

COMPANY REGISTRATION NUMBER: 06624568  
CHARITY REGISTRATION NUMBER: 1126093

**Inspire Middleton**  
**Company Limited by Guarantee**  
**Unaudited Financial Statements**  
**31 March 2023**

**Inspire Middleton**  
**Company Limited by Guarantee**  
**Financial Statements**  
**Year ended 31 March 2023**

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**Inspire Middleton**  
**Company Limited by Guarantee**  
**Trustees' Annual Report (Incorporating the Director's Report)**  
**Year ended 31 March 2023**

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The trustees, who are also the directors for the purposes of company law, present their report and the unaudited financial statements of the charity for the year ended 31 March 2023.

**Reference and administrative details**

<b>Registered charity name</b>	Inspire Middleton
<b>Charity registration number</b>	1126093
<b>Company registration number</b>	06624568
<b>Principal office and registered office</b>	18 Aylesbury Grove Middleton Manchester M24 2TG

**The trustees**

C.A. Roach  
J.L. Roach  
K. Hughes  
S.M. Howarth  
M. Lee  
B. Mudzingwa

<b>Independent examiner</b>	Mr C. Urmston A.C.A. 2 Heap Bridge Bury BL9 7HR
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**Structure, governance and management**

The current Memorandum and Articles of Association that govern Inspire Middleton are those dated June 2008 as amended by Special Resolution no.1 - dated 3rd September 2008, which are registered with Companies House and which have been accepted by the Charity Commission of England.

All work carried out is as identified in these documents.

Election to the Board of Trustees is open to other individuals or organisations who:

- (a) apply to the Charity in the form required by the Directors; and
- (b) are approved by the Directors.

All current and future work is monitored through regular trustee meetings. Trustees will supervise and manage the running of the work to ensure that the charity is compliant with its aims and objectives and operating within the Charity Commissions guidelines as presently constituted.

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**Objectives and activities**

**Public Benefit Statement**

(1) To develop the capacity and skills of the members of the socially and economically disadvantaged community of Middleton, North Manchester in such a way that they are better able to identify, and help meet, their needs and to participate more fully in society.

(2) To promote, for the benefit of the public, the efficiency of the police in Middleton, North Manchester and to promote good citizenship and greater public participation in the prevention and solution of crime in the area.

(3) To advance in life and help young people through:  
The provision of recreational and leisure time activities provided in the interest of social welfare, designed to improve their conditions of life; providing support and activities which develop their skills, capacities and capabilities to enable them to participate in society as mature and responsible individuals.

(4) To relieve persons who are in condition of need, hardship or distress by reason of their social and economic circumstances in particular but not exclusively by the provision of a drop in centre.

(5) To provide education and training for the persons referred to in clause 4.

(6) To preserve and protect the good health of the persons referred to in clause 4.

(7) To advance the Christian religion.

The trustees believe that these objectives clearly demonstrate the concept of "public benefit", as specified in Section 4 Charities Act 2011.

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**Achievements and performance**

**Introductory comment - Coronavirus Pandemic 2021 update:**

During the year covered by this Trustee report all the Covid-19 restrictions previously imposed on activities and social interactions introduced during the year 2020/21 had been withdrawn, and we were able to resume our normal activities.

The Charity was therefore able to operate without restrictions being in place, however we found that the return to our normal level of attendance from visitors and volunteers was quite slow, and we were having to significantly rebuild both visitor attendance, and volunteer support of the work.

**Charity Overview**

Inspire Middleton is a community development charity, and our aims can be summarised by our desire to inspire people, places and organisations. To help people understand why our charity name is not emblazoned on everything that we do, we describe the way we work as 'the plant pot model', because a plant pot is something that helps other things to grow, and the things that are grown are the focus of people's attention more than the pot they are carried in, and so it is with us.

We run a number of community projects and activities through which the charity's objectives are advanced: and these are the names that the public will be more familiar with. They include, the Lighthouse Project, our drop-in style community centre/hub, Middleton Central Foodbank, Lighthouse Money Advice our FCA registered debt service, and the Lighthouse Pantry.

We operate out of leased premises on the second floor of Middleton Shopping Centre right in the heart of Middleton town centre. We moved into these premises in December 2016 on a 3-year short-term lease, and subsequently we were able to renew our lease for a further ten years running from December 2019 - December 2029.

The building and location makes a significant contribution to the success of our work, it means we are centrally located, have ease of access in terms of transport and disabled facilities, and in normal non-covid circumstances we also have good regular passing footfall. Our footfall additionally contributes to the wellbeing of the Shopping centre as people visit local shops as well as attending our activities.

**The Lighthouse Project** is one of our specific charitable objectives, and as a community anchor organisation it is a hub used as the main outlet for advancing many of our other charitable aims.

**Middleton Central Foodbank** is co-located within the Lighthouse Project, and it is run as part of the national **Trussell Trust** foodbank network, in collaboration with local churches, tackling individual crisis, poverty and hardship.

**The Lighthouse Pantry** is a membership food club helping people and families struggling to cover their weekly/monthly household costs, by offering them access to supermarket surplus food to reduce their weekly food costs leaving them with more money to spend on other household costs. The Pantry is part of a growing national network operating under the banner of 'Your Local Pantry' managed by **Church Action on Poverty**.

**The Lighthouse Money Advice service** is a FCA accredited debt advice service run as part of the **Community Money Advice network**. The service offers free advice and face-to-face support for people experiencing personal debt and financial crisis. Many of the clients are referrals from the Foodbank, or Pantry and several of our team are dedicated to supporting Foodbank and Pantry members.

**Highlights and Project Activity Summary**

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**Attendance**

Lighthouse Project as a whole

During the year we saw a progressive increase in people attending the centre, however the return was slow even though all of the previous Covid-19 restrictions had been removed. We felt there remained a lack of confidence in people venturing out, and also that the circumstances of many lives had been changed by the pandemic. Recovery back to pre-pandemic levels of attendance will take time.

Since 2010 when the Lighthouse Project first opened we saw just 10 people in the first week, since that time we have recorded a footfall of just under 370,000 visits through the door, which is an amazing achievement and reflects the impact our work is having in the community.

**Highlights**

1. **Annual Footfall** of - 28,058 visits during the year (80% of pre-covid target of 35,000) - this was due to the slow return of confidence in coming out, and changed life circumstances.
2. **Sessions** - during the year we ran 5,499 sessions/activities supporting people's needs.
3. **Individual Visitors** - 2,087 different people/visitors were directly supported during the year.
4. **New Visitors attending** - 974 new people who first visited between 1 April 22 - 31 March 2023.

**People/Families Fed**

Middleton Central Foodbank

The Foodbank remained open during the entire year, and many of the redesigned features of the service remained in place to reduce the amount of time people spent waiting for food parcels.

**Highlights**

1. During the reporting period the Foodbank **redeemed 1413 vouchers**, which is similar to our previous year's achievements. The pandemic saw the emergence of numerous new groups and self-help organisations, including Council led projects that provided alternative sources of free food relief to people in difficulty, who were self-isolating, or who had been told to stay-at-home. So, with all this additional food support available this variance is understandable.
2. Some of this levelling off is a reflection of the partnership with the Lighthouse Pantry where Pantry memberships are offered to regular users of the foodbank as a progressive step back towards self-management, thus helping families to move away from reliance on emergency support. The outworking of this is reduced attendance at the Foodbank, as we progress families onto the Pantry as part of their recovery journey. Equally the Pantry is used to catch families who are starting to struggle before they need to use the Foodbank.
3. The food parcels we issued provided the equivalent of **80,000 meals** during the year, supporting **2,989 adults and children**, who came from **800 different families**.
4. The foodbank **received 30 tonnes of food donations** during the year from a variety of groups, individuals and organisations. This is above the pre-pandemic donation levels of around 25 tonnes, so we continued to see a positive increase in donation support.

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5. The foodbank gave away **34 tonnes** of emergency food which is **3.25 tonnes** above the amount of food received during the year. This equates to approx. **80,000 meals**. Some of the food support we provide also includes donating food to other organisations who provide emergency support themselves, such as our local children's centres, and community centres providing cooked meals and support packages.

We also donate to other new groups and charities providing food in order to help them support different families and individuals in need that we can't reach, e.g. local veteran's groups. We choose not to operate in isolation, and support other groups where we can in just the same way as we too receive support from people who see that we are in need. This builds wider community.

6. In a typical year we would normally expect to give out a similar amount of food to what we receive. This year we gave out an **additional 3.25 tonnes** of food above the level of donations received, reflecting the ongoing demand and need for family food support.

7. To help us distribute food within the community the Foodbank has over 75+ referral agencies on its books, which includes, local schools, community groups, churches, and other support agencies. We also accept referrals from new organisations who are not on our books and who have not been referring into the Foodbank before. We chose to do this to make sure that there were as few barriers as possible for families to get access to crisis food support whilst still maintaining appropriate checks and balances from the referrers. These new referrers are then offered the opportunity to join the Foodbank's list of regular referral agencies.

#### Lighthouse Pantry

The Lighthouse Pantry opens for three sessions per week during the entire year and had been operating at this level since May 2020. The project continued to grow during the year increasing the number of members and families it reached and supported. This demand remained high and a waiting list was used to try and mitigate and manage demand. There is a limit to how many families the Pantry can support, and this is our ability to access enough food to support the weekly sessions. The Pantry needs over 1,500 items each week to stock the shelves, and this food has to be sourced from donations, or full-priced purchases. It is an ongoing challenge.

#### Highlights

1. The Pantry ran **154 sessions**, and supported **4361 member visits** during the year. This was a 18% increase in the number of members attending over the same period last year. The growth was driven in part by the ongoing and increasing needs of people struggling with low income and the resulting financial difficulties, and the national cost of living crisis.
  2. We supported **370 different families** (23% increase), and within these families there were an **additional 443 adults or children**, so collectively the Pantry supported **813 people** (16% increase).
  3. The Pantry supplied over 20 tonnes of food for members to use, equivalent to **45,600 meals**, with an estimated retail value of approximately £105,000.
  4. During the year a typical members average weekly 'shop' was calculated to have an approximate retail value of £31, which meant that for every £1 members spent (£3.50 per week) they received an average of £8.56 worth of food in return! This is an excellent social return of value for them.
  5. This produced a potential saving of £1,375 per family on their annual food bills, which leaves more money available for other household expenditure, which is one of the primary aims of the Pantry.
  6. In addition to this, during December 2022 - January 2023 we covered the cost of the weekly membership fee for each family, so they received 2 weeks of free food support.
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Collectively the Pantry and Foodbank provided food support for 3800 individuals from 1,170 families.

**Financial & debt support**

**Lighthouse Money Advice**

The Lighthouse Money Advice service remained open and active for the whole of the year offering face-to-face appointments for people needing financial help and support.

The impact of the pandemic in many ways created a delay in terms of people requesting debt support because the government placed embargoes on some types of debt collection, evictions, etc. This meant that some clients benefited from the relief that these measures brought. The downside however, meant they didn't always come forward to get support because the pressures had eased. As the Covid-19 protection measures came to an end we have seen a growing number of people requesting help for debt relief, financial support, or benefit advice.

**Highlights**

1. During the year the team worked with 484 different clients (58% increase) who made use of our service on at least one occasion, attending 1900 appointments, and experiencing collective personal debts estimated at £1.58 million in total value.
2. Of these we had 255 new clients (71% increase) requesting support.
3. From the clients supported during the year, £536,118 worth of debts were removed by Debt Relief Orders (DRO's), and a further £46,149 was written off by creditors - totalling £582,267 of debt relief. Many other clients tackled their debts through the use of other options such as Debt Management Plans valued at circa £24,300, or IVA valued at £32,300.
4. For clients helped with benefit advice we recorded £390,000 worth of benefit increases or expenditure reductions during the year.
5. For each client/family supported by the service the knock on benefits of improvement in health, mental health and general wellbeing are clear to see once they start to get help, or they see their debts/benefits being reduced/increased, or removed. In many cases these improvements are considered by the clients as 'significant', and some would even say 'life changing'.

**Computer Classes, Employment, Skills and Getting back into work**

The Lighthouse Project is part of the UK Online Centre network, now renamed the National Digital Inclusion Network, and we have been supporting people with free access to the internet, and access to tutor and peer supported free basic computer training. All of this is our contribution to tackling digital exclusion which remains stubbornly high at over 20% of people in the UK.

This work was halted during the Covid-19 pandemic, but has since restarted now that there are no restrictions on gathering or meeting together. The uptake of use of the internet and attending computer courses has been gradual, but is increasing as people become more confident in being back out in the community.

We offered some employability support during the year, however this was a reduced amount compared to pre-pandemic levels. It involved a combination of remote interaction and support, and face-to-face engagement.

**Highlights**

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1. During the year we supported **69 people** attending over **2100 times** through 558 sessions. With this **49 people attended** Learn My Way basic computer skills training courses. We anticipate that this will continue to increase through the coming year.
2. During the year our employability sessions supported **41 people who were looking to improve their life chances** by developing their employability and job hunting skills and to help them get back into work, or improve their chances of getting back into work.
3. Of these people we recorded **120 attendances** for activities related to actively looking for work, improving their job hunting skills, and improving work place skills through online learning and face-to-face appointments.
4. We provided **CV support for 36 people**, and **39 people** attended job hunting sessions to help them get back into work.

#### Family and Children support - Toy Appeal

Over the last five years we have organised an annual 'Toy Appeal' aimed at collecting toys and games from the general public to support Lighthouse Project families, and others who may be referred to us from partner organisations, including local schools and foodbank referral agencies. It is intended to ensure that as many families as possible that we work with, or are connected to, are able to have some toys and gifts to open at Christmas.

This year we again worked with local organisations, individuals, and schools to collect toy donations for giving out. Middleton Shopping Centre (our landlord), and our local Tesco Extra, and other groups helped us with the promotion and setting up of collection points. Both also donating toys themselves. In the shopping centre a 'Giving Tree' was used as an alternative to their regular annual Santa's Grotto. The local community is really generous when it comes to supporting children, and it is safe to say that we were inundated with toys, gifts and financial support for the Appeal.

#### Highlights

1. We were inundated with local support providing toys, gifts and financial donations.
2. We were able to support **190 children** from **89 different families**. Each child receiving at least one main present, 4 medium presents, 3 small presents, a game, book, confectionery, and stocking fillers.
3. **72 children** came from the **Lighthouse Project, foodbank families and pantry families**, 79 children were referred through **local schools**, 37 children came from **self-referrals** or other family contacts, and 2 children came from **Lighthouse Money Advice families**.
4. The local schools, as well as nominating children, also arranged fun themed toy collections, sponsored runs and devised other interesting ways of giving toys and donating money.
5. We received over £1,600 in cash/voucher and online donations which help us buy targeted gifts and gift cards to fill gaps in the types of toys donated, and so we could help and support different aged children. This made sure that no-one missed out.
6. We also supported another local community centre, Burnside, who we work with regularly, by providing them with additional toy donations from which they were able to set up a 'toy bank' to support some of their own families.

#### Social Leisure and Health Activities

These are the groups and activities were the ones most affected and impacted by the pandemic restrictions on close

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social contact or interaction. Once the easing of restrictions allowed we re-started these groups and sessions progressively.

#### Highlights

1. During the year we re-started our social and leisure activity groups as the Covid-19 restrictions were lifted and people felt safe and confident to return.
2. We ran 363 social/leisure/health related sessions/activities which were attended 5,139 times by 262 different people.
3. These activities included physical events, such as walking, leisure activities/interest groups, and some social groups/gatherings.

#### Other Achievements and Developments

**Core Staff:** This year the trustees want to again acknowledge and give thanks to our core staff team who worked so hard during the year, Pam Semp, Cath Stott, and Carl Roach, who all live locally in Middleton, and who have such a great passion to see the Community changed and transformed. This team have worked relentlessly over the last few years, and their willingness to adapt and change in response to the impact of the Covid-19 pandemic, and the subsequent recovery is to be greatly commended.

With the loss of 80% of our volunteers at the start of the Covid-19 restrictions this meant that a lot of responsibility shifted onto the shoulders of this core team. In the subsequent season of recovery we have been progressively rebuilding our volunteer capacity, which is a gradual process. In the meantime the brunt of the work has remains on the shoulders of the core team.

The collaboration and flexibility of the core team is one of our organisational strengths, and is key to making sure that all of our services work, they underpin all that we do. Well done, and thank you! Your work is unseen by the majority, but it doesn't go unnoticed by those who see behind the scenes.

In June 2022 we sadly lost Dave Melia, our support worker, who passed away after a determined fight with cancer, and a short period of care in Springhill Hospice. We want to acknowledge his memory and lasting legacy. Dave had been a volunteer with us before joining our staff team 6 years ago, and his passing is a great loss to us, and also to the many people who he helped, supported, and inspired over the years at the Lighthouse Project. A familiar face that is sadly no-longer with us. He always had a heart to serve and support people, and we miss him.

**Volunteers:** Our volunteer support was severely impacted by the pandemic. Pre-pandemic we had 60+ regular volunteers who came into the centre on different days to support all the activities we run. During the pandemic our volunteer numbers dropped to approximately 12 people, and post-pandemic whilst this number is increasing it is still below where we would like it to be. We have been working hard to build up the volunteer team so we can restore our services to pre-pandemic levels.

To highlight our appreciation for the volunteers who remained working with us, and for those who have subsequently joined us during this year we planned a Volunteer Celebration for later in the year. This event was held in October 2023, attended by over 60 volunteers, where we gave out 92 awards across 9 different categories, with special guest and Lighthouse Project patron, Steve Coogan, in attendance - it was a great evening of celebration, and thankful reflection.

**Our Premises:** Our building, and location in Middleton Shopping Centre, makes a significant contribution to the success of our work, it means we are centrally located, have ease of access in terms of transport and disabled facilities, and we also have good regular passing footfall. It's a great place for a community hub, we are accessible to the whole community, and it allows us to work with a wide variety of people and services in supporting the community.

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**Development of our Systems and facilities:** this is an ongoing process where we review and adapt our infrastructure and admin systems to continually improve the way that we work.

As more groups emerge from the Covid pandemic themselves we are seeing an increase in demand for use of our premises via room-hire and joint activities. This is beneficial in terms of increasing income, and increasing our connections and ability to contribute to local strategy and initiatives.

We continue to reflect on our activity recording and general record keeping, which is making a difference, and providing us with better insights into the impact we are having. This gives us greater opportunities to tell a more complete story, develop our capacity, and improve how we serve and support, which in turn makes us a more robust and stronger organisation.

We also use this information to feed into our sustainability plans, and strategic planning.

Areas we have been working on include:

1. Improved staff communication and management.
2. Improvement of Visitor and Activity database (Lamplight) to record information about individual attendance, progression and engagement, as well as activity recording and summary analysis.
3. Software updates for managing Pantry membership and payments, including the introduction of online and contactless payments.
4. Stocktaking software for Pantry stock management improving our understanding of the financial benefit that Pantry membership receive.
5. Specialist Debt management software and client engagement software.
6. Promotion of our new 120 seat capacity conference, training and events room. This space is a resource for the community which also allows us to run new social and leisure activities for larger groups and more events that need more space, e.g. tea-dances, armchair exercises, table tennis competitions, exhibitions, and larger group meetings.
7. Updating and development of the Lighthouse Project website, and other social media outlets.

#### **Our Community Impact**

By focusing on community development our impact continues to increase as we support ongoing needs and meet new challenges. The pandemic changed how we worked but it didn't necessarily diminish our impact. Our impact was just experienced in different ways.

Our biggest and most noticeable impact during this year has been through our two food projects, and the Lighthouse Money Advice service. We maintained and expand all three projects, and grew the amount of support that families and individuals received from us during these difficult times.

The cost-of-living and energy crisis' which have emerged since the end of the pandemic is now taking its toll on families and individuals right across all spectrums, and these three projects are taking the strain that this is bringing to many people.

Our food projects have made sure that families had food on their table, that they were able to feed their kids, and that they were also able to save money so they could meet other household bills/cost. Collectively the two food projects have served and supported **3,800 individuals** (Adults and Children) from **1,170 different families**, and provided the

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equivalent of 125,600 meals.

Our Lighthouse Money advice service has also seen significant growth in demand and it has been a life-line to many new people this year, with close to 60% increase in the number of clients being helped to face over £1,578,000 worth of debt. It has been able to support clients during very difficult and changing times.

With funding from different partners we grew the capacity of the money advice team, adding new specialist debt and benefit staff, helping meet the demand that was greater than our previous capacity could serve. The predicted post-Covid increase in families struggling with their finances is manifesting, along with the added challenge of the energy and cost of living crisis the nation is experiencing.

**Partnership Working:** Our model of operation is built upon partnership and collaboration, so, in addition to our own work we also partner with and support other groups and organisations with their work. For example we donated lots of toys to the Burnside Centre on Langley, supporting their 'Toy Bank' for local families, we also helped them, and others, with bulk food donations in support of their efforts to prepare meals for families and individuals.

During the pandemic there were many organisations, agencies and support groups that closed their doors, and where this happened some of that un-met need and demand came to our door instead. Thankfully as we remained open during that time we were able to offer continuity of support and encouragement for people where we could.

An example of this continuity of support was Middleton DIAL, a local disability charity, which during the latter part of 2021 was working to close down. As part of this they asked Inspire Middleton if we would continue their work under our own banner, which we started doing in October 2021.

Through our working relationship they have been able to wind down and the Lighthouse Project has taken it over and been able to continue supporting the disabled community of Middleton with a vital wheelchair hire service. This service is now flourishing and growing once again.

#### **Things we've learned**

##### **Person Centred/Whole person Approach**

The things we have learned; some are new and some are a reinforcement of what we already believed to be true, one example being the value of a person centred approach when offering support.

A person centred approach is one of the founding principles upon which the work of the Lighthouse Project is built, and whilst we have always believed this to be true its value in recent years is being more widely recognised and adopted by other groups. People not processes need to be at the heart of recovery.

Co-location, and co-delivery are key. At one time our model of co-location and joint working was not widely used but now it is becoming the aspiration of many organisations, both large and small.

Often charities or projects start with a single focus, e.g. Foodbanks delivering emergency food, or a Pantry's making use of supermarket surplus to feed people, but now it is recognised that they can no longer just have a single focus, and that they need to provide additional 'wrap around' support to make sure that the people they help can be helped in a 'whole person' way. This is the model we have been advocating since the Lighthouse Project was first launched.

A good example of this for ourselves is the three-stranded approach of the Foodbank, Pantry and Lighthouse money advice service. Each has its own speciality, however by working together and cross referring they can help people move away from crisis and return to being more self-sufficient.

Which means that if someone is in crisis and ends up at the Foodbank, they will get food, but if their crisis is as a

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result of financial difficulties they can be supported by the debt or benefit adviser to improve their situation, and after a while we can move them from using the Foodbank into becoming a member of the Pantry, where they still save money but are on a progressive journey to recovery.

This is where the benefit of being whole person / person centred project comes into its own. Everyone who uses the Lighthouse Project comes in via a different doorway depending upon their need or circumstances, but once inside we don't just help them in one way and then say 'goodbye' we help with all their needs.

Through relationship and active listening we pick up on, or become aware of other needs that they might have, and then we are able to link them up with the other services and activities within the centre so that they can progress in those areas too.

For us it's all about helping people to cope with or remove the burdens they are carrying alone, and giving them access to opportunities, and helping them to develop their own potential and find ways of solving problems or needs. We do stuff 'with' people, not 'to' them.

Whilst we have processes for our work we are not process driven, we are people focussed, developing relationships and not just routines.

#### **Relationship and Trust**

We have found that it is important to build relationship and trust. The key thing that people are often looking for is the quality of welcome, relationship and trust that they can develop with you in order to help them solve their needs.

Success in these areas means that the impact of the work is significantly amplified, even if all you did was make someone a cup of tea and listen to their needs.

Another of our foundational aims is to be a community anchor organisation, providing a 'safe place' within the community where people know they will get a good welcome, be listened to, and be supported to achieve whatever it is they want to achieve.

Time and time again we see people opening up to our staff or volunteers in ways that they haven't done with other types of organisation. People are often guarded when they talk to agencies, e.g. the council, DWP, their housing provider, etc., which can mean that their underlying needs may not be fully explained or revealed. Yet, when they feel safe and welcomed, they will then often ask for support or share a deeper need allowing it to be addressed or supported.

#### **Change, and the need to adapt is not always a bad thing**

The pandemic caused us all to look at what we did, and to evaluate how we could do it differently to meet the needs of the day. Several things that we have learnt from that experience is that 'change is not always a bad thing', and that 'adaptation can actually make a service better'.

At the start of the pandemic all of our services were changed and adapted, and some of the changes we made to how those services were run have been retained as it actually made the service better. On the flip side, there are some aspects of the adaptations that helped us to be more efficient when we needed to, but now that the pandemic has eased we want to restore things that were lost or removed from the service, e.g. restoration of face-to-face engagement.

We have learnt that we can be adaptable, and that change is not to be feared. Actually a fresh look at the way things are done can prove positive and illuminating. We have always been a reflective organisation and open to change, the extent of change that the pandemic response required was fairly significant but we successfully navigated this and made it work to our advantage. So, we are not afraid of change, and realise how adaptable and flexible we can actually be when needs must.

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#### Emerging needs - how the challenge of low income affects every area of life

The impact of low income is affecting more and more people, drawing them into increasing poverty and hardship. We have always been an organisation that responds to need, this is one of the reasons that Inspire Middleton was set up, to help improve and inspire the lives of people, places and organisations. So, responding to need is not new to us.

During the last few years however, we have increasingly seen one particular need begin to grow and expand to the extent that it now threatens the daily lives of a significant section of our community - that of low income, which then often leads to related indebtedness, decline of health/mental health, homelessness, and possibly destitution.

Low income and debt is a practical reality as well as a campaign topic. We are not yet a campaigning organisation, but we may well be drawn into this, increasingly advocating on behalf of people if the local economics don't improve, and people's lives become less sustainable.

We are already helping people deal with the practical impact of low income, by tackling food insecurity, through the provision of access to food, and/or helping them with debts and benefits. But these needs are growing, along with the associated impact on mental and physical health and wellbeing. There were already many needs in these areas. We can already see that the next few years are likely to expose a much greater need than those currently manifesting.

A solution needs to be found, and maybe it is actually many solutions rather than just one, of how to help people to increase their income, or reduce their expenditure. This is not just simply about improving budgeting skills as many suggest. The expenses and outgoings that people have are not always within their ability to change, e.g. energy costs, rents, council tax, etc., and neither is their ability to increase their income, so, they become trapped.

These societal challenges, which are huge topics, only strengthens our resolve to remain whole person focussed and people centre, to strengthen the safe space, and the co-located services that we offer. We need to build more bridges, to connect with people, and support them so that they can be connected to more opportunities to improve their lives.

#### Working Relationships with other organisations

Here is a selection of the organisations we have worked with during the year, or who have used the Lighthouse to provide services / activities for visitors.

- Action Together - voluntary sector support
- Alkington & Junction GP surgeries,
- All Saints & Martyrs C of E Church Langley,
- Ashdown Phillips - MSC management
- Barclays Bank - Community spaces
- Better Health 4 Middleton - community activist group
- BNI Middleton - emerging business network
- BOC - Cardiac Care services
- Church Action on Poverty - Lighthouse Pantry
- Community Connectors - RMBC advisers
- Community Money Advice - Lighthouse Money Advice
- EnergyWorks - Drop-in support group
- Fareshare - Food recycling - Lighthouse Pantry
- FareshareGO - supermarket surplus
- Getir - local food delivery organisation
- GM Tenants Union Middleton - a new local tenants support group
- Inspire Community - missional community
- Job Centre Plus - Middleton,
- Long Street Methodist Church,
- Many local schools and community groups through the Foodbank referral agency network

# Inspire Middleton

## Company Limited by Guarantee

### Trustees' Annual Report (Incorporating the Director's Report) *(continued)*

Year ended 31 March 2023

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- Middleton DIAL, - disability charity
- Middleton Photography Group - community camera club
- Middleton Rotary - Community humanitarian group
- Middleton Shopping Centre - promotions and support
- Mills Hill Baptist Church,
- Morrisons Supermarket Whitefield - Foodbank donations
- Neighbourly - surplus food distribution
- Positive Steps - careers service for young people,
- RBH - Rochdale Boroughwide Housing,
- Rochdale Council - Adult Care, Revenue & Benefits Service, Welfare team
- Rochdale Healthwatch - independent voice on health for the community
- Riverside Housing
- Royal British Legion - Middleton
- St Annes Academy - foodbank supporter
- Soul Sisters - Women's Domestic Abuse support group
- Tesco Extra Middleton branch, and Tesco Express branches
- The Hive, Drs Stockton & Thompson - Boarshaw Clough surgery
- The National Lottery - Reaching Communities Fund
- Trussell Trust - national Foodbank network charity
- UK Online Centres (Good Things Foundation),
- Veterans in Community - Veterans support group
- Your Local Pantry - Pantry food network

#### Financial review

During the year unrestricted funds have decreased from £310,374 to £258,008. Restricted income of £68,750 was received during the year with £95,888 of its related expenditure occurring before the year end.

The Trustees have reviewed the reserve policy and agreed to maintain reserves of at least six months expenditure, for the Lighthouse Project. Current reserves are sufficient to meet this requirement.

In June 2022 the 3-year National Lottery Communities Fund grant that covered the majority of the Lighthouse Project's core costs came to an end. A renewal application for extension of the funding was unsuccessful, due to the fund being oversubscribed. The Lighthouse Projects core costs post July 2022 are currently being met from the charity's own funds, which are sufficient to do this.

After a period of months a second revised application was made to the National Lottery Communities Fund for a project called 'Lighthouse Project - Community Toolbox' which included support for some of our core costs and the development of some new activities. This application, which provides two years of partial-core cost funding, was successful and is due to commence in November 2023.

We have also been exploring new alternative sources of funding and are working on a Sustainability and Fundraising plan to set out future strategic fundraising goals and objectives for the charity.

**Inspire Middleton**  
**Company Limited by Guarantee**  
**Trustees' Annual Report (Incorporating the Director's Report) *(continued)***  
**Year ended 31 March 2023**

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**Plans for future periods**

With regards to the future, and the upcoming year, our biggest and most immediate challenges are:

1. Continuing to re-engaging with new and former visitors letting them know that the Lighthouse Project is fully open and ready to serve, and that we are available to welcome and support them with their needs as we have always done.
2. Recruitment of new volunteers to restore and build up our volunteer capacity to its pre-pandemic levels so that we can maintain our recovery and once again offer a full and varied selection of activities.
3. To develop and expand our donor and funder base in support of our ongoing growth, helping us to be sustainable in our ambition to be less reliant on short-term grant funding.
4. Developing new resources to meet needs brought on by the pandemic and the cost-of-living crisis that followed, e.g. increased mental health needs, bereavement and trauma support, tackling isolation and loneliness, etc.
5. Promoting the availability of community rooms and spaces that can be hired, which will help build this up as a sustainable income stream.

We have been encouraged seeing a return of familiar faces and groups. There are still a lot who haven't returned, so in some ways it feels like we are having to start afresh in building up our visitor family and reaching new people.

We will continue to reflect and review how we operate in the coming year, as we are keen to ensure that our work remains effective and efficient in an ever changing environment. Review and reflection is an ongoing process especially as we see new needs and emerging issues showing themselves in the community and wider society. Thankfully our structure and team dynamic allows us to be light of foot in adapting to change and meeting new needs. So this is something we have confidence in being able to do in the year to come.

We want to build more face-to-face services and expand the relational basis of our work. We have learnt a number of lessons from having to adapt and rethink our methods and approach during Covid and want to continue this if some activities could be delivered in different and better ways.

We trust that this report inspires you as much as it has inspired us.

**Small company provisions**

This report has been prepared in accordance with the provisions applicable to companies entitled to the small companies exemption.

The trustees' annual report was approved on 18.12.23 and signed on behalf of the board of trustees by:



C.A. Roach  
Trustee

**Inspire Middleton**  
**Company Limited by Guarantee**  
**Independent Examiner's Report to the Trustees of Inspire Middleton**  
**Year ended 31 March 2023**

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I report to the trustees on my examination of the financial statements of Inspire Middleton ('the charity') for the year ended 31 March 2023.

**Responsibilities and basis of report**

The trustees are also the directors of the company for the purposes of company law are responsible for the preparation of the financial statements. The trustees consider that an audit is not required for this year under section 144(2) of the Charities Act 2011 (the 2011 Act) and that an independent examination is needed. Having satisfied myself that the charity is not subject to audit under company law and is eligible for independent examination, it is my responsibility to:

- examine the accounts under section 145 of the 2011 Act;
- to follow the procedures laid down in the general Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act; and
- to state whether particular matters have come to my attention.

**Independent examiner's statement**

I have completed my examination. I confirm that no matters have come to my attention in connection with the examination giving me cause to believe:

1. accounting records were not kept in respect of the charity as required by section 386 of the 2006 Act; or
2. the financial statements do not accord with those records; or
3. the financial statements do not comply with the accounting requirements of section 396 of the 2006 Act other than any requirement that the accounts give a 'true and fair' view which is not a matter considered as part of an independent examination; or
4. the financial statements have not been prepared in accordance with the methods and principles of the Statement of Recommended Practice for accounting and reporting by charities applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102).

I have no concerns and have come across no other matters in connection with the examination to which attention should be drawn in this report in order to enable a proper understanding of the accounts to be reached.



Mr C. Urmston A.C.A.  
Independent Examiner

2 Heap Bridge  
Bury  
BL9 7HR

**Inspire Middleton**  
**Company Limited by Guarantee**  
**Statement of Financial Activities**  
**(including income and expenditure account)**

**Year ended 31 March 2023**

		Unrestricted funds	2023 Restricted funds	Total funds	2022 Total funds
	Note	£	£	£	£
<b>Income</b>					
Donations and grants	5	69,426	68,750	138,176	254,769
Other trading activities	6	43,826	-	43,826	27,315
Investment income	7	305	-	305	27
<b>Total income</b>		<u>113,557</u>	<u>68,750</u>	<u>182,307</u>	<u>282,111</u>
<b>Expenditure</b>					
Expenditure on charitable activities	8,9	165,923	95,888	261,811	250,256
<b>Total expenditure</b>		<u>165,923</u>	<u>95,888</u>	<u>261,811</u>	<u>250,256</u>
<b>Net (expenditure)/income and net movement in funds</b>		<u>(52,366)</u>	<u>(27,138)</u>	<u>(79,504)</u>	<u>31,855</u>
<b>Reconciliation of funds</b>					
Total funds brought forward		310,374	27,938	338,312	306,457
<b>Total funds carried forward</b>		<u>258,008</u>	<u>800</u>	<u>258,808</u>	<u>338,312</u>

The statement of financial activities includes all gains and losses recognised in the year.  
All income and expenditure derive from continuing activities.

The notes on pages 18 to 25 form part of these financial statements.

**Inspire Middleton**  
**Company Limited by Guarantee**  
**Statement of Financial Position**  
**31 March 2023**

	Note	2023 £	2022 £
<b>Fixed assets</b>			
Tangible fixed assets	14	1,687	2,250
<b>Current assets</b>			
Debtors	15	4,386	20,810
Cash at bank and in hand		261,677	322,634
		<u>266,063</u>	<u>343,444</u>
<b>Creditors: amounts falling due within one year</b>	16	8,942	7,382
<b>Net current assets</b>		<u>257,121</u>	<u>336,062</u>
<b>Total assets less current liabilities</b>		<u>258,808</u>	<u>338,312</u>
<b>Net assets</b>		<u>258,808</u>	<u>338,312</u>
<b>Funds of the charity</b>			
Restricted funds		800	27,938
Unrestricted funds		258,008	310,374
<b>Total charity funds</b>	19	<u>258,808</u>	<u>338,312</u>

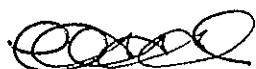
For the year ending 31 March 2023 the charity was entitled to exemption from audit under section 477 of the Companies Act 2006 relating to small companies.

Directors' responsibilities:

- The members have not required the company to obtain an audit of its financial statements for the year in question in accordance with section 476;
- The directors acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and the preparation of financial statements.

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies' regime.

These financial statements were approved by the board of trustees and authorised for issue on 18.12.23, and are signed on behalf of the board by:



C.A. Roach  
Trustee

The notes on pages 18 to 25 form part of these financial statements.

**Inspire Middleton**  
**Company Limited by Guarantee**  
**Notes to the Financial Statements**  
**Year ended 31 March 2023**

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**1. General information**

The charity is a public benefit entity and a private company limited by guarantee, registered in England and Wales and a registered charity in England and Wales. The address of the registered office is 18 Aylesbury Grove, Middleton, Manchester, M24 2TG.

**2. Statement of compliance**

These financial statements have been prepared in compliance with FRS 102, 'The Financial Reporting Standard applicable in the UK and the Republic of Ireland', the 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) (Charities SORP (FRS 102)) and the Companies Act 2006.

**3. Accounting policies**

**Basis of preparation**

The financial statements have been prepared on the historical cost basis.

**Going concern**

There are no material uncertainties about the charity's ability to continue.

**Judgements and key sources of estimation uncertainty**

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the amounts reported. These estimates and judgements are continually reviewed and are based on experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

**Fund accounting**

Unrestricted funds are available for use at the discretion of the trustees to further any of the charity's purposes.

Restricted funds are subjected to restrictions on their expenditure declared by the donor or through the terms of an appeal.

**Incoming resources**

All income is included in the statement of financial activities when the charity is entitled to the income, any performance related conditions attached have been met or are fully within the control of the charity, the income is considered probable and the amount can be quantified with reasonable accuracy.

**Resources expended**

Expenditure is recognised on an accruals basis as a liability is incurred. Expenditure includes VAT and is reported as part of the expenditure to which it relates: Charitable expenditure comprises those costs incurred by the charity in the delivery of its activities and services for its beneficiaries. It includes both costs that can be allocated directly to such activities and those costs of an indirect nature necessary to support them.

**Inspire Middleton**  
**Company Limited by Guarantee**  
**Notes to the Financial Statements** *(continued)*  
**Year ended 31 March 2023**

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**3. Accounting policies** *(continued)*

**Tangible assets**

Tangible assets are initially recorded at cost, and subsequently stated at cost less any accumulated depreciation and impairment losses. Any tangible assets carried at revalued amounts are recorded at the fair value at the date of revaluation less any subsequent accumulated depreciation and subsequent accumulated impairment losses.

**Depreciation**

Depreciation is calculated so as to write off the cost or valuation of an asset, less its residual value, over the useful economic life of that asset as follows:

- 25% reducing balance

**Impairment of fixed assets**

A review for indicators of impairment is carried out at each reporting date, with the recoverable amount being estimated where such indicators exist. Where the carrying value exceeds the recoverable amount, the asset is impaired accordingly. Prior impairments are also reviewed for possible reversal at each reporting date.

**Financial instruments**

A financial asset or a financial liability is recognised only when the entity becomes a party to the contractual provisions of the instrument.

Basic financial instruments are initially recognised at the amount receivable or payable including any related transaction costs, unless the arrangement constitutes a financing transaction, where it is recognised at the present value of the future payments discounted at a market rate of interest for a similar debt instrument.

Current assets and current liabilities are subsequently measured at the cash or other consideration expected to be paid or received and not discounted.

**Defined contribution plans**

Contributions to defined contribution plans are recognised as an expense in the period in which the related service is provided. Prepaid contributions are recognised as an asset to the extent that the prepayment will lead to a reduction in future payments or a cash refund.

**4. Limited by guarantee**

The company is limited by guarantee and as such has no share capital. The liability of the members of the company, as set out in the Memorandum of Association is limited to £10 per member in the event of the company being wound up whilst they are a member or within a year of ceasing to be a member.

**Inspire Middleton**  
**Company Limited by Guarantee**  
**Notes to the Financial Statements** *(continued)*  
**Year ended 31 March 2023**

**5. Donations and grants**

	Unrestricted Funds £	Restricted Funds £	Total Funds 2023 £
<b>Donations</b>			
Donations Inspire Middleton	17,635	–	17,635
Donations Lighthouse Project	3,634	–	3,634
Donations Foodbank	12,778	–	12,778
Donations LMA	300	–	300
Donations Pantry	425	–	425
Donations Toy Appeal	–	–	–
Donations DIAL	22,474	–	22,474
<b>Grants</b>			
Big Lottery	–	–	–
RMBC Foodbank Contribution	3,600	–	3,600
RMBC Innovation Fund	–	15,000	15,000
Trussell Trust	8,580	51,750	60,330
Action Together	–	2,000	2,000
	<u>69,426</u>	<u>68,750</u>	<u>138,176</u>
	Unrestricted Funds £	Restricted Funds £	Total Funds 2022 £
<b>Donations</b>			
Donations Inspire Middleton	42,895	–	42,895
Donations Lighthouse Project	1,232	–	1,232
Donations Foodbank	11,971	–	11,971
Donations LMA	300	–	300
Donations Pantry	205	–	205
Donations Toy Appeal	55	–	55
Donations DIAL	233	–	233
<b>Grants</b>			
Big Lottery	–	172,208	172,208
RMBC Foodbank Contribution	3,600	–	3,600
RMBC Innovation Fund	–	15,000	15,000
Trussell Trust	3,574	–	3,574
Action Together	2,000	1,496	3,496
	<u>66,065</u>	<u>188,704</u>	<u>254,769</u>

**Inspire Middleton**  
**Company Limited by Guarantee**  
**Notes to the Financial Statements** *(continued)*  
**Year ended 31 March 2023**

**6. Other trading activities**

	Unrestricted Funds £	Total Funds 2023 £	Unrestricted Funds £	Total Funds 2022 £
Room hire	26,495	26,495	17,405	17,405
Dial sales and rentals	3,320	3,320	1,714	1,714
Pantry subscriptions	13,797	13,797	8,196	8,196
Other income	214	214	–	–
	<u>43,826</u>	<u>43,826</u>	<u>27,315</u>	<u>27,315</u>

**7. Investment income**

	Unrestricted Funds £	Total Funds 2023 £	Unrestricted Funds £	Total Funds 2022 £
Bank interest receivable	305	305	27	27

**8. Expenditure on charitable activities by fund type**

	Unrestricted Funds £	Restricted Funds £	Total Funds 2023 £
Inspire Middleton	4,416	–	4,416
Lighthouse Project	130,921	27,137	158,058
Middleton Central Foodbank	17,392	–	17,392
Lighthouse Money Advice	2,047	66,750	68,797
Lighthouse Pantry	9,911	2,001	11,912
DIAL	516	–	516
Support costs	720	–	720
	<u>165,923</u>	<u>95,888</u>	<u>261,811</u>

	Unrestricted Funds £	Restricted Funds £	Total Funds 2022 £
Inspire Middleton	–	3,866	3,866
Lighthouse Project	835	171,389	172,224
Middleton Central Foodbank	13,395	827	14,222
Lighthouse Money Advice	9,694	40,186	49,880
Lighthouse Pantry	8,670	1,000	9,670
DIAL	35	–	35
Support costs	–	359	359
	<u>32,629</u>	<u>217,627</u>	<u>250,256</u>

**Inspire Middleton**  
**Company Limited by Guarantee**  
**Notes to the Financial Statements (continued)**  
**Year ended 31 March 2023**

**9. Expenditure on charitable activities by activity type**

	Activities undertaken directly £	Support costs £	Total funds 2023 £	Total fund 2022 £
Inspire Middleton	4,416	–	4,416	3,866
Lighthouse Project	158,058	–	158,058	172,224
Middleton Central Foodbank	17,392	–	17,392	14,222
Lighthouse Money Advice	68,797	–	68,797	49,880
Lighthouse Pantry	11,912	–	11,912	9,670
DIAL	516	–	516	35
Governance costs	–	720	720	359
	<u>261,091</u>	<u>720</u>	<u>261,811</u>	<u>250,256</u>

**10. Net (expenditure)/income**

Net (expenditure)/income is stated after charging/(crediting):

	2023 £	2022 £
Depreciation of tangible fixed assets	<u>563</u>	<u>750</u>

**11. Independent examination fees**

	2023 £	2022 £
Fees payable to the independent examiner for: Independent examination of the financial statements	<u>720</u>	<u>384</u>

**12. Staff costs**

The total staff costs and employee benefits for the reporting period are analysed as follows:

	2023 £	2022 £
Wages and salaries	162,868	160,184
Social security costs	6,919	7,405
Employer contributions to pension plans	3,790	3,334
	<u>173,577</u>	<u>170,923</u>

The average head count of employees during the year was 9 (2022: 9). The average number of full-time equivalent employees during the year is analysed as follows:

	2023 No.	2022 No.
Number of support staff	6	6
Number of administrative staff	1	1
Number of management staff	2	2
	<u>9</u>	<u>9</u>

**Inspire Middleton**  
**Company Limited by Guarantee**  
**Notes to the Financial Statements (continued)**  
**Year ended 31 March 2023**

**12. Staff costs (continued)**

No employee received employee benefits of more than £60,000 during the year (2022: Nil).

**13. Trustee remuneration and expenses**

During the year £34,833.(2022: £34,692) was paid to C.A. Roach a trustee of the charity for his employment as Development Manager. No monies were paid for any trustee duties undertaken.

**14. Tangible fixed assets**

	Motor vehicles £	Total £
<b>Cost</b>		
At 1 April 2022 and 31 March 2023	4,000	4,000
<b>Depreciation</b>		
At 1 April 2022	1,750	1,750
Charge for the year	563	563
At 31 March 2023	2,313	2,313
<b>Carrying amount</b>		
At 31 March 2023	1,687	1,687
At 31 March 2022	2,250	2,250

**15. Debtors**

	2023 £	2022 £
Trade debtors	2,609	5,927
Prepayments and accrued income	1,656	14,762
Other debtors	121	121
	<u>4,386</u>	<u>20,810</u>

**16. Creditors: amounts falling due within one year**

	2023 £	2022 £
Trade creditors	297	46
Accruals and deferred income	3,641	3,845
Social security and other taxes	3,646	2,976
Other creditors	1,358	515
	<u>8,942</u>	<u>7,382</u>

**Inspire Middleton**  
**Company Limited by Guarantee**  
**Notes to the Financial Statements** *(continued)*  
**Year ended 31 March 2023**

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**17. Pensions and other post retirement benefits**

**Defined contribution plans**

The amount recognised in income or expenditure as an expense in relation to defined contribution plans was £3,790 (2022: £3,334).

**18. Covid 19**

Inspire Middleton has been affected by the COVID 19 pandemic and this has resulted in a change to the way we have been able to deliver our services and activities during this year.

**19. Analysis of charitable funds**

**Unrestricted funds**

	At 1 April 2022	Income	Expenditure	At 31 March 2023
	£	£	£	£
General funds	<u>310,374</u>	<u>113,557</u>	<u>(165,923)</u>	<u>258,008</u>

	At 1 April 2021	Income	Expenditure	At 31 March 2022
	£	£	£	£
General funds	<u>249,596</u>	<u>93,407</u>	<u>(32,629)</u>	<u>310,374</u>

**Inspire Middleton**  
**Company Limited by Guarantee**  
**Notes to the Financial Statements (continued)**  
**Year ended 31 March 2023**

**19. Analysis of charitable funds (continued)**

**Restricted funds**

	At 1 April 2022	Income	Expenditure	At 31 March 2023
	£	£	£	£
Rochdale Innovation Fund	–	15,000	(15,000)	–
Big Lottery	26,638	–	(26,638)	–
Action Together	500	2,000	(2,500)	–
Kashmir Youth Project	800	–	–	800
Trussell Trust	–	51,750	(51,750)	–
	<u>27,938</u>	<u>68,750</u>	<u>(95,888)</u>	<u>800</u>

	At 1 April 2021	Income	Expenditure	At 31 March 2022
	£	£	£	£
Rochdale Innovation Fund	4,821	15,000	(19,821)	–
Big Lottery	31,398	172,208	(176,968)	26,638
Action Together	500	1,496	(1,496)	500
Kashmir Youth Project	800	–	–	800
Trussell Trust	19,342	–	(19,342)	–
	<u>56,861</u>	<u>188,704</u>	<u>(217,627)</u>	<u>27,938</u>

**20. Analysis of net assets between funds**

	Unrestricted Funds	Restricted Funds	Total Funds 2023
	£	£	£
Tangible fixed assets	1,687	–	1,687
Current assets	265,263	800	266,063
Creditors less than 1 year	(8,942)	–	(8,942)
<b>Net assets</b>	<u>258,008</u>	<u>800</u>	<u>258,808</u>

	Unrestricted Funds	Restricted Funds	Total Funds 2022
	£	£	£
Tangible fixed assets	2,250	–	2,250
Current assets	315,506	27,938	343,444
Creditors less than 1 year	(7,382)	–	(7,382)
<b>Net assets</b>	<u>310,374</u>	<u>27,938</u>	<u>338,312</u>

**21. Operating lease commitments**

A 10 year lease has been signed with Middleton Shopping Centre with a breakclause exercisable by the charity at 5 years. No disclosure has been made due to the commercial confidentiality agreement in the lease.