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Jacob's Well Appeal

Financial Statements

31st March 2018



Jacob's Well Appeal

Contents of the Financial Statements for the year ended 31st March 2018

	Page
Report of the Trustees	1 to 8
Report of the Independent Auditors	9 to 10
Statement of Financial Activities	11
Balance Sheet	12
Cash Flow Statement	13
Notes to the Cash Flow Statement	14
Notes to the Financial Statements	15 to 19
Detailed Statement of Financial Activities	20 to 21



Jacob's Well Appeal

Report of the Trustees for the year ended 31st March 2018

The trustees of the charity for the year ended 31 March 2018 were as follows:

Mr Michael Adams	Chairman, financial subcommittee and safeguarding subcommittee member
Dr Beryl Beynon	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
Mr John Young	
Mrs Betty Luciola	
Mrs Margaret Hargreaves	Financial subcommittee member
Mrs Elizabeth Lyle	Pharmaceutical Lead and safeguarding subcommittee member
Mr John Sutton	
Dr Michael Lavine	Resigned 13.01.2018
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
Ms Susan Falcus	Beverley Shop Manager
Mrs Janet Wardell	Bridlington Shop Manager

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 2018

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 10 containers at an average cost of £1,473 each. Three of these were sent to Syria, three to Burkina Faso, one to Cape Verde and one to Somaliland and two were retained for storage of items whilst we have been upgrading the warehouse. The containers are either sold in 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.

In addition, this year we also sent out three of the largest curtain-sider Lorries; one was to Bulgaria to support Bulgaria Aid; one was to Albania 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, these smaller consignments were sent to Albania, Ukraine, Senegal, Uganda, Morocco, Moldova, Kenya, Poland and East Timor.

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. We also have 6 containers being used for storage on site.

We have a small Ford transit van which is working well. We have sold the 3.5 tonne Isuzu van, which had become expensive to repair and kept breaking down. This was replaced by a new Mercedes Benz Luton van and 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.

Staffing and volunteers

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

The Beverley shop has maintained its current manager, Susan Falcus, since March 2016 and the Bridlington Shop is still managed by Janet Wardell.

The warehouse is still managed by Anthony Walker.

Our team continues to be supplemented by up to 60 volunteers. In total this year our UK volunteers worked 16,502 hours for Jacob's Well Appeal. This is valued by NCVO at **£201,300**.

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. We are also able to sell some items that we do not require and would not be suitable to send abroad to Astco, a company that sells second hand goods and unwanted books are taken by Rivive Books. 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 Appeal 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.**

Jacob's Well Appeal

Report of the Trustees for the year ended 31st March 2018

ACHIEVEMENT AND PERFORMANCE

Charitable activities

- 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.
- 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 franchise shops in Filey and Withernsea; and from our other sales outlets, including street and warehouse sales and Ebay. Because of current very low interest available, the trustees have invested £30,000 that will not be used for 5 years unless the situation merits its use and 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

- 1) Maintaining our administrative centre and warehouse where aid supplies are sorted, listed and despatched, including paying the salaries of staff who work there. We have planning permission to site a porta-cabin either side of the warehouse and work on this will commence next year. Our volunteers, particularly the clothes sorters, are struggling with working in a warehouse that is impossible to heat and the porta-cabins will hopefully provide a much better working environment.
- 2) Maintaining and running our two charity shops, including the salaries of the managers who work there.
- 3) 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.
- 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 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.

Achievements and review of 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 we have 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 been unable to send any containers this year, however we have now signed a new MOU with the Ghanaian Government and so we will be able to start shipping medical aid once again.

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 2018

ACHIEVEMENT AND PERFORMANCE

Charitable activities

This year, with their help we have planted seven fruit tree plantations in the Upper East region of Ghana. We have also run two seedbank projects with women from communities in the Upper East region of Ghana, near Wa. We provide seed to poor communities at planting time and recoup 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.

Dr Alistair and Margaret Robertson, our medical directors, visited the Kings Village, the communities using the seed bank and also the fruit tree plantations in February /March 2018. They saw the hospital boat that was sent to the King's Village last year. We are hoping that the King's Village will be able to use it on a regular basis to ferry hospital patients across the river and also take midwives and other clinicians and supplies to Singa, the village across the water which is entirely cut off in the rainy season. Currently this community is very poorly provided for and our medical directors met with the regional health director in Ghana to discuss allowing King's Village to run this community's clinic.

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 building a dining area and new kitchens, which we have helped with the supply of the interior furniture and equipment. The music centre and computer labs are running well, especially after the siting of further solar panels funded by one of our generous donors, who also paid for the siting of a borehole within the newly acquired land for the agriculture college for the school. Jacob's Well Appeal has also started raising money for chickens for the agriculture college. The school has started a gym club and Jacob's Well Appeal has raised money towards the equipment they require.

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 year we sent two containers to Burkina Faso.

We have also planted three fruit tree plantations with our partners in Burkina Faso and are now working to plant further trees next year working with our partners in both Ouagadougou and Bobo-Dioulassou.

In September Rev John Beynon visited both sites in Burkina Faso, and our medical directors Drs Alistair and Margaret Robertson along with Veronica Bemrose took a small team in November.

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

We have struggled in the past to get containers into Kenya because of the logistical situation and have been unable to send any this year.

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 and we have sent out a further three containers to Syria from the Beverley site.

Albania

This year we sent a curtain-sider lorry to Albania with a mixed load of educational and medical aid including colostomy. Unfortunately, the logistics were extremely complicated and protracted and so it is unlikely we will be able to send a further load in the foreseeable future.

Somaliland

Somaliland is an autonomous region in the North of Somali which is generally a safer area of the country. They are struggling with many issues, especially poor medical supplies. We were approached by a British Charity that has links with Somaliland requesting help in sending supplies and equipment. We were able to send a container of medical supplies including a refurbished anaesthetic machine.

Jacob's Well Appeal

Report of the Trustees for the year ended 31st March 2018

ACHIEVEMENT AND PERFORMANCE

Charitable activities

Cape Verde

This is an island republic off the coast of Senegal. We were approached by a hotel chain, the Resort Group, who wanted to help the locals on the island who had very poor resources. The hotel chain paid for the container and shipping and Jacob's Well Appeal filled the container with medical aid and a refurbished ultrasound machine.

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 curtain-sider lorry to Moldova in April this year with medical, stoma and educational aid. We also sent a further curtain-sider lorry to Moldova via the charity Pilgrims.

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, Senegal, Uganda, Morocco, Moldova, Kenya, Poland and East Timor.

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.
- 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.

Summary of aid distributed

Country of Destination	Total by Container	Education, Clothes & Shoes	Food & Agriculture	Hygiene	Toys, Bags & Household
Small Don's	2,666	-	-	-	2,666
Syria	181,334	31,258	-	9,971	4,405
Moldova	641,153	-	7,416	-	65
Bulgaria	231,054	-	-	-	3,900
Burkina Faso	79,011	26,878	14,623	-	12,192
Cape Verde	269,575	-	-	-	-
Moldova	3,375	2,650	-	-	300
Somaliland	181,555	807	3,672	-	-
Albania	58,568	14,160	255	-	1,480
Total	1,648,291	75,753	25,966	9,971	25,008

Country of Destination	Donated Medicines & Creams	Durbin Medicines	Medical Equipment	Ostomy & Medical Disposals
Small Don's	-	-	-	-
Syria	-	-	-	135,700
Moldova	14,120	-	5,962	613,626
Bulgaria	-	-	2,387	224,767
Burkina Faso	24,769	549	-	-
Cape Verde	-	-	269,575	-
Moldova	-	-	425	-
Somaliland	15,237	413	8,439	152,987
Albania	-	-	5,414	37,259
Total	54,126	962	292,166	1,164,339

Jacob's Well Appeal

Report of the Trustees for the year ended 31st March 2018

ACHIEVEMENT AND PERFORMANCE Charitable activities

Research

We are continuing our work with the Rife machine and our patients are coming from all over England, Wales and Scotland. We also 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 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 it has seen a lot of building work, including having disabled access with a new door and ramp and re-siting the café. Hopefully the next year will be more settled.

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.

We continue to support our franchise shops in Withemsea and Filey, run by the Gateway charity, which helps needy people in the Withemsea and Filey areas.

Volunteers

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 16,503 hours for Jacob's Well Appeal. This is valued by volunteering England at £201,300.

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 2018

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.

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 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. We also had an MOU with the Ghanaian Government, but unfortunately last year we had to close the Ghanaian office following the illness of our volunteer overseas worker, Sandra Scattlebury, who sadly died last year. In November 2017 there was a change in the Ghanaian Government and our Medical Directors visited Ghana early this year and were able to re-establish an MOU in Ghana with our UK office. 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, 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, the 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 Appeal 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 & 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 e.t.c. as required and a training session for all our forklift truck drivers is being organised. All firefighting 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 re: Charity Shop, Food Safety Officer re: Food, Storage and Export, and other guidance such as Internal Transport Safety.

REFERENCE AND ADMINISTRATIVE DETAILS

The Charity benefits from professional advice as follows:

Solicitor:	Messrs Cooper, 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.
Charity Address:	11 The Croft, Beverley, HU17 7HT.

Jacob's Well Appeal

Report of the Trustees for the year ended 31st March 2018

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 5th January 2019 and signed on its behalf by:



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 2018 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 2018 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 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.

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.

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

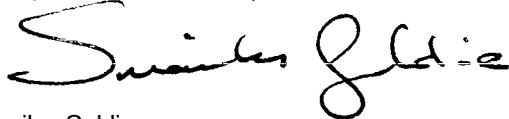
Our responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue 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 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.



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

5th January 2019

Jacob's Well Appeal

Statement of Financial Activities for the year ended 31st March 2018

	Notes	Unrestricted fund £	Restricted fund £	2018 Total funds £	2017 Total funds £
INCOME AND ENDOWMENTS FROM					
Donations and legacies	2	1,825,654	41,615	1,867,269	1,545,907
Investment income	3	1	-	1	157
Other income		<u>50,790</u>	<u>3,980</u>	<u>54,770</u>	<u>729,738</u>
Total		1,876,445	45,595	1,922,040	2,275,802
EXPENDITURE ON					
Raising funds	4	67,889	2,566	70,455	73,071
Charitable activities	5				
Charitable costs		1,724,163	44,150	1,768,313	1,521,477
Other		<u>94,701</u>	<u>2,630</u>	<u>97,331</u>	<u>73,741</u>
Total		1,886,753	49,346	1,936,099	1,668,289
NET INCOME/(EXPENDITURE)		(10,308)	(3,751)	(14,059)	607,513
RECONCILIATION OF FUNDS					
Total funds brought forward		1,542,543	52,510	1,595,053	987,540
TOTAL FUNDS CARRIED FORWARD		<u>1,532,235</u>	<u>48,759</u>	<u>1,580,994</u>	<u>1,595,053</u>

CONTINUING OPERATIONS

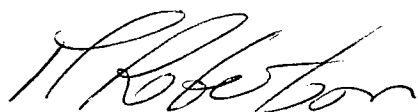
All income and expenditure has arisen from continuing activities.

Jacob's Well Appeal

Balance Sheet At 31st March 2018

	Notes	2018 £	2017 £
FIXED ASSETS			
Tangible assets	8	51,998	27,041
Investments	9	<u>30,000</u>	<u>-</u>
		81,998	27,041
CURRENT ASSETS			
Stocks	10	1,380,166	1,438,168
Debtors	11	12,665	5,815
Cash at bank		<u>117,115</u>	<u>135,249</u>
		1,509,946	1,579,232
CREDITORS			
Amounts falling due within one year	12	<u>(10,950)</u>	<u>(11,220)</u>
NET CURRENT ASSETS		<u>1,498,996</u>	<u>1,568,012</u>
TOTAL ASSETS LESS CURRENT LIABILITIES		<u>1,580,994</u>	<u>1,595,053</u>
NET ASSETS		<u>1,580,994</u>	<u>1,595,053</u>
FUNDS	14		
Unrestricted funds		1,502,235	1,542,543
Restricted funds		48,759	52,510
Designated funds		<u>30,000</u>	<u>-</u>
TOTAL FUNDS		<u>1,580,994</u>	<u>1,595,053</u>

The financial statements were approved by the Board of Trustees on 5th January 2019 and were signed on its behalf by:



Dr M Robertson -Trustee

Jacob's Well Appeal

Cash Flow Statement for the year ended 31st March 2018

	Notes	2018 £	2017 £
Cash flows from operating activities:			
Cash generated from operations	1	<u>47,047</u>	<u>(9,299)</u>
Net cash provided by (used in) operating activities		<u>47,047</u>	<u>(9,299)</u>
Cash flows from investing activities:			
Purchase of tangible fixed assets		(36,732)	(7,204)
Purchase of fixed asset investments		(30,000)	-
Sale of tangible fixed assets		1,550	83
Interest received		<u>1</u>	<u>157</u>
Net cash provided by (used in) investing activities		<u>(65,181)</u>	<u>(6,964)</u>
Change in cash and cash equivalents in the reporting period		<u>(18,134)</u>	<u>(16,263)</u>
Cash and cash equivalents at the beginning of the reporting period		<u>135,249</u>	<u>151,512</u>
Cash and cash equivalents at the end of the reporting period		<u>117,115</u>	<u>135,249</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 2018

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

	<u>2018</u>	<u>2017</u>
	£	£
Net income/(expenditure) for the reporting period (as per the statement of financial activities)	(14,059)	607,513
Adjustments for:		
Depreciation charges	11,775	5,292
Profit on disposal of fixed assets	(1,550)	(83)
Interest received	(1)	(157)
Decrease/(increase) in stocks	58,002	(619,908)
Increase in debtors	(6,850)	(1,614)
Decrease in creditors	<u>(270)</u>	<u>(342)</u>
Net cash provided by (used in) operating activities	<u>47,047</u>	<u>(9,299)</u>

**Notes to the Financial Statements
for the year ended 31st March 2018**

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 with the exception of investments which are included at market value.

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 2018 the charity has included, at a valuation of £1,380,166, 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.

2. DONATIONS AND LEGACIES

	2018 £	2017 £
Donated goods	1,648,291	1,375,165
Donations	160,103	115,267
Gift aid	<u>58,875</u>	<u>55,475</u>
	<u>1,867,269</u>	<u>1,545,907</u>

3. INVESTMENT INCOME

	2018 £	2017 £
Deposit account interest	<u>1</u>	<u>157</u>

Notes to the Financial Statements - continued
for the year ended 31st March 2018

4. RAISING FUNDS

Raising donations and legacies

	2018 £	2017 £
Property expenses	15,799	14,894
Printing and stationery	433	393
Fundraising	3,181	4,729
Administration expenses	736	810
Postage and carriage	936	846
Selling costs	3,579	7,501
Sundries	503	129
Staff	41,237	38,299
Transport	<u>4,051</u>	<u>5,470</u>
	<u>70,455</u>	<u>73,071</u>

5. CHARITABLE ACTIVITIES COSTS

	Direct costs £	Totals £
Charitable costs	<u>1,768,313</u>	<u>1,768,313</u>

6. TRUSTEES' REMUNERATION AND BENEFITS

There were no trustees' remuneration or other benefits for the year ended 31st March 2018 nor for the year ended 31st March 2017.

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

7. COMPARATIVES FOR THE STATEMENT OF FINANCIAL ACTIVITIES

	Unrestricted fund £	Restricted fund £	Total funds £
INCOME AND ENDOWMENTS FROM			
Donations and legacies	1,478,281	67,626	1,545,907
Investment income	157	-	157
Other income	<u>728,469</u>	<u>1,269</u>	<u>729,738</u>
Total	2,206,907	68,895	2,275,802
EXPENDITURE ON			
Raising funds	70,873	2,198	73,071
Charitable activities			
Charitable costs	1,441,347	80,130	1,521,477
Other	<u>71,486</u>	<u>2,255</u>	<u>73,741</u>
Total	1,583,706	84,583	1,668,289
NET INCOME/(EXPENDITURE)	623,201	(15,688)	607,513
Transfers between funds	<u>(17,544)</u>	<u>17,544</u>	<u>-</u>

7. COMPARATIVES FOR THE STATEMENT OF FINANCIAL ACTIVITIES – continued

	Unrestricted fund £	Restricted fund £	Total funds £
Net movement in funds	605,657	1,856	607,513
RECONCILIATION OF FUNDS			
Total funds brought forward	936,886	50,654	987,540
TOTAL FUNDS CARRIED FORWARD	<u>1,542,543</u>	<u>52,510</u>	<u>1,595,053</u>

8. TANGIBLE FIXED ASSETS

	Buildings and fittings £	Containers £	Motor vehicles £	Totals £
COST				
At 1st April 2017	53,735	6,815	14,145	74,695
Additions	10,063	1,550	25,119	36,732
Disposals	-	-	(6,500)	(6,500)
At 31st March 2018	<u>63,798</u>	<u>8,365</u>	<u>32,764</u>	<u>104,927</u>
DEPRECIATION				
At 1st April 2017	31,436	5,269	10,949	47,654
Charge for year	3,633	2,319	5,823	11,775
Eliminated on disposal	-	-	(6,500)	(6,500)
At 31st March 2018	<u>35,069</u>	<u>7,588</u>	<u>10,272</u>	<u>52,929</u>
NET BOOK VALUE				
At 31st March 2018	<u>28,729</u>	<u>777</u>	<u>22,492</u>	<u>51,998</u>
At 31st March 2017	<u>22,299</u>	<u>1,546</u>	<u>3,196</u>	<u>27,041</u>

9. FIXED ASSET INVESTMENTS

	Listed investments £
MARKET VALUE	
Additions	<u>30,000</u>
NET BOOK VALUE	
At 31st March 2018	<u>30,000</u>
At 31st March 2017	<u>-</u>

There were no investment assets outside the UK.

Jacob's Well Appeal

Notes to the Financial Statements - continued
for the year ended 31st March 2018

10. STOCKS

	2018 £	2017 £
Shop stock as of 31st March 2017	<u>12,593</u>	<u>12,867</u>
Warehouse stock as at 31st March 2017		
Educational items	-	-
Food	-	-
Hygiene	-	-
Clothes	24,290	10,995
Medicines	13,290	-
Medical disposables	310,369	92,587
Ostomy supplies	1,104,154	1,313,519
Medical equipment	6,635	-
Bric-a-brac and household	8,200	8,200
Warehouse stock	<u>1,367,568</u>	<u>1,425,301</u>
Total stock	<u>1,380,161</u>	<u>1,438,168</u>

11. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2018 £	2017 £
Other debtors	<u>12,665</u>	<u>5,815</u>

12. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2018 £	2017 £
Other creditors	<u>10,950</u>	<u>11,220</u>

13. ANALYSIS OF NET ASSETS BETWEEN FUNDS

	Unrestricted fund £	Restricted fund £	2018 Total funds £	2017 Total funds £
Fixed assets	51,998	-	51,998	27,041
Investments	30,000	-	30,000	-
Current assets	1,461,187	48,759	1,509,946	1,579,232
Current liabilities	<u>(10,950)</u>	<u>-</u>	<u>(10,950)</u>	<u>(11,220)</u>
	<u>1,532,235</u>	<u>48,759</u>	<u>1,580,994</u>	<u>1,595,053</u>

14. MOVEMENT IN FUNDS

Fund name	Opening £	Income £	Expense £	Transfers £	Closing £
Afghanistan	500	3,500	(3,000)	-	1,000
Burkina Faso	3,800	24,347	(25,560)	-	2,587
Cape Verde	-	2,500	(2,500)	-	-
Child Sponsorship-Burkina	184	3,427	(1,483)	10	2,138
Child Sponsorship-Kenya	187	1,905	(2,296)	1,148	944
Doctors	21,100	-	(2,688)	(47)	18,365
Fruit trees	7,551	965	(4,651)	-	3,865
Gift for Life	45	466	(90)	-	421
Hospital	2,273	915	(350)	-	2,838

Jacob's Well Appeal

Notes to the Financial Statements - continued for the year ended 31st March 2018

14. MOVEMENT IN FUNDS - continued

Hurrell	3,324	667	(2,515)	(1,148)	328
Research	7,260	1,086	(828)		7,518
Syria	1,026	17	(1,043)		-
Other	5,260	5,800	(2,342)	37	8,755
	<u>52,510</u>	<u>45,595</u>	<u>(49,346)</u>	<u>-</u>	<u>48,759</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.

Designated funds: £30,000 from the unrestricted funds has been set aside as a reserve fund.

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

15. RELATED PARTY DISCLOSURES

The land on which Jacob's Well Appeal buildings stand is owned by the Beynon Family Discretionary Trust (BFDT). Jacob's Well Appeal rents its warehouse from the BFDT. The trust is also a benefactor of Jacob's Well Appeal. 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 Appeal and Rev John Beynon is CEO. In the event of any discussions regarding payments to be made by Jacob's Well Appeal 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 Appeal and the BFDT are listed below:

	2018 £	2017 £
Financial transactions between Jacob's Well Appeal and the Beynon Family Discretionary Trust		
Income to Jacob's Well Appeal		
General donations	6,000	14,500
Donation towards repair costs	595	1,171
Tax reclaimable on gift aid donations	11,864	12,693
	<u>18,459</u>	<u>28,364</u>
Expenses for Jacob's Well Appeal		
Repairs	530	1,188
Warehouse rent	18,000	18,000
	<u>18,530</u>	<u>19,188</u>
(Deficit) / Surplus	<u>(71)</u>	<u>9,179</u>

Jacob's Well Appeal

Detailed Statement of Financial Activities for the year ended 31st March 2018

	2018 £	2017 £
INCOME AND ENDOWMENTS		
Donations and legacies		
Donated goods	1,648,291	1,375,165
Donations	160,103	115,267
Gift aid	<u>58,875</u>	<u>55,475</u>
	1,867,269	1,545,907
Investment income		
Deposit account interest	1	157
Other income		
Shop sales	71,275	71,011
Other sales	24,755	23,719
Other income	16,742	15,100
Change of stock	<u>(58,002)</u>	<u>619,908</u>
	54,770	729,738
Total incoming resources	1,922,040	2,275,802
EXPENDITURE		
Raising donations and legacies		
Property expenses	15,799	14,894
Printing and stationery	433	393
Fundraising	3,181	4,729
Administration expenses	736	810
Postage and carriage	936	846
Selling costs	3,579	7,501
Sundries	503	129
Staff	41,237	38,299
Transport	<u>4,051</u>	<u>5,470</u>
	70,455	73,071
Charitable activities		
Medical costs	12,161	15,056
Aid sent	1,656,103	1,376,307
Administration expenses	2,550	1,771
Educational and pastoral expenses	6,605	7,859
Staff	7,532	8,722
Shipping of aid	49,255	41,252
Support of overseas projects	34,075	70,966
Research	<u>32</u>	<u>(456)</u>
	1,768,313	1,521,477
Other		
Staff	33,930	28,678
Insurance and licences	2,953	3,045
Phone and internet	862	948
Postage	470	563
Administration expenses	7,353	5,786
Property expenses	36,299	23,304
Carried forward	81,867	62,324

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 2018

	2018 £	2017 £
Other		
Brought forward	81,867	62,324
Transport	5,129	6,208
Research	110	-
Freehold property	3,633	2,949
Fixtures and fittings	2,319	1,544
Motor vehicles	5,823	799
Profit on sale of tangible fixed assets	<u>(1,550)</u>	<u>(83)</u>
	<u>97,331</u>	<u>73,741</u>
Total resources expended	1,936,099	1,668,289
	<hr/>	<hr/>
Net (expenditure)/income	<u>(14,059)</u>	<u>607,513</u>



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