, the trustees are required to:

- Select suitable accounting policies and then apply them consistently.
- Observe the methods and principles in the Charities SORP.
- Make judgements and estimates that are reasonable and prudent.
- State whether applicable UK Accounting Standards and statements of recommended practice 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 operation.

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and enable them to ensure that the financial statements comply with the Charities Act 2011. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The trustees' annual report has been approved by the trustees and signed on their behalf by:



Emma Weaver, Trustee

17 / 08 / 2021

Date

Accountant's report to the trustees of Bottles of Hope for the period ended 30 April 2021

In accordance with the engagement letter dated 1 August 2021, and in order to assist you to fulfil your duties under the Charities Act 2011, we have compiled the financial statements of the charity from the accounting records and information and explanations you have given to us.

This report is made to the trustees in accordance with the terms of our engagement. Our work has been undertaken to prepare for approval by the trustees the financial statements that we have been engaged to compile, to report to the trustees that we have done so, and to state those matters that we have agreed to state to them in this 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 for our work or for this report.

You have acknowledged on the balance sheet as at period ended 30 April 2021 your duty to ensure that the charity has kept proper accounting records and to prepare financial statements that give a true and fair view under the Charities Act 2011. You consider that the charity is exempt from the statutory requirement for an audit for the year.

We have not been instructed to carry out an audit of the financial statements. For this reason, we have not verified the accuracy or completeness of the accounting records or information and explanations you have given to us and we do not, therefore, express any opinion on the financial statements.

Third Sector Accountancy Limited

Third Sector Accountancy Limited
Chartered Accountants and Registered Auditors
Holyoake House
Hanover Street
Manchester
M60 0AS

17 / 08 / 2021

Date

Bottles of Hope
1191637

Receipts and payments accounts
for the period from 5 October 2020 to 30 April 2021

Receipts and payments

	Unrestricted funds £	Restricted funds £	Total funds £
Receipts			
Donation from previous unincorporated association	2,061	-	2,061
Other donations	183	-	183
Total receipts	2,244	-	2,244
Payments			
Development costs	1,295	-	1,295
Fundraising	26	-	26
Website	67	-	67
Marketing and publicity	7	-	7
Other costs	15	-	15
Total payments	1,410	-	1,410
Net of receipts/(payments)	834	-	834
Transfers between funds	-	-	-
Cash funds last year end	-	-	-
Cash funds this year end	834	-	834

Bottles of Hope
1191637

Statement of assets and liabilities at the end of the period

	Unrestricted funds £	Restricted funds £
Cash funds		
Bank current account	834	-
Deposit accounts	-	-
Petty cash	-	-
Other	-	-
	<hr/>	<hr/>
Total cash funds	834	-
	<hr/>	<hr/>

There were no other monetary assets or liabilities as at 30 April 2021.

Approved and signed on behalf of all trustees on:

E Weaver

Emma Weaver, Trustee

17 / 08 / 2021