

SENSE ANNUAL REPORT & ACCOUNTS 2010



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SENSE, THE NATIONAL DEAFBLIND AND RUBELLA ASSOCIATION COUNCIL'S ANNUAL REPORT AND ACCOUNTS.

Members of Council have pleasure in presenting their report together with the audited accounts of the company for the year ended 31 March 2010.

Firm foundations for future success

There are many transitions at key points in the lives of deafblind people. Organisations also go through change. For Sense this has certainly been the case over the last year as we have put into place an extensive restructuring. The Sense regions have been replaced with a new structure based upon the different types of services we offer. Our new community hubs focus on three core areas: Children's Services; Community Services; and Residential Services. Despite the difficult economic times we expect to develop and grow our adult services. There will also be more children's services, including a core guarantee of what Sense can do for each child. Alongside this, we now have a new External Affairs and Knowledge Group covering; Fundraising, Trading, Communication and Information Services. To streamline and improve information and assistance a new Information, Advice and Research Service will be launched. Also a new Citizenship and Rights Unit will enable deafblind people to participate in their local communities on the same basis that we

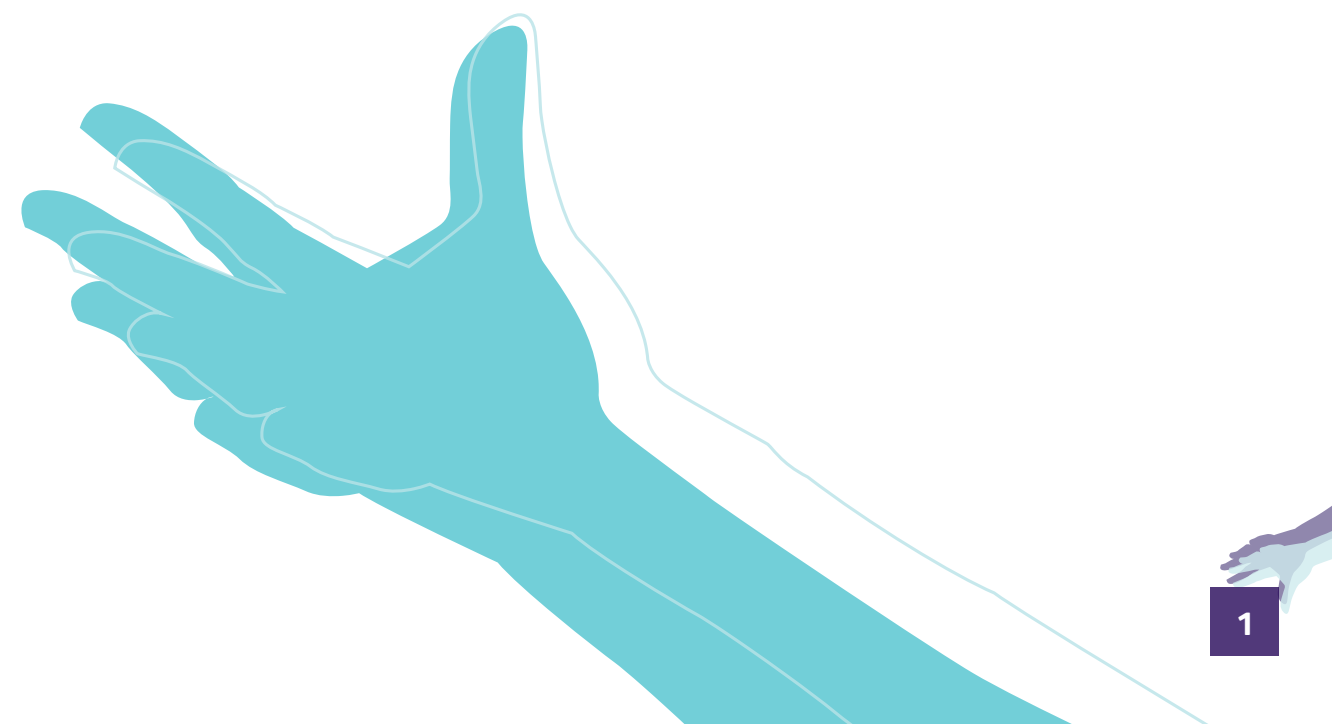
all do. This will work closely with our Public Policy Unit to ensure that national initiatives and legislation that will impact on deafblind individuals meet their needs. Annual reports are typically a time to look back and reflect. However, the real excitement now is how the hard work and successes over the last year, including the strong financial position set out in this report, have set firm foundations for the future. Over the next year we look forward to seeing our ambitious plans increasingly become a reality.

John Crabtree – Chairman

Richard Brook – Chief Executive

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WHO SENSE HELPS AND HOW

Sense is a charity that benefits children and adults who are deafblind. Specialist information, advice and services are provided to deafblind people, their families, carers and the professionals who work with them. People who have sensory impairments with additional disabilities are also supported. Services are available to those who need them and are funded through charitable donations, grants and statutory fees.

The people that need our support

- 356,000 people in the UK have significant hearing and sight impairment, 132,000 of whom are severely deafblind
- Many of these people also have other additional disabilities and/or learning and other difficulties
- Within 20 years the number of UK people with severe deafblindness will rise by 86 %
- The scale of the challenge globally is also very great. Sense International is supporting deafblind people in four main areas around the world.

Our structure

Operations	Policy & Rights	External Affairs & Knowledge
<p>Community Services and Children's Services</p> <p>Including: assessments and support during transition; intervenor/communicator guide services; holiday and activity schemes; supported living assistance; support groups and forums; behaviour support; education, incl. schools liaison and statementing support; training and work placement.</p> <p>Residential Services tailored to individual needs.</p>	<p>Public Policy</p> <p>Citizenship and Rights</p> <p>International Relations and Corporate Affairs</p>	<p>Information, Advice and Research</p> <p>Communications and Public Awareness</p> <p>Fundraising and Trading</p>

What drives us

Vision	Purpose	Values that guide all that we do
A world in which all deafblind children and adults can be full and active members of society.	In partnership with deafblind people, their families, carers and professionals to ensure access for all to advice, opportunities and support.	<p>An individual's worth – embracing diversity and responding to individual need.</p> <p>Self-determination – promoting the rights of individuals and providing support for this where necessary.</p> <p>Personal fulfilment – promoting opportunities for all individuals to develop and achieve their potential.</p> <p>Openness and honesty – our interactions will be transparent, open to scrutiny and built on trust and accountability.</p> <p>Learning and improving – continuously improving the quality of what we do by consulting and reflecting on our actions.</p>



THE SENSE GROUP

The Sense group includes a number of separate organisations.

This is the consolidated annual report and accounts for all the Sense organisations. Within the Sense group the following organisations produce their own annual report and accounts which describe their activities and finances in more detail: Sense Scotland; Sense International; the Coventry Society for the Blind and; Helping Sense Limited.

ENGLAND, WALES & NORTHERN IRELAND*			SCOTLAND	INTERNATIONAL
The main corporate services for these countries are managed by Sense's registered office, in London, and also in Birmingham.				
Sense Sense's service operations in England are managed in eight community hub areas. Support and service areas include: children and families; adults; older people; campaigns and awareness. We operate in conjunction with a diverse range of agencies and professionals.	Sense Cymru Services include: communicator guides and intervenors; children and adults outreach services; and training.	Sense N. Ireland Services include: a residential home; a day service; and a pre-school nursery.	Sense Scotland** Work with children and adults, including providing communication support to identify peoples' aspirations and how they want to live their lives.	Sense International** Work in Asia, Latin America, Eastern Europe and Africa, in conjunction with partner organisations, to develop deafblind programmes and build capacity to ensure their sustainability.

* Sense is the trading name for Sense, The National Deafblind and Rubella Association, and is a registered charity and company limited by guarantee, governed by its memorandum and articles of association. It is the corporate trustee of the Royal School for Deaf Children (Birmingham) a registered charity, governed by its trust deed (which has been granted a linking order permitting its activities to be reported on within Sense's report) and the Coventry Society for the Blind**.

Sense is the sole member of Sense Scotland and Sense International, and holds 100% of the issued share capital of Helping Sense Limited.

Helping Sense Limited is Sense's trading company. It is governed by its own Memorandum and Articles of Association and its main activity is the sale of new goods through Sense's charity shops. The profits from its activities are donated to Sense.

** Registered as separate charitable companies governed by their own memorandum and articles of association and with their own boards of Trustees.



Children and families

Children born with vision and hearing impairments – and often other disabilities to cope with – need skilled help from a wide range of professionals. Sense specialists provide vital early support to deafblind children, their families and the professionals who work with them. We promote effective multi-agency working, carry out assessments, and develop individual programmes that will help each child to reach their full potential. We also work closely with government and other agencies to ensure that the needs of deafblind children are fully taken account of.

Some of our successes	
High service quality rating	By March 2010, 100% of Sense's 59 registered residential and community services had been rated either 'good' or 'excellent' by the Care Quality Commission, up from 89% in the previous year. 54% had the top 'excellent' rating.
Supporting deafblind people locally	Over 650 adults were supported by our community based staff. We also provided 150 children and adults with regular one-to-one community support services, including intervenor services for children and adults with congenital deafblindness, and communicator guide services for adults with acquired deafblindness.
Specialist children's teams	These provided support to over 750 children, young people and their families.
Accommodation support	We provided places in specialist residential services to 277 deafblind adults, and provided 24 hour staff support to a further 26 adults living in their own homes – often referred to as supported living services. Direct residential support staff in England qualified to at least NVQ Level 2 increased to 61%, against a national benchmark target of 50%.
Chances to get away and meet	Our national holidays programme supported 133 deafblind children and adults to go away on 29 different holidays, made possible by 160 holiday volunteers. Alongside our branches, we have increased the number of deafblind forums and other groups led by deafblind people that we support in different parts of the country to eight.
Specialist day services	These were provided to 160 adults who live with their families or in residential services provided by other organisations.

Adults

Sense believes that each individual should be able to choose the lifestyle and support that is right for them. Our specialist services enable deafblind people to live as independently as possible, offering a range of housing, educational and leisure opportunities to suit each particular individual.

Older people

More and more people are experiencing combined sight and hearing difficulties as they get older. Sense provides support, information and training to enable older people to live as independently as possible – overcoming barriers and combating the isolation that many experience. This includes providing communicator guide schemes in many parts of the country and working with local authorities to help them provide such schemes themselves. Sense has also been campaigning strongly to ensure that the needs of older people with combined hearing and sight loss are included in the Government's strategy for an ageing society. The strategy now mentions the needs of people with communication support needs and Sense has a place on the Steering Group for the strategy.

Campaigns and awareness

Sense strives to increase understanding of deafblindness among service providers, opinion formers and others – and campaigns vigorously for improved rights and access for deafblind people to the wider community. This year we generated media coverage that achieved over 37 million 'opportunities to see' our work and our website had 296,878 visits. Sense's growing new media activity included; 1,695 people became part of Sense on Facebook; and we have 943 followers on Twitter. We also managed a 32% increase in general enquiries.

Support network

Sense supports families, giving them a voice and enabling them to share information and offer much-needed support to each other. There are currently 11 established Sense branches. Most are local groups providing invaluable mutual support between families, while the Hearing and Sight Impaired branch operates nationally and offers mutual support to adults with acquired deafblindness. We also supported three emerging groups of family members which may develop to become future branches.

OUR PLANS FOR THE FUTURE

Sense

In last year's report we outlined a number of objectives. Here we report back on progress in these areas.

Major objectives for 2009-10 included:

- Decide what changes we need to make internally in order to achieve our goals – including how we deliver services and how we support their delivery.
 - ▶ Sense's internal restructuring was completed in December 2009. The Sense regions have been replaced with a new structure based on the different types of services we offer, including residential services, community services and children's services. Alongside this we have a new External Affairs and Knowledge Group, which covers fundraising, trading, communications and information services.
- Decide how we can improve our support to deafblind people so they are able to participate and be active in society. This will involve reviewing the operation of our social care and related services in the light of changing policies.
 - ▶ We have been developing and growing our adult services. Children's services have been reviewed to create more available services, with a core guarantee of what Sense can do for each child and young person. We have also completed a review of social care services.

We are developing a new Information, Advice and Research Service that will provide more streamlined and better information and assistance to deafblind people and their carers, as well as professionals.

We have also created a new Citizenship and Rights Unit. This will focus on ensuring that deafblind people can participate in their local communities on the same basis that we all do. This will work closely with our Public Policy Unit to ensure that national initiatives and legislation that will impact on deafblind individuals meets their needs.

- Agree a development and delivery plan for our work with families and children, including education and social support through our holiday and family support events.
 - ▶ A new structure has been proposed for the Children's Specialist Services Team and a core offer for all deafblind children and their families has been developed. Key themes were also identified for the children's services strategy.

In 2009, we organised 29 holidays for 133 deafblind people. We also part-funded:

- a four day play scheme for 24 deafblind people at the Woodside Centre in Bristol
- a week's holiday for six children in Gloucestershire organised by the specialist children's team
- short breaks at Center Parcs in Suffolk, for 21 children and adults.

We supported family days, conferences, leisure weekends and nine events, for around 400 deafblind people and their families.

- Decide how research, policy work and inclusion activities should be integrated within Sense for the future, so they are more effective and agree our internal priorities including:
 - developing a proposal for national research into the numbers of deafblind people and their changing situation and needs and seeking external funding to contribute to this.
- ▶ A comprehensive study on the incidence rate of deafblindness in the UK and the likely changes in incidence over the next 15 years was undertaken by Professor Emerson at the Centre for Disability Research at Lancaster University, with results published in summer 2010.
- Improve how we can organise and successfully deliver our advocacy, advice and outreach services on a comprehensive national basis and decide how to ensure people have access to legal support when required.

- ▶ Community Services will recruit dedicated assessment and advice workers for each local hub. These workers will follow up any referrals from the referrals team with face to face contact.
- ▶ We have appointed a Director of Information, Advice and Research and a Head of Information and Advice. They are planning and developing a service that ensures deafblind people and their families:
 - receive information about the resources, interventions and support available to them
 - are given advice on how to use the information
 - can benefit from the latest research about all aspects of deafblindness.

Our aim is for Sense to be seen as the foremost provider of information and advice to deafblind people, their families and the professionals who support them. We have identified significant resources to invest in the service over the coming years to enable us to achieve this.

We are also working to establish a core offer for support with case work and legal support. Trained staff will be able to offer a reliable and consistently high standard of support. There will be a referrals system put in place for more complex cases.

- Agree a five year action plan for our work on improving the rights of deafblind people. We will need to ensure deafblind people's voices are central to the work and be clear how campaigning, communications and policy work will contribute to this.
 - ▶ The new Citizenship and Rights team has been appointed and work is underway on the strategy for the work it will do. This will involve extensive consultation with deafblind people.

Examples of involving deafblind people in our work include:

- individuals attending events organised for parliamentary candidates to ensure that their views were heard
- deafblind people attending the first consultation event on the review of adult social care law. This was attended by the Law Commission and enabled individuals to talk directly to the lawyers working on the project. This will help protect the rights established in the deafblind guidance.

- Agree key performance indicators at the beginning of this process so we can effectively measure our impact over the next five years.
 - ▶ Key performance indicators have been agreed and incorporated into a “corporate dashboard”, which enables trustees and managers to monitor progress towards our strategic aims.

Major objectives for 2010-11 include:

- Complete a detailed review of all residential services and agree any changes needed, to better align our current homes to the needs of people we expect to support in future.
- Each hub will establish a plan for local involvement and engagement.
- Establish specific plans for Sense Cymru and Sense Northern Ireland.
- Establish the Research Team and plan a programme of initial research, that will have a noticeable and measurable impact on deafblind people.
- Focus on new business development and cost effectiveness in trading.
- Deliver successful new fundraising events to attract a new group of supporters.

Sense Scotland

Major objectives for 2009-10 included:

- New services will be planned in the East of Scotland at Keltyhill for eight or nine service users and in the West of Scotland at Craigton for 12 people.
 - ▶ The development in the East of Scotland was not taken forward due to lack of resources. Nevertheless we continue to work in partnership with the local authority and housing to see if the development will be possible in the future. The housing in the West of Scotland for twelve service users is planned to open July 2010.
- The new operational structure will be fully implemented in June 2009. We will move staff into their new roles, through implementation of development plans for individual staff and restructuring of communication and reporting functions, between the Senior Management Group and the middle-tier of management.
 - ▶ Reorganisation was completed in June 2009. Generally it has been a success but we are continuing to monitor and make ongoing improvements as required. We held three manager conferences last year.
- We will strive to get 50% of our staff qualified. Our target over three years is 75%.
 - ▶ There has been continued emphasis on staff qualifications. Our first staff awards ceremony being held in March 2010, when we celebrated over 50 staff gaining qualifications. We still aim for 75% of the workforce being qualified by 2013 but did not achieve the target of 50% qualified over 2009-2010.

- The Arts and Wellbeing Team will complete the Heritage Lottery funded life history project in the Highlands, capturing the stories of people leaving the long-stay hospital to move into independent housing through video, storytelling and the arts. A final exhibition will be held.
 - ▶ All the individuals in the Highlands have now left the long-stay hospital to move into their own homes in the community. The Leaving New Craigs exhibition, In Our Own Voices, was held at the Centre for Health Science, Inverness, with over 100 colleagues, friends and service users attending the opening. This innovative exhibition – as well as free public talks and involvement from local schools – employed a storyteller and video production officer to capture the life histories of people with learning difficulties leaving the hospital.

Major objectives for 2010-11

- Our 25th Anniversary falls in 2010. The Trustees are keen to celebrate this wonderful milestone and to mark the occasion we will be launching our 12 year old specially commissioned whisky.
- The Big Lottery Fund Life Transitions Programme awarded funding over five years to support older children through the transitional period into adulthood. Planning and early development for this project started in 2009 but will not fully become operational until 2010. We will identify the most appropriate approaches to transition and work with individuals in order to set up group activities – such as friendship and consultation groups, and arts and outdoor activities. We will assess young people, support their communication needs and develop relationships. Learning from this project will be offered to other organisations.
- The Helen Keller International Award will be launched in 2010 and exhibited in 2011.
- We will open new housing support services in Glasgow and a new children’s respite centre in Argyll and Bute.
- We will continue to develop charity shops, to increase net profit so we can reinvest in innovative services, as well as increasing the charity’s profile. A minimum of two further shops will be opened.
- The Trustees introduced ‘dashboard reporting’ last year and we will further refine this in order to provide key performance indicator reporting.

Sense International

Key objectives for 2009-10

- Review our core strategy and create a strategic plan for adoption for 2010-2014.

▶ Despite challenging times in terms of generating income, the year for Sense International was one of consolidation and continuing development of its services.

A draft strategic plan has been prepared but is currently being reviewed in the light of the major economic changes experienced both in the UK and abroad. It is expected to be published in the autumn of 2010.

- Aim to continue the work we have started to successfully reduce our overhead costs and ensure maximum funds are allocated to programmes, in line with key performance indicators agreed as part of our strategy review.

▶ There has been greater integration with Sense – Sense International’s parent – to allow more effective use of shared support services, with significant decrease of administrative costs for Sense International.

- Continue to support and advocate for the development of quality services for deafblind people and their families through support to partner organisations and key stakeholders.

▶ The new work in Bangladesh continued to progress well with the development of a number of demonstration projects.

In Peru, the government changed its legislation so that deafblindness is recognised as a distinct disability.

An early intervention programme in Romania continues to be developed and made more available across the country.

Significant statutory funding was received for developing further work in East Africa.

- Ensure that overall income is maintained in a challenging climate and to exploit all fundraising opportunities so that income could be increased.

▶ A successful 10-year celebration was held with the organisation’s patron, HRH the Princess Royal. There was also a range of other corporate fundraising activities, and support for Sense International from its traditional supporters remained strong despite difficult economic times.

Major objectives for 2010-11

- Sense International will continue to work in the following countries in the developing world: Bangladesh, India, Kenya, Peru, Romania, Tanzania and Uganda.
- Using funding from statutory and voluntary sources, it will focus on delivering services in the areas of; education support, outreach services to children at home (community-based rehabilitation) and supporting advocacy activities for deafblind individuals and family members.
- Over the coming 12 months it will be reviewing its method of working with the goal of increasing its resources and impact in developing countries.

- Alongside this, it will continue to develop closer working relationships with Sense – its parent organisation – to minimise administration and support costs and ensure its services are delivered directly.
- As part of this, it will investigate introducing a grant-based model, rather than supporting services via directly employed staff.
- It will explore different ways of developing funding support, especially from individuals and corporate bodies.

Working in partnership

Sense works with a wide range of partner organisations. Here are some additional examples at a local, national and international level:

- We have worked with the Ann Craft Trust to develop training for health and social care staff on decision-making, communication and safeguarding deafblind people.
- We have researched attitudes towards rubella and immunisation amongst ethnic minority communities with New Link in Peterborough.
- We have been working in partnership with UK charities, including RNIB, RNID, Guide Dogs and Leonard Cheshire, to lobby for the European Anti Discrimination Directive to also apply to manufactured goods.
- Sense International continues to work with a range of partners in the countries it operates in. For example, in Nairobi, we work with Nairobi Family Services to support parents of deafblind children to meet together for advice and to gain mutual support.
- In Romania our early intervention programme has been taken on by existing paediatric medical staff in their work.

GOVERNANCE AND INTERNAL CONTROL

Structure of Governance

Council can elect up to sixteen members of Council and appoint a further ten by co-option. Trustees are elected by the AGM and serve for four years before standing down. They are available for re-election immediately if they have not served for more than eight years consecutively.

The Chairman is elected by Trustees and also serves a four-year term of office. Council meets four times a year and Trustees are expected to attend all Council meetings.

Sense has an open and fair policy on Trustee recruitment, seeking individuals who can help us achieve our aims. All elections to Council are managed by Council Members.

Statement of Council's responsibilities

Council is responsible for preparing the Report of Council and the audited financial statements in accordance with applicable law and regulations.

Company law requires Council to prepare audited financial statements for each financial year. Under that law Council have elected to prepare the audited financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law Council must not approve the audited financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and the group and of the profit or loss of the group for that period. In preparing these audited financial statements, Council is required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable UK 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 company will continue in business.

Council is responsible for keeping adequate accounting records that are sufficient to show and explain the company's and the group's transactions and disclose, with reasonable accuracy at any time, the financial position of the company and the group and enable them to ensure that the audited financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and the group, and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Public benefit

Council has referred to the guidance contained in the Charity Commission's general guidance on public benefit when reviewing its aims and objectives and in planning its future activities. In particular, Council has considered how planned activities will contribute to the aims and objectives it has set.

Audit information

So far as each Trustee is aware, there is no relevant audit information of which the Charitable Company's auditors are unaware. Relevant information is defined as "information needed by the Charitable Company's auditors in connection with preparing their report."

Each Trustee has taken all steps (such as making enquiries of other Trustees and the auditors and any other steps required by the Trustee's duty to exercise due care, skill and diligence) that he/she ought to have taken in his/her duty as a Trustee, in order to make himself/herself aware of any relevant audit information and to establish that the Charitable Company's auditors are aware of that information.

Committees

The Chairman's Group comprises the Chairman, the Vice Chairman, the Chief Executive, the Corporate Development Officer and two other Trustees. Its main areas of activity are supporting the Chairman in the selection, appointment and development of Trustees, planning the work of Council meetings and the recruitment, management and appraisal of the Chief Executive.

The Finance Committee's main purpose is to provide information to Council on all matters relating to the financial health of the organisation. It comprises up to eight members, half of whom must be Trustees. It is chaired by the Honorary Treasurer and membership includes the Director of Finance. The Chairman and Chief Executive of Sense are ex-officio members.

The Audit Committee has the role of managing the charity's relationships with its external and internal auditors and reports to Council on the satisfactory performance of the auditors. All members are also serving Finance Committee members.

The Sense Remuneration Committee's role is to ensure that both Sense's remuneration strategy and its implementation is transparent, fair and effective. Its voting membership will not exceed five with a quorum of three. The Chair and Treasurer of Sense are ex-officio voting members and at least two of the additional voting members are Trustees of the charity. A fifth independent member with relevant expertise may also be appointed should the committee feel this is necessary.

The Chief Executive is responsible for the overall management of all aspects of Sense activities. Supporting him is the Executive Team. Membership of the Executive Team includes three group directors and three functional directors.

For detailed information on the specific governance arrangements and processes for Sense Scotland and Sense International, please see their respective Annual Reports and Accounts.

Internal financial control

Council has overall responsibility for ensuring that the charity has appropriate systems of controls, financial and otherwise. The systems of internal control are designed to provide reasonable assurance against material misstatement or loss.

They include:

- A five year strategic plan and an annual budget approved by Council. A number of matters are specifically reserved for Council's approval. These are currently being reviewed by a trustee-led governance review.
- Regular consideration by Council of financial results, variance from budgets, non-financial performance indicators and benchmarking reviews.
- The development of policy documents covering all major strategic and operational activities. These are reviewed with appropriate regularity and consultation.
- The Finance Committee considers investment strategy and monitors investment performance.
- Internal audit reviews the whole system of internal controls and has unrestricted access to all books, records and explanations, if required. The independence of the Head of Internal Audit is assured and set out in an Internal Audit Charter, with direct access to Council via the Honorary Treasurer and the Audit Committee, who receive all internal audit reports.

Risk identification & management

Council has delegated day-to-day responsibility for the management of risks to the Chief Executive. The Finance Committee is responsible for overseeing the establishment and maintenance of good practice in this area, and for reporting on it to Council at each of its regular meetings.

A formal risk management process has been developed to assess business risks and implement risk management strategies. Management is responsible for the identification and assessment of risk and reporting on its work to the Finance Committee. Management is also responsible for developing risk mitigation strategies and controls and implementing action to minimise or reduce risk to acceptable levels. The Executive Team leads this process by selecting the most significant risks for inclusion in the Corporate Risk Report and monitoring them, receiving reports at its monthly face to face meetings.

Risk identification and assessment processes have been embedded within the normal operating activities of managers throughout Sense as part of the operational plan process. This ensures that key risks are regularly reviewed, monitored and reported on. The following key potential risk areas have featured on the Corporate Risk Report for 2009/10, with some notes about how we have mitigated these risks:

- **Risk** – Organisational review fails to achieve the desired outcomes.
Controls – Appointment of an experienced Change Manager, Change Programme Board and project team. Staff consultation and communication. Regular reports to Executive Team and Council.
- **Risk** – Economic downturn.
Controls – Regular financial reviews and forecasts. Expansion into new goods for resale in charity shops. Contingency provisions built into budgets.
- **Risk** – The degree of Sense's readiness for UK government's move towards supported placements within the community.
Controls – A review of current service provision and the development of new services that meet the new structure.
- **Risk** – Poor media coverage or adverse public event.
Controls – Crisis Management Plan, reviewed in November 2009.
- **Risk** – Inadequate workforce.
Controls – Monthly monitoring of turnover rates, stability indices, staff vacancy levels by geographical area. Review of organisational terms and conditions against professional sector expectations and competitor packages.

FINANCIAL REVIEW 2009/10

The serious financial downturn the country is going through is affecting us on a number of fronts. Services delivered under contract are being scrutinised by our statutory funders looking for the cost reductions they need to balance their own books; our shops and fundraising teams are under considerable pressure to achieve their charitable income targets, from a nation whose own financial resources are severely squeezed; our defined benefit pension scheme has seen its deficit rise by £10m during the year to reach £15m.

Alongside this we have undergone what is probably Sense's most significant restructure of all time where there is hardly a single activity that hasn't been affected.

Despite all this we can claim a string of successes during the year; we have developed and grown our community services income by 10% and increased the statutory funding we receive from these activities; we have controlled vacancy levels in residential homes, filling them where we could and mitigating costs where we couldn't, and our investment in legacy promotion in previous years has begun to show through to produce legacy donations that exceeded targets. Coupled with the strong financial controls we have exercised over income and expenditure our bottom-line, before the increased pension scheme deficit, resulted in an unbudgeted surplus.

Expenditure

Expenditure on our charitable activities in 2009/10 was £62.6m. It represented an increase of £0.9m on the previous year and was the highest sum we have ever been able to afford in a single year.

Most of our expenditure is on work with adults and relates to the provision of residential and community based services. We were able to increase expenditure on these services by £0.7m to £37.5m

We spent £2.3m (£2m in 2009) working with children and families and £1.4m (£1.4m in 2009) working with older people.

Our work in Scotland cost £18.3m (£18.1m in 2009) and internationally we spent almost £1.1m (£1.5m in 2009).

Work on campaigning and raising awareness cost £819k (£731k in 2009), publicity costs were £582k (£576k in 2009) and on quality improvements and staff development we spent £555k (£533k in 2009).

Governance costs of £69k were £8k more than last year.

Income

Total income amounted to £81m an increase of £3m over the previous year.

£1.7m of this increase came from fees and allowances, paid by statutory authorities, which raised £57.4m in total. It was achieved as a result of more people receiving residential and community services along with fee uplifts that were necessary to keep them in line with costs. This income is linked to agreed contracts and Sense provides services in line with our agreements with Health Authorities, Primary Care Trusts, Local Authorities and individuals.

Total fundraised income reached £9.8m representing an increase of £1.2m on the previous year, which reflects the success we have seen in legacy income. Sense has been successful in direct marketing campaigns and invested an additional £0.8m in this area in 2009/10. Alongside legacy income we also benefit from involvement in events, such as the Virgin London Marathon.

Income from our shops reached £11.2m, an increase of £0.8m over the previous year.

In accordance with Financial Reporting Standard 17 'Retirement benefits' (FRS17) the results of the defined benefit superannuation scheme valuation are included in these accounts. Largely as a result of changes in actuarial assumptions the scheme value reduced by £10m and increased the overall liability to £15.4m. Every three years the scheme's actuaries calculate how much we need to pay into the scheme for each of the ensuing three years in order to eliminate the deficit and to ensure that sufficient funds are available to meet pension payments when they become payable. We ensure these payments are made. We closed our defined benefit superannuation scheme to new entrants in 2003 and replaced it with a defined contribution scheme.

The Statement of Financial Activities before we included the FRS17 deficit resulted in a positive net movement in funds for the year of £3.87m.

The superannuation scheme reduced this by £10.2m resulting in an overall negative net movement in funds of £6.33m.

Throughout the year we have exercised strong control over our finances and ensured that expenditure was budgeted, affordable and within our income.

Reserves

The policy for unrestricted reserves is reviewed each year by the Finance Committee. They ensure that the target they set will be capable of:

- providing sufficient working capital for budgeted operational commitments
- funding responsive action in the event of a significant financial downturn
- managing the rehabilitation of the people who use our services in the event of closure of the organisation.

In setting the target, the Committee takes account of any risks that might impact on the level of reserves required. They include:

- time needed to implement operational response to any significant reductions in income
- dependence on and reliability of individual income streams
- robustness of the internal reporting and response methods
- potential for variation in cash flow forecasts.

The target level for unrestricted cash reserves has been calculated as the equivalent of 9 weeks' expenditure. At 31 March 2010 the sum needed was £13.2m. On the same date, the actual level of cash reserves in the unrestricted funds was £13.1m. This is equivalent to approximately 8.9 weeks expenditure. Trustees have agreed to release any surplus cash for operational activities.

The policy on restricted funds is to separately record donations, grants and other sources of fundraising where restrictions are imposed that are narrower than the Charity's overall objectives.

Investment strategy

Investment aims

The aims of non-cash investments are to preserve their current value at a level at least in line with inflation, and to provide an income better than the level that could be obtained from cash investments.

Cash will be invested to maximise return whilst meeting agreed risk appetite and future cash needs.

Risk appetite

We recognise that investments cannot be risk free if we are to achieve our stated investment aims, but we have an appetite only for low risk investments.

We have no appetite for derivatives or hedges.

Cash investments must not appear on the Investment Advisor's balance sheet with the exception of overnight cash.

Ethical investments

Sense wishes to avoid unethical investments that are in conflict with its charitable objectives.

Employees

Sense has adopted a formal Equal Opportunities Policy. The policy is reviewed regularly and all employees are welcome to make suggestions for improvements. Over the last 12 months we have adopted a diversity strategy and implemented a new Diversity Board, that is chaired by the Chief Executive and will include staff representatives from the BME and disability communities.

Employees are kept fully informed of all factors affecting the performance of the charity and any other matters likely to be of concern to them as employees, through written and face-to-face staff briefings, our intranet and newsletters. This includes notes on decisions and discussions of both the Executive Team and Council. Employees are encouraged to present their suggestions and views at regular one-to-one meetings with their line managers and through implementation of a grievance procedure and whistleblowing policy.

Auditors

A resolution to reappoint PricewaterhouseCoopers LLP as auditors to the company will be proposed at the annual general meeting.

By order of Council and signed on its behalf



R Brook
Secretary

13 July 2010

Council Members

Showing changes during year 2009-10

John Crabtree, Chairman
David Pearson, Vice-Chairman (stood down October 2009)
Richard Monaghan, Treasurer

Liz Booth (stood down, October 2009)
Roy Cox (stood down, October 2009)
Rosemary Evans (stood down, October 2009)
Ben Fletcher
Ian Harley
Alan Jones (appointed October 2009)
Hugh Gareth Jones
Jim McManus (co-opted October 2009)
Sam McClelland (stood down October 2009)
Carol Pollington
Roy Staines (appointed October 2009)
Duncan Tannahill (co-opted October 2009)
Sue Turner
Oliver Walder
Gillian Wood

Sense Scotland and Sense International have their own boards of Trustees:

Sense Scotland

Trustees

Roy Cox, Chairman
Neil Farquharson, Vice Chairman
Isabel Allan
Marian McArdle
David Newton
Usman Rehman (appointed September 2009)
Norman Ritchie
Douglas Smart, Treasurer
Margaret Smith (resigned February 2010)
Duncan Tannahill

Sense International

Trustees

Jeremy Charles, Chairman
Catherine Cross, Vice Chairman
Robin Heber Percy
Pankaj Shah, Treasurer
Sunil Sheth
Denis Tinsley
Sue Turner

INDEPENDENT AUDITORS' REPORT

to the Members of Sense, The National Deafblind and Rubella Association

We have audited the financial statements of Sense, The National Deafblind and Rubella Association for the year ended 31 March 2010, which comprise the Consolidated Statement of Financial Activities, the Consolidated Summary Income and Expenditure Account, the Consolidated and Company Balance Sheets, the Consolidated Cash Flow Statement, the accounting policies and the related notes. The financial statements have been prepared under the accounting policies set out therein.

Respective responsibilities of Trustees and auditors

The Trustees' (who are also the directors of the company for the purposes of company law) responsibilities for preparing the Annual Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) and for being satisfied that the financial statements give a true and fair view are set out in the Statement of Council's Responsibilities.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland). This report, including the opinion, has been prepared for and only for the company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving this opinion, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

We report to you our opinion as to whether the financial statements give a true and fair view, have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and have been prepared in accordance with the Companies Act 2006. We also report to you whether in our opinion the information given in the Trustees' Annual Report is consistent with the financial statements.

In addition we report to you if, in our opinion, the company has not kept adequate accounting records, if the company's financial statements are not in agreement with the accounting records and returns, if we have not received all the information and explanations we require for our audit, or if certain disclosures of Trustees' remuneration specified by law are not made.

We read the other information contained in the Annual Report, and consider whether it is consistent with the audited financial statements. This other information comprises only the Trustees' Annual Report, the Chairman's Statement and Chief Executive's statement and all of the other information listed on the contents page. We consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements. Our responsibilities do not extend to other information.

Basis of audit opinion

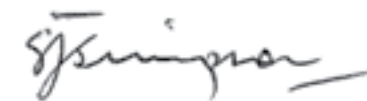
We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgments made by the Trustees in the preparation of the financial statements, and of whether the accounting policies are appropriate to the group's and the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

Opinion

In our opinion the:

- financial statements give a true and fair view of the state of the group's and parent company's affairs as at 31 March 2010 and of the group's incoming resources and application of resources, including its income and expenditure, and cash flows for the year then ended;
- financial statements have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- financial statements have been prepared in accordance with the Companies Act 2006; and
- the information given in the Trustees' Annual Report is consistent with the financial statements.



Stephen Simpson (Senior Statutory Auditor)
For and on behalf of PricewaterhouseCoopers LLP
Chartered Accountants and Statutory Auditors
Hull
15 July 2010

CONSOLIDATED STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2010

Sense, The National Deafblind and Rubella Association
Council's report and accounts for the year ended 31 March 2010

	Note	General Funds £	Designated Funds £	Restricted Funds £	Endowment Funds £	Total 2010 £	Total 2009 £
Incoming resources							
Incoming resources from generated funds							
Fundraising income		5,616,633	694,905	942,172	-	7,253,710	7,049,242
Legacies receivable		2,468,363	-	62,260	-	2,530,623	1,557,775
Fundraising grants receivable	1	291,744	-	760,010	-	1,051,754	1,391,325
Shops income		11,228,728	-	-	-	11,228,728	10,429,078
Investment income	2	57,231	173	-	-	57,404	450,005
Other income	3	429,467	48	4,091	-	433,606	565,822
Incoming resources from charitable activities							
Fees and allowances		57,327,195	-	116,086	-	57,443,281	55,742,453
Statutory grants receivable	1	471,364	-	393,982	-	865,346	849,701
Net gain on disposal of fixed assets	5	156,902	-	-	-	156,902	14,485
Total incoming resources		78,047,627	695,126	2,278,601	-	81,021,354	78,049,886
Resources expended							
Cost of generating funds:							
Fundraising costs		4,076,260	428,708	51,179	-	4,556,147	3,773,916
Shops costs		10,003,152	5,692	-	-	10,008,844	9,487,947
Total cost of generating funds		14,079,412	434,400	51,179	-	14,564,991	13,261,863
Charitable activities:							
Work with adults		37,061,982	100,317	296,942	8,623	37,467,864	36,790,856
Work with children		2,014,086	14,267	296,463	-	2,324,816	1,994,570
Work with older people		1,388,412	1,622	17,386	-	1,407,420	1,444,649

Work in Scotland		17,327,033	83,752	884,944	-	18,295,729	18,062,522
International work		526,356	-	535,639	-	1,061,995	1,489,221
Campaigns and awareness		738,098	6,184	75,000	-	819,282	730,835
Publicity		581,644	22	-	-	581,666	575,752
Quality and staff development		538,487	1,661	14,860	-	555,008	533,093
Governance	4	68,879	-	-	-	68,879	61,378
Total resources expended		60,244,977	207,825	2,121,234	8,623	62,582,659	61,682,876
Net incoming resources/(resources expended) before transfers		74,324,389	642,225	2,172,413	8,623	77,147,650	74,944,739
Transfers between funds	17	1,694,309	2,104,033	(3,798,342)	-	-	-
Net incoming resources/(resources expended) before revaluations		5,417,547	2,156,934	(3,692,154)	(8,623)	3,873,704	3,105,147
Gains and (losses) on revaluation and disposal of fixed assets	5	556	-	-	-	556	(587)
Actuarial (loss)/gain on defined benefit pension scheme	9	(10,206,000)	-	-	-	(10,206,000)	(2,784,000)
Net movements in funds		(4,787,897)	2,156,934	(3,692,154)	(8,623)	(6,331,740)	320,560
Fund balances brought forward at 1 April 2009		14,079,769	2,935,822	10,888,785	473,262	28,377,638	28,057,078
Fund balances carried forward at 31 March 2010	17,18	9,291,872	5,092,756	7,196,631	464,639	22,045,898	28,377,638

The notes on pages 33 to 58 form part of these accounts.

The group has no other recognised gains and losses other than those included in the results above, and, therefore, no separate statement of total recognised gains and losses has been presented.

All incoming resources and resources expended are derived from continuing activities.

Registered no. 1825301

CONSOLIDATED BALANCE SHEET AS AT 31 MARCH 2010

	Note	31 March 2010 £	31 March 2009 as restated £
Fixed assets			
Tangible assets	11	21,466,071	22,437,875
Investments	12	5,654	414
		21,471,725	22,438,289
Current assets			
Stocks of goods for resale		81,846	74,153
Debtors	13	6,356,112	6,122,616
Investments	12	-	1,682
Cash at bank and in hand		15,871,135	12,447,227
		22,309,093	18,645,678
Creditors (amounts falling due within one year)	14	(5,426,831)	(6,236,974)
Net current assets		16,882,262	12,408,704
Total assets less current liabilities		38,353,987	34,846,993
Creditors (amounts falling due after more than one year)	15	(934,089)	(1,094,355)
Net assets excluding pension liability		37,419,898	33,752,638
Defined benefit pension scheme liability	9	(15,374,000)	(5,375,000)
Net assets including pension liability		22,045,898	28,377,638
Funds and Reserves			
Restricted funds	17,18	7,196,631	10,888,785
Endowment fund	17,18	464,639	473,262
Unrestricted funds			
General fund (including pension reserve of £15,374,000 adverse (2009 £5,375,000 adverse))		9,291,872	14,079,769
Designated funds	17,18	5,092,756	2,935,822
Total unrestricted funds		14,384,628	17,015,591
Total funds and reserves		22,045,898	28,377,638

The notes on pages 33 to 58 form part of these accounts.



Richard Monaghan

Treasurer

Approved by Council on 13 July 2010

Registered no. 1825301

COMPANY BALANCE SHEET AS AT 31 MARCH 2010

	Note	31 March 2010 £	31 March 2009 £
Fixed assets			
Tangible assets	11	14,955,226	16,013,647
Investments	12	33,972	30,414
		14,989,198	16,044,061
Current assets			
Stocks of goods for resale		81,846	72,753
Debtors	13	4,044,071	3,683,736
Cash at bank and in hand		13,567,562	11,665,095
		17,693,479	15,421,584
Creditors (amounts falling due within one year)	14	(4,334,092)	(5,343,984)
Net current assets		13,359,387	10,077,600
Total assets less current liabilities		28,348,585	26,121,661
Creditors (amounts falling due after more than one year)	15	(106,643)	(196,587)
Net assets		28,241,942	25,925,074
Funds and Reserves			
Restricted funds	17,18	4,872,173	4,598,107
Endowment fund	17,18	464,639	473,262
Unrestricted funds			
General fund	17,18	22,880,024	18,160,943
Designated funds	17,18	25,106	2,692,762
Total funds and reserves		28,241,942	25,925,074

The notes on pages 33 to 58 form part of these accounts.



Richard Monaghan

Treasurer

Approved by Council on 13 July 2009

SUMMARY CONSOLIDATED INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31 MARCH 2010

	2010 £	2009 £
Income of continuing operations	80,807,048	77,585,396
Total expenditure of continuing operations	(76,722,443)	(74,710,547)
Operating surplus	4,084,605	2,874,849
Gain on disposal of fixed assets	156,902	14,485
Interest receivable	57,404	450,005
Interest payable	(30,207)	(85,192)
Other finance (charge)/income – pension scheme	(395,000)	(149,000)
Net income for the year	3,873,704	3,105,147

The summary consolidated income and expenditure account is presented in order to ensure compliance with the Companies Act 2006.

A detailed analysis of income and expenditure by source is provided in the consolidated statement of financial activities. All incoming resources and resources expended are derived from continuing activities.

The summary consolidated income and expenditure account is derived from the statement of financial activities which, together with the notes to the accounts on pages 33 to 58 provides full information on the movements during the year on all the Association's funds.

The notes on pages 33 to 58 form part of these accounts.

CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH 2010

	Note	2010 £	2009 £
Net cash inflow from operating activities	22	4,228,735	3,268,323
Returns on investment and servicing of finance			
Interest received		57,404	450,005
Interest paid		(13,189)	(59,332)
Interest element of finance lease payments		(17,018)	(25,860)
		27,197	364,813
Capital expenditure			
Purchase of investment		(3,002)	-
Purchase of tangible fixed assets		(1,606,052)	(1,651,274)
Sale of tangible fixed assets		1,012,731	25,996
		(596,323)	(1,625,278)
Management of liquid resources			
Movement in investments in bank deposits		-	5,704,581
		-	5,704,581
Financing			
Bank and other loans repaid		(70,667)	(1,120,844)
Capital element of finance lease payments		(165,034)	(263,631)
		(235,701)	(1,384,475)
Increase/(decrease) in cash	23,24	3,423,908	6,327,964

The notes on pages 33 to 58 form part of these accounts.

Accounting policies

The accounts have been prepared under the historical cost convention as modified by the revaluation of certain assets and in accordance with applicable UK accounting standards, the Charities Act 1993, the Companies Act 2006 and the Statement of Recommended Practice (SORP 2005), "Accounting and Reporting by Charities."

The figures contained in the consolidated accounts relate to all activities both national and international and include those of the charity and its wholly-owned charitable subsidiaries; The Royal School for Deaf Children (Birmingham), Sense Scotland, Sense International, Coventry Society for the Blind, together with the results of Helping Sense Limited, its wholly owned non-charitable subsidiary. The undertakings are consolidated, excluding all inter-company transactions and balances, from the date of acquisition or formation, on a line by line basis.

Incoming resources

All incoming resources are included in the statement of financial activities when the charity is legally entitled to the income and the amount can be quantified with reasonable accuracy. For legacies, entitlement is the earlier of the charity being notified of an impending distribution or the legacy being received. Grants, both revenue and capital, are recognised in the statement of financial activities when they are receivable.

Resources expended

All expenditure, including any irrecoverable VAT, is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to that category. Support costs have been apportioned to the relevant charitable activity on the basis of salary costs incurred.

Governance costs

Governance costs include internal and external audit, strategic costs and Trustees' expenses.

Depreciation

Using the following methods, depreciation is calculated so as to write off the cost of tangible fixed assets over their estimated useful economic lives at the following annual rates:

In equal annual instalments:

Freehold buildings	-	2%
Short leasehold properties and long leasehold improvements	-	over the remaining life of the lease
Furniture, fixtures and fittings	-	12.5% -25%
Motor vehicles	-	25%

Freehold land is not depreciated.

Individual fixed assets costing £500 or more are capitalised at cost.

Leases

Assets acquired under finance leases and hire purchase contracts are included under fixed assets in the balance sheet and depreciated as indicated above. The related liability for the capital element is included in creditors and the interest element, which is calculated on the basis of the amount of borrowing outstanding, is charged to the statement of financial activities in the period to which it relates.

Operating lease rentals are charged to the statement of financial activities in the period in which they are incurred.

Stocks

Stocks are stated at the lower of cost and net realisable value and consist of collection bags for donated goods and new goods bought for resale.

Recognition of Liabilities

Liabilities are recognised when an obligation arises to transfer economic benefits as a result of past transactions or events.

Group pension costs

Pension costs are accounted for in accordance with FRS17 in respect of the London Pension Funds Authority Superannuation Scheme, a defined benefit pension scheme. As a result the regular service cost of providing retirement benefits to employees, the full cost or gain of providing amendments to benefits in respect of past service, income representing the expected return on assets of the fund and a cost representing the interest on the liabilities are charged to the statement of financial activities in the year.

Differences between actual and expected returns on assets during the year, together with differences arising from changes in assumptions underlying the present value of scheme liabilities and experience gains and losses arising on scheme liabilities are also recognised in the statement of financial activities.

The difference between the market value of assets and the present value of liabilities is shown as a net liability on the balance sheet.

The group also operates a defined contribution scheme for all other staff. Contributions are charged to the statement of financial activities in the period in which they are payable.

Company pension costs

The company is a participating employer in a defined benefit pension scheme covering the majority of its employees who contribute to a pension scheme. The contributions payable by the company are accounted for as if the scheme were a defined contribution scheme.

Investments

The quoted securities are valued at market value based on the Stock Exchange Daily Official list or similar recognised market value. Realised and unrealised gains and losses on sale or revaluation of investments are taken to the statement of financial activities in the period in which they arise.

Fund Accounting

General funds are unrestricted funds which are available for use at the discretion of the Trustees in furtherance of the general objectives of the charity and which have not been designated for other purposes.

Designated funds comprise unrestricted funds that have been set aside by the Trustees for particular purposes.

Restricted funds are funds which are to be used in accordance with specific instructions imposed by the donors or which have been raised by the charity for particular purposes. The costs of raising and administering such funds are charged against the specific fund.

Endowment funds represent those assets which must be held permanently by the charity, principally properties. Any capital gains or losses arising form part of the fund. Depreciation of the properties is charged against the fund.

Investment income and gains are allocated to the appropriate fund.

NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 2010

1 Grants receivable

Sense – Statutory Grants receivable

	2010 £	2009 £
Cambridgeshire County Council	30,900	30,900
Cambridgeshire County Council	800	-
Cornwall County Council	21,774	-
Department of Health Section 64 Grant – Deafblind Forums	38,621	37,423
Department of Health towards Older Persons Partnership	48,254	23,928
Derbyshire County Council	9,900	-
Gwynedd And Ynys Mons	2,101	-
Homefirst nursery Placements	24,353	-
Lancashire County Council Development officer	-	23,774
Lincolnshire County Council	145,550	142,000
Lancashire County Council (towards impaired people)	-	15,235
Norfolk County Council (SA Funds)	9,825	9,632
Northern Ireland Housing Executive	26,138	26,138
Peterborough City Council Supporting People Grant	30,784	46,219
Powys – supporting people	12,924	12,924
Rotherham MBC – Melton House Resource Centre	-	1,360
Sandwell Development Worker	-	2,929
Skills for Care (towards staff training)	51,931	63,975
South Gloucestershire Children's Services Grant	2,929	2,872
Suffolk Social Services (Fixed Payment)	8,685	7,444
Suffolk Supporting People Grant	49,548	48,436
Western Health And Social Care Trust	15,300	14,142
carried forward	530,317	509,331

	2010 £	2009 £
brought forward	530,317	509,331

Sense Scotland – Statutory Grants receivable

Scottish Executive (VSDF Award for 06/07 & 07/08)	-	30,000
Scottish Local Authorities and Health Boards (towards services)	26,924	26,925
Scottish Executive (Children, Young People & Social Care Group Unified Vol. Sector Fund)	66,785	66,785
Scottish Executive (Training And Awareness)	-	4,700
Tayside NHS	15,968	10,300
NHS Greater Glasgow (Innovation projects)	159,329	156,974
Glasgow City Council (Threads)	5,000	4,000
Scottish Executive (Malawi Project)	-	34,937
Other statutory grants	61,023	5,749
Total Statutory grants received	865,346	849,701

Sense – Charitable Grants receivable

City Bridge Trust	-	30,000
Department of Health (Technology Advisory Project)	-	5,919
Department of Health (towards The Capacity to Communicate Project)	-	42,867
Department of Health Grant (Towards Deafblind Direct)	39,690	38,715
Department of Health Grant (Rubella Project)	50,952	12,810
Dominic Evans	-	360
Northern Ireland DHSS (towards Services in Northern Ireland – Core Grant)	25,038	24,427
Northern Ireland DHSS NVQ Funding	11,640	-
Welsh National Assembly (towards Organisational Development – Core Grant)	92,000	97,000
carried forward	219,320	252,098

	2010 £	2009 £
brought forward	219,320	252,098

Sense Scotland – Charitable Grants receivable

Big Lottery Fund	1,000	-
Big Lottery Fund (Active Futures)	-	48,450
Big Lottery Fund (Reaching Out)	83,731	83,595
Path to Health	13,200	9,100
Scottish Arts Council (National Lottery Grant)	7,736	-
Scottish Arts Council (National Lottery Grant) – Access All Areas	-	27,000
Scottish Arts Council (National Lottery Grant) – Touchbase	-	27,811
Scottish Arts Council (National Lottery Grant) – Threads	-	5,318
Scottish Arts Council (National Lottery Grant) – Flexible Funds for Art	50,000	-

Sense International – Charitable Grants receivable

Department for International Development (Empowering deafblind people in East Africa)	-	96,843
Department for International Development (Developing a sustainable infrastructure for the inclusion of deafblind people in Bangladesh)	31,060	22,112
European Commission Europe Aid Co-operation Office (Developing a sustainable infrastructure for the integration of deafblind people in India)	113,880	121,839
European Commission Europe Aid Co-operation Office (Developing model services and a sustainable infrastructure for the integration of deafblind people in Peru)	3,923	76,420
European Commission Europe Aid Co-operation Office (Promoting Access to education for deafblind and multi-sensory impaired children in Tanzania)	35,741	37,240
European Commission (PHARE)	-	24,338
Big Lottery Fund (promoting the Social Inclusion of Deafblind people in Latin America)	105,308	126,880
AusDip(DAP India)	-	3,750
Others	386,855	428,531
Total Charitable Grants receivable	1,051,754	1,391,325

All grants given for a specific purpose have been expended entirely on that purpose.

2 Investment income

	2010 £	2009 £
Bank interest	57,404	450,005

3 Other income

Other income is mainly derived from rental of accommodation, training and consultancy provided to other organisations and charities mainly concerned with sensory impairment.

4 Expenditure

	Direct costs £	Support costs £	2010 £	2009 £
Fundraising	4,427,543	128,604	4,556,147	3,773,916
Trading	9,685,687	323,157	10,008,844	9,487,947
Work with adults	34,398,705	3,069,159	37,467,864	36,790,856
Work with children	2,175,230	149,586	2,324,816	1,994,570
Work with older people	1,302,045	105,375	1,407,420	1,444,649
Campaigning and awareness raising	755,676	63,606	819,282	730,835
Publicity	545,295	36,371	581,666	575,752
Quality and staff development	482,401	72,607	555,008	533,093
Work in Scotland	17,561,267	734,462	18,295,729	18,062,522
International work	871,169	190,826	1,061,995	1,489,221
Governance	68,879	0	68,879	61,378
	72,273,897	4,873,753	77,147,650	74,944,739

Analysis of support costs apportioned

	Facilities £	Management £	Human Resources £	Finance and IT £	Communications £	2010 £	2009 £
Fundraising	16,712	17,239	23,446	61,461	9,746	128,604	403,013
Trading	-	15,493	115,469	192,195	-	323,157	263,607
Work with adults	505,142	521,082	708,695	1,039,665	294,575	3,069,159	2,642,700
Work with children	24,620	25,397	34,541	50,671	14,357	149,586	142,397
Work with older people	17,343	17,891	24,332	35,695	10,114	105,375	97,431
Campaigning and awareness raising	10,469	10,799	14,687	21,546	6,105	63,606	61,707
Publicity	5,986	6,175	8,398	12,321	3,491	36,371	31,666
Quality and staff development	11,950	12,327	16,766	24,595	6,969	72,607	63,227
Work in Scotland	-	394,275	183,750	156,437	-	734,462	1,000,206
International work	-	179,392	-	11,434	-	190,826	323,936
	592,222	1,200,070	1,130,084	1,606,020	345,357	4,873,753	5,029,890

Support costs have been apportioned on the basis of salary costs.

Analysis of governance costs

	2010 £	2009 £
Internal audit	6,547	6,431
External audit fees	38,305	37,520
Strategic management costs	6,500	5,500
Trustees' expenses	17,527	11,927
	68,879	61,378

5 Gains/(losses) on tangible fixed assets and investments

	2010 £	2009 £
Net gain on sale of tangible fixed assets stated as incoming resources	156,902	14,485
Unrealised (loss)/gain on revaluation of listed investments	556	(587)

6 Net movement in funds

The net movement in funds is stated after charging:

	2010 £	2009 £
Auditors' remuneration – audit services	38,305	37,520
Depreciation		
- owned assets	1,606,434	1,391,398
- hire purchase and finance leased assets	115,593	215,058
Operating lease rentals	3,013,045	2,814,788
Interest payable on bank loans	13,189	59,332
Interest payable on finance leases	17,018	25,860
Other finance charge/(income) – pension scheme	395,000	149,000

7 Employees' remuneration

	2010 £	2009 £
Wages and salaries	47,637,474	46,462,930
Social security costs	3,716,524	3,724,864
Other pension costs	912,497	1,148,311
Agency labour	1,635,400	2,135,493
	53,901,895	53,471,598

The average number of persons employed by the association was 3,233 (2009: 3,156). 3 employees (2009: 5) earned between £60,001 and £70,000, 3 employees (2009: 6) earned between £70,001 and £80,000, 4 employees (2009: 4) earned between £80,001 and £90,000, 3 employees (2009: 3) earned between £90,001 and £100,000 and 1 employee (2009: 1) earned between £120,001 and £130,000.

8 Remuneration of members of council

As required by the Charities Act, members of Council received no remuneration. Members of Council received £17,527 (2009: £11,927) in respect of reimbursement of expenses incurred.

9 Pensions

The Association participates in the London Pension Funds Authority Superannuation Scheme (LPFA) providing benefits based on final pensionable pay. The assets of the scheme are held separately from those of the participating employers, being mainly invested in equity investments and Government Securities. The most recent triennial valuation was as at 31 March 2007. For the period to 31 March 2011 contributions to the pension scheme are at the rate of 17.2% of pensionable salaries.

Financial assumptions

The financial assumptions used to calculate the Scheme liabilities under FRS17 are as follows:

	At 31 March 2010 % pa	At 31 March 2009 % pa	At 31 March 2008 % pa
Rate of inflation	3.9	3.0	3.6
Rate of increase in salaries	5.4	4.5	5.1
Rate of increase for pensions in payment	3.9	3.0	3.6
Discount rate	5.5	6.7	6.9

The assumed life expectations from age 65 were as follows:

	2010 Years	2009 Years
Retiring today		
- Men	19.6	19.6
- Women	22.5	22.5
Retiring in 20 years		
- Men	20.7	20.7
- Women	23.6	23.6

Scheme assets and expected rate of return

The assets in respect of the membership of Sense and the expected rates of return were:

	Long-term return expected at 31 March 2010 %	Value at 31 March 2010 £'000	Long-term return expected at 31 March 2009 %	Value at 31 March 2009 £'000	Long-term return expected at 31 March 2008 %	Value at 31 March 2008 £'000
Equities	7.5	17,364	6.9	12,390	7.5	13,062
Target return funds	4.5	2,481	5.7	1,905	6.3	4,223
Alternative assets/Property	6.5	3,473	6.1	2,755	6.7	3,939
Corporate bonds	5.5	248	-	-	-	-
Cash	3.0	1,240	3.0	1,443	4.8	656
	6.8	24,806	6.4	18,493	7.0	21,880

The equity investments and bonds which are held in plan assets are quoted and are valued at the current bid price.

The following amounts at 31 March 2010 were measured in accordance with the requirements of FRS 17:

	2010 £'000	2009 £'000
Total market value of assets	24,806	18,493
Present value of Scheme liabilities	(40,180)	(23,868)
Net pension liability	(15,374)	(5,375)

Reconciliation of present value of scheme liabilities

	2010 £'000	2009 £'000
31 March 2009	23,868	24,766
Current service cost	663	843
Past service cost	-	98
Curtailements	47	-
Interest cost	1,604	1,729
Benefits paid	(883)	(660)
Contributions by members	374	397
Actuarial (gain)/loss	14,507	(3,305)
31 March 2010	40,180	23,868

The following table sets out the impact of a change in the discount rates on the Total Obligation and Projected Service Cost along with a +/- 1 year age rating adjustment to the mortality assumption.

Sensitivity analysis of scheme liabilities

	£'000	£'000	£'000
Adjustment to discount rate	+0.1%	0%	-0.1%
Present value of total obligation	39,245	40,180	41,139
Projected service cost	1,368	1,415	1,463
Adjustment to mortality age rating assumption	+1 year	None	-1 year
Present value of total obligation	38,599	40,180	41,774
Projected service cost	1,345	1,415	1,486

Reconciliation of fair value of scheme assets

	2010 £'000	2009 £'000
31 March 2009	18,493	21,880
Expected return on scheme assets	1,209	1,580
Contributions by members	374	397
Contributions by the employer	1,312	1,385
Actuarial gain/(loss)	4,301	(6,089)
Benefits paid	(883)	(660)
31 March 2010	24,806	18,493

The following components of the pensions charge have been recognised in the statement of financial activities in the year to 31 March 2010:

	2010 £'000	2009 £'000
Amounts charged to the statement of financial activities:		
Current service cost	663	843
Past service cost	-	98
Curtailement and Settlements	47	-
	710	941

Other finance (income)/cost:

Interest cost	1,604	1,729
Expected return on assets	(1,209)	(1,580)
Net charge to other finance cost/(income)	395	149
Total statement of financial activities charge	1,105	1,090
Actuarial gain/(loss) recognised:		
Actual return less expected return on pension scheme assets	4,301	(6,089)
Experience (gain)/loss on pension scheme liabilities	10	997
Change in financial assumptions underlying the present value of the scheme liabilities	(14,517)	2,308
Total actuarial (loss)/gain recognised	(10,206)	(2,784)

History of experience gains and losses

	2010	2009	2008	2007	2006
(Gain)/loss on scheme assets:					
Amount (£'000)	4,301	6,089	2,086	(186)	(2,312)
% of Scheme assets at end of year	17.3%	32.9%	9.4%	0.9%	12.4%
Experience (gain)/loss on scheme liabilities:					
Amount (£'000)	10	(997)	(882)	5	99
% of Scheme liabilities at end of year	0.0%	4.2%	3.6%	0.0%	0.4%
Total actuarial loss/(gain) recognised:					
Amount (£'000)	10,206	2,784	(3,634)	(2,531)	2,058
% of Scheme liabilities at end of year	25.4%	11.7%	(14.7%)	(8.9%)	7.4%

The contributions payable by Sense (the Company) to the LPFA are accounted for as if the scheme were a defined contribution scheme, as Sense (the Company) is unable to identify its share of the underlying assets and liabilities in the scheme.

In addition, Sense has 14 staff members in the Department of Education and Science Teachers' Pension Scheme (TPS). The TPS is a multi-employer pension scheme and the company is unable to identify its share of the underlying (notional) assets and liabilities of the scheme; accordingly, the company has also accounted for the contributions to this scheme as if it was a defined contribution scheme.

10 Company Statement of Financial Activities

As permitted by section 408 of the Companies Act 2006, and by paragraph 397 of the Statement of Recommended Practice 2005, the Company's statement of financial activities has not been included within these financial statements. The company's gross income for the year was £57,455,197 (2009: £55,132,234) and its net incoming resources for the year were £2,316,312 (2009: £2,211,115).

The company made an unrealised gain on investments of £556 (2009: Loss £587). The company's net increase in funds was £2,316,868 (2009: £2,210,528).

11 Tangible assets

Group	Freehold property £	Long leasehold improvements £	Short leasehold improvements £	Furniture, fixtures & fittings £	Motor vehicles £	Total £
Cost						
At 1 April 2009	16,255,005	4,410,477	1,065,443	8,105,308	3,405,835	33,242,068
Additions	330,449	23,403	51,662	650,515	550,023	1,606,052
Disposals	(965,678)	-	(373,130)	(700,087)	(581,576)	(2,620,471)
At 31 March 2010	15,619,776	4,433,880	743,975	8,055,736	3,374,282	32,227,649
Depreciation						
At 1 April 2009	1,483,014	224,343	773,642	5,887,974	2,435,220	10,804,193
Charge for the year	280,894	98,997	52,288	853,270	436,578	1,722,027
Disposals	(148,913)	-	(373,130)	(680,215)	(562,384)	(1,764,642)
At 31 March 2010	1,614,995	323,340	452,800	6,061,029	2,309,414	10,761,578
Net book amounts						
At 31 March 2010	14,004,781	4,110,540	291,175	1,994,707	1,064,868	21,466,071
At 31 March 2009	14,771,991	4,186,134	291,801	2,217,334	970,615	22,437,875

Fixed assets include assets acquired under hire purchase agreements. The gross book value of these assets is £446,322 (2009: £860,232), the net book value is £115,304 (2009: £277,366).

Company	Freehold property £	Long leasehold improvements £	Short leasehold improvements £	Furniture, fixtures & fittings £	Motor vehicles £	Total £
Cost						
At 1 April 2009	10,232,832	3,833,139	685,446	6,891,412	3,100,068	24,742,897
Additions	49,375	23,403	51,662	615,278	516,733	1,256,451
Disposals	(956,678)	-	-	(130,500)	(439,408)	(1,526,586)
At 31 March 2010	9,325,529	3,856,542	737,108	7,376,190	3,177,393	24,472,762
Depreciation						
At 1 April 2009	1,293,967	45,085	396,238	4,854,429	2,139,531	8,729,250
Charge for the year	159,637	83,011	50,705	751,934	423,993	1,469,280
Disposals	(148,013)	-	-	(112,765)	(420,216)	(680,994)
At 31 March 2010	1,305,591	128,096	446,943	5,493,598	2,143,308	9,517,536
Net book amounts						
At 31 March 2010	8,019,938	3,728,446	290,165	1,882,592	1,034,085	14,955,226
At 31 March 2009	8,938,865	3,788,054	289,208	2,036,983	960,537	16,013,647

Fixed assets include assets acquired under hire purchase agreements. The gross book value of these assets is £446,322 (2009: £860,232), the net book value is £115,034 (2009: £277,366).

12 Investments

Group	2010 £	2009 £
Fixed asset investments:		
Listed in UK (at market value)	5,654	414
Current assets investments:		
Equities Investment Fund for Charities	-	1,682
	-	1,682

Movements in the value of fixed asset investments listed in the UK can be explained as follows:

	2010 £	2009 £
Opening market value	414	1,001
Transfer current assets	1,682	-
Purchases of investments	3,002	-
Unrealised gain/(loss) on investments held	556	(587)
Closing market value	5,654	414

Company	2010 £	2009 £
Fixed asset investments:		
Listed in UK (at market value)	3,972	414
Paid up shares: 100% holding in Helping Sense Limited	30,000	30,000
	33,972	30,414

Movements in the market value of fixed asset investments listed in the UK can be explained as follows:

	2010 £	2009 £
Opening market value	414	1,001
Purchase of investments	3,002	-
Unrealised gain/(loss) on investments held	556	(587)
	3,972	414

Sense owns 100% of the ordinary share capital of its subsidiary company Helping Sense Limited. Helping Sense Limited is incorporated in England and Wales and exists to raise funds for the charity Sense, The National Deafblind and Rubella Association.

Quoted securities are represented by:

	2010 £	2009 £
UK Investment trusts and unit trusts	3,972	414

13 Debtors

Group	2010 £	2009 £
Taxation recoverable	95,464	211,302
Trade debtors	4,403,168	4,103,347
Other debtors	211,254	489,062
Prepayments	1,646,226	1,318,905
	6,356,112	6,122,616

No amounts included above fall due after more than one year.

Company	2010 £	2009 £
Amounts owed by group undertakings	200,045	187,652
Taxation recoverable	95,464	211,302
Trade debtors	1,998,693	1,761,228
Other debtors	155,739	220,575
Prepayments	1,594,130	1,302,979
	4,044,071	3,683,736

No amounts included above fall due after more than one year.

14 Creditors (amounts falling due within one year)

Group	2010 £	2009 £
Bank loans	39,987	37,666
Other loans	36,653	30,319
Trade creditors	960,180	1,222,613
Accruals and other creditors	3,022,942	3,624,298
Obligations under finance lease contracts	80,946	165,036
Taxation and social security	1,015,951	1,072,432
Deferred income	270,172	84,610
	5,426,831	6,236,974
Company	2010 £	2009 £
Amounts owed to group undertakings	-	129,868
Other loans	12,652	12,652
Trade creditors	959,752	1,221,605
Accruals and other creditors	2,592,031	3,068,638
Obligations under finance lease contracts	80,946	165,036
Taxation and social security	688,711	746,185
	4,334,092	5,343,984

15 Creditors (amounts falling due after more than one year)

Group	2010 £	2009 £
Bank loans	820,446	860,434
Other loans	83,186	122,520
Obligations under finance lease contracts	30,457	111,401
	934,089	1,094,355
Company	2010 £	2009 £
Other loans	76,186	85,186
Obligations under finance lease contracts	30,457	111,401
	106,643	196,587

The bank loan is in respect of 43 Middlesex Street, Glasgow which was provided by HBOS who have first charge on the property. The loan is payable in equal instalments over 20 years and the interest charge is fixed at 1 % over base rate. The other loans are interest free.

The bank loan repayments for the group fall due as follows:

	2010 £	2009 £
Within one year	39,987	37,666
Between one and two years	42,451	39,987
Between two and five years	143,705	135,364
Over five years	634,290	685,083
	860,433	898,100

At 31 March 2010 the Association had obligations under finance leases (hire purchase agreements) as set out below:

Group and Company	2010 £	2009 £
Amounts payable:		
Within one year	80,946	165,036
In two to five years	30,457	111,401
	111,403	276,437

16 Share capital

The association has no share capital. The liability of the members is limited by guarantee. The members have undertaken to contribute such amount not exceeding one pound each as may be required in the event of the Association being wound up.

17 Movements in funds

Group	Balance at 1 April 2009 £	Income, gains, losses and transfers in £	Resources expended and transfers out £	Balance at 31 March 2010 £
General				
Total general	14,079,769	83,622,229	88,410,126	9,291,872
Designated				
Working with adults	2,455,057	1,428	2,469,960	(13,475)
Working with children	69,890	17,344	58,506	28,728
Working with older people	10,913	-	10,913	-
Campaigns and publicity	57,303	173	57,476	-
Quality, training and staff development	99,599	4,518	94,264	9,853
Work in Scotland	243,060	5,342,680	518,090	5,067,650
Total designated	2,935,822	5,366,143	3,209,209	5,092,756
Restricted				
Working with adults	4,258,836	343,669	336,630	4,265,875
Working with children	220,599	562,977	312,628	470,948
Working with older people	88,364	60,419	11,376	137,407
Campaigns & awareness	29,308	58,831	90,974	(2,835)
Quality, training and staff development	1,000	-	222	778
Work in Scotland	6,142,875	746,093	4,783,535	2,105,433
International work	147,803	606,861	535,639	219,025
Total restricted	10,888,785	2,378,850	6,071,004	7,196,631
Endowment				
Working with adults	473,262	-	8,623	464,639
Total endowment	473,262	-	8,623	464,639
Total funds	28,377,638	91,367,222	97,698,962	22,045,898

Company	Balance at 1 April 2009 £	Income, gains, losses and transfers in £	Resources expended and transfers out £	Balance at 31 March 2010 £
General				
Total general	18,160,943	70,106,096	65,387,015	22,880,024
Designated				
Working with adults	2,455,057	1,428	2,469,960	(13,475)
Working with children	69,890	17,344	58,506	28,728
Working with older people	10,913	-	10,913	-
Campaigns and publicity	57,303	173	57,476	-
Quality, training and staff development	99,599	4,518	94,264	9,853
Total designated	2,692,762	23,463	2,691,119	25,106
Restricted				
Working with adults	4,258,836	343,669	336,630	4,265,875
Working with children	220,599	562,977	312,628	470,948
Working with older people	88,364	60,419	11,376	137,407
Campaigns & awareness	29,308	58,831	90,974	(2,835)
Quality, training and staff development	1,000	-	222	778
Total restricted	4,598,107	1,025,896	751,830	4,872,173
Endowment				
Working with adults	473,262	-	8,623	464,639
Total endowment	473,262	-	8,623	464,639
Total funds	25,925,074	71,155,455	68,838,587	28,241,942

Unrestricted funds

Unrestricted funds are held for the general purposes of the charity as set out in its governing document.

Designated funds

Designated funds are unrestricted funds that the charity has earmarked for particular projects and uses in the future. Major examples are Asset Replacement funds and Cyclical Maintenance funds, which are created for the future maintenance, repair or replacement of property, equipment, vehicles and other assets necessary for the continuance of the charity's work.

Restricted funds

Restricted funds are funds held by the charity for particular applications, specified by the donor, within the charity's objectives, and can only be applied to those particular purposes. The restrictions may apply to income or capital or both. Many of the restricted funds are generated through Asset or Project targeted appeals.

Endowment funds

The Endowment fund is a restricted fund held as a capital fund for the charity's benefit. In 2003 the Charity Commission gave its approval for Sense to relocate from its endowed property known as the Princess Royal Centre in Birmingham to other property in the area and to charge the costs of doing so to the Endowment fund.

Fund transfers

During the year the main transfer between funds was the movement of £3,898,591 from restricted funds to designated funds. This transfer recognises compliance with our agreements to complete the Touchbase Centre in Scotland.

18 Analysis of net assets between fund balances

Net assets at 31 March 2010 were analysed between the funds as follows:

Group	General £	Designated £	Restricted £	Endowment £	Total £
Fixed assets	11,126,341	5,409,365	4,471,380	464,639	21,471,725
Net current assets	14,473,620	(316,609)	2,725,251	-	16,882,262
Long-term liabilities	(934,089)	-	-	-	(934,089)
Pension liability	(15,374,000)	-	-	-	(15,374,000)
Total	9,291,872	5,092,756	7,196,631	464,639	22,045,898

Company	General £	Designated £	Restricted £	Endowment £	Total £
Fixed assets	11,269,516	-	3,255,043	464,639	14,989,198
Net current assets	11,717,151	25,106	1,617,130	-	13,359,387
Long-term liabilities	(106,643)	-	-	-	(106,643)
Total	22,880,024	25,106	4,872,173	464,639	28,241,942

19 Capital commitments

Capital expenditure authorised and contracted for but not provided for amounted to £100,000 (2009: £65,000).

20 Contingent liability

Contingent liabilities of £1,196,000 (2009: £1,196,000) exist relating to grants received from the Department of Health and Leeds Healthcare towards the development of 12 Hyde Close, Barnet; 138 Bradford Road, Leeds; 509 Leeds and Bradford Road, Leeds, which may be repayable in certain circumstances. Sense, Sense Scotland and Helping Sense Limited are members of a group VAT registration. Under the Value Added Tax Act 1983, all the members of a VAT group are jointly and severally liable for any tax due during the period of their membership.

21 Operating lease commitments

At 31 March 2010 the Association had annual commitments under non-cancellable operating leases as set out below:

Group	2010		2009	
	Land and buildings £	Other £	Land and buildings £	Other £
Operating leases which expire:				
Within one year	209,875	11,464	122,139	17,342
In two to five years	1,165,689	47,729	1,046,380	48,477
After five years	1,535,305	965	1,671,849	8,418
	2,910,869	60,158	2,840,368	74,237

Company	2010		2009	
	Land and buildings £	Other £	Land and buildings £	Other £
Operating leases which expire:				
Within one year	144,150	2,141	122,139	17,342
In two to five years	1,025,375	47,729	1,046,380	48,477
After five years	1,442,730	965	1,516,525	6,917
	2,612,255	50,835	2,685,044	72,736

22 Reconciliation of net incoming resources to net cash inflow from operating activities

	2010 £	2009 £
Net incoming resources before revaluation	3,873,704	3,105,147
Difference between pension charge and cash contributions	(207,000)	(295,000)
Interest received	(57,404)	(450,005)
Interest paid	30,207	85,192
Depreciation	1,722,027	1,605,595
(Profit) on sale of tangible fixed assets	(156,902)	(14,485)
(Increase)/decrease in stocks	(7,693)	(48,347)
(Increase)/decrease in debtors	(233,496)	(710,790)
(Decrease)/increase in creditors	(734,708)	(8,984)
Net cash inflow from operating activities	4,228,735	3,268,323

23 Reconciliation of net cash flow to movement in net liquid resources

	2010 £	2009 £
Increase/(decrease) in cash in the year	3,423,908	6,327,964
Cash (inflow)/outflow from management of liquid resources	-	(5,704,581)
Cash outflow/(inflow) from loans and lease financing	235,701	1,384,475
Current asset investments	(1,682)	-
Changes resulting from cash flows	3,657,927	2,007,858
Net liquid resources at 1 April 2009	11,121,533	9,113,675
Net liquid resources at 31 March 2010	14,779,460	11,121,533

24 Analysis of changes in net liquid resources

	At 1 April 2009 £	Cash flows £	Other changes £	At 31 March 2010 £
Cash at bank and in hand	12,447,227	3,423,908	-	15,871,135
Debt due within one year	(67,985)	70,667	(79,322)	(76,640)
Debt due after one year	(982,954)	-	79,322	(903,632)
Finance leases	(276,437)	165,034	-	(111,403)
Current asset investments	1,682	-	(1,682)	-
	11,121,533	3,659,609	(1,682)	14,779,460

25 Subsidiary Companies

The charity controls three charitable company subsidiaries – Sense Scotland (registered in Scotland), Sense International (registered in England) and Coventry Society for the Blind (registered in England). The subsidiaries have similar aims and objectives to the parent charity. All activities have been consolidated on a line by line basis into the statement of financial activities.

A summary of the results of the subsidiaries for the year ended 31 March 2010 are shown below:

Sense Scotland	2010 £	2009 £
Incoming resources	21,763,004	20,516,767
Resources expended	(20,410,571)	(19,922,109)
Net movement in funds	1,352,433	594,658
Assets	10,543,056	9,275,110
Liabilities	(1,706,175)	(1,790,662)
Funds	8,836,881	7,484,448

Sense International	2010 £	2009 £
Incoming resources	1,419,960	1,820,171
Resources expended	(1,422,547)	(1,821,369)
Net movement in funds	(2,587)	(1,198)
Assets	712,664	488,216
Liabilities	(372,225)	(145,190)
Funds	340,439	343,026

Coventry Society for the Blind	2010 £	2009 £
Incoming resources	14,140	119,321
Resources expended	(13,594)	(119,414)
Net movement in funds	546	(93)
Assets	42,466	62,765
Liabilities	(41,830)	(62,675)
Funds	636	90

The charity also owns the whole of the issued share capital of Helping Sense Limited, a company registered in England. The subsidiary is used for non primary purpose trading activities, namely the support of shop sales of new goods and the organisation of fundraising activities. The total net profit is gifted to the charity.

A summary of the results of the subsidiary for the year ended 31 March 2010 is shown below:

Helping Sense Limited	2010	2009
	£	£
Turnover	1,121,673	907,050
Cost of Sales	(202,426)	(138,340)
Gross Profit	919,247	768,710
Operating Expenses	(777,753)	(660,860)
Net Profit	141,494	107,850
Assets	173,444	139,751
Liabilities	(143,444)	(109,751)
Net Assets	30,000	30,000

MAJOR SUPPORTERS

Corporate 'Major supporters' List Annual Report 2009 – 2010

Council is indebted to all donors for their support, both financial and otherwise, without which it would not have been possible to achieve all that we did. Substantial donations have been received from the following:

Sense

The Worshipful Company of Actuaries	The Walter Guinness Charitable Trust
Art in Design Limited	The Hadley Trust
Awareness	The Haberdashers' Benevolent Foundation
The Ballinger Charitable Trust	The David Hammond Charitable Foundation
Barclaycard	The Harborne Parish Lands Charity
Misses Barrie Charitable Trust	The N & P Hartley Memorial Trust
The Bartle Family C.T.	The Holbeck Charitable Trust
Paul Bassham Charitable Trust	The Thomas J. Horne Memorial Trust
BBC Children in Need	The Dorothy Howard Charitable Trust
The Blair Foundation	The Albert Hunt Trust
The Blatchington Court Trust	The Hyde Park Estate Charity
Bristol Grammar School	Jo Malone Ltd
Bupa	The Anton Jurgens Charitable Trust
A & S Burton 1960 Charitable Trust	The Clare King Charitable Trust
The Camelia Trust	KPMG LLP
The Carpenters Company Charitable Trust	The Beatrice Laing Trust
Catholic Holiday Fellowship Memorial Trust	Land Securities Group
The Childwick Trust	Lombard
Coutts & Co Ltd	The Maxwell Family Foundation
The Coward Trust	The 29th May 1961 Charitable Trust
Discovery Properties Ltd	The Andrew Mitchell Christian Charitable Trust
The Violet Helen Dixon Charitable Trust	Myristica Trust
The Derek and Jean Dodd Charitable Trust	Next plc
Audrey Earle Charitable Trust	North Worcestershire Golf Club
The Emerton-Christie Charity	The Odin Charitable Trust
Emirates	The Peacock Charitable Trust
EnviroStream International Ltd	Pearl Group Limited
Ernst & Young LLP	The Misses CM Pearson & MV Williams Charitable Trust
Essex Youth Trust	Penrose Financial Ltd
The Eveson Charitable Trust	Pillsbury Winthrop Shaw Pittman LLP
The Fifty Fund	The Platinum Trust
Donald Forrester Trust	P F Charitable Trust
Joseph Strong Frazer Trust	George & Esmee Pollitzer Settlement
Give It	Portal Gallery
The GMC Trust	
The Grocers' Charity	

Sir John Priestman Charity Trust
The Princess Anne's Charities Trust
The Recycling Factory
Regeneris plc
Resolution plc
The Mary Robertson Trust
Rococo Chocolates
The Norton Rose Charitable Foundation
The Royal Bank of Scotland
The Scotshill Trust
SFIA Educational Trust
The Sylvia & Colin Shepherd Charitable Trust
Slaughter & May
Smith Charitable Trust
The Sovereign Health Care C.T
Spark Ventures
The Jessie Spencer Trust
The Geoff & Fiona Squire Foundation
The Miss Doreen Stanford Trust
The Peter Storrs Trust
The Tanner Trust
The Connie & Albert Taylor Charitable Trust
The David Thomas Charitable Trust
The Annie Tranmer Charitable Trust
The Constance Travis Charitable Trust
Turner Media Group
The Douglas Turner Trust
The David Uri Memorial Foundation
Waitrose Ltd
Freddie Wakeham Charitable Trust
The Perry Watlington Trust
Johnson Wax Ltd Charitable Trust
Wesleyan Assurance Society
Wildnet Group
Wragge & Co LLP
The Elizabeth & Prince Zaiger Trust

Sense Scotland

The Annie Jack Memorial Trust
The Big Lottery Fund
Cares 4 Kids
Cash For Kids – Clyde Action
The Dinning Charitable Trust
Glasgow City Council – Arts Development
Heritage Lottery Fund
Jennie S Gordon Memorial Foundation
Lintel Trust
Margaret J Stephen's Charitable Trust
Northwood Charitable Trust
Paths to Health
The R S Macdonald Charitable Trust
The Scottish Arts Council
Scottish Natural Heritage
Widowers' Children's Home Trust

Sense International

The Sylvia Adams Charitable Trust
Coutts Charitable Trust
Dalyan Foundation
ING
Stanley Thomas Johnson Foundation
The Beatrice Laing Trust
Medicor Foundation
Stavros Niarchos Foundation
Penson Financial Services
Thames River Capital
The James Tudor Foundation
Woodford Foundation

Charity information

Registered address

101 Pentonville Road, London N1 9LG

London office

101 Pentonville Road, London N1 9LG

Telephone number: 0845 127 0060 (voice)

Text: 0845 127 0061

Fax: 0845 127 0062

Email: info@sense.org.uk

Website: www.sense.org.uk

Charity number: 289868

Company number: 1825301

Bankers

National Westminster Bank plc

Kings Cross Branch, 266 Pentonville Road, London N1 9LE

Auditors

PricewaterhouseCoopers LLP

2 Humber Quays, Wellington Street West, Hull HU1 2BN

Solicitors

Wilson's

Steynings House, Summerlock Approach

Salisbury, Wiltshire SP2 7RJ

Insurance advisors

Willis Limited

Stuart House, Caxton Road, Fulwood, Preston PR2 9RW

Key management personnel

R Brook, Chief Executive

D Pernak, Group Director Finance and Resources

P Cheer, Group Director Operations

S Osborne, Group Director External Affairs and Knowledge

P McCollin, Human Resources Director