

2012
October 2011 - September 2012

The Angus Lawson Memorial Trust
Annual Report and Accounts



Registered charity number: 1117735

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Report and financial statements

For the year ended 30 September 2012



Registered charity number: 1117735

Kate Cavelle
Edward Hutton
Kara Lawson

Jonny Potter
Wasim Rehman
Katie Stringer
Alex de Winton

Trustees

Wedge House, 38-40 Blackfriars Road
Southwark, London
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Registered office

1117735

Registered charity number

Annual Report and Accounts

Legal and administrative information

1

October 2011 - September 2012

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THE **ANGUS LAWSON**
MEMORIAL TRUST

With each New Year come **new challenges, new ideas and new achievements**. Now in its sixth year, the ALMT began this year with a huge undertaking: a five year review of the Trust and a three year strategy moving forward. The process of writing the review enabled the Board of Trustees and I to look back on the ALMT's history with pride, and also enabled us to concentrate our future strategy on how we need to adjust with the times.

Our journey has been one set against a backdrop of financial crisis and austerity. The UK's individual giving dropped by 15% in 2012 and those hardest hit are the smaller, grassroots organisations - the kind of organisations that come to the ALMT looking for support. We decided to adapt our grant making strategy to suit the climate by making a **commitment to fund more organisations annually**, with smaller, more targeted funding. Since we valued the skills presented in our team of staff and Trustees, we also decided to begin offering pro bono advice and support with the aim of transforming the funder/recipient relationship into a real partnership with shared goals and team work.

The vision, research and time dedicated to this shift in giving began to come to fruition across this year. The Trust has begun creating **direct contact between donors and organisations**, enabling a tangible impact of giving, with staff hours dedicated to providing support such as database training and fundraising advice to other organisations. By making smaller grants with a bigger impact, we have been

Nick Lawson

Message from the Chair

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ALMT Founder

able to fund more partners this year and, with continued support from our loyal donors, we can enjoy watching this total grow year on year.

This year has enabled us to strengthen our foundations and, more and more, the ALMT Board of Trustees is **recognising the impressive mark the ALMT is leaving on the sector**. There is no better tool for motivation than seeing your money set to work. Having seen first-hand the transformational impact of the ALMT's grant making and bereavement support, I feel only a greater sense of urgency that there is so much more we can do.

With the heavy burden of the country's economic climate, we are witness and party to the public's ever growing compassion and defiance to overcome hard times and there is no better representation of this than in our donors and our corporate support. I am truly stunned by the incredible generosity and commitment shown by our supporters and sponsors and I look forward to next year with **ambition and commitment to pursuing our mission**: to mitigate the suffering of children internationally.




Nick Lawson

THE **ANGUS LAWSON**
MEMORIAL TRUST

The ALMT recognises how tough it can be for a grieving child and that is what makes this charity so special

Jenni Thomas OBE - Founder, Child Bereavement UK - Patron, the ALMT

The ALMT makes targeted grants to organisations working towards its shared mission to mitigate the suffering of children Internationally. **The team builds partnerships with grant recipients** offering advice and support, digital and media coverage and fundraising assistance. Potential partners must display stringent report writing, measurable results and have exceptional monitoring and evaluation processes in place.

The Trust accepts solicited requests for funding sourced through the ALMT's ever growing web of friends, partners and contacts. Funding is primarily provided to grassroots projects that have an annual income of no more than £1,000,000. We select projects that have clearly identified objectives and where the outcomes can be monitored and evaluated. This ensures **positive impact for beneficiaries and a high social return on any investment** made by the Trust and its donors. Annual grants made by the Trust will generally not exceed £20,000.



The ALMT Board

The ALMT is UK registered charity, number 1117735, and governed by its Declaration of Trust and its Articles of Association. Keeping Kids Company, UK registered charity number 1068298, generously provides the Trust with office space in kind and have also produced the ALMT's year end accounts for the third successive year.

Founders	
Nick Lawson	- Founder and Chair
Kara Lawson	- Founder
Patrons	
Jenni Thomas OBE	- Patron
Camila Batmandelijhi	- Patron
Trustees	
Kate Cavelle	-Trustee -Former Head of CSR, Deutsche Bank
Alex de Winton	-Trustee/Partners' Committee -Founder, the De Winton Trust
Edward Hutton	-Trustee -Principal, Campbell Luytens
Jonny Potter	-Trustee/Treasurer -Sr Managing Director, Deutsche Bank
Wasim Rehman	-Trustee/Partners' Committee -March 2012-Present -Director, FWE Group

Grant making - How it happens

Principal activities

Forming partnerships - What we do

You represent the very best in a funder

Camila Batmanghelidjh - Founder, Kids Company - Patron, the ALMT

Funding decisions are made during three Trustees' meetings per year by an **experienced board of professionals** representing skills from accountancy, corporate social responsibility (CSR), finance and investments, and the Third Sector.

At the tail end of this year, the ALMT Board elected a subcommittee of two Trustees': the Partners' Committee. They plan to dedicate up to five days per month to meet with applicants, review applications and conduct **the right amount of due diligence** before proposals are recommended for funding.

With skills and knowledge across the sector, the ALMT offers **pro bono support and advice to partners**, both past and present. These pro bono services include database training and implementation, funding application advice and support, fundraising expertise, skill sharing and digital and online media development.

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Grant making - How it happens

Governance

Forming partnerships - What we do



Staff members

New trustees can be recommended by an existing Board or staff member and elected at a Trustees' meeting.

Debbie Gore	- Programmes Manager - January 2010 - November 2011
Silvie Wallington	- Fundraising and Marketing Mgr - March 2011 - Present
Graham Banton	- Acting Trust Secretary - January 2012 - June 2012
Katie Stringer	- Partnerships Manager (paid) - March 2011 - March 2012 - Partnerships Manager (volunteer) - March 2012 - Present

When Programmes Manager Debbie Gore left the ALMT for a new role, Silvie Wallington took on the everyday management of the Trust.

Graham Banton spent a year working with child-focused development projects in India, Cambodia and Swaziland. He was approached to take on a six month contract with the ALMT to put together a five year review and three year strategy.

Katie Stringer forwent her pay and continues to work up to 15 hours per week as a volunteer. Katie's previous role was as an Account Director at the NSPCC.

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Thanks to the ALMT's help, Afghan connection is implementing a new computerised records management system which will allow us to be more efficient and effective

Max Carter - Head of Fundraising, Afghan Connection

Pro-bono advice and support

The ALMT staff members have provided the following pro-bono advice and support in 2011/12:

- **Afghan Connection:** Demonstrations and training sessions in the use of the Salesforce CRM.
- **AfriKids:** Donor management advice and Google Analytics training.
- **Siblings Together:** Grant application writing support and marketing material design and production.
- **The Hub, Lambeth:** Social media training and implementation
- **ACE Africa:** Skill sharing session on using the Salesforce CRM.

The ALMT staff members have also provided fundraising advice and support to individuals and friends of the Trust.

Grant making - Going the extra mile

Support sustainability and span

Forming partnerships - What and where do we fund



Funding criteria implemented this year

The ALMT accepts solicited requests for funding from registered charities in the following areas:

- Bereavement and palliative care for families, adults, children and young people
- Projects/initiatives that enable disadvantaged or vulnerable children and young people to participate fully in society
- Educational scholarships and learning support for children and young people

This year, the ALMT have dispersed grants of £185,000 to 11 partner organisations. Each partner is required to deliver social and budgetary reports to the ALMT as set out in the Memorandums of Understanding signed by representatives from each party. The Board also actively encourages partners to apply to other grant making bodies and seek co-funding opportunities.

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Community Cubes - China

Huge scale urbanisation is leaving a 'lost generation' of children in Beijing as parents are forced to leave them behind as they go out to find work.

ALMT is helping transform old shipping containers into multi-use community areas inspiring creativity, curiosity, and fun.

Known as Community Cubes™, they are the living rooms of the migrant slums allowing the families to rebuild their social fabric.

'Since the moment of engagement, the ALMT has been caring, engaging and genuinely concerned.'

Rita Chen - Team Leader, CMC

Compassion for Migrant Children - Communities of promise

Partners

Children recover through unrelenting love - Kids Company



Support for inner-city children - London

Over 10,000 meals have been provided for young people involved in the Food Programme, offering delicious after school hot meals.

Kids Company provides practical, emotional and educational support to vulnerable inner-city children through two street level centres, a therapy house and a drop-in provision.

'Our children are extremely lucky to be at the receiving end of your immense compassion.'

Camila Batmanghelidjh - Founder, Kids Company

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Blossom Bus - India

Lack of transport and parents' concern for their daughters are the biggest restrictions to a **girl's right to education** in India.

The ALMT Blossom Bus provides safe, chaperoned travel to school, ensuring female education is a **norm rather than an anomaly**.

Less than 2% of women in Cambodia possess education beyond high school; Lotus Outreach is working hard to **reverse the statistics**.

'Their smiles are testament to the power of this incredible project!'

Erika Keaveney - Executive Director

Lotus Outreach - Renewing hope and restoring dreams

Partners

Renewing hope and restoring dreams - Lotus Outreach



Girls' access to education scholarships - Cambodia

ALMT-funded scholarships have enhanced the life options of at-risk girls and their families to **reduce their vulnerability** to violence and trafficking.

These scholarships not only cover the indirect costs of education such as materials, uniforms, and transportation, but also ensure the poorest families have enough to eat so the **girls will not be taken out of school and put back to work**.

'The ALMT has turned tragedy into hope for thousands of children.'

Erika Keaveney - Executive Director

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Transport to matches - UK

St Anns and Sneinton FC (SASFC) is run in partnership with Epic Partners which work with children and families in Nottinghamshire to make a **positive difference within disadvantaged communities**.

Football can develop skills, broaden experience and heavily contribute to creating well-rounded individuals. By developing the clubs infrastructure and equipment, the young people are **empowered to strive harder to achieve**.

'You are helping to enable the community football club that we are all working towards.'

Jo Cooper - Football Development Officer

Epic Partners - St Anns and Sneinton Football Club

Partners

A friend in deed - DOST



Education for imprisoned children - Pakistan

Most of the women in prison in Pakistan are **victims of poverty, injustice, abuse and exploitation**. Many of these women have their young children in the prison with them.

The children suffer from impeded physical, mental and social growth and development due to poor nutrition, lack of health care, education and social interaction beyond the prison confines.

The ALMT is funding DOST to deliver a **sustainable programme of health and educational services** and facilities to support these incarcerated children.

'One prisoner has already received a job in a private health clinic on the basis of this training!'

Selma Khan - Dost Foundation UK

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Building bridges - Swaziland

Divided by a fast flowing, deep river with no safe crossing, the ALMT provided funds to build a bridge to **link the community** of Ekudzeni.

Developed in 2010, the Angus Lawson Community Primary School Feeding Programme has grown by **1 cow, 6 pigs and 100 chickens** thanks to ALMT support.

'Many members of this community simply would not be here if it weren't for the ALMT.'

Lynn Nestor - Founder

African Village School Fund - You can make a difference

Partners

Anyone Everyone Theatre - Peckham Shed



Summer school - UK

A positive, creative, summer school that reminded the young people in Peckham of their **talent, passion and hope.**

Participants experienced working inclusively with peers from different cultural backgrounds and **a range of access needs.**

Volunteers who supported the sessions learnt new skills, teaching techniques and **inclusive** training.

'We simply couldn't do what we do without you and your kind hearts and clever heads.'

Rebecca Cahill Roots - Chair

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Holiday camps - UK

Giving siblings separated in the UK care system the chance to **initiate and maintain contact** with each other.

Regular camps provide adventure and create memorable and meaningful experiences which siblings can **share and cherish forever.**

A childhood should never be put on hold, neither should **vital lifelong relationships** be denied to those who most need them.

'Your support has helped our small charity to make big changes.'

Delma Hughes - Founder

Siblings Together - Keeping brothers and sisters connected

Partners

Keeping brothers and sisters connected - Siblings Together



Monthly activity days - UK

The ALMT has provided the funds for Monthly Activity Days (MADS), allowing separated siblings to have a safe place to **re-frame their relationships.**

MADS provide the opportunity for **regular fun, creative and educational sibling contact.**

Activities such as art workshops, photography, sport, canal boat trips, and climbing offer challenging and exciting adventures within a safe and accepting environment.

'The ALMT has made a very significant difference in helping transform a good idea into a reality.'

Delma Hughes - Founder

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The Esther Benjamins Trust **rescues and provides refuge** to Nepali children who have been trafficked or displaced into India.

The ALMT is supporting five young people in Nepal, some of whom have now completed their secondary education and are taking their **next steps towards full integration into society** by pursuing further education or vocational training.



Octavia Appeal
FRIENDS OF ROYAL BROMPTON

The Octavia Appeal is **helps the paediatric intensive care unit (PICU)** and paediatric ward at Royal Brompton Hospital with specific items.

The PICU takes the sickest children in the country, most of whom are on life support when they arrive. **Parents may sit for long periods of time** and it's vital for both their wellbeing and the recovery of their child to remain comfortable during their stay.

The ALMT provided the funds needed for the Octavia Appeal to purchase **comfortable chairs for parents**.



The ALMT offers support to families with children who are **copings with grief** when someone important in their lives has suddenly and unexpectedly died or where a parent is dying.

Support is provided by an experienced support team led by Jenni Thomas who was awarded the OBE for her pioneering bereavement work in Britain. The team focuses on **the needs of families with children** and young people facing loss and grief. The involvement of the parents or prime carer is essential.

The support is guided by what children and young people say has helped them. By **providing support in an honest and sensitive way**, depending on a child's age and understanding, children are less confused and anxious about the future.

Grief is a normal reaction to loss and death. The grief parents experience when a child dies is a normal reaction to an unnatural event. Children experiencing grief when a parent dies is again a normal reaction but to an unnatural event. Understanding behaviour can help at a deeply anxious and stressful time.

We couldn't ask for more committed and loyal partners to help deliver hope and smiles to children around the World

Diane Julio - Foundations Executive, Operation Smile

The Mac Bevan Smile Fund

Working hand in hand with Operation Smile's World Care Programme, the Mac Bevan Smile Fund was developed by the ALMT and a few close supporters of the Trust. The Fund exists to **support those with facial deformities** too severe to be treated at Operation Smile's regular clinics. It provides vital funding for the best possible patient surgery and treatment; this might mean travelling to another country and remaining there during recovery.

The Mac Bevan Smile Fund **believes in fairness for all** and was created by a set of individuals whose lives were improved thanks to the generosity, mentoring and friendship of Mac Bevan, a great man.

Support and guidance is **for the family as a whole**. Grief may have a far-reaching effect on everyone in the family and affect family relationships. Men and women often grieve differently and may have differing views on how to support their surviving children and young people.

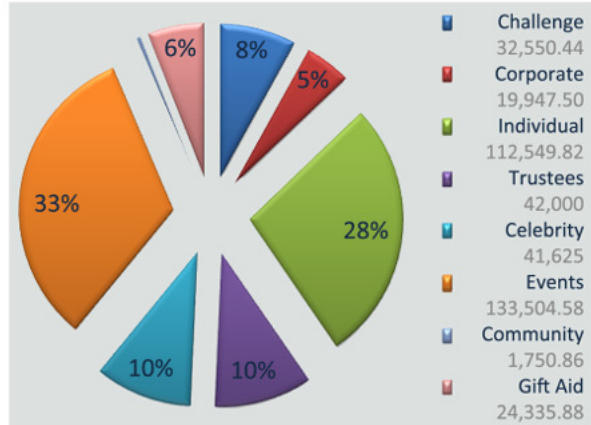
Children need adults to guide and support them. Most parents will have little experience of managing their child's reactions to loss at a difficult time, not least because they themselves are grieving. **Children learn about loss** by watching the adults around them.

The ALMT's grief **support depends on individual circumstances**. Some people feel initially more at ease meeting in their own home. Others may prefer to come to one of our rooms situated in London and the Home Counties. When possible Jenni supports families living outside this area. At the initial contact she will look at **what is appropriate and best for the family**. Jenni will also provide telephone and email support for those living further afield.

The ALMT funds the grief support service and hopes to offer **downloadable grief support resources**, direct grief support fundraising and also increase its team of experts in 2012/13.

'We recognise the varied ways that grieving children continue a bond with the person who has died.'

Jenni Thomas OBE - Patron and grief support



Individual fundraisers and supporters have raised over £32,500 by **taking on challenges**, hosting and attending ALMT events and encouraging their companies/employers to match their donations.

The ALMT holds a Trust Account with the **Charities Aid Foundation** and this year made the decision to withdraw £100K to contribute to its charitable activities and also prepare for potential investment opportunities in the future.

The ALMT's **corporate partners and supporters** have raised almost £20,000 by fundraising at events, contributing to ALMT events and taking part in company initiatives to raise money for the Trust. The equivalent of thousands of pounds has also been donated in kind with time, equipment and skills at ALMT events in 2011/12.

Income - Where does it come from?

Income in brief

How do we make it happen? - Income



Long term **celebrity ambassador**, Rachel Riley, raised over £40,000 in 2011/12 by appearing on celebrity quiz shows. The ALMT would also like to thank Miranda Hart, Clare Balding, Will Greenwood, Mark Owen and Mark Durden Smith for producing works of art to auction at the Animal Art Fair private charity view in aid of the ALMT.

The ALMT is dedicated to keeping the costs of running the charity to the absolute minimum. **The Trustees take responsibility** for this by making donations to cover the running costs including salary payments.

The Trust made its first **Gift Aid claim** this year and, after a stringent audit performed by HMRC, the ALMT was delighted to receive almost £25,000 for the tax years 2008-2010. This is only a portion of the ALMT's entitlement which it already receives through challenge event websites and automated systems.

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Corporate Social Responsibility and the ALMT

C&B
BARS

Corney and Barrow (C&B) CEO Lucy Knowles was inspired by the ALMT's range of partners. The partnership began at Christmas when customers were

encouraged to add £1 to their bill as a donation to the ALMT throughout December. This raised £9,000 and acted as a springboard for **various fundraising events throughout the year**.

ASTLEY CLARKE
LONDON

Astley Clarke Founder and CEO, Bec Astley Clarke, was moved by the ALMT's history and she rightly felt that Astley Clarke's fine gem stone jewellery could encourage donations from some of the ALMT's female

supporters. Astley Clarke is hoping to host more events into 2012/13 and also currently offer a **10% discount to customers when they mention the ALMT** which they then match as a donation to the Trust.



The Wine Box Company has been fundraising for the ALMT for two years by **donating 10% of sales** from selected shopping bags available on their website.

Corporate support - Giving the ALMT a helping hand

Corporate Partners and Sponsors

Giving the ALMT a helping hand - Corporate support

This partnership began when Hire the Barman **offered their expert skills, time and equipment** for the ALMT Burns Night. They wowed the guests and were

moved by the ALMT's achievements. They have since provided their services at the Animal Art Fair in May 2012 and have committed to continuing the partnership into 2012/13.



Amathus Drinks frequently donate alcohol and soft drinks for ALMT events.

Austique hosted a fashion show and Christmas shopping evening.

Ashcourt Rowen provided sponsorship for the Animal Art Fair event

Deutsche Bank was the primary sponsor for the Animal Art Fair

The Animal Art Fair made the ALMT its charity partner for 2012.

Floridita, Soho, made the ALMT its charity of the month for January 2012

'Knowing that we are helping contribute to the funds raised for such a worthy cause is an amazing feeling and we hope to keep the relationship for many years to come.'

Michael Stringer - Hire the Barman

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'Ladies who Brunch' was an opportunity for the ALMT to gather some of its **wonderful female supporters** and treat them to some bucks fizz and breakfast canapés at the Mandarin Oriental, Mayfair.

The event acted as a celebration of the ALMT's first five years with a video that **highlighted the journey** that the ALMT has been on.

Founder of the ALMT project partner Siblings Together, Delma Hughes, proved to be an **inspiring guest speaker** and set the tone for a fabulous morning sharing some of ALMT's successes and case studies.



Corney and Barrow (C&B) is a well-loved, well respected and high quality city brand. Boasting 12 wine and cocktail bars, the Cabin Travel Bar and Devonshire Terrace, the **ALMT and C&B have something in common**, our fans!

CEO, Lucy Knowles, believed that the variety of ALMT partners, its low costs and the connection to the city made **the perfect recipe for inspiring the team** to fundraise.

The partnership kicked off at Christmas when the C&B team encouraged customers to **donate an extra pound to their bill for the month of December**.

CORNEY & BARROW
Where the City spends its money well

Ladies who brunch - Mandarin Oriental, London

Corporate Partnerships and Events

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Raising awareness - Siblings Together



The Mandarin Oriental was the ideal location for such a **heart warming and proud day** and Delma talked with honesty and sincerity about the amazing work that Siblings Together does.

Although this event was not a fundraising initiative, it raised over £1000 for the ALMT and **encouraged new donors and supporters** for Siblings Together.

'Thanks for an amazing and inspiring morning...I think the work you, and everyone involved, are doing is fantastic.'

ALMT ladies who brunch guest

Corney and Barrow Bars

Corporate Partnerships and Events

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Corney and Barrow Bars



The team at C&B organised a bucking bronco, cake baking competition, sandcastle competition, and candy floss for a **Summer Fete event in the middle of Paternoster Square, London**. Passing public and ticket holders were invited to make their lunch times and evenings a little more fun for three days and raised £1000 in the process.

The annual **C&B Croquet League** saw £65 of every team entry going to the ALMT and staff fundraised at a Vegas night where a trip to Vegas was up for grabs to the lucky raffle winner!

The ALMT looks forward to continuing this partnership in 2012/13 with the **amazing team at Corney and Barrow**.

CORNEY & BARROW
Where the City spends its money well



Founder Bec Astey Clarke and the team were introduced to the ALMT by a volunteer and were immediately **impressed with the Trust's broad range** of partners.

The ALMT invited 12 valued and dedicated supporters to the Astley Clarke showroom for a **champagne, sushi and gemmology evening**.

Guests were spoilt with a complimentary jewellery cleaning service, an enthralling presentation from a precious gem expert, and relaxed in the luxurious atmosphere and **tantalising jewellery cased surroundings**. Astley Clarke donated a percentage of sales from the night to the ALMT.

ASTLEY CLARKE
LONDON

Astley Clarke London - Gemmology Evening - West London

Corporate Partnerships and Events

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Fashion Show - Claridges, London - Austique



Following a successful Christmas shopping evening, Austique were eager to work with the ALMT on a fundraising event. With Austique's celebrity following, a **luxury fashion show** seemed the perfect event.

Claridges, Mayfair, provided the setting for a beautiful **three course lunch and bubbly** while beautiful models sashayed around the tables showing off the Austique spring/summer collection.

150 guests revelled in the surroundings and listened to speeches from Katie Stringer, ALMT Partnerships Manager, and Becci Cahill, Chair of Peckham Shed, one of the ALMT's valued partners.

austique



Burns Night is a firm fixture in the Trust's calendar and this year's event didn't disappoint! Silence fell in the plush surroundings of Floridita, Soho, as the Scottish piper piped the haggis down the spiral staircase to meet our **350 loyal supporters and guests**.

Guests were treated to **personal bartenders at each table** performing daiquiri demonstrations and shaking the crowd with their glamorous assistants.

Latin dancers wowed the audience after dinner and with auction lots, such as a signed Lady GaGa guitar and a Sardinian Rugby Holiday hosted by Will Greenwood and Austin Healy, the night raised a grand total of £60,000!

Floridita

ALMT Burns Night Supper - Floridita, Soho, London

Corporate Partnerships and Events

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Private view, Southbank, London - Animal Art Fair



Over 200 ALMT guests attended the **Animal Art Fair private charity view** on London's Southbank. Guests enjoyed tequila cocktails, a celebrity auction and an amazing performance by Peckham Shed.

Celebrities **Miranda Hart, Mark Owen, Rachel Riley, Clare Balding, Mark Durden Smith and Will Greenwood** all took an art masterclass to sketch their pets for the ALMT to auction.

ALMT beneficiary, Peckham Shed, arrived in style and entertained the crowd with a performance of their own creation, The Peace Train. Proceeds **funded Peckham Shed's Summer School Programme**.

Animal
ART FAIR

Reflection on the objectives and goals identified for 2011/12.

Develop the current Grant Making Guidelines

Between January and June 2012 the ALMT produced a five year review. As part of this, the grant making guidelines were revised and formalised and are now available to download on the ALMT website.

Disperse more targeted grants to smaller organisations

In developing the new guidelines, the Board made the decision to fund only organisations with an income of less than £1M and not to disperse grants above £20K. By distributing smaller grants, the ALMT has been able to form partnerships where smaller amounts of money make bigger differences and where each penny is accounted for.

Re-design and build a new ALMT website

The new ALMT website is underway. The site will present a chronological display of the ALMT's partners to date, information about co-funding and will also make donating easier. The planned launch for the new site is March 2013 and it has been funded by the Board of Trustees.

Reflection - Looking back on 2011/12

Reflection and Objectives

Looking back on 2011/12 - Reflection

Jenni Thomas OBE and the ALMT are expanding their services into 2012/13. This will include increasing the team, providing downloadable resources and targeted bereavement support fundraising. The new website will include a 'mini site' designated to Jenni Thomas and the ALMT's bereavement support service.

Expand the ALMT's commitment to bereavement counselling

2011/12 saw the ALMT take on and deliver more events than ever. In doing so, the ALMT has gained exposure, brand awareness and has diversified its supporter base. However, with the changing climate, the Board of Trustees realises that the fundraising and events strategy is one that will change year on year.

Build upon the fundraising and events strategy

This year has been extremely successful for the ALMT in securing corporate support. The three dedicated corporate partnerships, Corney and Barrow, Hire the Barman and Astley Clarke, will all continue into 2013/14.

Develop the ALMT's corporate partnerships

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Objectives and goals identified for 2012/13.

The ALMT, including its staff, board members, partner organisations and supporters, is **becoming a co-operative**; a driving force to involve mutual assistance in working toward a common goal. When looking into 2012/13, the ALMT have plans to implement some bold initiatives.

With seven years of experience sourcing, funding and working closely with partner organisations, the ALMT aims to invite donors to co-fund partnerships. The Trust monitors spending, results and social return on each partnership and will keep you up to date with how your donation is making an impact.

With a selection of finance professionals on the Board, the ALMT aims to implement and activate an investment policy with which it can invest ethically and safely, protecting the reserves policy whilst earning extra funds for grant making.



Objectives - Looking forward into 2012/13

Reflection and Objectives

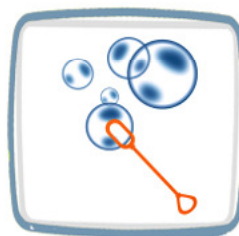
Looking forward into 2012/13 - Objectives



The Partners' Committee will make joint decisions on whether a proposal will go to the Board for funding. This will include meeting/speaking with potential partners once an application is received, and committing adequate time to research and evaluation of the proposed project.



Heading into 2013/14, the ALMT currently employs only one member of staff. By encouraging more individual donors to host their own events, take on challenges and become ambassadors for the ALMT, the Trust will have a greater income stream with little or no cost to the organisation.



With so much more to give, the ALMT plans to expand the pro bono advice and support service and actively promote it on the new ALMT website. Areas of particular expertise include database management, fundraising support and digital marketing.

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THE ANGUS LAWSON MEMORIAL TRUST

STATEMENT OF FINANCIAL ACTIVITIES For the year ended 30 September 2012

	Note	Unrestricted Funds 2012 £	Restricted Funds 2012 £	Total Funds 2012 £	Total Funds 2011 £
INCOMING RESOURCES					
Incoming resources from generated funds:					
Voluntary income	2	254,819	0	254,819	134,755
Activities for generating funds	3	153,305	0	153,305	237,942
Investment income	4	320	0	320	227
Incoming resources from charitable activities		0	0	0	0
TOTAL INCOMING RESOURCES		408,445	0	408,445	372,925
RESOURCES EXPENDED					
Cost of generating voluntary income	8	57,554	0	57,554	31,356
Costs of generating funds		57,554	0	57,554	31,356
Costs of Charitable activities:	9				
Grant Giving		209,854	0	209,854	293,411
Bereavement Services		10,000	0	10,000	10,000
Governance costs		0	0	0	0
TOTAL RESOURCES EXPENDED		277,408	0	277,408	334,767
NET MOVEMENT IN FUNDS		131,036	0	131,036	38,149
TOTAL FUNDS AT 1 OCTOBER 2011		305,968	0	305,968	267,820
TOTAL FUNDS AT 30 September 2012		437,004	0	437,004	305,968

The annexed notes form part of these financial statements

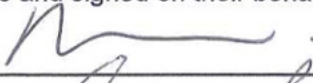
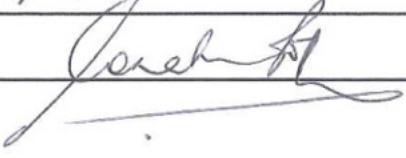
THE ANGUS LAWSON MEMORIAL TRUST

BALANCE SHEET

As at 30 September 2012

	Note	2012		2011	
		£	£	£	£
FIXED ASSETS					
Tangible assets			0		0
CURRENT ASSETS	13				
Debtors		0		11,891	
Cash at bank and in hand		437,004		295,886	
		<u>437,004</u>		<u>307,777</u>	
CREDITORS: amounts falling due within one year	14		0	0	(1,809)
NET CURRENT ASSETS / (LIABILITIES)			<u>437,004</u>		<u>305,968</u>
TOTAL ASSETS LESS CURRENT LIABILITIES			437,004		305,968
CREDITORS: amounts falling due after one year			0		0
NET ASSETS / (LIABILITIES)			<u><u>437,004</u></u>		<u><u>305,968</u></u>
FUNDS					
Restricted funds			0		0
Unrestricted funds:					
Designated funds				0	
General funds	16	437,004		305,968	
					305,968
			<u><u>437,004</u></u>		<u><u>305,968</u></u>

The financial statements were approved, and authorised for issue, by the Trustees on 29th July 2013 and signed on their behalf by:


 _____ Nick Lawson - Chair

 _____ Jonny Potter - Treasurer

The annexed notes form part of these financial statements

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 30 September 2012

1. ACCOUNTING POLICIES

Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention and in accordance with applicable accounting standards, the Charities SORP (Statement of Recommended Practice: "Accounting and Reporting by Charities (published February 2005)") and the Companies Act 2006.

The effects of the events relating to year ended 30 September 2012 which occurred before the date of the approval of the financial statements by the Trustees have been included in the financial statements to the extent required to show a true and fair view of the state of affairs at 30 September 2012 and the results for the year ended on that date.

Fund accounting

General funds are unrestricted funds which are available for use at the discretion of the Trustees in furtherance of the general objects 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. The aim and use of each designated fund is set out in the notes to the financial statements.

Restricted funds are funds which are to be used in accordance with specific restrictions imposed by donors which have been raised by the Charity for particular purposes. The cost of raising and administering such funds are charged against the specific fund. The aim and use of each restricted fund is set out in the notes to the financial statements.

Income tax recoverable

Income tax recoverable in relation to investment income or Gift Aid donations is recognised at the time the relevant income is receivable. Voluntary income includes £24,335.88 gift aid claimed relating to the period 06 April 2007 to 05 April 2010.

Income tax reclaimed on donations from individuals is included as unrestricted unless the donor requests that it is also restricted as part of the donation.

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.

Gifts in kind donated for distribution are included at valuation and recognised as income when they are distributed. Donated facilities are included at the value to the Charity where this can be quantified and a third party is bearing the cost. No amounts are included in the financial statements for services donated by volunteers.

Resources expended

All expenditure is accounted for on an accruals basis and has been included under expense categories that aggregate all costs for allocation to activities.

As the Trust is not VAT registered, all costs are shown as inclusive of VAT.

2. VOLUNTARY INCOME

	Unrestricted Funds 2012 £	Restricted Funds 2012 £	Total Funds 2012 £	Total Funds 2011 £
Donations:				
Individuals	80,372	-	80,372	40,693
Trustee	42,000	-	42,000	25,210
	<u>122,372</u>	<u>-</u>	<u>122,372</u>	<u>65,903</u>
Trusts and foundations	100,000	-	100,000	-
Corporate	19,948	-	19,948	54,830
Gifts in kind (Note 7)	12,500	-	12,500	14,020
Other	-	-	-	-
	<u>254,819</u>	<u>-</u>	<u>254,819</u>	<u>134,753</u>

Note: Prior to 2009, some income destined for ALMT had been put into a trust managed by CAF. £100,000 of this money had been transferred to ALMT in 2012 (included in Trusts and foundations above). A further £10,000 will be transferred to ALMT in 2013. A balance of £10,000 will always remain in the trust.

3. ACTIVITIES FOR GENERATING FUNDS

	Unrestricted Funds 2012 £	Restricted Funds 2012 £	Total Funds 2012 £	Total Funds 2011 £
Events	153,305	-	153,305	-
	<u>153,305</u>	<u>Nil</u>	<u>153,305</u>	<u>237,939</u>

NOTES TO THE FINANCIAL STATEMENTS
For the year ended 30 September 2012

4. INVESTMENT INCOME

Interest receivable from:
Cash at bank

2012 £	2011 £
320	223
<u>320</u>	<u>£ 223</u>

5. RESOURCES EXPENDED

	Staff Costs £	Grants given £	Support costs £	Total 2012 £	Total 2011 £
Grants	75,439	117,461	16,954	209,853	285,047
Bereavement Counselling	10,000	0		10,000	0
Total charitable expenditure	<u>85,439</u>	<u>117,461</u>	<u>0</u>	<u>202,900</u>	<u>260,706</u>
Costs of generating funds		57,554	0	57,554	31,356
Governance costs		0	0	0	0
Support costs		0	16,954	16,954	34,036
	<u>£ 85,439</u>	<u>£ 175,015</u>	<u>£ 16,954</u>	<u>277,408</u>	<u>£ 326,098</u>

Details of Costs of Generating Funds in Note 3

Support costs include overheads.

6. GRANTS

	2012 £	2011 £
Hebron Charities		68,000
African Village		-
Amos Trust		-
Asher Nardone		-
CMC		-
Dulwich College		-
Into University		-
Kids Company	-	40,000
Kiyan Price Foundation		-
Rebecca Ling Trust		-
Siblings Together	12,270	12,000
Cerniquem		25,000
Lotus Outreach	25,068	18,000
Epic Partners		2,500
Carousel		200
Siya Phulaphula		250
Anjool Malde Scholarship		25,000
Esther Benjamins Trust	2,000	
Compassion For Migrant Children	40,000	
Peckham Shed	6,875	
Dost Foundation UK	9,448	
Octavia Appeal	3,700	
Epic Partners	2,500	
African Village School Fund	15,600	
	<u>117,461</u>	<u>190,950</u>
Support costs	16,954	34,036
Staff costs	75,439	69,756
	<u>£ 209,854</u>	<u>£ 294,742</u>

7. GIFTS IN KIND

The Trust receives a number of gifts in kind and gifts in service each year.

Gifts in kind in the form of second hand donated goods were valued with second hand resale values; all new donated goods in kind were valued per the suggested value from the donors or per equivalent value from suitable catalogues.

Gifts in service were valued per written advice from the service companies, premises provided rent free were valued by the landlord on the basis of their commercial rental value. Professional gifts in kind (e.g. legal services) have been valued on a reasonable basis and included as income for the year.

The Financial Statements have included an aggregate value of £12,500 from Kids Company (2009: £NIL, 2010: £12,500, 2011: £12,500)

Under the Statement of Recommended Practice 2005 ("Accounting and Reporting by Charities (published 2005)") these costs have been included in both incoming and outgoing resources.

In addition, the Trust receives some assistance from volunteers, which is not reflected in the financial statements. The Trustees' report refers to the value of this time.

NOTES TO THE FINANCIAL STATEMENTS
For the year ended 30 September 2012

8. COSTS OF GENERATING VOLUNTARY INCOME

	Unrestricted Funds 2012 £	Restricted Funds 2012 £	Total Funds 2012 £	Total Funds 2011 £
Staff costs	-	-	-	-
Fundraising costs	57,554	-	57,554	-
Allocation of support costs	-	-	-	-
	<u>£ 57,554</u>	<u>£ Nil</u>	<u>£ 57,554</u>	<u>£ 31,356</u>

9. COSTS OF CHARITABLE ACTIVITIES

	Unrestricted Funds 2012 £	Restricted Funds 2012 £	Total Funds 2012 £	Total Funds 2011 £
Staff costs	75,439	-	75,439	68,425
Grants Given	183,499	-	183,499	190,950
Support costs	16,954	-	16,954	34,036
	<u>£ 275,891</u>	<u>£ Nil</u>	<u>£ 275,891</u>	<u>£ 293,411</u>

10. GOVERNANCE COSTS

	Unrestricted Funds 2012 £	Restricted Funds 2012 £	Total Funds 2012 £	Total Funds 2011 £
Staff costs	-	-	-	-
Auditors' remuneration - statutory audit	-	-	-	-
-statutory audit	-	-	-	-
Legal and professional fees	-	-	-	-
Support costs	-	-	-	-
	<u>£ Nil</u>	<u>£ Nil</u>	<u>£ Nil</u>	<u>£ Nil</u>

11. SUPPORT COSTS

	2012 £	2011 £
Staff	-	-
Premises	-	-
Depreciation	-	-
Other	16,954	34,036
	<u>£ 16,954</u>	<u>£ 34,036</u>

12. STAFF NUMBERS AND COSTS

	2012 £	2011 £
Wages and salaries	75,439	68,425
Social security costs	-	-
Recruitment	-	-
Training	-	-
Bereavement Services	10,000	10,000
Termination payments	-	-
Other costs	-	-
	<u>£ 85,439</u>	<u>£ 78,425</u>

NOTES TO THE FINANCIAL STATEMENTS
For the year ended 30 September 2012

13. CURRENT ASSETS

	2012	2011
	£	£
Debtors	-	11,891
Cash	437,004	295,886
	<u>£ 437,004</u>	<u>£ 307,777</u>

14. CURRENT LIABILITIES

	2012	2011
	£	£
Creditors	-	1,809.0
	<u>£ Nil</u>	<u>1,809.0</u>

15. STATEMENT OF FUNDS

	Incoming Resources £	Resources Expended £	Transfers £
DESIGNATED FUNDS			
Fixed Assets Fund	<u>£ Nil</u>	<u>£ Nil</u>	<u>-</u>
RESTRICTED FUNDS			
	-	-	-
Other	-	-	-
	<u>£ Nil</u>	<u>£ Nil</u>	<u>£ Nil</u>
SUMMARY OF FUNDS			
Designated Funds		-	-
General Funds	<u>408,445</u>	<u>277,408</u>	<u>-</u>
	<u>408,445</u>	<u>277,408</u>	<u>-</u>
Restricted Funds	-	-	-
	<u>£ 408,445</u>	<u>£ 277,408</u>	<u>£ Nil</u>

Purpose of designated funds

Fixed Asset Fund - The fixed assets of the Charity are considered to be not easily realisable. In accordance with SORP 2005, once the funding conditions of the assets have been satisfied, an amount equal to the cost of the assets is transferred to the designated reserve and reduced annually by depreciation. The fund carried forward is equivalent to the net book value of the fixed assets.

16. ANALYSIS OF NET ASSETS BETWEEN FUNDS

	Unrestricted Funds General Funds 2012 £	Restricted Funds 2012 £	Total Funds 2012 £	Total Funds 2011 £
Tangible fixed assets	-	-	-	-
Current assets	437,004	-	437,004	307,777
Creditors due within one year	-	-	-	(1,809)
Creditors due in more than one year	-	-	-	-
	<u>£ 437,004</u>	<u>£ Nil</u>	<u>£ 437,004</u>	<u>£ 305,968</u>