

**Report of the Trustees and  
Financial Statements for the Year Ended 31st March 2017  
for  
Jacob's Well Appeal**

Smailes Goldie  
Chartered Accountants  
Statutory Auditor  
Regent's Court  
Princess Street  
Hull  
East Yorkshire  
HU2 8BA

## Jacob's Well Appeal

### Contents of the Financial Statements for the year ended 31st March 2017

	Page
Report of the Trustees	1 to 9
Report of the Independent Auditors	10 to 11
Statement of Financial Activities	12
Balance Sheet	13
Cash Flow Statement	14
Notes to the Cash Flow Statement	15
Notes to the Financial Statements	16 to 21
Detailed Statement of Financial Activities	22 to 23

## Jacob's Well Appeal

### Report of the Trustees for the year ended 31st March 2017

The trustees of the charity on 31 March 2017 were as follows:

Mr Michael Adams	Chairman and financial subcommittee member
Dr Beryl Beynon	Medical Director
Dr Alistair Robertson	Medical Director
Dr Margaret Robertson	Medical Director, interim Treasurer and financial sub-committee member
Mrs Veronica Bemrose	financial subcommittee member
Dr Michael Levine	
Mr John Young	
Mrs Betty Luciola	
Mrs Margaret Hargreaves	financial subcommittee member
Mrs Ann Smith	
Mrs Elizabeth Lyle	
Mr John Sutton	
Mrs Tina Hooko	(resigned in September 2016)
Employed staff:	
Rev. John Benyon	CEO
Mrs Bridget Conroy	Office Manager
Mr Oliver Sexton	Administrative and Financial assistant
Mrs Yvonne South	Finance office
Mr Anthony Walker	Warehouse Manager
Ms Susan Falcus	Beverly Shop Manager
Mrs Janet Wardell	Bridlington Shop Manager
Voluntary Worker Overseas:	
Mrs Sandra Scantlebury	Jacob Well Ghana (retired in September 2016 due to ill health)

### 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.

## **Jacob's Well Appeal**

### **Report of the Trustees for the year ended 31st March 2017**

#### **ACHIEVEMENT AND PERFORMANCE Charitable activities**

##### **Logistics**

We have managed to maintain about the same level of large loads abroad as last year despite the ever increasing regulations in the ports, customs, and ministry of health regulations abroad. The cost of purchasing 40' containers is still high. This year we purchased 6 containers at a cost of £1,500 each. Two of these were sent to Syria, one to Ghana and 3 to Burkina Faso. The containers are either sold in the country after use, with the proceeds going to cover the ongoing costs of our operations in that country, or they are kept and used for storage or rooms by the organisations that we send them to. We also worked with Mercy Mission Naivasha Kenya to send a container of aid into Kenya.

In addition, this year we also sent out four of the largest curtain- sided lorries; three were to Athens to support the work with the Syrian Refugees and one to Moldova through ORA International.

We continue to send out smaller consignments of aid to other charities, NGO's and private individuals in need. These consignments include parcels of colostomy, mobility equipment, medical disposable items and educational equipment. This year, consignments were sent to Bulgaria, Albania, Ukraine, Zimbabwe, Senegal and East Timor as well as giving financial assistance to help repair a medical clinic in Afghanistan.

We still have one forty foot lorry trailer for the containers in the UK. This takes the containers to the rail freight depot in Leeds and brings the empty one back to our yard.

Our small Nissan van has been replaced with a Ford transit van which is working well. We also have a 3.5 tonne Isuzu van, which is also quite old, though in good condition. These two vehicles are used to pick up donations of aid and items to be sold. They are also used in supplying our shops with items for sale.

We also have an old Toyota fork lift, which we use for moving and loading palletised loads. The fork lift is regularly maintained and is in good working order.

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 handle our local freight. We have also worked with a Hull shipping firm, HPA Projects Logistics Limited, to transport the aid to Athens.

##### **Staffing and Volunteers**

The Charity employs two part time administrators under their line manager, John Beynon, the Organization's Leader. The Beverley shop has maintained its current manager, Susan Falcus, since March 2016.

The Bridlington Shop is still managed by Janet Wardell.

The warehouse is still managed by Anthony Walker.

Our work in Ghana was overseen by our Overseas Voluntary Worker, Sandra Scantlebury from Tamale. Due to poor health she returned to the UK in January 2016 and left our team in September 2016. This has meant we have closed our Ghanaian office.

Our team continues to be supplemented by up to 60 volunteers plus, until September 2016, a number of people who are unemployed and sent to us on various government employment and training schemes. These schemes have now finished.

In total this year our UK volunteers worked 18,984 hours for Jacob's Well. This is valued by NCVO at **£231,605**.

## Jacob's Well Appeal

### Report of the Trustees for the year ended 31st March 2017

#### ACHIEVEMENT AND PERFORMANCE Charitable activities

##### 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. Clothes not good enough to sell or donate are also recycled. 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.

##### Public Benefit

###### Overview

Jacob's Well continues to change the lives of many of the poorest and neediest 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.
- 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.
- 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, malnutrition is the single greatest threat to the world's public health, with 178 million malnourished children across the globe, and contributes to more than one third of all child deaths.
- d) **Social care.** In Romania, Jacob's Well Appeal has established a rehabilitation centre and 4 houses which are being used to help disabled adults and families under the guidance of the local council.
- e) **Relieving poverty.** We run several projects overseas 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.
- f) **Medical Research.** We support the Well-One clinic, a social enterprise clinic that shares our site. They are working with patients suffering from Lyme disease, ME, chronic fatigue syndrome and Fibromyalgia who are chronically disabled and, in many cases, unable to work. The Well-One clinic is researching the usefulness of Rife and other treatments. Many of their patients are slowly improving.

##### 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 Withernsea, and from our other sales outlets, including street and warehouse sales and Ebay. Investment income is minimal. The financial subcommittee was set up to evaluate the benefits and risks of investing some of our money currently held in the bank. Due to changes in banking regulations, we are no longer able to hold our funds in the Charities Aid Foundation (CAF). 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.

## **Jacob's Well Appeal**

### **Report of the Trustees for the year ended 31st March 2017**

#### **ACHIEVEMENT AND PERFORMANCE Charitable activities**

##### Expenditure

1. Maintaining our administrative centre and warehouse where ais supplies are sorted, listed and despatched, including paying the salaries of staff who work there.
2. Maintaining and running our charity shops, including salaries of staff who work there.
3. Transporting donated items to the warehouse or to and from the shops, taking loaded containers to the appropriate terminals.
4. Paying for shipping, including agents' fees and container transport.
5. 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.
6. Purchasing educational and agricultural equipment as money allows to be sent to our projects overseas.

##### **Reserves**

The Trustees' policy is to hold sufficient funds to enable the charity to run efficiently for a period of approximately 3 months. At the same time, it ensures that it has sufficient 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.

##### **Achievements and review of activities**

###### **Romania**

The rehabilitation unit and 4 houses for families with special needs in Siret are all currently managed by the town council and the director of the local hospital and are all now fully occupied. The town council is paying for the running costs of these units. We plan to close our Romanian Branch and hand over our buildings to the Town Hall for the long term benefit of the people with special needs in the area.

The ownership of the school for autistic children was built by a Dutch charity called Jacob's Well which was previously linked with our Romanian Branch has now been transferred to the Dutch organisation.

###### **Ghana**

This year we sent one container of medical aid to the King's Village in Ghana, containing a medical boat. Due to governmental changes we have been unable to send any other containers this year.

Sandra Scantlebury, our country representative and voluntary overseas worker, organized the distribution of our medical containers and our agricultural projects. Sandra came back to the UK for her annual holiday in February 2016. Unfortunately she has been unable to return due to serious health issues and remained in the UK for treatment and resigned from the charity in September 2016. Unfortunately she passed away and will be sadly missed. Due to this we have closed our Ghanaian branch of Jacob's Well Appeal and will run the work from the UK.

Currently an NGO worker, Ruby Yap, from another charity (Coalition4Change) is running our agricultural operations in Ghana and C4C are planting fruit trees with us.

## **Jacob's Well Appeal**

### **Report of the Trustees for the year ended 31st March 2017**

#### **ACHIEVEMENT AND PERFORMANCE Charitable activities**

This year we have planted three fruit tree plantations in the Kpaliworgu region, 45 kilometers east of Wa in the upper west region of Ghana. We also launched a seed bank in 2016 in the Tamale region, which lends seed to poor communities at planting time and recoups the same weight of seed 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.

Drs Alistair and Margaret Robertson, our medical directors, visited the Kings Village, the communities using the seed bank and also the fruit tree plantations in October 2016.

#### **Burkina Faso**

The work of our partners in Burkina Faso is continuing to expand and develop in new areas. In Bobo Dioulassou, the ABC school have finished the secondary school building. They have also built a music centre and computer labs, thanks to donations of equipment sent by us. The school health clinic, sewing school and technical centre are now running well and we continue to send equipment to help these departments grow and function. They are planning to build a dining area and new kitchens and will plan to help supply the interior furniture and equipment. In Ouagadougou we continue to support the work of the Village of Hope, which manages a primary 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 has been enlarged by support team from one of our donors and we are hoping to eventually start an agricultural college with them.

This year we sent three containers to Burkina, one to Bobo and two to Ouagadougou.

We have also planted nine fruit tree plantations with our partners in Burkina Faso and are now working to plant further trees next year.

In October Rev John Beynon visited both sites in Burkina Faso with our medical directors Drs Alistair and Margaret Robertson.

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 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. They were visited in November 2016 by our medical directors Drs Alistair and Margaret Robertson.

We have struggled in the past to get containers into Kenya because of the logistical situation. This year we were able to work with the charity MMNK (Mercy Mission Naivasha Kenya) and send a mixed container of aid through them.

#### **Ukraine**

Dr Beryl Beynon continues to help set up a laboratory facility which will test patients from her Lyme disease clinic, forming a mutual benefit for the research of the Well-One clinic and the Kyiv-Mohyla Academy.

#### **Syria**

This year we have continued to work with Samara's Aid to send containers to help war torn Syria. We sent our first container of medical aid in May 2016 and then a further container of medical aid in January 2017.

## **Jacob's Well Appeal**

### **Report of the Trustees for the year ended 31st March 2017**

#### **ACHIEVEMENT AND PERFORMANCE Charitable activities**

##### **Greece**

Due to the situation in Syria, Athens has been overwhelmed by refugees this year and we have been able to send three containers of aid working with the Salvation Army in Athens and Hull Help for Refugees. Our medical directors Drs Alistair and Margaret Robertson were able to visit the Salvation Army team in March 2017 to see their ongoing work.

##### **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 a container lorry to Moldova in September this year with medical stoma and educational aid.

##### **Smaller Supplies**

We continue to send out smaller consignments of aid to other charities, NGO's and private individuals in need. These consignments include parcels of colostomy, mobility equipment, medical disposable items and educational equipment. This year consignments were sent to Albania, Ukraine, Zimbabwe, Senegal and East Timor.

##### **Within the UK**

Whilst our main focus is to help people overseas, we help those who are socially, economically or physically disadvantaged. Such services 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 a large amount of 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.
- We provide work placements to students with special needs from the East Riding College, and also for several adults who are unable to work due to various medical and mental health issues.
- We give training and employment placements to people in secondary education, college leavers looking for work or the long-term unemployed.
- 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.



## Jacob's Well Appeal

### Report of the Trustees for the year ended 31st March 2017

#### ACHIEVEMENT AND PERFORMANCE Charitable activities

##### Summary of aid distributed

Destination	Total	Agri- culture and building	Education	Food	Hygiene	Medical dispos- ables	Medicine	Medical equip- ment	Textiles & household
Small Don's	2,072	-	-	-	-	-	-	-	2,072
Syria	81,881	-	-	-	1,167	57,898	7,863	14,618	335
Kenya	8,708	-	-	-	-	-	-	2,973	5,735
Burkina	120,042	38	5,033	5,166	455	96,886	-	1,027	11,437
Burkina	269,526	1,125	5,916	2,230	3,800	180,578	60,765	5,229	9,883
Moldova	555,209	0	123	-	750	533,258	16,502	2,719	1,857
Athens	19,801	0	-	1,132	553	-	-	-	18,116
Greece	850	0	-	-	-	-	-	-	850
Greece	56,992	0	-	2,788	971	-	16,085	240	36,908
Burkina	71,055	20,000	1,648	2,003	2,700	9,590	26,125	2,493	6,496
Syria	105,274	-	-	-	4,147	64,688	25,584	10,855	-
Ghana	83,755	-	-	-	325	49,157	2,528	31,745	-
<b>Total</b>	<b>1,375,165</b>	<b>21,163</b>	<b>12,720</b>	<b>13,319</b>	<b>14,868</b>	<b>992,055</b>	<b>155,452</b>	<b>71,899</b>	<b>93,689</b>
As %	100.0	1.6	0.9	1.0	1.1	72.1	11.3	5.2	6.8

##### Research

We are continuing our work with the Rife machine and our patients are coming from all over England, Wales and Scotland. We have started to consult using Skype and this is a great help to some of our patients who are not able to visit us often because they live so far away. Only our local patients are able to attend weekly and they are very thankful that we are able to help them. NHS guidelines have limited the amount of help that they can receive from the NHS and this leaves them very frustrated.

##### Our Shops

Our three 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.

The shop in Beverley continues to function well, though there is a constant battle to find enough volunteers to maintain adequate staffing levels. It is the second year for charity plus shop in Bridlington. This shop has struggled financially partly due to the fact that its manager, Janet Wardell, was ill for several months. It is performing a very positive role as a community hub which has helped various people in need. We are working to help it increase the turnover during the next 12 months. We continue to support our franchise shop in Withernsea, run by the Gateway charity, which helps needy people in the Withernsea area.

##### Volunteers

Our team of volunteers continues to be supplemented by a number of people who are unemployed and sent to us on various government employment and training schemes, such as those run by Work Solutions, JJT training and G4S. These schemes have now ended with the last placements finishing in September 2016. In total, this year, our UK volunteers worked 18,984 hours for Jacob's Well. This is valued by volunteering England at £231,605. 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.

## **Jacob's Well Appeal**

### **Report of the Trustees for the year ended 31st March 2017**

#### **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. The Jacob's Well Appeal is an unincorporated association.

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 that 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, and 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 in touch with 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. Due to closing the Ghanaian office and a change in the government, we need to re-establish an MoU in Ghana. 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 Wheels Clubs, local Churches, Inter-care, Real Aid, FREED (the Foundation for Rural Education Empowerment and Development in Ghana), ORA in Moldova, and Thornton Ross Ltd. We work closely with partner charities abroad including Coalition for Change (C4C) and the King's Village in Ghana, Jacob's Well Romania, Krynica Jacova foundation in Ukraine, 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 is a member of the National Council for Voluntary Organisations (NCVO) and has signed up to the East Riding Compact - the local partnership agreement between public sector and Voluntary and community sector organisations.

##### **Risk management**

The Risk Assessments in relation to the shop, warehouse practice, transport and office have been reviewed. The forklift and vehicles have been maintained according to manufacturers' recommendations and subjected to Loler examinations and MOTs etc as required. All fire fighting and electrical equipment has been checked by external contractors and practices held. A suggestion box is available. 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: Charity Shop, Food Safety Officer re: Food, Storage and Export, and other guidance such as Internal Transport Safety..

## Jacob's Well Appeal

### Report of the Trustees for the year ended 31st March 2017

#### REFERENCE AND ADMINISTRATIVE DETAILS

The Charity benefits from professional advice as follows:

Solicitor:	Messrs Wilkin Chapman.
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

#### 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 13th January, 2018 and signed on its behalf by:

.....  
Dr Margaret Robertson - Trustee

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

We have audited the financial statements of Jacob's Well Appeal for the year ended 31st March 2017 which comprise the Statement of Financial Activities, the Balance Sheet, the Cash Flow Statement and the related notes. 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).

This report is made solely to the charity's trustees, as a body, in accordance with Section 144 of the Charities Act 2011 and regulations made under Section 154 of that Act. 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.

## **Respective responsibilities of trustees and auditors**

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.

We have been appointed as auditors under Section 144 of the Charities Act 2011 and report in accordance with regulations made under Section 154 of that Act.

Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

## **Scope of the audit of the financial statements**

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the charity's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the trustees; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Report of the Trustees to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

## **Opinion on financial statements**

In our opinion the financial statements:

- give a true and fair view of the state of the charity's affairs as at 31st March 2017 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.

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

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

We have nothing to report in respect of the following matters where the Charities Act 2011 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 statements ; or
- 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.

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

Date: 13th January, 2018

## Jacob's Well Appeal

### Statement of Financial Activities for the year ended 31st March 2017

	Notes	Unrestricted fund £	Restricted fund £	2017 Total funds £	2016 Total funds £
<b>INCOME AND ENDOWMENTS FROM</b>					
Donations and legacies	2	1,478,281	67,626	1,545,907	1,056,141
Investment income	3	157	-	157	137
Other income		<u>728,469</u>	<u>1,269</u>	<u>729,738</u>	<u>480,740</u>
<b>Total</b>		<b>2,206,907</b>	<b>68,895</b>	<b>2,275,802</b>	<b>1,537,018</b>
<b>EXPENDITURE ON</b>					
Raising funds	4	70,873	2,198	73,071	65,484
<b>Charitable activities</b>	5				
Charitable costs		1,441,347	80,130	1,521,477	961,920
Other		<u>71,486</u>	<u>2,255</u>	<u>73,741</u>	<u>68,215</u>
<b>Total</b>		<b>1,583,706</b>	<b>84,583</b>	<b>1,668,289</b>	<b>1,095,619</b>
<b>NET INCOME/(EXPENDITURE)</b>					
		623,201	(15,688)	607,513	441,399
Transfers between funds	13	<u>(17,544)</u>	<u>17,544</u>	-	-
Net movement in funds		605,657	1,856	607,513	441,399
<b>RECONCILIATION OF FUNDS</b>					
Total funds brought forward		936,886	50,654	987,540	546,141
<b>TOTAL FUNDS CARRIED FORWARD</b>		<b><u>1,542,543</u></b>	<b><u>52,510</u></b>	<b><u>1,595,053</u></b>	<b><u>987,540</u></b>

#### CONTINUING OPERATIONS

All income and expenditure has arisen from continuing activities.

**Jacob's Well Appeal**

**Balance Sheet  
At 31st March 2017**

	Notes	2017 £	2016 £
<b>FIXED ASSETS</b>			
Tangible assets	8	<b>27,041</b>	25,129
<b>CURRENT ASSETS</b>			
Stocks	9	<b>1,438,168</b>	818,260
Debtors	10	<b>5,815</b>	4,201
Cash at bank		<b>135,249</b>	151,512
		<b>1,579,232</b>	973,973
<b>CREDITORS</b>			
Amounts falling due within one year	11	<b>(11,220)</b>	(11,562)
<b>NET CURRENT ASSETS</b>		<b>1,568,012</b>	962,411
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<b>1,595,053</b>	987,540
<b>NET ASSETS</b>		<b>1,595,053</b>	987,540
<b>FUNDS</b>	13		
Unrestricted funds		<b>1,542,543</b>	936,886
Restricted funds		<b>52,510</b>	50,654
<b>TOTAL FUNDS</b>		<b>1,595,053</b>	987,540

The financial statements were approved by the Board of Trustees on 13th January, 2018 and were signed on its behalf by:

.....  
Dr Margaret Robertson -Trustee

## Jacob's Well Appeal

### Cash Flow Statement for the year ended 31st March 2017

	Notes	2017 £	2016 £
<b>Cash flows from operating activities:</b>			
Cash generated from operations	1	<u>(9,299)</u>	<u>77,622</u>
<b>Net cash provided by (used in) operating activities</b>		<u>(9,299)</u>	<u>77,622</u>
<b>Cash flows from investing activities:</b>			
Purchase of tangible fixed assets		(7,204)	-
Sale of tangible fixed assets		83	-
Interest received		<u>157</u>	<u>137</u>
<b>Net cash provided by (used in) investing activities</b>		<u>(6,964)</u>	<u>137</u>
<b>Change in cash and cash equivalents in the reporting period</b>		<b>(16,263)</b>	<b>77,759</b>
<b>Cash and cash equivalents at the beginning of the reporting period</b>		<u><b>151,512</b></u>	<u><b>73,753</b></u>
<b>Cash and cash equivalents at the end of the reporting period</b>		<u><u><b>135,249</b></u></u>	<u><u><b>151,512</b></u></u>

The notes form part of these financial statements



## Jacob's Well Appeal

### Notes to the Cash Flow Statement for the year ended 31st March 2017

#### 1. RECONCILIATION OF NET INCOME TO NET CASH FLOW FROM OPERATING ACTIVITIES

	2017	2016
	£	£
<b>Net income for the reporting period (as per the statement of financial activities)</b>	<b>607,513</b>	441,399
<b>Adjustments for:</b>		
Depreciation charges	5,292	4,600
Profit on disposal of fixed assets	(83)	-
Interest received	(157)	(137)
Increase in stocks	<b>(619,908)</b>	(376,706)
Increase in debtors	<b>(1,614)</b>	(906)
(Decrease)/increase in creditors	<u><b>(342)</b></u>	<u>9,372</u>
<b>Net cash provided by/(used in) operating activities</b>	<u><b>(9,299)</b></u>	<u>77,622</u>

**Notes to the Financial Statements  
for the year ended 31st March 2017**

**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 2015)', 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.

**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 2017 the charity has included, at a valuation of £1,438,168, 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.

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 purposes.

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

## Jacob's Well Appeal

### Notes to the Financial Statements - continued for the year ended 31st March 2017

#### 2. DONATIONS AND LEGACIES

	2017 £	2016 £
Donated goods	1,375,165	843,249
Donations	115,267	54,758
Gift aid	55,475	83,780
Legacies	-	74,354
	<u>1,545,907</u>	<u>1,056,141</u>

#### 3. INVESTMENT INCOME

	2017 £	2016 £
Deposit account interest	<u>157</u>	<u>137</u>

#### 4. RAISING FUNDS

##### Raising donations and legacies

	2017 £	2016 £
Property expenses	14,894	13,351
Printing and stationery	393	369
Fundraising	4,729	1,222
Administration expenses	810	1,374
Postage and carriage	846	1,834
Selling costs	7,501	8,572
Sundries	129	436
Staff	38,299	35,021
Transport	5,470	3,305
	<u>73,071</u>	<u>65,484</u>

#### 5. CHARITABLE ACTIVITIES COSTS

	Direct costs £	Totals £
Charitable costs	<u>1,521,477</u>	<u>1,521,477</u>

## Jacob's Well Appeal

### Notes to the Financial Statements - continued for the year ended 31st March 2017

#### 6. TRUSTEES' REMUNERATION AND BENEFITS

There were no trustees' remuneration or other benefits for the year ended 31st March 2017 nor for the year ended 31st March 2016.

##### Trustees' expenses

The following trustees were reimbursed for out of pocket expenses or for expenses incurred as part of carrying out their duties:

	£
<b>Dr B Beynon</b>	
Local travel	94

#### 7. COMPARATIVES FOR THE STATEMENT OF FINANCIAL ACTIVITIES

	Unrestricted fund £	Restricted fund £	Total funds £
<b>INCOME AND ENDOWMENTS FROM</b>			
Donations and legacies	987,835	68,306	1,056,141
Investment income	137	-	137
Other income	<u>480,740</u>	<u>-</u>	<u>480,740</u>
<b>Total</b>	<b>1,468,712</b>	<b>68,306</b>	<b>1,537,018</b>
<b>EXPENDITURE ON</b>			
Raising funds	65,142	342	65,484
<b>Charitable activities</b>			
Charitable costs	920,397	41,523	961,920
Other	<u>67,616</u>	<u>599</u>	<u>68,215</u>
<b>Total</b>	<b>1,053,155</b>	<b>42,464</b>	<b>1,095,619</b>
<b>NET INCOME/(EXPENDITURE)</b>	<b>415,557</b>	<b>25,842</b>	<b>441,399</b>
Transfers between funds	<u>(1,667)</u>	<u>1,667</u>	<u>-</u>
Net movement in funds	<b>413,890</b>	<b>27,509</b>	<b>441,399</b>
<b>RECONCILIATION OF FUNDS</b>			
Total funds brought forward	<u>522,996</u>	<u>23,145</u>	<u>546,141</u>
<b>TOTAL FUNDS CARRIED FORWARD</b>	<b><u>936,886</u></b>	<b><u>50,654</u></b>	<b><u>987,540</u></b>

## Jacob's Well Appeal

### Notes to the Financial Statements - continued for the year ended 31st March 2017

#### 8. TANGIBLE FIXED ASSETS

	Buildings and fittings £	Containers £	Motor vehicles £	Totals £
<b>COST</b>				
At 1st April 2016	53,616	3,725	15,650	72,991
Additions	119	3,090	3,995	7,204
Disposals	<u>-</u>	<u>-</u>	<u>(5,500)</u>	<u>(5,500)</u>
At 31st March 2017	<u>53,735</u>	<u>6,815</u>	<u>14,145</u>	<u>74,695</u>
<b>DEPRECIATION</b>				
At 1st April 2016	28,487	3,725	15,650	47,862
Charge for year	2,949	1,544	799	5,292
Eliminated on disposal	<u>-</u>	<u>-</u>	<u>(5,500)</u>	<u>(5,500)</u>
At 31st March 2017	<u>31,436</u>	<u>5,269</u>	<u>10,949</u>	<u>47,654</u>
<b>NET BOOK VALUE</b>				
At 31st March 2017	<u>22,299</u>	<u>1,546</u>	<u>3,196</u>	<u>27,041</u>
At 31st March 2016	<u>25,129</u>	<u>-</u>	<u>-</u>	<u>25,129</u>

#### 9. STOCKS

	2017 £	2016 £
<b>Shop stock as of 31st March 2017</b>	<u>12,867</u>	<u>13,681</u>
<b>Warehouse stock as at 31st March 2017</b>		
Educational items	-	926
Food	-	3,043
Hygiene	-	420
Clothes	10,995	1,077
Medicines	-	9,737
Medical disposables	92,587	90,601
Ostomy supplies	1,313,519	689,989
Medical equipment	-	8,786
Bric-a-brac and household	<u>8,200</u>	<u>-</u>
<b>Warehouse stock</b>	<u>1,425,301</u>	<u>804,579</u>
<b>Total stock</b>	<u>1,438,168</u>	<u>818,260</u>

#### 10. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2017 £	2016 £
Other debtors	<u>5,815</u>	<u>4,201</u>

## Jacob's Well Appeal

### Notes to the Financial Statements - continued for the year ended 31st March 2017

#### 11. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2017 £	2016 £
Other creditors	<u>11,220</u>	<u>11,562</u>

#### 12. ANALYSIS OF NET ASSETS BETWEEN FUNDS

	Unrestricted fund £	Restricted fund £	2017 Total funds £	2016 Total funds £
Fixed assets	27,041	-	27,041	25,129
Current assets	1,526,722	52,510	1,579,232	973,973
Current liabilities	<u>(11,220)</u>	<u>-</u>	<u>(11,220)</u>	<u>(11,562)</u>
	<u>1,542,543</u>	<u>52,510</u>	<u>1,595,053</u>	<u>987,540</u>

#### 13. MOVEMENT IN FUNDS

Fund name	Opening £	Income £	Expense £	Closing £
Angus	-	20,000	20,000	-
Burkina Faso	120	21,910	18,230	3,800
Child Sponsorship-Burkina	657	3,278	3,751	184
Child Sponsorship-Kenya	566	2,028	2,407	187
Doctors	25,516	-	4,416	21,100
Fruit trees	10,639	7,564	10,652	7,551
Gift for Life	462	462	879	45
Hospital	-	2,273	-	2,273
Hurrell	1,422	1,902	-	3,324
Michel	-	3,298	3,298	-
Research	4,931	2,895	566	7,260
Syria	819	15,922	15,715	1,026
Other	<u>5,522</u>	<u>5,977</u>	<u>5,739</u>	<u>5,760</u>
	<u>50,654</u>	<u>87,509</u>	<u>85,653</u>	<u>52,510</u>

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.

## Jacob's Well Appeal

### Notes to the Financial Statements - continued for the year ended 31st March 2017

#### 14. 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 Dr Peter Beynon, 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. 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 any conflict of interest does not occur. The financial transactions between Jacob's Well and the BFDT are listed below:

	2017 £	2016 £
<b>Financial transactions between Jacob's Well and the Beynon Family Discretionary Trust</b>		
<b>Income to Jacob's Well</b>		
General donations	14,500	15,000
Donation towards repair costs	1,171	548
Tax reclaimable on gift aid donations	<u>12,693</u>	<u>10,781</u>
	<u>28,364</u>	<u>26,329</u>
<b>Expenses for Jacob's Well</b>		
Repairs	1,188	-
Warehouse rent	<u>18,000</u>	<u>18,000</u>
	<u>19,188</u>	<u>18,000</u>
<b>Surplus</b>	<u><u>9,176</u></u>	<u><u>8,329</u></u>

## Jacob's Well Appeal

### Detailed Statement of Financial Activities for the year ended 31st March 2017

	2017 £	2016 £
<b>INCOME AND ENDOWMENTS</b>		
<b>Donations and legacies</b>		
Donated goods	1,375,165	843,249
Donations	115,267	54,758
Gift aid	55,475	83,780
Legacies	-	74,354
	<u>1,545,907</u>	<u>1,056,141</u>
<b>Investment income</b>		
Deposit account interest	157	137
<b>Other income</b>		
Shop sales	71,011	67,079
Other sales	23,719	29,921
Other income	15,100	7,034
Change of stock	619,908	376,706
	<u>729,738</u>	<u>480,740</u>
<b>Total incoming resources</b>	<b>2,275,802</b>	<b>1,537,018</b>
<b>EXPENDITURE</b>		
<b>Raising donations and legacies</b>		
Property expenses	14,894	13,351
Printing and stationery	393	369
Fundraising	4,729	1,222
Administration expenses	810	1,374
Postage and carriage	846	1,834
Selling costs	7,501	8,572
Sundries	129	436
Staff	38,299	35,021
Transport	5,470	3,305
	<u>73,071</u>	<u>65,484</u>
<b>Charitable activities</b>		
Medical costs	15,056	1,129
Aid sent	1,376,307	853,313
Administration expenses	1,771	1,804
Educational and pastoral expenses	7,859	7,761
Staff	8,722	21,169
Shipping of aid	41,252	43,786
Support of overseas projects	70,966	25,504
Research	(456)	7,454
	<u>1,521,477</u>	<u>961,920</u>

This page does not form part of the statutory financial statements



## Jacob's Well Appeal

### Detailed Statement of Financial Activities for the year ended 31st March 2017

	2017 £	2016 £
<b>Other</b>		
Staff	<b>28,678</b>	23,554
Insurance and licences	<b>3,045</b>	3,502
Phone and internet	<b>948</b>	1,481
Postage	<b>563</b>	597
Administration expenses	<b>5,786</b>	6,791
Property expenses	<b>23,304</b>	23,755
Transport	<b>6,208</b>	3,935
Freehold property	<b>2,949</b>	3,600
Fixtures and fittings	<b>1,544</b>	1,000
Motor vehicles	<b>799</b>	-
Loss on sale of tangible fixed assets	<b>(83)</b>	-
	<u><b>73,741</b></u>	<u>68,215</u>
<b>Total resources expended</b>	<b>1,668,289</b>	1,095,619
	<u>_____</u>	<u>_____</u>
<b>Net income</b>	<u><b>607,513</b></u>	<u>441,399</u>