

SENSE
ANNUAL
REPORT &
ACCOUNTS
2009



sense
for deafblind people



SENSE'S VISION, PURPOSE AND VALUES

Our vision is of a world in which all deafblind children and adults can be full and active members of society.

Our purpose is to work in partnership with others – deafblind people, their families, carers and professionals – to ensure that everyone challenged by deafblindness or sensory impairment with other disabilities, has access to advice, opportunities and support.

Our values guide all that we do:

The worth of individuals

We will embrace diversity and respond to individual need.

Self-determination

We will promote the rights of individuals and will provide support for this where necessary.

Personal fulfilment

We will promote opportunities for all individuals to develop and achieve their potential.

Openness and honesty

Our interactions will be transparent, open to scrutiny and built on trust and accountability.

Learning and improving


We will continuously improve the quality of what we do by consulting and reflecting on our actions.





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SENSE, THE NATIONAL DEAFBLIND AND RUBELLA ASSOCIATION COUNCIL'S REPORT AND ACCOUNTS FOR THE YEAR ENDED 31 MARCH 2009

Members of Council have pleasure in presenting their report together with the audited accounts of the company for the year ended 31 March 2009.

THE SENSE FAMILY

The Sense family includes a number of separate organisations.

Sense, the trading name for Sense, The National Deafblind and Rubella Association, is a registered charity and company limited by guarantee. It is governed by its Memorandum and Articles of Association. Sense works primarily in England, Wales and Northern Ireland. It is the corporate trustee of the Royal School for Deaf Children (Birmingham) and Coventry Society for the Blind. It is the sole member of Sense Scotland and Sense International, and holds 100% of the issued share capital of Helping Sense Limited.

Sense Scotland is registered in Scotland as a company with charitable purposes. It is governed by its own Memorandum and Articles of Association.

Sense International is also a separately registered company and charity, governed by its Memorandum and Articles of Association. It works on a global basis, pressing for change and supporting partner organisations in India, Latin America, Eastern Europe and East Africa.

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.

The Royal School for Deaf Children (Birmingham) is a registered charity. The Charity Commission granted a linking order permitting its activities to be reported on within Sense's report without the need to file its own separate annual report and accounts. It is governed by its trust deed.

Coventry Society for the Blind is a charity and company governed by its Memorandum and Articles of Association.

This is the consolidated annual report and accounts for all the Sense organisations. Unless otherwise stated, each of them publishes their own annual report and accounts which describe their activities and finances in more detail.

WHO WE HELP AND WHAT WE DO

Objectives and activities

Sense Sense is a national charity that aims to benefit children and adults who are deafblind. We provide specialist information, advice and services to deafblind people, their families, carers and the professionals who work with them. In addition, we support people who have sensory impairments with additional disabilities. Our services are available to those who need them and are funded through charitable donations, grants and statutory fees.

In 2008/2009:

- **1,224** children and adults received support from our Family Education and Advisory Service, and our outreach workers.
- We offered individually-tailored support to **309** deafblind people who live in Sense-run houses and flats.
- **1,420** deafblind people and their families joined a series of activities – from Saturday clubs to family days – which offered information, support, friendship and fun.
- We provided holidays for **143** deafblind people with the support of **180** volunteers.

The key areas of our work are:

Work with 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 his or her full potential. We also work closely with government and other agencies to ensure that the needs of deafblind children are fully taken account of.

Sense also supports families, giving them a voice and enabling them to share information and offer much-needed support to each other. Our membership scheme has grown by 10% to 1,781 members, and we support 14 branches and networks and a range of other groups across the country.

Work with 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, employment and leisure opportunities to suit each particular individual.

This year Sense has continued to improve its position on the quality of its services, with 89% of our services being rated as good or excellent (up from 84% last year) by the Care Quality Commission. We continue to have no services rated as poor.

Work with 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 raise awareness of the needs of the many older people with combined sight and hearing difficulties. In 2008/2009 the third phase of our Fill in the Gaps campaign focused upon healthcare providers.

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 reached over a quarter of the UK population, our website was visited by 232,224 individuals who wanted to find out more about deafblindness and we received a 10% increase in enquiries.

Sense Scotland

Sense Scotland works with children and adults who have:

- impairments to both sight and hearing, many of whom have other disabilities
- impairment to sight with other disabilities
- impairment to hearing with other disabilities
- communication difficulties.

Sense International

Sense International exists to support deafblind people and their families throughout the world. It aims to improve the quality of life for deafblind people by working with partner organisations, helping them develop their own deafblind programmes and building their capacity to ensure the sustainability of these programmes.



OUR PLANS FOR THE FUTURE

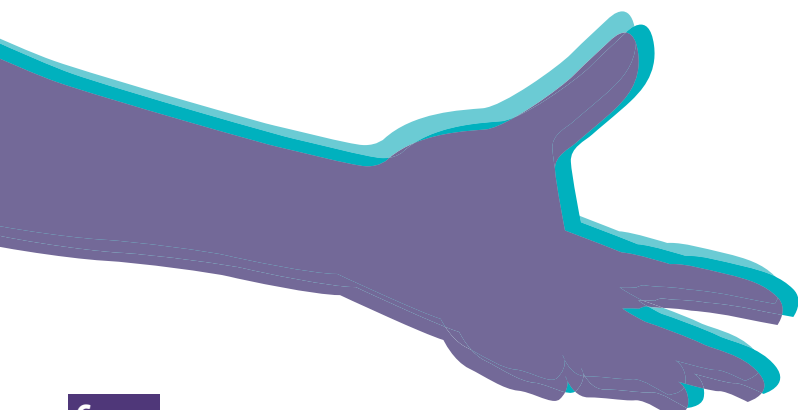
Sense

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

Major objectives for 2008-09 included the following:

1. We have secured funding from the BUPA Giving Committee to carry out research into the communication needs of older people who become deafblind later in life. We will examine the impact that this has had on their quality of life and look to develop strategies to address this. The two year research will involve partnership working with other care providers of older people and will result in an advice and training manual targeted at professionals, carers or family members. We plan for this work to commence in Autumn 2008.
 - Unfortunately, due to delays with Birmingham University and staff sickness, work only commenced on this project on 1 June 2009. However, some background work has been underway with the Pocklington Trust which will feed into the BUPA project and it is hoped that significant progress will be made in the coming months.
2. We will consult with members, staff and all interested parties to produce a strategic plan for April 2009 onwards that can drive our annual and three year rolling planning processes. Our consultation will include opportunities for deafblind people outside the organisation and their families to make their views known. This is important because as a charity our goal is to benefit all deafblind people and families – not just those we currently provide services to.
 - Sense's new five year strategy – It's in our hands – was launched in April 2009 after many months of consultation with deafblind people, their families and carers and Sense staff. A range of methods were used for consulting our stakeholders – from questionnaires to holding focus groups with deafblind people and their families. The new strategy provides an ambitious vision for our work in the next five years.

3. Developing a siblings project. This will aim to provide opportunities for mutual support between the brothers and sisters of deafblind children and adults, and to help them to produce materials for other siblings.
 - The Siblings Network now has 43 members. An activity weekend was organised in July 2008 which was attended by 18 siblings. Work is continuing to ensure siblings stay in contact with each other and publications are planned for 2009/10.
4. To improve the quality of life of deafblind people and their families, we will continue to develop a specialised, qualified and valued workforce. Innovations this year include: piloting a new Sense qualification in deafblindness for communicator guides and developing and accrediting a sensory impairment qualification. We will also research and create modular 30 minute training packs for staff on a range of topics including: challenging behaviour, risk assessment, environmental risk reduction strategies and language difficulties.
 - Whilst training of our staff remains a high priority activity for Sense, our work in this area has been affected to some extent by external factors. The Sector Skills Council has put a hold on all qualification development work pending the launch of the new workforce strategy, the launch of the National Occupational Standards and the Qualifications and Credit Framework.
5. Services will be extended regionally to help more people experience a range of fulfilling and developmental activities. For example, in the South West, we will establish three new adult and three new child intervenor services in the next year. Also, to enable deafblind people to continue their education in a setting close to their home, we will explore, in collaboration with Connexions, the launch of a new college based (LSC funded) service on the Hertfordshire / Bedfordshire borders for young deafblind people who have left school. In the North, we will develop a range of support areas, including a new local family support network group in Kirklees.
 - There has been some delay in setting up the three new services in the South West due to the redevelopment of Providence Court which is nearing completion. In the meantime, one completely new service for an adult has been started, existing services for three children and one adult have been extended and a further new service is expected to be approved by the funding panel shortly.
 - Plans are well advanced for a post-school educational focused day service, for young adults with sensory impairments and additional disabilities living in the Bedfordshire / Luton area – in partnership with Bedfordshire County Council and the Pasque charity. There will be a focus on learners developing meaningful life skills, including moving towards independence and work placements, as well as sensory stimulation and therapeutic approaches.
 - In Kirklees, we have worked in partnership with a local authority professional to develop a small Family Support Network. We have organised a day for the group to get together to talk about legacy support for their children and future topics are being planned.



6. In Northern Ireland, we will develop a volunteer support programme over the next three years for older deafblind people, and in Wales we will work with other agencies, such as Deafblind UK, to support the creation of a networking meeting for older deafblind people.
 - Sense Northern Ireland now have two volunteers working with individuals with acquired deafblindness.
 - Sense Cymru have liaised closely with Deafblind Cymru to enable deafblind people to join access groups that they have set up.
7. In the East, there are plans to provide increased opportunities for families with deafblind children to access information, receive peer support and access leisure activities for their deafblind child and siblings – including holding family days in East Anglia, Lincolnshire and Cambridgeshire.
 - Family days – which bring people together for information, support and fun – have taken place in East Anglia, Lincolnshire and Cambridgeshire.
8. In the north of England we will hold the Deafblind International Co-Creating Communication with Persons with Congenital Deafblindness Theory and Practice Conference 8–11 October 2008.
 - Delegates from 17 countries came together to describe and disseminate the latest theoretical and practical ideas for developing communication with congenital deafblind people, with the scientific programme addressing four main themes: language, gestures and mimetics, joint attention and dialogicality.
9. In order to increase our fundraising we plan to open three new shop units by November 2009.
 - Our shop expansion continued with the opening of two very large shops in Felixstow and Nuneaton. Both shops exceeded all expectations and are now established as very strong and profitable Sense shops.
10. Our fundraising department is adding six new 5K events to the UK fundraising calendar this summer. The Vision 5K events are open to all runners, families and people with disabilities. We are encouraging participants to challenge their senses and complete one lap blindfolded while being led by a sighted running partner. We hope the events will raise £50,000 to support services for local deafblind children and adults living in each race location. Vision 5K events will take place in Birmingham, Leeds, Reading, Bristol, Maidstone and London from May to September 2008.
 - We added four new 5K events to the UK fundraising calendar this summer with successful events in Bristol, Birmingham, Leeds and London, where over 200 runners participated.

Major objectives for 2009-10 include:

We will:

1. 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.
2. 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.
3. 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.
4. Decide how research, policy work and inclusion activities should be integrated within Sense for the future so they are more effective and agree our initial 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;
 - improving 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;

- 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, and;
- agree key performance indicators at the beginning of this process so we can effectively measure our impact over the next five years.

Sense Scotland

Major objectives for 2008-09 included the following:

1. The Arts and Wellbeing Team will begin 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.
 - This project has been supporting around 30 people in their journey from long stay hospital into their own housing in the community. Service users, families, staff past and present are involved in the work and preparations are now underway for an exhibition in November 2009.
2. We will host the international Listen to Me family conference in August 2008.
 - Sixty four family members from Catalonia, Spain, Czech Republic, Slovakia, Italy, Poland, England, Wales and Canada joined us for the Listen to Me family conference.
3. We will launch the International Helen Keller Art Award.
 - The 8th International Helen Keller Art Award attracted 150 entries from 12 countries with an exhibition held at the Glasgow Concert Hall and TouchBase.

Major objectives for 2009-10 include:

1. 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.
2. The new operational structure will be fully implemented in June 2009. We will develop staff into their new roles through implementation of development plans for individual staff and restructuring of communication and reporting functions between Senior Management Group and the middle tier of management.
3. We will strive to get 50% of our staff qualified. Our target over three years is 75%.
4. 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.

Sense International

Major objectives for 2008-09 included:

1. Increase the number of deafblind people and their families that we are reaching throughout all our programmes.
 - In East Africa our partners are providing community-based rehabilitation services to 338 deafblind persons, an increase of 56% from last year. In Bucharest and Oradea, Romania 7,934 newborn babies had their vision and hearing screened (an increase of 27% from last year), and where necessary were referred to an Early Intervention Centre.
2. Investing in local capacity development to ensure the sustainability of our local partners and their programmes.
 - In India we continued to support four Regional Learning Centres, which provided specialised training, mentoring, planning and leadership to over 75 local organisations. In Peru we provided training on deafblindness to 72 special educators, who are now able to identify and work with deafblind children in their classrooms as part of Peru's Education for All initiative.
3. Continue to decentralise programme operations and fundraising with a view towards local sustainability.
 - Over the last financial year, in spite of the economic downturn, Sense International (India) raised 27% of its budget from sources within India. In addition, Sense International (Romania) continued to raise a significant portion of its budget through dedicated fundraising, securing nearly £36,000 from a mix of individual, trust and statutory donors.

4. Lobby and advocate for the official recognition of deafblindness in the countries where we work.
 - In Romania, the government has approved and put into practice a national curriculum for teachers of deafblind children. In Latin America, the Andean parliament passed a resolution officially recognising deafblindness, which is seen as the precursor to official recognition in the constituent nations as well as an important impetus for the government provision of appropriate services.
5. Develop strategic alliances with more international and local NGO's and encourage them to address the needs of deafblind people.
 - Sense International (East Africa) signed a memorandum of understanding with Perkins International to conduct joint activities that support the development of quality education services for deafblind people in the region. Sense International (India) conducted the first-ever national conference on deafblindness in collaboration with local organisations and governments as well as international organisations.
6. Regularly review performance and structures, ensuring that we remain cost-effective and efficient, maximising the outcome of every pound raised.
 - Through our move into Sense, we have reduced the amount spent on salaries and running costs. We have put together a new strategic and operational planning system that supports more regular monitoring and evaluation. We have also continued streamlining our financial systems and processes to ensure increased efficiency and flexibility, and to facilitate fundraising within the global organisation.

Key objectives for 2009/10

We will:

1. Review our core strategy and create a strategic plan for adoption for 2010-2014.
2. 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 KPI's agreed as part of our strategy review.
3. 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.
4. Ensure that overall income is maintained in a challenging climate and to exploit all fundraising opportunities so that income could be increased.

Working in partnership

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

- At an event organised by a deafblind woman and the mother of a deafblind man, with the support of Sense, 100 disabled people from different organisations – including 14 deafblind people – lobbied parliament about concessionary bus passes.
- Sense developed an effective national relationship with Job Centre Plus through a Local Employment Partnership Arrangement. This has helped us staff a service where we had had significant recruitment difficulties for some time.
- Sense International worked with over 80 partners in four regions to provide an infrastructure of services and support to over 15,000 deafblind people and their families.

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. There is one Vice-Chairman. Council meets four times a year and Trustees are expected to attend all Council meetings.

Responsibilities of Council

Company and charity law requires Council to prepare financial statements for each financial year that give a true and fair view of the state of affairs of the charity and the group and of the surplus or deficit of the group for that period. In preparing those financial statements, Council has:

- selected suitable accounting policies and then applied them consistently.
- made judgements and estimates that are reasonable and prudent.
- stated whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements.
- prepared the financial statements on the going concern basis.

Council is responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charity and the group and enable it to ensure that the financial statements comply with the Companies Act 1985. It is also responsible for safeguarding the assets of the charity 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 and two other Trustees. Its main areas of activity are the selection, appointment and development of Trustees, planning the work of Council meetings and overseeing 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, however executive officers are not permitted to sit on the Committee.

The Corporate Leadership Team is responsible for the overall management of all aspects of Sense activities. It reports to the Trustees via its Chair, the Chief Executive. Membership also includes five divisional and departmental directors. Meetings are held twice monthly.

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. There is a clear organisational structure, described in an internal document entitled "working arrangements", with appropriate lines for reporting, which is reviewed periodically.
- 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.
- Scrutiny and approval of all capital projects over £25k by the Corporate Leadership Team, which meets regularly and also examines reports showing performance against business plan.

- The Finance Committee considers investment strategy and monitors investment performance.
- Internal audit reviews the whole system of internal controls. It also enjoys unrestricted access to all books, records and explanations 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.

Identification and management of risks

Council has delegated day-to-day responsibility for the management of risks to the Corporate Leadership Team. The Audit 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 Corporate Leadership 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 2008/9, with some notes about how we have mitigated these risks:

- 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 – Economic downturn. Controls – Regular financial reviews and forecasts. Contingency provisions built into budgets.
- Risk – Inability to fund inflationary cost increases. Controls – effective management of costs to identify reductions.
- Risk – Failure to recruit and retain staff. Controls – Review of organisational terms and conditions against those of other agencies working in our field.

FINANCIAL REVIEW 2008/9

Expenditure

Expenditure on our charitable activities in 2008/9 was £61.7m. It represented an increase of £4m 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, day care and outreach services. We were able to increase expenditure on these services by £1.3m to £36.8m.

We spent almost £2m (2008: £1.8m) working with children and £1.4m (2008: £1.2m) working with older people.

Our work in Scotland cost £18m (2008: £15.8m) and on International work we spent almost £1.5m (2008: £1.3m).

Work on campaigning and raising awareness cost £731k, publicity costs were £575k and on quality improvements and staff development we spent £533k.

Governance costs of £61k were £2k more than last year.

Income

Total income amounted to £78m, an increase of £3.7m (5%) over the previous year.

£3.3m of this increase came from fees and allowances, paid by statutory authorities, which raised £55.7m in total. It was achieved as a result of more people receiving residential, day care and outreach services along with fee uplifts that were necessary to keep them in line with costs.

Total fundraised income reached £9.9m. This represents a reduction of £0.3m on the previous year mainly due to a fall in legacy income and charitable grants received.

Income from our shops reached £10.4m, an increase of £0.8m over the previous year.

In accordance with Financial Reporting Standard 17 'Retirement benefits' (FRS17) the results of the defined benefits superannuation scheme valuation are included in these accounts. The scheme value reduced by £2,489,000 and increased the overall liability to £5,375,000. The scheme's actuaries calculate how much we need to pay into the scheme each year to eliminate the deficit and ensure that sufficient funds are available to meet pension payments when they become payable. We ensure these payments are made. We closed our defined benefits 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 £3,105,147. The superannuation scheme reduced this by £2,784,000 resulting in an overall net movement in funds of £320,560.

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 down-turn.
- replacing working assets as they wear out.

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 10.5 weeks expenditure. At 31 March 2009 actual unrestricted cash reserves were equivalent to 7.5 weeks expenditure (2007/8 – 8.4 weeks). Our strategy to address this shortfall is to allocate all unbudgeted income into reserves.

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

The strategy states that "Sense wishes to avoid unethical investments that are in conflict with its charitable objectives. It avoids investing in companies with a known association with products that produce disabilities".

Cash reserves are held in interest paying bank accounts where the emphasis is on security rather than return. Earlier in the year we had funds invested in an Icelandic bank but closed the account at the onset of their developing problems. Consequently, we did not suffer any financial losses when a number of Icelandic banks collapsed.

Employees

Sense has adopted a formal Equal Opportunities Policy. The policy is reviewed regularly and all employees are welcome to make suggestions for improvements.

Employees are kept fully informed of all factors affecting the performance of the association 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. Employees are encouraged to present their suggestions and views at regular one to one meetings with their line managers and through implementation of an issues policy. A survey of staff is conducted at least every second year to help improve the ways we communicate. In addition, Sense West, East, Southeast and North, together with Pentonville Road and Northern Ireland, have staff consultative forums and similar facilities are being developed across the remainder of the organisation.

Auditors

A resolution to reappoint Pricewaterhouse-Coopers 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

14 July 2009

Council Members

Council members, showing changes during year 2008-09

John Crabtree, Chairman
David Pearson, Vice-Chairman
Richard Monaghan, Treasurer

Liz Booth
Roy Cox
Rosemary Evans
Ben Fletcher
Ian Harley (appointed, December 2008)
Hugh Gareth Jones
Nigel Marriott (retired, December 2008)
Sam McClelland
Paul Owens (stood down, December 2008)
Carol Pollington
Juliet Stone (deceased, September 2008)
Sue Turner
Oliver Walder (appointed, December 2008)
Gillian Wood

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

Sense Scotland

Roy Cox, Chairman
Neil Farquharson, Vice-Chairman
Douglas Smart, Treasurer
David Newton
David Bridges (resigned, February 2009)
Marian McArdle
Duncan Tannahill
Isabel Allan
Margaret Smith
Norman Ritchie (appointed, September 2008)

Sense International

Jeremy Charles (Chair)
Catherine Cross (Vice-Chair)
Pankaj Shah (appointed Trustee and Treasurer, October 2008)
Sunil Sheth
Sue Turner
Elizabeth Bickham (retired, January 2009)
Denis Tinsley
Ray Pierce (retired, July 2008)

INDEPENDENT AUDITORS' REPORT

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

We have audited the group and parent charity financial statements ("the financial statements") of Sense, The National Deafblind and Rubella Association for the year ended 31 March 2009 which comprise the Consolidated Statement of Financial Activities, the Consolidated Summary Income and Expenditure Account, the Consolidated and Charity Balance Sheets, the Consolidated Cash Flow Statement, the accounting policies and the related notes. These financial statements have been prepared under the accounting policies set out therein.

Respective responsibilities of Trustees and Auditors

The responsibilities of the Trustees (who are also the directors of Sense, The National Deafblind and Rubella Association for the purposes of company law) for preparing the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) 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 charitable company's members as a body in accordance with Section 235 of the Companies Act 1985 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 and are properly prepared in accordance with the Companies Act 1985. We also report to you whether in our opinion the information given in the Trustees' Report is consistent with the financial statements.

In addition we report to you if, in our opinion, the charitable company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding Trustees' remuneration and other transactions is not disclosed.

We read the Trustees' Report and consider the implications for our report if we become aware of any apparent misstatements within it.

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 and charitable 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, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the group's and the parent charitable company's affairs as at 31 March 2009 and of the group's incoming resources and application of resources, including the group's income and expenditure, and cash flows for the year then ended;
- the financial statements have been properly prepared in accordance with the Companies Act 1985; and
- the information given in the Trustees' Report is consistent with the financial statements.

PricewaterhouseCoopers UK

PricewaterhouseCoopers LLP
Chartered Accountants and Registered Auditors
Hull
July 2009

CONSOLIDATED STATEMENT OF FINANCIAL ACTIVITIES FOR THE YEAR ENDED 31 MARCH 2009

	Note	General Funds £	Designated Funds £	Restricted Funds £	Endowment Funds £	Total 2009 £	Total 2008 as restated £
Incoming resources							
Incoming resources from generated funds							
Fundraising income		5,449,964	376,554	1,222,724	-	7,049,242	6,766,109
Legacies receivable		1,557,775	-	-	-	1,557,775	2,059,445
Fundraising grants receivable	1	323,618	-	1,067,707	-	1,391,325	1,435,609
Shops income		10,429,078	-	-	-	10,429,078	9,611,405
Investment income	2	447,791	349	1,865	-	450,005	732,693
Other income	3	519,497	45,394	931	-	565,822	475,418
Incoming resources from charitable activities							
Fees and allowances		55,504,167	3,479	234,807	-	55,742,453	52,405,575
Statutory grants receivable	1	500,131	-	349,570	-	849,701	874,588
Net gain on disposal of fixed assets	5	22,002	(7,517)	-	-	14,485	20,509
Total incoming resources		74,754,023	418,259	2,877,604	-	78,049,886	74,381,351
Resources expended							
Cost of generating funds:							
Fundraising costs		3,513,592	222,459	37,865	-	3,773,916	3,419,575
Shops costs		9,389,428	98,519	-	-	9,487,947	8,876,963
Total cost of generating funds		12,903,020	320,978	37,865	-	13,261,863	12,296,538

Charitable activities:

Work with adults	36,235,865	231,321	315,047	8,623	36,790,856	35,499,319
Work with children	1,653,343	26,625	314,602	-	1,994,570	1,807,150
Work with older people	1,420,553	3,962	20,134	-	1,444,649	1,205,814
Work in Scotland	17,142,718	14,094	905,710	-	18,062,522	15,848,182
International work	452,624	-	1,036,597	-	1,489,221	1,264,428
Campaigns and awareness	614,725	5,428	110,682	-	730,835	833,253
Publicity	570,120	5,632	-	-	575,752	548,607
Quality and staff development	507,385	1,938	23,770	-	533,093	477,207
Governance	4	61,378	-	-	61,378	59,012
	58,658,711	289,000	2,726,542	8,623	61,682,876	57,542,972
Total resources expended	71,561,731	609,978	2,764,407	8,623	74,944,739	69,839,510
Net incoming resources/(resources expended) before transfers	3,192,292	(191,719)	113,197	(8,623)	3,105,147	4,541,841
Transfers between funds	(232,354)	(703,668)	936,022	-	-	-
Net incoming resources/(resources expended) before revaluations	2,959,938	(895,387)	1,049,219	(8,623)	3,105,147	4,541,841
Gains and losses on revaluation and disposal of investment assets	5	(587)	-	-	(587)	94
Actuarial (loss)/gain on defined benefit pension scheme	9	(2,784,000)	-	-	(2,784,000)	3,631,000
Net movements in funds	175,351	(895,387)	1,049,219	(8,623)	320,560	8,172,935
Fund balances brought forward at 1 April 2008	13,904,418	3,831,209	9,839,566	481,885	28,057,078	19,884,143
Fund balances carried forward at 31 March 2009	17,18	14,079,769	2,935,822	473,262	28,377,638	28,057,078

The notes on pages 29 to 52 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.

CONSOLIDATED BALANCE SHEET AS AT 31 MARCH 2009

	Note	31 March 2009 £	31 March 2008 as restated £
Fixed assets			
Tangible assets	11	22,437,875	22,403,707
Investments	12	414	1,001
		22,438,289	22,404,708
Current assets			
Stocks of goods for resale		74,153	25,806
Debtors	13	6,122,616	5,411,826
Investments	12	1,682	5,706,263
Cash at bank and in hand		12,447,227	6,119,263
		18,645,678	17,263,158
Creditors (amounts falling due within one year)	14	(6,236,974)	(7,408,032)
Net current assets		12,408,704	9,855,126
Total assets less current liabilities		34,846,993	32,259,834
Creditors (amounts falling due after more than one year)	15	(1,094,355)	(1,316,756)
Net assets excluding pension liability		33,752,638	30,943,078
Defined benefit pension scheme liability	9	(5,375,000)	(2,886,000)
Net assets including pension liability		28,377,638	28,057,078
Funds and Reserves			
Restricted funds	17,18	10,888,785	9,839,566
Endowment fund	17,18	473,262	481,885
Unrestricted funds			
General fund (including pension reserve of £5,375,000 adverse (2008: £2,886,000 adverse))		14,079,769	13,904,418
Designated funds	17,18	2,935,822	3,831,209
Total unrestricted funds		17,015,591	17,735,627
Total funds and reserves		28,377,638	28,057,078

The notes on pages 29 to 52 form part of these accounts.

Richard Monaghan

Richard Monaghan

Treasurer

Approved by Council on 14 July 2009

COMPANY BALANCE SHEET AS AT 31 MARCH 2009

	Note	31 March 2009 £	31 March 2008 £
Fixed assets			
Tangible assets	11	16,013,647	15,792,635
Investments	12	30,414	31,001
		16,044,061	15,823,636
Current assets			
Stocks of goods for resale		72,753	25,806
Debtors	13	3,683,736	3,640,018
Investments	12	-	5,704,581
Cash at bank and in hand		11,665,095	5,321,559
		15,421,584	14,691,964
Creditors (amounts falling due within one year)	14	(5,343,984)	(6,430,431)
Net current assets		10,077,600	8,261,533
Total assets less current liabilities		26,121,661	24,085,169
Creditors (amounts falling due after more than one year)	15	(196,587)	(370,623)
Net assets		25,925,074	23,714,546
Funds and Reserves			
Restricted funds	17,18	4,598,107	4,586,695
Endowment fund	17,18	473,262	481,885
Unrestricted funds			
General fund	17,18	18,160,943	14,982,647
Designated funds	17,18	2,692,762	3,663,319
Total funds and reserves		25,925,074	23,714,546

The notes on pages 29 to 52 form part of these accounts.

Richard Monaghan

Richard Monaghan

Treasurer

Approved by Council on 14 July 2009

SUMMARY CONSOLIDATED INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31 MARCH 2009

	2009 £	2008 £
Income of continuing operations	77,585,396	73,628,149
Total expenditure of continuing operations	(74,710,547)	(69,623,349)
Operating surplus	2,874,849	4,004,800
Gain on disposal of fixed assets	14,485	20,509
Interest receivable	450,005	732,693
Interest payable	(85,192)	(270,161)
Other finance (charge)/income – pension scheme	(149,000)	54,000
Net income for the year	3,105,147	4,541,841

The consolidated income and expenditure account is presented in order to ensure compliance with the Companies Act 1985.

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 income and expenditure account is derived from the statement of financial activities which, together with the notes to the accounts on pages 29 to 52 provides full information on the movements during the year on all the Association's funds.

The notes on pages 29 to 52 form part of these accounts.

CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH 2009

	Note	2009 £	2008 £
Net cash inflow from operating activities	22	3,268,323	6,720,739
Returns on investment and servicing of finance			
Interest received		450,005	732,693
Interest paid		(59,332)	(225,047)
Interest element of finance lease payments		(25,860)	(45,114)
		364,813	462,532
Capital expenditure			
Purchase of tangible fixed assets		(1,651,274)	(5,995,281)
Sale of tangible fixed assets		25,996	43,844
		(1,625,278)	(5,951,437)
Management of liquid resources			
Movement in investments in bank deposits		5,704,581	(301,981)
		5,704,581	(301,981)
Financing			
Bank and other loans repaid		(1,120,844)	(2,365,737)
Capital element of finance lease payments		(263,631)	(342,013)
		(1,384,475)	(2,707,750)
Increase/(decrease) in cash	23,24	6,327,964	(1,777,897)

The notes on pages 29 to 52 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 accounting standards and legislation. The accounts have been prepared in accordance with 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.

Change in accounting policy

The charity has adopted the amendment to FRS 17, "Retirement benefits". As a result of this, quoted securities held as plan assets in the defined benefit scheme are now valued at bid price rather than mid-market value.

The effect of this change is that the value of the plan assets at 31 March 2008 has been restated from £22,101,000 to £21,880,000, a decrease of £221,000, resulting in an increase in the pension deficit of £221,000. (31 March 2007: increase of £218,000). Net incoming resources for the current & prior year have been unaffected by this change.

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.

Fundraising income

Voluntary income is accounted for when received. Non-cash donations, other than goods donated for sale through our shops, are stated at an estimate of their value to the Association.



Fundraising events and activities

Fundraising costs are accrued when incurred.

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 mid-point of the quotation in 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 2009

1 Grants receivable

Sense – Statutory Grants receivable

	2009	2008
	£	£
Cambridgeshire County Council	30,900	-
Denbighshire County Council (towards intervenor services)	-	6,863
Department of Health Section 64 Grant	37,423	35,676
Department of Health towards Older Persons Partnership	23,928	-
Gwynedd And Ynys Mons	-	4,232
Homefirst nursery Placements	-	23,194
Lancashire County Council Development officer	23,774	36,565
Lancashire County Council (towards impaired people)	15,235	-
Learning and Skills Council (towards co-operation with colleges)	-	13,702
Lincolnshire County Council	142,000	106,655
Norfolk County Council (SA Funds)	9,632	9,443
Northern Ireland DHSSPS Core Grant	-	23,831
Northern Ireland Housing Executive	26,138	26,138
Peterborough City Council Supporting People Grant	46,219	-
Powys	12,924	-
Rotherham MBC – Melton House Resource Centre	1,360	-
Sandwell Development Worker	2,929	34,485
Sandy Watkins Support Costs	-	4,627
Skills for Care (towards staff training)	63,975	56,925
South Gloucestershire Children's Services Grant	2,872	2,816
Suffolk Social Services (Fixed Payment)	7,444	4,257
Suffolk Supporting People Grant	48,436	-
University Of Lincoln (Ref: Social Work Student)	-	800
Western Health And Social Care Trust	14,142	12,672
carried forward	509,331	402,881

Sense, The National Deafblind and Rubella Association
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	2009 £	2008 £
brought forward	509,331	402,881

Sense Scotland – Statutory Grants receivable

Scottish Executive (VSDF Award for 06/07 & 07/08)	30,000	130,000
Scottish Local Authorities and Health Boards (towards services)	26,925	35,620
Scottish Executive (Children, Young People & Social Care Group Unified Vol. Sector Fund)	66,785	87,066
Scottish Executive (Training And Awareness)	4,700	-
Tayside NHS	10,300	10,000
NHS Greater Glasgow (Innovation projects)	156,974	153,896
West Dunbartonshire Council (Out & About Project)	-	49,000
Glasgow City Council (Threads)	4,000	3,500
Other Statutory Grants	40,686	2,625
Total Statutory Grants received	849,701	874,588

Sense – Charitable Grants receivable

Arts Council (towards Visually Empowered Project)	-	1,000
Big Lottery Fund (towards the See Me, Hear Me Project) MK/1/010075203	-	(14,021)
City Bridge Trust	30,000	35,000
DCSF (Formerly DFES) (towards Young Sense Project)	-	24,990
Deafblind Worlds Project Funding	-	5,143
Department of Health – Technology Advisory Project	5,919	30,804
Department of Health (towards The Capacity to Communicate Project)	42,867	44,260
Department of Health Grant (towards Deafblind Direct)	38,715	31,497
Department of Health Grant (Rubella Project)	12,810	-
Dominic Evans	360	-
Northern Ireland DHSS (towards Services in Northern Ireland – Core Grant)	24,427	10,093
Sense Avon	-	7,000
Sport Relief	-	4,100
Welsh National Assembly (towards Organisational Development – Core Grant)	97,000	80,000
carried forward	252,098	259,866

Sense, The National Deafblind and Rubella Association
Council's report and accounts for the year ended 31 March 2009

	2009	2008
	£	£
brought forward	252,098	259,866

Sense Scotland – Charitable Grants receivable

Scottish Arts Council (National Lottery Grant)	-	7,750
Scottish Arts Council (National Lottery Grant) – Access All Areas	27,000	-
Scottish Arts Council (National Lottery Grant) – Touchbase	27,811	9,761
Scottish Arts Council (National Lottery Grant) – Threads	5,318	7,140
Scottish Arts Council (National Lottery Grant) – Youth Music Initiative	-	21,638
Scottish Arts Council (National Lottery Grant) – Found In Translation	-	17,365
Big Lottery (Touchbase)	-	6,250
Big Lottery (towards Advisory Services)	-	21,200

Sense International – Charitable Grants receivable

Department for International Development (towards NGO's Learning from Each Other, India)	-	24,576
Department for International Development (Latin America)	-	73,234
Department for International Development (Empowering deafblind people in East Africa)	96,843	98,510
Department for International Development (Developing a sustainable infrastructure for the inclusion of deafblind people in Bangladesh)	22,113	-
European Commission Europe Aid Co-operation Office (Developing model services and a sustainable infrastructure for the integration of deafblind people in India)	121,839	-
European Commission Europe Aid Co-operation Office (Developing model services and a sustainable infrastructure for the integration of deafblind people in Peru)	76,420	56,737
European Commission Europe Aid Co-operation Office (Promoting Access to education for deafblind and multi-sensory impaired children in Tanzania)	37,240	-
European Commission (PHARE)	24,337	21,558
States of Jersey, Overseas Aid Committee (Developing Quality Education Services for Deafblind Children, Kenya)	-	25,836
Isle of Man, Overseas Aid Committee (Scaling-up a model of early intervention support for deafblind babies and young children in Romania)	-	16,244
Big Lottery (International Small Grant towards East Africa)	-	8,629
Big Lottery (towards Access to Education for deafblind children in India)	-	139,856
Others	700,306	619,459
Total Charitable Grants receivable	1,391,325	1,435,609

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

2 Investment income

	2009 £	2008 £
Bank interest	450,005	732,693

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 £	2009 £	2008 £
Fundraising	3,370,903	403,013	3,773,916	3,777,009
Trading	9,224,340	263,607	9,487,947	8,519,529
Work with adults	34,148,156	2,642,700	36,790,856	35,499,319
Work with children	1,852,173	142,397	1,994,570	1,807,150
Work with older people	1,347,218	97,431	1,444,649	1,205,814
Campaigning and awareness raising	669,128	61,707	730,835	833,253
Publicity	544,086	31,666	575,752	548,607
Quality and staff development	469,866	63,227	533,093	477,207
Work in Scotland	17,062,316	1,000,206	18,062,522	15,848,182
International work	1,165,285	323,936	1,489,221	1,264,428
Governance	61,378	-	61,378	59,012
	69,914,849	5,029,890	74,944,739	69,839,510

Analysis of support costs apportioned

	Facilities £	Management £	Human resources £	Finance and IT £	Communications £	2009 £	2008 £
Fundraising	19,861	234,800	34,735	103,703	9,914	403,013	365,253
Trading	-	-	106,627	156,980	-	263,607	242,243
Work with adults	506,022	397,441	670,934	815,707	252,596	2,642,700	2,451,451
Work with children	27,266	21,415	36,152	43,953	13,611	142,397	123,900
Work with older people	18,656	14,653	24,736	30,073	9,313	97,431	77,736
Campaigning and awareness raising	11,816	9,280	15,666	19,047	5,898	61,707	61,638
Publicity	6,063	4,762	8,040	9,774	3,027	31,666	26,381
Quality and staff development	12,107	9,509	16,052	19,516	6,043	63,227	61,262
Work in Scotland	-	553,859	223,535	222,812	-	1,000,206	824,880
International work	-	262,148	-	61,788	-	323,936	328,536
	601,791	1,507,867	1,136,477	1,483,353	300,402	5,029,890	4,563,280

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

Analysis of governance costs

	2009 Total £	2008 Total £
Internal audit	6,431	6,305
External audit fees	37,520	36,200
Strategic management costs	5,500	5,500
Trustees' expenses	11,927	11,007
	61,378	59,012

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

	2009 £	2008 £
Net gain on sale of tangible fixed assets stated as incoming resources	14,485	20,509
Unrealised (loss)/gain on revaluation of listed investments	(587)	94

6 Net movement in funds

The net movement in funds is stated after charging:

	2009 £	2008 £
Auditors' remuneration – audit services	37,520	34,350
Depreciation		
- owned assets	1,391,398	1,113,629
- hire purchase and finance leased assets	215,058	292,724
Operating lease rentals	2,814,788	2,540,314
Interest payable on bank loans	59,332	225,047
Interest payable on finance leases	25,860	45,114
Other finance charge/(income) – pension scheme	149,000	(54,000)

7 Employees' remuneration

	2009 £	2008 £
Wages and salaries	46,462,930	42,784,206
Social security costs	3,724,864	3,457,863
Other pension costs	1,586,311	1,716,097
Agency labour	2,135,493	2,230,710
	53,909,598	50,188,876

The average number of persons employed by the association was 3,156 (2008: 2,966). 5 employees (2008: 4) earned between £60,001 and £70,000, 6 employees (2008: 7) earned between £70,001 and £80,000, 4 employees (2008: none) earned between £80,001 and £90,000, 3 employees (2008: 2) earned between £90,001 and £100,000, no employees (2008: none) earned between £100,001 and £110,000 and no employees (2008: 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 £11,927 (2008: £11,007) 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 2010 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 2009	At 31 March 2008	At 31 March 2007
	% pa	% pa	% pa
Rate of inflation	3.0	3.6	3.2
Rate of increase in salaries	4.5	5.1	4.7
Rate of increase for pensions in payment	3.0	3.6	3.2
Discount rate	6.7	6.9	5.4

The assumed life expectations from age 65 were as follows:

	2009 Years	2008 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 2009 %	Value at 31 March 2009 £'000	Long term return expected at 31 March 2008 %	Value at 31 March 2008 £'000	Long term return expected at 31 March 2007 %	Value at 31 March 2007 £'000
Equities	6.9	12,390	7.5	13,062	7.7	13,436
Target return funds/Bonds	5.7	1,905	6.3	4,223	6.4	4,824
Alternative assets/Property	6.1	2,755	6.7	3,939	6.8	2,736
Cash	3.0	1,443	4.8	656	4.9	579
	6.4	18,493	7.0	21,880	7.2	21,575

The equity investments and bonds which are held in plan assets are quoted and are valued at the current bid price following the adoption of the amendment to FRS17. Previously these were valued at mid-market price. The effect of this change is that the value of the plan assets at 31 March 2008 has been restated from £22,101,000 to £21,880,000, a decrease of £221,000. (31 March 2007: decrease of £218,000).

The following amounts at 31 March 2009 were measured in accordance with the requirements of FRS17:

	2009 £'000	2008 £'000
Total market value of assets	18,493	21,880
Present value of Scheme liabilities	(23,868)	(24,766)
Net pension liability	(5,375)	(2,886)

Reconciliation of present value of scheme liabilities

	2009	2008
	£'000	£'000
31 March 2008	24,766	28,327
Current service cost	843	1,191
Past service cost	98	2
Curtailments	-	16
Interest cost	1,729	1,558
Benefits paid	(660)	(1,001)
Contributions by members	397	390
Actuarial (gain)/loss	(3,305)	(5,717)
31 March 2009	23,868	24,766

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	23,333	23,868	24,418
Projected service cost	730	760	791
Adjustment to mortality age rating assumption	+1 year	None	-1 year
Present value of total obligation	22,940	23,868	24,804
Projected service cost	716	760	805

Reconciliation of fair value of scheme assets

	2009 £'000	2008 £'000
31 March 2008	21,880	21,575
Expected return on scheme assets	1,580	1,612
Contributions by members	397	390
Contributions by the employer	1,385	1,390
Actuarial (loss)	(6,089)	(2,086)
Benefits paid	(660)	(1,001)
31 March 2009	18,493	21,880

The following components of the pensions charge have been recognised in the statement of financial activities in the year to 31 March 2009:

	2009 £'000	2008 £'000
Amounts charged to the statement of financial activities:		
Current service cost	843	1,191
Past service cost	98	2
Curtailment and Settlements	-	16
	941	1,209

Other finance (income)/cost:

Interest cost	1,729	1,558
Expected return on assets	(1,580)	(1,612)
Net charge to other finance cost/(income)	149	(54)
Total statement of financial activities charge	1,090	1,155

Actuarial gain/(loss) recognised:

Actual return less expected return on pension scheme assets	(6,089)	(2,086)
Experience (gain)/loss on pension scheme liabilities	997	879
Change in financial assumptions underlying the present value of the scheme liabilities	2,308	4,838
Total actuarial (loss)/gain recognised	(2,784)	3,631

History of experience gains and losses

	2009	2008 As restated	2007	2006	2005
(Gain)/loss on scheme assets:					
Amount (£'000)	6,089	2,086	(186)	(2,312)	(355)
% of Scheme assets at end of year	32.9%	9.4%	0.9%	12.4%	2.6%
Experience (gain)/loss on scheme liabilities:					
Amount (£'000)	(997)	(882)	5	99	466
% of Scheme liabilities at end of year	4.2%	3.6%	0.0%	0.4%	2.2%
Total actuarial loss/(gain) recognised:					
Amount (£'000)	2,784	(3,634)	(2,531)	2,058	604
% of Scheme liabilities at end of year	(11.7%)	(14.7%)	(8.9%)	7.4%	2.9%

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 11 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 230 of the Companies Act 1985, 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 £55,266,809 (2008: £54,540,151) and its net incoming resources for the year were £2,211,115 (2008: £3,776,652).

The company made an unrealised loss on investments of £587 (2008: Gain £94). The company's net increase in funds was £2,210,528 (2008: £3,776,746).

11 Tangible assets

Group	Freehold property £	Long leasehold improve- ments £	Short leasehold improve- ments £	Furniture, fixtures & fittings £	Motor vehicles £	Total £
Cost						
At 1 April 2008	15,955,126	4,519,017	1,092,222	7,686,258	3,102,395	32,355,018
Additions	308,494	(108,540)	-	932,152	519,168	1,651,274
Disposals	(8,615)	-	(26,779)	(513,102)	(215,728)	(764,224)
At 31 March 2009	16,255,005	4,410,477	1,065,443	8,105,308	3,405,835	33,242,068
Depreciation						
At 1 April 2008	1,202,284	168,527	745,730	5,598,738	2,236,032	9,951,311
Charge for the year	281,925	55,816	54,691	798,872	414,291	1,605,595
Disposals	(1,195)	-	(26,779)	(509,636)	(215,103)	(752,713)
At 31 March 2009	1,483,014	224,343	773,642	5,887,974	2,435,220	10,804,193
Net book amounts						
At 31 March 2009	14,771,991	4,186,134	291,801	2,217,334	970,615	22,437,875
At 31 March 2008	14,752,842	4,350,490	346,492	2,087,520	866,363	22,403,707

Fixed assets include assets acquired under hire purchase agreements. The gross book value of these assets is £860,232 (2008: £1,299,073), the net book value is £277,366 (2008: £533,362).

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Company	Freehold property £	Long leasehold improve- ments £	Short leasehold improve- ments £	Furniture, fixtures & fittings £	Motor vehicles £	Total £
Cost						
At 1 April 2008	9,975,844	3,941,679	712,225	6,517,141	2,800,429	23,947,318
Additions	265,603	(108,540)	-	882,594	515,367	1,555,024
Disposals	(8,615)	-	(26,779)	(508,323)	(215,728)	(759,445)
At 31 March 2009	10,232,832	3,833,139	685,446	6,891,412	3,100,068	24,742,897
Depreciation						
At 1 April 2008	1,135,188	5,256	376,069	4,692,808	1,945,362	8,154,683
Charge for the year	159,974	39,829	46,948	669,321	409,272	1,325,344
Disposals	(1,195)	-	(26,779)	(507,700)	(215,103)	(750,777)
At 31 March 2009	1,293,967	45,085	396,238	4,854,429	2,139,531	8,729,250
Net book amounts						
At 31 March 2009	8,938,865	3,788,054	289,208	2,036,983	960,537	16,013,647
At 31 March 2008	8,840,656	3,936,423	336,156	1,824,333	855,067	15,792,635

Fixed assets include assets acquired under hire purchase agreements. The gross book value of these assets is £860,232 (2008: £1,299,073), the net book value is £277,366 (2008: £533,362).

12 Investments

Group	2009 £	2008 £
Fixed asset investments:		
Listed in UK (at market value)	414	1,001
Current assets investments:		
Bank deposit accounts	-	5,704,581
Equities Investment Fund for Charities	1,682	1,682
	1,682	5,706,263

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

	2009 £	2008 £
Opening market value	1,001	907
Unrealised (loss)/gain on investments held	(587)	94
Closing market value	414	1,001

Company	2009 £	2008 £
Fixed asset investments:		
Listed in UK (at market value)	414	1,001
Paid up shares: 100 % holding in Helping Sense Limited	30,000	30,000
	30,414	31,001
Current assets investments:		
Bank deposit accounts	-	5,704,581

Movements in the value of fixed asset investments listed in the UK is the same as for the group.

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:

	2009	2008
	£	£
UK Investment trusts and unit trusts	404	1,001

13 Debtors

Group	2009	2008
	£	£
Taxation recoverable	211,302	151,949
Trade debtors	4,103,347	3,585,421
Other debtors	489,062	363,087
Prepayments	1,318,905	1,311,369
	6,122,616	5,411,826

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

Company	2009	2008
	£	£
Amounts owed by group undertakings	187,652	166,550
Taxation recoverable	211,302	151,653
Trade debtors	1,761,228	1,888,930
Other debtors	220,575	214,604
Prepayments	1,302,979	1,218,281
	3,683,736	3,640,018

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

14 Creditors (amounts falling due within one year)

Group	2009 £	2008 £
Bank loans	37,666	1,090,479
Other loans	30,319	40,985
Trade creditors	1,222,613	1,206,913
Accruals and other creditors	3,624,298	3,686,278
Obligations under finance lease contracts	165,036	263,631
Taxation and social security	1,072,432	1,060,671
Deferred income	84,610	59,075
	6,236,974	7,408,032

Company	2009 £	2008 £
Amounts owed to group undertakings	129,868	27,457
Bank loans	-	1,055,000
Other loans	12,652	12,652
Trade creditors	1,221,605	1,205,873
Accruals and other creditors	3,068,638	3,108,690
Obligations under finance lease contracts	165,036	263,631
Taxation and social security	746,185	757,128
	5,343,984	6,430,431

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

Group	2009	2008
	£	£
Bank loans	860,434	896,799
Other loans	122,520	143,520
Obligations under finance lease contracts (repayable within four years)	111,401	276,437
	1,094,355	1,316,756

Company	2009	2008
	£	£
Other loans	85,186	94,186
Obligations under finance lease contracts (repayable within four years)	111,401	276,437
	196,587	370,623

The bank loan is in respect of 43 Middlesex Street, Glasgow which was provided by HBOS who have first charge on the properties. The loan is payable in equal instalments over 20 years and the interest charge is fixed at 6%.

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

	2009	2008
	£	£
Within one year	37,666	1,090,479
Between one and two years	39,987	37,666
Between two and five years	135,364	127,506
Over five years	685,083	731,627
	898,100	1,987,278

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

	2009	2008
	£	£
Within one year	-	1,055,000
	-	1,055,000

At 31 March 2009 the Association had obligations under finance leases (hire purchase agreements) as set out below:

Group and Company	2009	2008
	£	£
Amounts payable:		
Within one year	165,036	263,631
In two to five years	111,401	276,437
	276,437	540,068

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 2008 As restated £	Income, gains, losses and transfers in £	Resources expended and transfers out £	Balance at 31 March 2009 £
General				
Total general	13,904,418	75,739,912	75,564,561	14,079,769
Designated				
Working with adults	3,314,193	30,338	889,474	2,455,057
Working with children	112,368	38,595	81,073	69,890
Working with older people	10,913	-	-	10,913
Campaigns and publicity	72,259	14,200	29,156	57,303
Quality, training and staff development	153,586	31,142	85,129	99,599
Work in Scotland	167,890	311,501	236,331	243,060
Total designated	3,831,209	425,776	1,321,163	2,935,822
Restricted				
Working with adults	4,313,124	355,502	409,790	4,258,836
Working with children	217,032	440,285	436,718	220,599
Working with older people	33,153	67,855	12,644	88,364
Campaigns & awareness	22,386	111,423	104,501	29,308
Quality, training and staff development	1,000	-	-	1,000
Work in Scotland	4,964,119	2,084,466	905,710	6,142,875
International work	288,752	901,805	1,042,754	147,803
Total restricted	9,839,566	3,961,336	2,912,117	10,888,785
Endowment				
Working with adults	481,885	-	8,623	473,262
Total endowment	481,885	-	8,623	473,262
Total funds	28,057,078	80,127,024	79,806,464	28,377,638

The opening funds for the general fund have been restated from £14,125,418 to £13,904,418 and total funds from £28,278,078 to £28,057,078, a decrease of £221,000, as a result of the amendment to FRS17 (note 9).

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Company	Balance at 1 April 2008 £	Income, gains, losses and transfers in £	Resources expended and transfers out £	Balance at 31 March 2009 £
General				
Total general	14,982,647	55,028,259	51,849,963	18,160,943
Designated				
Working with adults	3,314,193	30,338	889,474	2,455,057
Working with children	112,368	38,595	81,073	69,890
Working with older people	10,913	-	-	10,913
Campaigns and publicity	72,259	14,200	29,156	57,303
Quality, training and staff development	153,586	31,142	85,129	99,599
Total designated	3,663,319	114,275	1,084,832	2,692,762
Restricted				
Working with adults	4,313,124	355,502	409,790	4,258,836
Working with children	217,032	440,285	436,718	220,599
Working with older people	33,153	67,855	12,644	88,364
Campaigns & awareness	22,386	111,423	104,501	29,308
Quality, training and staff development	1,000	-	-	1,000
Total restricted	4,586,695	975,065	963,653	4,598,107
Endowment				
Working with adults	481,885	-	8,623	473,262
Total endowment	481,885	-	8,623	473,262
Total funds	23,714,546	56,117,599	53,907,071	25,925,074

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, amounts totalling £936,022 were transferred to restricted funds from designated funds and general fund, earmarked for specific operational projects.

18 Analysis of net assets between fund balances

Net assets at 31 March 2009 were analysed between the funds as follows:

Group	General £	Designated £	Restricted £	Endowment £	Total £
Fixed assets	11,633,827	558,337	9,772,863	473,262	22,438,289
Net current assets	8,054,863	2,377,485	1,976,356	-	12,408,704
Long term liabilities	(233,921)	-	(860,434)	-	(1,094,355)
Pension reserve	(5,375,000)	-	-	-	(5,375,000)
Total	14,079,769	2,935,822	10,888,785	473,262	28,377,638

Company	General £	Designated £	Restricted £	Endowment £	Total £
Fixed assets	11,628,698	687,058	3,255,043	473,262	16,044,061
Net current assets	6,728,832	2,005,704	1,343,064	-	10,077,600
Long term liabilities	(196,587)	-	-	-	(196,587)
Total	18,160,943	2,692,762	4,598,107	473,262	25,925,074

19 Capital commitments

Capital expenditure authorised and contracted for but not provided for amounted to £65,000 (2008: £Nil).

20 Contingent liability

Contingent liabilities of £1,196,000 (2008: £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 2009 the Association had annual commitments under non-cancellable operating leases as set out below:

Group	2009		2008	
	Land and buildings £	Other £	Land and buildings £	Other £
Operating leases which expire:				
Within one year	122,139	17,342	180,640	17,351
In two to five years	1,046,380	48,477	933,493	63,808
After five years	1,671,849	8,418	1,671,233	1,501
	2,840,368	74,237	2,785,366	82,660

Company	2009		2008	
	Land and buildings £	Other £	Land and buildings £	Other £
Operating leases which expire:				
Within one year	122,139	17,342	117,510	15,851
In two to five years	1,046,380	48,477	797,000	57,806
After five years	1,516,525	6,917	1,515,909	-
	2,685,044	72,736	2,430,419	73,657

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

	2009 £	2008 £
Net incoming resources before revaluation	3,105,147	4,541,841
Difference between pension charge and cash contributions	(295,000)	(235,000)
Interest received	(450,005)	(732,693)
Interest paid	85,192	270,161
Depreciation	1,605,595	1,406,353
(Profit) on sale of tangible fixed assets	(14,485)	(20,509)
(Increase)/decrease in stocks	(48,347)	(478)
(Increase)/decrease in debtors	(710,790)	438,753
(Decrease)/increase in creditors	(8,984)	1,052,311
Net cash inflow from operating activities	3,268,323	6,720,739

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

	2009 £	2008 £
Increase/(decrease) in cash in the year	6,327,964	(1,777,897)
Cash (inflow)/outflow from management of liquid resources	(5,704,581)	301,981
Cash outflow/(inflow) from loans and lease financing	1,384,475	2,707,750
New finance leases	-	(226,352)
Changes resulting from cash flows	2,007,858	1,005,482
Net liquid resources at 1 April 2008	9,113,675	8,108,193
Net liquid resources at 31 March 2009	11,121,533	9,113,675

24 Analysis of changes in net liquid resources

	At 1 April 2008 £	Cash flows £	Other changes £	At 31 March 2009 £
Cash at bank and in hand	6,119,263	6,327,964	-	12,447,227
Debt due within one year	(1,131,464)	1,120,844	(57,365)	(67,985)
Debt due after one year	(1,040,319)	-	57,365	(982,954)
Finance leases	(540,068)	263,631	-	(276,437)
Current asset investments	5,706,263	(5,704,581)	-	1,682
	9,113,675	2,007,858	-	11,121,533

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 2009 are shown below:

Sense Scotland	2009 £	2008 £
Incoming resources	20,516,767	17,903,734
Resources expended	(19,922,109)	(17,514,644)
Net movement in funds	594,658	389,090
Assets	9,275,110	8,773,845
Liabilities	(1,790,662)	(1,884,055)
Funds	7,484,448	6,889,790

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Sense International	2009	2008
	£	£
Incoming resources	1,820,171	1,879,304
Resources expended	(1,815,704)	(1,734,448)
Net movement in funds	4,467	144,856

Assets	488,216	511,731
Liabilities	(145,190)	(173,172)
Funds	343,026	338,559

Coventry Society for the Blind	2009	2008
	£	£
Incoming resources	119,321	106,792
Resources expended	(119,414)	(110,549)
Net movement in funds	(93)	(3,757)

Assets	62,765	51,478
Liabilities	(62,675)	(51,295)
Funds	90	183

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 2009 is shown below:

Helping Sense Limited	2009	2008
	£	£
Turnover	907,050	308,672
Cost of Sales	(138,340)	(217,768)
Gross Profit	768,710	90,904
Operating Expenses	(660,860)	(82,893)
Net Profit	107,850	8,011
Assets	139,751	39,218
Liabilities	(109,751)	(9,218)
Net assets	30,000	30,000

MAJOR SUPPORTERS

Corporate 'Major supporters' List Annual Report 2008 – 2009

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 29th May 1961 Charitable Trust
Viscount Amory's Charitable Trust
The Anson Charitable Trust
Armit
Atlantic Foundation
Awareness
The Ballinger Charitable Trust
Peter Barker-Mill Memorial Charity
Lord Barnby's Foundation
The Misses Barrie Charitable Trust
The Bartle Family Charitable Trust
Paul Bassham Charitable Settlement
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JNJ Financial Management Ltd
Jo Malone Limited
Johnson Matthey Plc
The Petronella Keeling Charitable Trust
KPMG LLP

The Beatrice Laing Trust	Slaughter & May
Land Securities Group	Smith Charitable Trust
Miss W E Lawrence 1973 Charitable Settlement	The Hermione Mary Smith Charitable Trust
Mrs Vera Leigh's Charity	SPARK Ventures
Lions Club of Keynsham	Sotheby's
LloydsTSB Foundation for England & Wales - National Board	The Geoff and Fiona Squire Foundation
Lombard	Miss Doreen Stanford Trust
Merchant Taylors' Company Charities Fund	The Miss J K Stirrup Charitable Trust
Metcalfe Smith Trust	The Peter Storrs Trust
The Mickleham Trust	The Connie & Albert Taylor Charitable Trust
The Andrew Mitchell Christian Charitable Trust	Tesco
Mrs Joyce Mary Mountain Deceased	The David Thomas Charitable Trust
The D'Oyly Carte Charitable Trust	Sir Jules Thorn Charitable Trust
Misys Plc	The Annie Tranmer Charitable Trust
Nailsea Town Centre Ltd	The Constance Travis Charitable Trust
Neal's Yard Dairy	Douglas Turner Trust
Orange UK	Turner Media Group
The Peacock Charitable Trust	The Valentine Charitable Trust
Pearl Group Limited	Sylvia Waddilove Foundation UK
The Misses C M Pearson & M V Williams Charitable Trust	Bruce Wake Charitable Trust
Penrose Financial Ltd	The Lewis Ward Trust
The Pettifer Group	Waitrose
The P F Charitable Trust	Garfield Weston Foundation
Pillsbury Winthrop Shaw Pittman LLP	Wildnet Group
The Platinum Trust	DRI Williams Trust
The George & Esmee Pollitzer Settlement	Wragge & Co LLP
Portal Gallery	Wychwood Charitable Trust
The H R Pratt Boorman Family Foundation	Vinohrad Wines
Princess Anne's Charities	The Elizabeth & Prince Zaiger Trust
The Recycling Factory	Sense Scotland
Red Rose Charitable Trust	The R S Macdonald Charitable Trust
Regeneris plc	The Moffat Charitable Trust
Resolution plc	Abbey National Charitable Trust Limited
Rococo Chocolates	The Kells Trust
The Royal Bank of Scotland	The Gannochy Trust
SAY Arts Entertainment	Northwood Charitable Trust
SFIA Educational Trust	Children's Aid (Scotland) Ltd
	The Robertson Trust
	The Annie Jack Memorial Trust



Sense International

Angus Lawson Memorial Trust
Beatrice Laing Trust
Big Lottery Fund
Department for International Development
European Commission
The Hadley Trust
The Hilton in the Community Foundation
ING
The James Tudor Foundation
Jermyn Capital Partners Plc

Methodist Relief and Development Fund
Medicor Foundation
Paul Feeney
Penson Financial Services Ltd
Rowan Charitable Trust
Sense
Stanley Thomas Johnson Foundation
Stavros Niarchos Foundation
Sylvia Adams Charitable Trust
Thames River Capital
Virgin Atlantic

Charity information

Registered address

101 Pentonville Rd
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

Wilsons
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, Finance Director
J McGill, Interim Community Support and Information Director
G Roulstone, Children and Adult Services Director (stepped down, July 2009)
J Arnell, Fundraising Director
A Barker, Trading Director
P McCollin, Human Resources Director

The above people comprised the Corporate Leadership Team to whom the Trustees have delegated operational decisions.

Sense

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London N1 9LG

Tel: 0845 127 0060

Fax: 0845 127 0061

Minicom: 0845 127 0062

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