GENERATE OPPORTUNITIES LIMITED (A company limited by guarantee)

FOR THE YEAR ENDED 31 MARCH 2013

Company No. 3461665

Registered Charity No. 1069548



GENERATE OPPORTUNITIES LIMITED FINANCIAL STATEMENTS YEAR ENDED 31 MARCH 2013

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GENERATE OPPORTUNITIES LIMITED OFFICERS AND PROFESSIONAL ADVISORS

Generate Opportunities Ltd is also known as Generate

Address and Registered Office

73 Summerstown,

London SW17 0BQ

Trustees

Don McKerrow Judith Mellis Antonia Oakey Derek Ormond Grace Sylvester

Chief Executive Officer

Rebecca Linton

Bankers

Barclays Bank PLC, Wandsworth Group, PO Box 3847, London SW11 1XB

Scottish Widows Bank PO Box 12757 67 Morrison Street Edinburgh EH3 8YJ

Auditor

RE Jones & Co , 132 Burnt Ash Road,

Lee, London SE12 8PU

The company is ltd by Guarantee (Company No. 3461665) and is a charity registered with the Charity Commission (no. 1069548). It is governed by its Memorandum and Articles of Association dated 6th November 1997, amended on 31st October 2001, 27th June 2002 and 24th August 2006.

GENERATE OPPORTUNITIES LIMITED TRUSTEES REPORT

Trustees are recruited via local networks and contacts. Potential Trustees are invited to meet with the Chair and the CEO and are invited to visit our premises and our projects and meet some of our staff and beneficiaries. They then attend a minimum of three board meetings after which they can be invited to become a Trustee if agreed by the Board To support them in their role all Trustees receive a Trustees handbook and the Governance Publication and are informed about relevant training opportunities.

MANAGEMENT

The Board of Trustees meets 10 times a year (monthly excluding August and December) It is kept informed of developments, and has a clear agenda for governance and strategic planning. It has powers to decide matters of Company Policy. However, it delegates most operational decision making to the Chief Executive Officer, who reports to the Board. There is also a Management Team, made up of 3 Project Managers, a Finance Manager and an Operations Director. The interim Workforce.

Development Manager post has been extended to this year to continue to facilitate developments in our capacity and quality

PURPOSES AND AIMS

Our Charity's purpose as set out in the objects contained in the company's Memorandum and Articles of Association are to promote the welfare, education, training and advancement in life of persons with learning disabilities and other disabilities so as to ensure that, as far as possible, they may develop as individuals and members of society, and that the effects of their disability may be relieved

Generate's Vision is that people with a learning disability should live as valued members of society, entitled to equal rights and choice and be enabled to live their lives with dignity and respect

Generate's Mission is to offer friendly, practical support and guidance that enables people with a learning disability to shape their own futures

ENSURING OUR WORK DELIVERS OUR AIMS

We regularly review our key activities and the benefits they have brought to people with a learning disability and other disabilities. This process of review helps us to remain focussed on our stated purposes. We have referred to the guidance contained in the Charity Commission's general guidance on public benefit as part of our review process and consider how planned activities will contribute to the aims and objectives set by the Trustees and the Chief Executive Officer.

THE FOCUS OF OUR WORK

The main focus of Generate's work is the support and development of people with a learning disability although we do offer support to people with other disabilities through our Access to Work Project

Generate values difference and promotes inclusion and these core beliefs encourage us to offer support of the highest quality which

- · Focuses on the individual
- · Links people to the wider community and enables them to join in
- · Promotes choice and independence
- · Addresses the discrimination people with a disability experience

For our target group of people with a learning disability, we seek to support all aspects of a person's life at all stages of life learning, leisure, employment and health and wellbeing

Our current projects are designed to meet our aims

Stepping Stones Offers a programme of weekly classes providing the opportunity for adults with a learning disability to learn new or develop existing independent living skills in peer groups

Community Support Offers weekly support to people with a learning disability enabling them to live independently, access community facilities and develop their individual potential. The support is offered as a weekly package and is delivered flexibly according to the individual needs and wishes of the person we are supporting. We place emphasis on supporting independence and building connections that will develop natural and sustainable support for the individual Social Opportunities. Offers a range of opportunities for adults with a learning disability to meet and socialise together at clubs or in supported friendship groups or at our monthly user led Disco.

GENERATE OPPORTUNITIES LIMITED TRUSTEES REPORT Cont.....

The Bridge A conference centre style micro-enterprise that provides employment-related, independent living and social skill development opportunities to people with learning disabilities, focusing on catering cleaning and administration Youth Services. Offers evening clubs Monday – Thursday giving youngsters the opportunity to socialise and engage in shared activity with friends and peers in an informal setting. We also offer short term 1.1 support to youngsters through our Buddy Scheme. We have developed our work with young people to include a project which supports young people in Transition (funded by the City Bridge Trust).

Holidays Offers adults and children with a learning disability to chance to go on holiday with friends with staff support. This popular supported service also allows respite for family carers.

www easyhealth org uk. Makes accessible health information available to people with a learning disability and the people who support them and supports health professionals to communicate with patients with a learning disability. Access to Work. Jobcentreplus provide support hours to disabled people in the workplace through the Access to Work contract. Generate put in place, with the agreement of the client to support them to complete roles they are unable to complete due to their disability. This project supports people to break down barriers to employment for people with disabilities.

HOW OUR ACTIVITIES DELIVER PUBLIC BENEFIT

Our main activities and who we try to help are described below. All our charitable activities focus on supporting people with a disability to live productive and meaningful lives connected to their communities and are undertaken to further our charitable purposes for the public benefit. In particular, we ensure that some of our services are offered at no cost to the individual.

Who used and benefitted from our services?

Our objects and funding limit the services we provide to people with a disability. Additionally, our location in London tends to limit our provision of services to people with a learning disability based in the London Boroughs of Wandsworth, Merton and Lambeth. The exceptions to this are the service provided through www easyhealth orgluk which extends our reach nationwide/world wide through the 'world wide web', and support delivered under the Access to Work contract, which is pan-disability and delivered across London.

Our customer data base currently lists 500 people with a disability but we are actively supporting in the region of 210 people with a disability through our various projects. Access to our services is usually through Social Services, although we will accept self-referrals. We encourage open, equal access and the only stipulation is that people have a learning disability (or any disability for our Access to Work project). Learning disability is a broad category and occasionally open to professional debate but generally speaking Generate are prepared to work with people who are vulnerable due to limited cognitive ability and other more recognised conditions leading to a learning disability, and we do not subject presenting adults or children to tests to establish their eligibility, although from time to time, we may signpost people to other services if we feel ours are unsuited to their needs. We make no judgements in terms of people's ethnicity, gender, religion, sexual orientation or age (except with regard to an age criteria for our Youth Clubs)

We will continue to offer service for as long as people ask for our support and are often connected with people from their first presentation at a Youth club and throughout their adult life either intermittently or constantly

Whilst the main impact of our work is the positive outcomes we achieve for individuals with a disability we are confident that there are also benefits to the family and friends of our service users and to the wider community Families are supported in their care of vulnerable individuals and relieved of 24 hour responsibility. The wider community benefits from the people we work with who are supported to work.

and take roles as volunteers and, of course, we welcome volunteers from the local community to work with us Our Easyhealth project has involved us in training local health professionals and raising awareness of the needs of people with a learning disability and their carers

GENERATE OPPORTUNITIES LIMITED TRUSTEES REPORT Cont.....

The main areas of our charitable activity are outlined above

- Learning
- Leisure
- Employment
- Health and wellbeing

Our achievements and performance in these areas are outlined below

PERFORMANCE AND ACHIEVEMENTS

Learning

Our Stepping Stones Project offers weekly learning opportunities covering a range of practical life skills and hobby based learning. We have developed the programme and facilitated a closer connection to our outreach support workers who are identifying learning needs and helping us to create learning opportunities specific to the needs of the people they are supporting. The topics that we have covered in the last year include 3 meals a day cookery, money management and budgeting, assertiveness, and safety in the community. We continue to provide informal education via social skills workshops and activities in our youth clubs we also support young people to complete more formal qualifications and awards such as Duke of Edinburgh Award and City and Guilds. Similarly the Bridge has continued to offer opportunities for people with learning disabilities to develop skills in cleaning, and catering, as well a working in a team environment.

Leisure

Our community support workers are introducing individuals to leisure and social activities in their local community. Our buddy scheme continues to sign post and support young people to engage in their community leisure facilities, we also visit mainstream youth providers via our youth club program. We also offer holiday activities for young people throughout 10 of the 12 weeks of school holidays. Out Social Opportunities programme continues to offer a wide range of activities for people with learning disabilities to meet each other and have fun in a supportive mainstream environment. Holidays continue to be in increasing demand and we continue to offer an innovative range of regional and international options.

Employment

We have significantly expanded our Access to Work service, providing workplace support to more individuals with a greater range of support needs and in more diverse working environments. We have ensured that the support we deliver is holistic, focusing not only on assisting with direct work activity but also engaging with the work environment on a social level. Community Support Workers have supported several individuals into paid and voluntary employment posts. Easyhealth paid quality checkers with learning disabilities to work with them to produce nine bespoke easy-read leaflets commissioned by Public Health Wandsworth and the Wandsworth Primary Care Trust, and to deliver commissioned training. As well as running job search sessions within the youth club and transitions sessions we have also been able to successfully signpost several young people to the Connexions service in the Tooting Hub which has now 5-6 of our young people attending weekly advice and guidance sessions around finding employment.

Health and Well Being

Our Community Support service makes a significant contribution to the health and well-being of people with a learning disability, enabling them to live independently without anxiety and encouraging healthy lifestyle choices. We actively encourage individuals to book regular visits with health professionals and ensure that they have annual health checks with their GP. Access to the Easyhealth website is ever increasing and achieved 90,000 individual visits by year's end Internally developed easyread leaflets have been published through the website and copies have been sent out nationally to relevant organisations. Training for professionals in the related fields was linked to the commission and is currently in progress.

We have run a project this year within youth clubs called love hearts which informed young people about healthy lifestyles specifically around reducing heart disease. We have also facilitated a number of activities such as swimming, cycling, and football as well as working in partnership with London Youth to deliver a 6 week basketball project, which have all encouraged young people to be more active. In addition we have run sessions around substance misuse and sexual health via youth clubs and the transitions project.

GENERATE OPPORTUNITIES LIMITED TRUSTEES REPORT Cont.....

ADDITIONAL ACHIEVEMENTS

- 1 We have restructured our management team and continue to capacity build our management team to improve our workforce systems and effectiveness so in the future this becomes a self-sustaining model
- 2 We remain committed ourselves to working in partnership with local organisations and host a Learning Disability Provider Services Forum We are represented on the local Learning Disability Partnership Board
- 3 We have trained and established a Quality Improvement Team a group of members who will support us in evaluating our services and embedding quality in all aspects of the organization
- 4 We have developed a robust Business Plan in response to a changing market place

FINANCIAL REVIEW

Generate made a surplus of £109,197 during the year under review This was better than expected Major uncertainties about of a number of our funding streams caused us to manage our finances prudently during the year, but ultimately we managed to obtain either continuation or reptacement for most of this funding. However, funding for some projects has terminated in 2013-14, and another major project is likely to be either put out to re-tender or funded in a different way. Accordingly, we are expecting a tougher financial environment in 2013-14, and are currently budgeting for a much reduced surplus of around £17,000

Our principal funding sources during the year were grants from and service agreements with Wandsworth Council, service agreements with individual budget-holding beneficiaries and a contract with Job Centre Plus for the provision of support worker services. We used this income mainly to provide home, educational and employment support, and to facilitate social opportunities and healthy living, for people with learning difficulties and other disabilities Generate's Reserves Policy has been based on its objectives. Its main features are

To achieve a margin of working capital sufficient to enable all aspects of the organisation's work to be conducted in an orderly and efficient manner and to deal with the management of its continuing offering of more services to people with learning disabilities

To provide contingency funding to assist the organisation in keeping up to date with legislation changes which are likely to impose additional costs

In order to meet the above criteria, the Trustees consider that the minimum level of reserves required are as follows

a) Working capital of £307,000 which represents one quarter of the average annual expenditure

b) A further contingency fund of £50,000 which should also be readily available

The current level of unrestricted reserves is £603,442, of which £4,026 has been applied towards fixed assets, leaving free reserves of £599,416. This is sufficient to meet our policy regarding the minimum level of reserves that we require to support our ordinary objectives

The Reserves Policy will be monitored by the Trustees on an annual basis

RISK MANAGEMENT

The Trustees have assessed the major risks that the charity faces, in particular to its operations and finances and are satisfied that the charity is taking the necessary action to mitigate its exposure to these risks

PLANS FOR THE FUTURE

Generate aims to continue to be a provider of high quality services and supports to people with a learning disability. It is our intention to build on our strengths and grow our Community Support business both in Wandsworth and by extension of our service provision to Merton and possibly other London Boroughs. We will be strengthening our infrastructure, focusing on the effective promotion of our services and the work that we do. We will seek additional fundraising income to develop provisions in accordance to unmet need in the areas of our charitable activity. We will also be strengthening our governance arrangements including member involvement in this aspect of the organisation

Approved by the Board of Trustees on 9/9/13

Don McKerrow Don Chair

GENERATE OPPORTUNITIES LIMITED INDEPENDENT AUDITORS REPORT TO THE TRUSTEES YEAR ENDING 31 MARCH 2013

We have audited the charity financial statements of Generate Opportunities Ltd for the year ended 31 March 2013 on pages 10 to 14. The financial reporting framework that has been applied in their preparation is applicable taw and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

This report is made solely to the charity's trustees, as a body, in accordance with Chapter 3 of part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the charity's trustees those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charity and the charity's trustees as a body, for our audit work, for this report, or for the opinions we have formed

Respective responsibilities of trustees and auditors

As described in the statement of trustees' responsibilities, the trustees are responsible for the preparation of the Annual Report and financial statements and for being satisfied that they give a true anf fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

Scope of the Audit and Financial Statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of whether the accounting polocies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed, the reasonableness of significant accounting estimates made by the trustees, and the overall presentation of the financial statements.

Opinion on Financial Statements

In our opinion the financial statements

- Give a true and fair view of the state of the Charity's affairs as at 31 March 2013 and of its statement of financial activities for the year then ended,
- Have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- Has been prepared in accordance with the Companies Act 2006 and Charities Act 2011

Opinion on other matters prescribed by the Companies Act 2006

In our opinion the information given in the trustess' report for the financial year for which the financial statements are prepared are consistent with the financial statements

GENERATE OPPORTUNITIES LIMITED INDEPENDENT AUDITORS REPORT TO THE TRUSTEES YEAR ENDING 31 MARCH 2013

Matters on which we are required to report by Exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion

- Adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us, or
- The financial statements are not in agreement with the accounting records and returns, or
- certain disclosures of trustees' remuneration specified by law are not made, or
- we have not received all of the information and explanations we require for our audit

132 Burnt Ash Road Lee London SE12 8PU

Date 6/12/13

Leslie Cox (Senior Statutory Auditor) for and behalf of R E JONES & CO , Chartered Accountants & Statutory Auditors

GENERATE OPPORTUNITIES LIMITED STATEMENT OF FINANCIAL ACTIVITIES YEAR ENDING 31 MARCH 2013

Incoming Resources	Notes	Unrestricted Funds £	Restricted Funds £	Totał Funds £	2012 Total Funds £
From generated funds		276	0	276	289
Voluntary income Activities for generating funds		84	0	276 84	1.376
- heartment income		9,411	_		.,
From charitable activities	2	•	05 706	9,411	1,736
Other	2	1,238,123	95,796	1,333,919	1,388,246
Total		0	05 706	1 343 600	1 201 647
Total		1,247,894	95,796	1,343,690	1,391,64 <u>7</u>
Resources Expended Costs of generating funds	4				
- Costs of generating voluntary income		0	0	0	0
- Fundraising trading costs		0	0	0	469
Charitable activities	5	1,029,150	190,851	1,220,001	1,212,776
Governance costs		14,492	0	14,492	14,408
Total		1,043,642	190,851	1,234,493	1,227,653
Net income for the year before transfers		204,252	-95,055	109,197	163,994
Gross transfers between funds	10	-92,430	92,430	103,137	105,554
Net movement between funds	10	111,822	-2,625	109,197	163,994
Reconciliation of funds		111,022	-2,020	100,101	100,004
- total funds - brought forward		491,620	2,625	494,245	330,251
- carried forward		603,442	0	603,442	494,245

GENERATE OPPORTUNITIES LIMITED BALANCE SHEET YEAR ENDING 31 MARCH 2013

		Total 2012 Total	al
	Notes	££	
Tangible Fixed Assets	7	4,026 6,27	<u>75</u>
Current Assets - Debtors	8	195,706 258,55	58
- Cash at bank & in hand		572,256 477,89	3 0
- Total		767,962 736,44	18
Creditors			
Amounts falling due within one year	9	168,546	78
Net current assets		599,416 487,97	70
Net assets		603,442 494,24	15
Funds - Restricted income funds	10	0 2,62	25
- Unrestricted income funds		603,442 491,62	20
- Total funds		603,442 494,24	15

Approved by the Board of Trustees on

Don McKerrow

Chair

Derek Ormond

Treasurer

GENERATE OPPORTUNITIES LIMITED NOTES TO THE FINANCIAL STATEMENTS YEAR ENDING 31 MARCH 2013

1 Accounting Policies

The accounts of the company are prepared in accordance with the Statement of Recommended Practice "Accounting and Reporting by Charities" issued in March 2005, the Companies Act 2006, the Charities Act 2011 and applicable accounting standards. The accounting policies adopted are described below

- (a) The accounts have been prepared under the historical cost convention. Fees receivable and charges for services are accounted for in the period in which the service is provided.
- (b) Donations and grants received for general purposes of the Company are credited to "Unrestricted Funds" Donations subject to specific wishes of the donors are credited to relevant "Restricted funds" Donations and grants are accounted for when they become receivable
- (c) The Trustees have taken advantage of the exemptions available in Financial Reporting Statement No 1 and have chosen not to prepare a cash flow statement
- (d) Expenditure is accounted for on an accruals basis and is allocated to expense headings either on a direct cost basis, or apportioned according to time spent. The irrecoverable element of VAT is included with the item of expense to which it relates. Costs of generating funds are those costs incurred to raise voluntary income and costs of trading activities for the purpose of raising funds. Charitable activities relates to costs incurred in delivering the charity's activities and services to its beneficiaries. Governance costs are costs incurred in meeting the constitutional and statutory requirements.
- (e) Rentals paid under operating leases are charged against income on a straight-line basis over the lease term
- (f) Depreciation is provided on fixed assets to write off their cost over estimated useful lives at the following rates. Furniture, fittings and equipment 20% straight line.

Computers - 33% straight line

Leasehold improvements - over the period of the lease

Capital assets donated to the company are capitalised in fixed assets at trustees' valuation and the donation is credited to the income and expenditure account over the useful life of the asset

- (g) The surplus from normal company activities and unrestricted donations are transferred to the General Unrestricted Fund
- (h) The restricted funds are monies receivable for, and their use restricted to, a specific purpose. Related expenditure is charged to the fund.

2 Income From Charitable Activities	2013	2012
	£	£
Home Support & Community Participation	667,904	519,041
Education & Employment Support	666,015	869,205
	1,333,919	1,388,246
3 Staff Costs & Emoluments	<u>2013</u>	<u>2012</u>
	£	£
Gross Salaries	862,301	837,735
Employer's National Insurance	65,334	62,347
Pension	29,933	28,873
	957,568	928,955
Gross salaries includes £26,162 (2012 £51,534) paid to agencies, mainly for the sta	ffing of tempo	orary

Gross salaries includes £26,162 (2012 £51,534) paid to agencies, mainly for the staffing of temporary support contracts. Pension costs are contributions paid into a defined contribution scheme

Average Number of Staff	<u>2013</u>	<u>2012</u>
Direct Project Staff	64	59
Support Staff	7_	7
	71	66

There were no employees with emoluments over £60,000 (nor in 2012)

GENERATE OPPORTUNITIES LIMITED NOTES TO THE FINANCIAL STATEMENTS YEAR ENDING 31 MARCH 2013

4 Resources Expended include	<u>2013</u>	2012
	£	£
Auditor remuneration	5,832	5,616
Operating lease charges	62,135	76,184
5 Analysis of Resources Expended on Charitable Activities	<u>2013</u>	2012
	£	£
Home Support & Community Participation	539,954	443,794
Education & Employment Support	680,047	768,982
. ,	1,220,001	1,212,776
Resources Expended on Charitable Activities includes a proportion of Support Costs	(see note 6)	
6 Support Costs	<u>2013</u>	<u> 2012</u>
	£	£
General management, administrative & finance staff costs	158,022	105,906
Office and general running expenses	132,378	117,782
- · ·	290,400	223,688

Support costs are allocated to activities on the basis of time spent, floor area and direct staff costs. Support costs allocated to Charitable Activities during the year totalled £275,908 (£208,811 in 2012).

7 Fixed Assets ASSET COST	Leasehold Improvements £	•	Equipment & Furniture £	Total 2012 £
Balance brought forward	41,678	39,782	27,506	108,966
Additions	. 0	4,697	643	5,340
Disposals	0	. 0	0	0
Balance carried forward	41,678	44,479	28,149	114,306
ACCUMULATED DEPRECIATION				
Balance brought forward	41,678	37,096	23,917	102,691
Disposals	0	0	0	0
Charge for year	0	3,986	3,603	7,589_
Balance carried forward	41,678	41,082	27,520	110,280
NET BOOK VALUE		-		
Brought forward	0	2,686	3,589	6,275
Carried forward	0	3,397	629	4,026
8 Debtors		• -	2013	2012
₩ d. like.			£	£
Trade debtors			73,334	177,683
Other debtors			19,865	15,702
Prepayments			15,994	16,202
Accrued income			86,513	48,971
			195,706	258,558

GENERATE OPPORTUNITIES LIMITED NOTES TO THE FINANCIAL STATEMENTS YEAR ENDING 31 MARCH 2013

9 Creditors				2013	<u>2012</u>
				£	£
Trade creditors				26,393	31,366
Other creditors				35,035	42,731
Accruals				46,650	68,097
Deferred income			_	60,468	106,284
				168,546	248,478
10 Restricted funds ananlysis	<u>Balance</u>	Incoming	Resources	Transfers	<u>Balance</u>
	<u>1/4/12</u>	Resources	Expended		<u>31/3/13</u>
	£	£	£	£	£
Youth Support- transport, maintenance, subs	0	29,209	94,012	64,803	0
Adult Support - maintenance, discos, subs	0	24,825	38,629	13,804	0
Holidays	0	13,141	18,475	5,334	0
City Bridge Trust - Transitions project	2,625	28,621	39,735	8,489	0

The transfer of £92,430 (2012 £26,725) from unrestricted to restricted funds represents funding of the annual deficits on restricted funds

11 Annual operating lease commitments	Property &	Property & Equipment	
	<u>2013</u>	<u> 2012</u>	
	£	£	
Lasting less than one year	12,370	21,000	
Lasting more than one year	40,466	6,902	

2,625

95,796

190,851

92,430

12 Related party transactions

None of the trustees, nor any persons connected with them, have received any remuneration that is required to be disclosed under the SORP

Trustees have received no expenses that are required to be disclosed under the SORP