

COMPANY REGISTRATION NUMBER: NI071940
CHARITY REGISTRATION NUMBER: 104640

AGE NI
Company Limited by Guarantee
Financial Statements
31 March 2018

Finegan Gibson Ltd
Chartered accountant & statutory auditor
Causeway Tower
9 James Street South
Belfast
BT2 8DN

AGE NI

Company Limited by Guarantee

Financial Statements

Year ended 31 March 2018

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Company Limited by Guarantee

Trustees' Annual Report (Incorporating the Director's Report)

Year ended 31 March 2018



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Belfast
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A Foreword from our Chair and Chief Executive

It is with pleasure that we are presenting the Trustees' Annual Report for 2017/18, which highlights how Age NI has continued to help thousands of older people, their carers and families across Northern Ireland through its advice, care and age sector support services, making this a year of considerable achievement.

With over 111,000 direct and 2.2 million digital engagements, the voice of older people continues to shape the work that we do and is becoming more central to decision making both locally and regionally, as evidenced in our co-design work with a range of organisations.

A recent evaluation of our services demonstrates the impact we are making to individual lives.

- 98% of our Advice Service users felt empowered to improve their own situation with one lady saying. *'I feel much more informed and confident, your service is wonderful'*.
- Our Peer Facilitators listened and communicated the voice of over 950 older people on areas such as dementia, age awareness nursing care and frailty. One of the Peer Facilitators described his volunteering experience as being *'good for your soul'*.

We have continued to highlight and inform public bodies on issues of concern to older people. Our priorities are to conduct a widespread consultation on Adult Social Care and to support the 'Campaign to End Loneliness' partnership. In addition we will diversify our integrated care models to help more people stay well and remain as independent as possible.

We wish to thank all our colleagues in the voluntary, public and private sectors as well as our funders, volunteers and donors for your collaboration and support. We look forward to working with you more closely in the coming years.

Yours sincerely

Dr Raymond Mullan OBE
Age NI Chair

Linda Robinson
Age NI Chief Executive



Company number NI071940, HMRC Charity Reference number XT14600, registered with The Charity Commission for Northern Ireland NIC104640

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Year ended 31 March 2018

The Trustees, who are also the Directors for the purposes of company law, present their report and the financial statements of the charity for the year ended 31 March 2018.

Reference and administrative details

Registered charity name AGE NI

Charity registration number 104640

Company registration number NI071940

Principal office and registered office 3 Lower Crescent
Belfast
BT7 1NR

Tel: (028) 9024 5729

Fax: (028) 9023 5497

Website: www.ageni.org

The Trustees

Dr Raymond Mullan OBE	Chair (Appointed 1 April 2018)
Ms Eileen Mullan	Chair (Resigned 31 March 2018)
Mrs Patricia Davey	(Appointed as Vice-Chair 21 June 2017)
Mrs Carolyn Arnold MBE	(Resigned as Vice-Chair on 21 June 2017)
	(Resigned as Trustee on 13 December 2017)
Mr Trevor Dillion	Treasurer
Mr Ken Simpson	
Mrs Una Macauley	
Mr Colin Flinn	
Dr Roisin McLaughlin	
Mr David W.S Law	(Appointed 21 June 2017)
Ms Kathy Graham	(Appointed 21 June 2017)
Dr Gary Mitchell	(Appointed 7 November 2017)
Mr Edward Smyth	(Appointed 13 December 2017)
Dr Alan Blair	(Resigned 20 June 2017)
Mr Donald Mackay	(Resigned 23 June 2017)
Mr Robert Grimason	(Resigned 30 June 2017)

Auditor Finegan Gibson Ltd
Chartered accountant & statutory auditor
Causeway Tower
9 James Street South
Belfast
BT2 8DN

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Investment Managers Cunningham Coates Stockbrokers
The Linenhall
32 – 38 Linenhall Street
Belfast
BT2 8GB

Solicitors Cleaver Fulton Rankin
50 Bedford Street
Belfast
BT2 7FW

Bankers Danske Bank
Donegall Square West
Belfast
BT1 6JS

BACKGROUND TO AGE NI

Purpose of Age NI

Age NI is the voice of older people in Northern Ireland. Our charity's purposes, as set out in the objects contained in the charity's Memorandum and Articles of Association, are to promote the following purposes for the benefit of the public and/or older people:

- Preventing or relieving the poverty of older people;
- Advancing Education;
- Preventing or relieving sickness, disease or suffering in older people (whether emotional, mental or physical);
- Promoting equality and diversity;
- Promoting the human rights of older people;
- Assisting older people in need by reason of ill-health, disability, financial hardship, social exclusion, or other disadvantage; and
- Such other charitable purposes for the benefit of older people as the Trustees may from time to time decide.

The outcome of this being the promotion of the well-being of older people.

Our vision is a world where everyone can enjoy later life and our mission is to help people enjoy a better later life by ensuring that their voice is heard and their rights are upheld.

We are at the forefront of change, enabling older people to have a voice and to remain independent, supporting those who need help in our society and inspiring people to love later life.

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Context of Ageing in Northern Ireland

Longer lives represent many opportunities and challenges for us as individuals as well as for our families, communities, employers, welfare, housing and health and social care systems. Lots of older people lead fulfilling lives, actively contributing to the economy and society, supporting their families, neighbours and communities through volunteering, caring for others, providing childcare and working beyond the traditional retirement age. For many older people, however, the picture of later life is stark, with 4 in 10 older people telling us they struggle on their income, 3 in 10 older people who report feeling lonely and 75% of older people stating they are concerned that they will be affected by spending cuts.

Like the rest of the UK, Northern Ireland is experiencing demographic shifts in terms of ageing and life expectancy. Mid-year estimates (mid-2017) indicated that 16.2% of the population (303,000) are over 65 years.

Evidence suggests that although life expectancy is increasing, healthy life expectancy is not increasing at the same rate. People are spending longer living with conditions which reduce their quality of life. The numbers of people with dementia are expected to rise from 21,000 people in 2015, to around 60,000 people by 2051 and we know that rates of disability and ill health increase with age.

Our priorities are clear - elimination of pensioner poverty; a modern and responsive health and social care system with a focus on prevention, rights, entitlements and fairness; and the fair and equal treatment of older citizens.

OUR OBJECTIVES AND ACTIVITIES

Our aims and objectives are based on feedback from our stakeholders including Consultative Forum, age sector network partners and our Age NI team.

We have developed four goals which determine what we do. These goals are driven by the priorities which older people in later life tell us matter to them and a focus on the resource we need to deliver them:

- **Enough Money.** People in later life have enough income to live comfortably and are able to participate in society.
- **Staying Well, Feeling Good.** People in later life experience the best possible health, well-being and independence.
- **Equal and Engaged Citizens.** People in later life are valued as equal citizens and have opportunities to actively engage in society.
- **Progressive Organisation.** Age NI is a professional, sustainable, well-governed organisation driven by the voice of older people.

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Year ended 31 March 2018

How We Assess and Measure our Success

Age NI has a comprehensive set of criteria and measures to assess successes of our work. The top 8 KPIs are listed below.

Indicator	Target 17/18	Actual 17/18
1. Benefit Maximisation	£1,000,000	£1,790,000
2. No of Advice Client Contacts	10,000	11,200
3. Composite Service Volume	110,000	111,000
4. Legacy Income	£178,000	£371,964
5. Older People's voices heard by decision makers (supported by peer facilitators)	500	950
6. Income Unrestricted funds	£3,385,000	£3,694,624
7. Expenditure Unrestricted funds	£3,403,000	£3,583,277
8. Reserves	£1,379k 6 months	£1,485k 5 months

Age NI Volunteers

Age NI currently has 431 volunteers. Age NI's volunteers help to engage with and support older people across Northern Ireland, particularly those who are disadvantaged or whose voices are more difficult to hear. The majority of volunteers are older people themselves, many having a long standing relationship with the charity through the legacy organisations. They carry out many roles, including supporting people with dementia, befriending, day centre support, peer consultations and fundraising.

Strategy for Delivery

In order to deliver these goals, Age NI works with older people directly, and within local communities across Northern Ireland through age sector networks. We advocate for positive change by engaging with policy makers to influence and shape the development of improved policies that practically deliver for older people. We influence public policy and society to improve attitudes towards ageing and older people by supporting the development of a strong, rights-based and sustainable age sector. We develop and maintain a sustainable resource platform. We engage with and listen to the voice of older people and we provide direct high quality services to older people, such as care services, dementia support, and advice and advocacy. In addition:

- We encourage an effective and motivated staff and volunteer base who are committed to our culture and values – they are passionate and determined about making later life better; act with integrity and show pride in everything they do; work together as one team, believing in the potential of people; and set the standard of success to follow.

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- We are outcome focused, enabling us to tell older people, our supporters, funders and our partners the story and impact of our work.
- We have a rights-based approach, empowering older people to know and to claim their rights, and ensure that those who are responsible for upholding people's rights are held to account.
- We build stronger age sector partnerships, improving relationships with our age sector networks and the local groups they support. Working together in partnership, we can achieve even more for older people throughout Northern Ireland.

How our Activities Deliver Public Benefit

Our charitable purposes are listed below, which confirm that the beneficiaries for each purpose are those older people who are provided with services, their families and the wider society.

All of our charitable activities focus on promoting our purposes for the benefit of the public and/or older people.

1. *The Prevention and Relief of Poverty and the Relief of Those in Need by Reason of Age*

- We provide support to older people in NI by working directly with them and within local communities. We seek to eliminate pensioner poverty, to campaign for a modern and responsive health system and promote the fair and equal treatment of older people. To deliver these goals, we provide direct services to older people, such as care, dementia support, advice and advocacy.
- The direct benefits which flow from this purpose include an improved quality of life for older people, improved attitudes towards them and increased awareness of their needs. This has a direct benefit to older people, their families, local communities and wider society.
- The direct benefits are demonstrated through regular evaluation of services, feedback from older people, their families and age sector networks.

Within this financial year, we can confirm through our First Connect Service that 100% of our service users experienced reduced isolation, 100% received emotional support and 96% of our Advice clients felt less stress or worry.

The following Case Study confirms the direct impact the Age NI Advice Service has had on one of its beneficiaries to further this purpose for the public benefit. By way of background, this older lady (**Lady A**) had a small state pension and no savings; she was in poor health and up to this point hadn't previously claimed disability benefit.

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Year ended 31 March 2018

Lady A

A member of the Age NI Advice team carried out a benefit check and identified Lady A's entitlement to state pension credits. They completed a claim for attendance allowance by telephone with Lady A, which resulted in Lady A being awarded a high rate of £83.10 per week with a backdated payment of 3 weeks. Lady A's state pension credits increased by a further £62.45 per week, making her eligible for full health benefits for rates and NHS health costs and an income increase of at least £7,500.00 per annum.

On completion of this service, Lady A contacted Age NI to provide an update and was very tearful. She said she could not thank Age NI enough and that she could not believe the outcome, specifically mentioning that she would now be able to buy necessary items such as food and clothes.

The following Case Study confirms the direct impact the Age NI Advice Service has had on one of its beneficiaries to further this purpose for the public benefit. By way of background, this older gentleman (**Gentleman B**) said 'Before getting help from Age NI, I'm not afraid to say that I was in a bad way. I felt as though my world had ended when my darling wife died. We had been married for 44 years and we had no children, so our worlds had always revolved around each other. We had spent 17 years in rented accommodation which had badly deteriorated over the years. It had no central heating, draughty doors and windows and was very damp. Hot water was at a premium as we were scared about turning on the immersion heater in case bills rocketed. We struggled to make ends meet and we did...just about. We had no idea at the time that we might have any other options. There was never any money left over to save for a rainy day. Every day was a rainy one! But we coped and we had each other'.

Gentleman B

'In the days and weeks after my wife's funeral I was so unhappy. I didn't want to tell anybody how bad things were and truthfully, I often cried myself to sleep. Matters eventually came to a head when I fell and broke several ribs. I finally confided in a close friend just how bad things had become and that's when she contacted Age NI for me'.

'I was in pain, I was scared and I felt very low. But with the help of the Age NI Advice Service, suddenly I realised I was not alone. Age NI worked with me to get help with my money worries, to move home, to have a second chance at life. My life has totally transformed. In less than six months I changed from a depressed, broken man to a man who views the world in a new light. I have a lovely, secure, affordable place to live. I am making new friends'.

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(Gentleman B continued)

'However difficult life may seem, help is at hand. You must ask. I nearly didn't and look what I would have missed out on. I would love to think that somebody reading this could be helped as I was. Just lift that phone to Age NI and see what you might be entitled to. Everything is totally confidential. What have you to lose? Don't wait!'

Within this financial year, Age NI has provided Locality Community Navigators. Their role is to represent and support Community/Voluntary sector organisations in the respective locality to work effectively with the Trust, and other statutory bodies, working collectively through a Locality Partnership approach. The objective is to work alongside the existing organisations to identify and respond to local needs, build capacity and sustainability through community development approaches.

Examples of how Age NI's services provide prevention and relief of poverty and relief of those in need by age for our beneficiaries are included below, with quotations derived from feedback on Evaluation surveys in relation to Local Community Navigators:

- *'Reduced fear of boiler going on fire. Boiler will be more efficient - spend less money on oil for the same heat'.*
- *'Community navigator organised for PSNI Crime Prevention office to visit and also to have Truecall installed to stop scam calls'.*
- *'Mum will really benefit from these services, socialising with others, while we're out at work. It will also give us peace of mind that she's not sitting on her own every day and that the people visiting are reliable and trustworthy. The good morning call could be of benefit to her and also that they would phone us if there was a problem. You're a mine of information - I don't know how you remember it all. You've given me so many contacts, I didn't know there was so much available'.*

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2. *The Advancement of Human Rights*

- We adopt a rights-based approach, empowering older people to know and claim their rights and ensuring that those responsible for upholding their rights are held to account. Age NI also seeks to work with policy makers to encourage the development of policies that deliver for older people.
- The direct benefits which flow from this purpose include the promotion of equality and diversity by eliminating discrimination on the grounds of age and the fairer treatment of older people due to an increased knowledge and understanding of their needs and rights.
- The direct benefits are demonstrated through regular evaluation of services, feedback from older people, their families and policy makers and through the changes in policy brought about through Age NI's intervention.

Within this financial year, we can confirm through our Advice Service that 98% of service users felt empowered to improve their own situation.

The absence of a NI Executive makes progress more difficult, but Age NI continued to highlight issues of concern to older people with NI Assembly members and key decision makers.

Examples within this financial year include, but are not limited to:

- Age NI in collaboration with the Law Centre (NI) hosted a successful roundtable event to maintain and build momentum on the **reform of adult social care**. The roundtable brought together representatives from across health and social care including the Department, commissioners, providers, carers, advocacy organisations, academics. Commissioner for Older People and NI Public Services Ombudsman. The report of the Expert Advisory Panel on Adult Care and Support was launched at the roundtable.
- There were 3 meetings of the **All Party Group**, which provided older people with an opportunity to highlight significant issues with members of NI Assembly including:
 - The Reform of adult social care and plans to publish and take forward the report of the Expert Advisory Panel.
 - The impact that £70m Health & Social Care Trust savings plans would have on Community based services used by older people and on the Department's plans to reform and transform the health and social care system
 - Community transport issues.
- Age NI has been actively engaging in promoting the development of '**Age Friendly**' communities. In November 2017, Age NI, the Department for Communities and the Public Health Agency collaborated in an event, "Leading the Age Friendly Agenda". This event brought together older people's networks, local councils and personnel from the health and social care sector to explore the current and future development of Age Friendly initiatives in Northern Ireland and to consider the value of developing an Age Friendly Network for Northern Ireland.
- Age NI engaged with older people on **Brexit** by providing information and opportunities for them to have their say on its potential impacts. An article and briefing, which was disseminated at Political Party conferences was shaped by the views of older people.

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Year ended 31 March 2018

3. *The Advancement of Education*

- We offer independent, confidential advice and support to older people, their families and carers on a range of issues including; welfare benefits, housing and health and social care. In so doing we help older people to negotiate the health and social care system, access appropriate levels of community care and help those who have experienced or are at risk of abuse.
- The direct benefits which flow from this purpose include the education of older people on what they may be entitled to in order that they might have an improved quality of life. We also play a role in educating wider society about older people; improving attitudes towards them, increasing awareness of their needs and eliminating discrimination on the grounds of age.
- The direct benefits are demonstrated through regular evaluation of services, feedback from older people, their families and policy makers and through changes in policy brought about through Age NI's intervention.

Within this financial year 'My Life My Way', a support service for people living with dementia and their carers, has given support to 214 clients, with 2170 visits from 2 co-ordinators and 55 volunteers. The following Case Study confirms the impact that 'My Life My Way' has had on one of its beneficiaries to further this purpose for the public benefit. By way of background to the person, the client in this case is an older lady (**Lady C**), whose husband passed away one month ago. As well as living with dementia this lady has been diagnosed with an aggressive form of cancer and was referred to Age NI, by her daughter.

Lady C

Lady C consented to a benefits check being carried out by the Age NI Advice team, a referral was made to a daycentre, contact with a social worker was made to request an assessment for a care package and a carer's needs assessment.

On completion of the above, a referral was made to Alzheimer's Society befriending service and a referral was made to the Fire Service for a fire risk assessment of her home.

Outcomes for Lady C are as follows:

- *Attendance allowance was received, plus other entitlements.*
- *The manager of an Age NI daycentre carried out an initial home assessment and the lady received a place.*
- *A Social worker completed a Northern Ireland Single Assessment Tool and carer's needs assessment and a care package was put in place.*
- *The Alzheimer's Society arranged a home visit and following the referral, the lady now attends Dementia Café.*
- *A Fire risk assessment has been completed and ten year batteries fitted in smoke alarms.*

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Examples of how Age NI's services advance education for our beneficiaries are included below with quotations derived from feedback on Evaluation surveys in relation to Local Community Navigators and our Advice Service:

Locality Community Navigators:

- *'Many thanks for keeping in touch and all the info on the library resources, getting new ticket and I'm looking forward to learning German'.*
- *'Thank you, you've given me a lot of information'.*
- *'Glad to have someone call in for a chat and bring all this information that I didn't know about'.*

Advice Service:

- *'Age NI helped me understand the social security system and guided me through the process which I would have found hard alone as this was my first time navigating the system'.*

4. *The Advancement of Health or the Saving of Lives*

- We help older people to negotiate the health and social care system, access appropriate levels of community care, and help those who have experienced or are at risk of abuse. We provide direct care services to clients across residential, domiciliary and day care and also provide practical and emotional support to older people. Age NI actively works with the Government to tackle the barriers of poverty, discrimination and isolation and improve health and social care provision.
- The direct benefits which flow from this purpose include improved health outcomes and better patient care for older people in Northern Ireland through the provision of care, the education of older people on how to care for themselves and what support is available to them and through the influence on policy and provision of healthcare.
- The direct benefits are demonstrated through regular evaluation of services and feedback from older people, their families and policy makers and through changes in policy brought about through Age NI's intervention.

Within this financial year, we can confirm through our Advice and Advocacy Service that 99% of service users reported better physical wellbeing and 100% of service users reported improved mental wellbeing. Through our First Connect Service 100% of service users experienced reduced isolation and 100% of service users experienced improved mobility.

The Memory Link service supports individuals on their dementia journey and was developed by the Northern Health and Social Care Trust. Age NI is currently delivering this service as we were successful in a tender process to deliver it for 3 years. In this financial year we received **994** referrals from the Dementia Navigator in the Northern Health and Social Care Trust, supporting **770** individuals prior to diagnosis of dementia and **224** individual post diagnosis of dementia.

An outline of the service is as follows:

- The pre-diagnostic support involves the Memory Link Worker making contact with the service user, by telephone call and/or a visit, depending on the individual's needs, following their referral from the Community Navigator to prepare them for their arranged appointment at the Memory Clinic. The assessment process is clearly explained to the service user and

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documentation given to them which serves as a reminder of what happens when they attend the memory clinic. At this point written consent is also sought.

- If the service user receives a diagnosis, this is communicated to the Trust Dementia Navigator who will then refer to the Memory Link Worker for post diagnostic support. This support entails visiting the service user and/or their family in the service user's home following the service users consent. During the visit the service user is supported with counselling, an assessment and a support plan to meet the person's needs and to help them live well with their diagnosis. The service user is referred to other agencies/ services internally and externally, if required.
- After 3 months, the Memory Link Worker will provide a follow-up visit to carry out a review. In the meantime the service user and their family will be given a contact number for the Memory Link Worker, should they wish to contact them between visits.
- If the service user's condition deteriorates, they will be escalated to receive a statutory key worker, and will always remain within the Memory Link Service until this is in place.

The following Case Study demonstrates the impact that the Memory Link Service has had on one of its beneficiaries to further this purpose for the public benefit. The person in this Case Study (**Gentleman D**) was referred to the Memory Link Service within this financial year following his diagnosis of Alzheimer's disease. The first visit was completed with Gentleman D and his wife and it was noted that he received the state pension, their smoke alarms hadn't been checked in a while as he and his wife were unable to do so and he had limited mobility and wasn't able to visit the podiatrist.

The Memory Link Worker took the following actions, which resulted in positive impacts for both Gentleman D and his wife:

Situation	Action taken by Memory Link Worker	Impact on Gentleman D and his wife
Gentleman D received the state pension.	A referral was made to AgeNI Advice Service for a benefits check	Gentleman D's wife was entitled to and has received Attendance allowance.
Smoke alarms hadn't been checked as they were both physically unable to do so.	A referral was made to NI Fire Service.	NI Fire service visited and completed a fire safety check on Gentleman D's home; they installed new smoke alarms and have revisited on one occasion,
Gentleman D had limited mobility and wasn't able to visit the Podiatrist	A referral was made to Podiatrist, as Gentleman D's mobility was limited.	Podiatrist visited Gentleman D at home. After having his toe nails cut and corns removed, he has been able to walk properly for the first time in months.
Gentleman D's wife wasn't receiving support for his condition	Gentleman D's wife completed the carers register.	A six monthly review was arranged for Gentleman D's wife and is now receiving carer's allowance.

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Examples of Quotes from service users from our First Connect and Advice Service are:

- ***'It's a bit scary to try and find someone to help and great when a support worker comes out and brings you all the necessary information to start your life again'. (First Connect)***
- ***'The service and help in completing the forms was invaluable to me. As a result my husband now receives attendance allowance. This has helped pay for heating and taxi for hospital visits'. (Advice)***

Within this financial year, Age NI has been involved in delivering Living Well Moyle, which seeks to improve the health and well-being of people living with chronic conditions and help them reconnect with their local community. Living Well Moyle is a partnership, bringing together a range of organisations including Age NI, Northern Health and Social Care Trust, local GPs and community organisations, Causeway Integrated Care Partnership, Public Health Agency, Department of Health and COAST Network. It aims to connect the individual to a range of statutory and community services that improve individual outcomes related to health and wellbeing, social engagement and combating loneliness and support people to move away from unscheduled use of health and social care. Within this financial year, 63 clients were given support with achieving their own goals through guided conversation, co-ordinator support, volunteer input and community engagement.

The following Case Study demonstrates the impact that the 'Living Well Moyle' model has had on one of its beneficiaries to further this purpose for the public benefit. The person in this case study (**Lady E**), had been working in a caring organisation with tenants who had mental health and learning disabilities and loved her job so much, that some weeks she was working 60/65 hours which included sleep-ins. She took sick and spent most of 2016/17 in hospital and is unable to work due to her disability. Due to her current health situation, she is living in an ex-housing executive pensioner's bungalow and is unable to drive, which has had a huge impact on her life. She is housebound and reliant on her son to bring her groceries and take her to doctor and hospital visits. The Case Study below shows how Living Well Moyle is helping her with everyday life.

Lady E

'I was introduced to the new Living Well Co-ordinator (LWC) in January 2018. She asked if there was anything I would like to do and encouraged me to attend acupuncture for my pain. I was nervous to go but the LWC collected me from home and came with me and stayed for the first time and then after we went for a cup of tea and chat. From then on the LWC picks me up once a week and we go to acupuncture which I find helps my pain. After attending a couple of weeks the LWC said there was a craft group – 'knit and knatter' so I tried it and really enjoyed it as well – everyone was so nice and friendly. At first I just listened to people chatting and then after a few weeks I started to join in. These classes have made such a big difference to my life'.

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(Lady E continued)

'I then continued to join other groups and I started feeling more like my old self and get my independence back. I am very grateful to Living Well Moyle who introduced me to everyone who I see there and also Good Morning Service who Living Well organised for me to receive a telephone call at 10am to check that I am okay and they even sang Happy Birthday to me!!! The LWC is a kind and caring person, who has turned my life around. She even arranged for a man to come who put up a solar light, put a lock on my oil tank and safety chain on my front door to keep me safe. She also arranged for the Fire Service to put new fire alarms in my house'.

'My life has got better because of all of this. I now feel I can stand on my own two feet and use my voice when I need to'.

'I would like to say thank you to the people who set up Living Well Moyle and to the ladies who ring me every morning from Good Morning Service and everyone who is helping me get my life back. For this I can't thank everyone enough. Thank you Dr X for putting my name forward!!!'

Age NI has delivered various outreach activities for older people and has focused its outreach activity on attending external events to promote the Advice Service at a grassroots level. Age NI had opportunities to speak directly to hundreds of people at various agricultural, age sector and corporate partner events throughout Northern Ireland about Age NI products and services on how we can help older people, especially those living in rural areas, providing a benefit to the wider public.

5. Such other charitable purposes for the benefit of older people as the Trustees may from time to time decide.

This object is ancillary to the above objects and is required to allow Age NI to develop the above objects over time where it is determined that there is need and relevance.

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STRUCTURE, GOVERNANCE AND MANAGEMENT

The details of the charity, its officers and advisers who served the charity during the year are outlined on pages 2 and 3 of this report.

Age NI was incorporated on 4 March 2009, and was established under a Memorandum of Association which sets out the objects and powers of the company, and is governed under its Articles of Association. It commenced activities on 1 April 2009 and employs 151 competent staff who are fully committed to the mission and values of Age NI.

The Objects of Age NI are listed on Page 3 of this report.

The outcome of this being the promotion of the well-being of older people.

Board of Trustees

The business of Age NI is managed by the Board of Trustees, who meet four times a year. A Trustee is appointed for an initial period of four years, and may, subject to election, serve a further two periods of two years. The Age NI Chair for this financial year was Eileen Mullan and a list of Trustees is included within Page 2 of this report.

Recruitment of Trustees

Age NI conducts a skills and experience analysis of the existing Board, prior to advertising on the charity website. This ensures the desired skills and experience are incorporated into the Job Description with a view to attracting suitable candidates to apply who meet the requirements of the Board and ultimately to govern the charity.

Following the interview process, the Nominations & Remunerations committee makes recommendations for the appointment of Trustee(s) to the Board of Trustees.

Following acceptance of the recommendations, newly appointed Trustees are formally inducted. They meet with the Chair, Chief Executive and the Management team to familiarise themselves with the charity and to observe from an operational side, as the induction is held in the charity's office. New Trustees are given a pack which includes:

- Age NI Memorandum and Articles of Association, Code of Practice, etc.
- Age NI Strategy 2015-2020.
- Board and Committee structures.
- Terms of Reference of each committee.
- Profiles of Age NI Directors.
- Role of the Board, individually and collectively.

The Chair holds a Board Review session with Trustees annually.

AGE NI

Company Limited by Guarantee

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

Year ended 31 March 2018

Boardroom Apprentice

Within this financial year, Age NI gave a Boardroom Apprentice the opportunity to attend Board and Committee meetings as an Observer, to share their skills with the existing Board, to gain understanding, knowledge, training and skills to equip them with experience, knowledge, understanding and support to become a future board member in the public and/or third sector.

The programme is built on three core pillars:

1. Provision of a 12-month Board Apprentice placement to gain experience
2. The transfer of knowledge and learning to the Boardroom Apprentice through the delivery of a suite of training
3. Support for the Boardroom Apprentice through an assigned board buddy

The overarching vision is to move the Board Member role from aspiration to reality.

The aim of the programme is to:

- Create a diverse pool of capable board ready Board Members
- Provide a sustainable pool of capable board ready Board Members
- Enable practical boardroom experience for aspiring Board Members
- Provide the transfer of knowledge, skills and experience to aspiring Board Members
- Increase the knowledge and awareness of the role of Board Members

Constituted Committees

Age NI recently reviewed the business and responsibilities of each committee and as a result formed a Governance group, utilising members from the Board of Trustees in accordance with their skillset and experience to create and review in greater detail key governance documents. The Governance group provides a quarterly update to the Audit & Risk committee, which presents recommendations of key governance documents to the Board for information/approval.

The Chief Executive; Miss L Robinson is supported by a Senior Management Team (Director of Marketing & Business Development, Mrs S Casey; Charity Director, Dr P McKeown; Finance Director, Mr K McSherry and Commercial Director, Mr B Loughridge) and all are assigned across the committee structures in relation to the Terms of Reference of each committee. They prepare papers to enable Trustees to make informed decisions at the Board meetings and they attend the Board meetings to present their items and provide clarity on any questions the Board of Trustees may have.

Age NI Subsidiary

Age NI Enterprises Ltd is a subsidiary Board of Age NI. The principal activity of Age NI Enterprises Ltd is the retailing of donated goods and giftware through its charity shops, which include Ballymena, Botanic, Bangor, Carrickfergus and Coleraine. Within this financial year, its trading activities were delivered through Age NI Trading Ltd, which was wholly owned by Age NI Enterprises Ltd. Its main activities were selling Age NI Personal Alarms and Insurance products including home insurance, car insurance, motor breakdown cover, travel insurance and funeral plans.

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

Year ended 31 March 2018

Board Structure of Subsidiary Companies

The Board of Age NI Enterprises Ltd (which is a subsidiary of Age NI) meets quarterly and currently encompasses 6 Non-Executive Directors, 3 of which are also Age NI Trustees and Directors. The Age NI Enterprises Ltd Chair was Mr Kenneth Simpson. The other Directors within this period were Mr Robert Grimason, Mr Trevor Dillon, Ms Kathy Graham, Mr Neil Hutcheson, Mr Sam Curry and Mr Damian McAteer.

Age NI Enterprises Ltd and Age NI Trading Ltd Board meetings were attended by the Commercial Director who gave an overview of the performance of the charity shops and insurance products, the Finance Director provided an overview of the financial performance of the commercial companies and the Chief Executive also attended, as the operational lead.

Reporting to the Board of Trustees

The Age NI Board of Trustees receive regular reports from formally constituted committees, namely the Audit & Risk committee, Finance & Resources committee, Nominations & Remunerations committee and Consultative Forum at each Board meeting to enable the Board to make informed decisions, when required. The Board of Trustees also received Minutes and updates from the Chair of Age NI Enterprises Ltd on the quarterly Age NI Enterprises Ltd and Age NI Trading Ltd Board meetings. The Minutes of these Boards were provided for information as the Age NI Enterprises Ltd Board of Directors make their own decisions, however as a subsidiary of the charity, this enables the Board of Trustees to keep abreast of decisions made.

Audit & Risk Committee

The Audit & Risk committee takes delegated responsibility on behalf of the Board of Trustees to oversee the systems of governance, risk management and internal control within the charity, ensuring the charity is complying with all aspects of the law, relevant regulations and good practice. Specific responsibilities of the committee includes Risk Management (we can confirm that any major risks which may arise are firstly highlighted within the Corporate Risk Register, are reviewed by the Audit & Risk committee and recommendations of systems/procedures established and utilised to manage those risks through the Senior Management Team), Audit and Internal Controls including Regulation and Quality Improvement Authority (RQIA) reports for the delivery of care services, Safeguarding, reviewing of the Annual Quality Report, reviewing Regulation 29 reports for each service and the committee reviews its Terms of Reference annually.

The committee is authorised to investigate on behalf of the Board of Trustees anything that threatens or adversely affects the accomplishment of the charity's aims and objectives, its assets, the reliability of records and information, and its compliance with all relevant laws, regulations, policies and its governing instruments, it is authorised to obtain appropriate external legal and other professional advice in order to fulfil its responsibility to the Board of Trustees and ensures the charity complies with the implementation of the Charity Commission and its guidelines where appropriate.

During this period, the committee was chaired by Mrs Una Macauley. The Trustees and Directors on this committee within this period were Mrs Una Macauley, Dr Roisin McLaughlin, Mr Donald Mackay, Dr Gary Mitchell and Mr Edward Smyth. The committee meets quarterly in advance of the Board meetings; it submits Minutes to each Board meeting and an update of the meeting is presented by the committee Chair.

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Company Limited by Guarantee

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

Year ended 31 March 2018

Governance Group

The Governance group was established to prepare and develop key governance documents, on behalf of the Board of Trustees, in alignment with the annual governance/legal requirements. The group consists of two Trustees, Dr Roisin McLaughlin and Mr Edward Smyth and the Governance Secretary. The Group meets quarterly in advance of the Audit & Risk committee meeting. The group provides an update and documents to Audit & Risk committee quarterly, to enable the committee to review and make the relevant recommendations to the Board of Trustees.

Finance & Resources Committee

The Finance & Resources committee takes delegated responsibility on behalf of the Board of Trustees to oversee the financial and resource management, planning and sustainability of the Charity. Specific responsibilities of the committee include Financial Performance and Reporting, Investments, Business Cases, Income Generation, People and Development, the Commercial companies (in relation to the charity's arrangement with them, to monitor their financial performance and to ensure the arrangements are aligned with the charity's long term objectives) and the committee reviews its Terms of Reference annually.

During this period, the committee was chaired by Mr Trevor Dillon. The Trustees and Directors on this committee within this financial period were Mr Trevor Dillon, Mrs Patricia Davey, Mr David Law and Dr Alan Blair. The committee meets quarterly in advance of the Board meetings; it submits Minutes to each Board meeting and an update of the meeting is presented by the committee Chair.

The Finance Director and Chief Executive attend the full meeting. The Director of Marketing & Business Development attends to present the income generation update; Head of People & Development attends to present a quarterly People & Development update and the Commercial Director attends to provide an update on Age NI Enterprises Ltd business. They attend for their designated items.

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Company Limited by Guarantee

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

Year ended 31 March 2018

Nominations and Remunerations Committee

The Nominations and Remunerations committee takes delegated responsibility on behalf of the Board of Trustees to ensure a formal, rigorous and transparent procedure for the appointment of new Trustees to the Board and leads the recruitment of active and engaged people with the relevant knowledge, skills and experience to the Board, including making recommendations on membership of the Board. The committee considers and reports on reward, remuneration and pension arrangements for all staff members. Specific responsibilities of the committee includes ensuring Trustees possess the relevant knowledge, skills and experience for the Board, giving full consideration to succession planning for Trustees and senior management, identifying and nominating for approval candidates to fill board vacancies. The committee reports on the role of the Chief Executive, their subordinates and other key staff, when appropriate, provides recommendations to the Board on the salary banding of staff and reviews the Terms of Reference annually.

Age NI pay and remuneration for individual posts is determined by a recognised job evaluation scheme called the Greater London Provincial Scheme (GLPC). Age NI has a licence to operate this scheme and there is a panel of employees who are trained to use it. Inflationary pay increases are agreed annually by the Board of Trustees and are dependent on Age NI's financial position in each financial year. Living wage and minimum wage increases are set by the Government.

During this period, the committee was chaired by Mrs Carolyn Arnold MBE, until her resignation on 13 December 2017 and was succeeded by Mrs Patricia Davey. The Trustees and Directors on this committee within this financial period were Mrs Carolyn Arnold MBE, Mrs Patricia Davey, Mr Colin Flinn and Mrs Una Macauley. The committee meets twice a year, or more frequently if required, in advance of the Board meetings. It submits minutes to each Board meeting and an update of the meeting is presented to the Board by the committee Chair.

Age NI Consultative Forum

Consultative Forum was formed in 2010, as set out in the Memorandum and Articles of Association.

The purpose of the Consultative Forum is to identify the needs and concerns of older people (in relation to poverty, health, equality, social and other issues) and communicate these to Age NI. The Consultative Forum also engages with, advises and challenges Age NI on policy issues and on its strategic direction. The work of the Consultative Forum covers the whole of Northern Ireland and focuses on issues affecting people over the age of 50. It works collaboratively with, and in support of, Age NI.

The Consultative Forum comprises 42 individual older people from across Northern Ireland. The Consultative Forum Chair is a co-opted Trustee on the Age NI Board. The Consultative Forum meets quarterly in advance of each Age NI Board meeting and the Consultative Forum Chair presents to the Board of Trustees a report on achievements within the quarter and an update of the last meeting.

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Company Limited by Guarantee

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

Year ended 31 March 2018

Risk Management

Risk Management is primarily considered by the Audit & Risk committee and reviewed bi-annually at its February and August meetings, providing there haven't been any potential risks which have arisen between these meetings. In addition to the Audit & Risk committee reviewing risks, the financial risk area is discussed at each quarterly Finance & Resources committee and findings conveyed to the Audit & Risk committee and the quarterly Board meeting. As Age NI Enterprises Ltd is a subsidiary of Age NI, the Age NI Enterprises Board reviews its own Corporate Risk Register. The Age NI Enterprises Ltd Chair provides an update at the quarterly Board of Trustees meeting within the Chair's update. Both Corporate Risk Registers are provided to the Board twice annually, for information.

The process for maintaining, reviewing and presenting the respective Corporate Risk Registers is that the Charity Director and Chief Executive produce the Corporate Risk Register for the charity and it is regularly reviewed and updated by the Senior Management Team, prior to presentation to the Audit & Risk committee. Each potential risk will be entered into one of the four identified key risk areas: Sustainability of Age NI; Breach of Corporate Governance; Damage to Reputation of Age NI and Failure to Protect. Each risk includes a residual risk assessment and inherent risk assessment and details the controls in place and actions to be pursued.

The Age NI Enterprises Ltd Corporate Risk Register is prepared by the Commercial Director. Each potential risk will be entered into one of the four identified key risk areas, which are Sustainability of Age NI Enterprises Ltd; Breach of Corporate Governance; Damage to Reputation of Age NI and Failure to Protect. Each risk includes a residual risk assessment and inherent risk assessment and details the controls in place and actions to be pursued.

Business Continuity Plans are in place to support risk management, which is a standard item at each Audit & Risk committee meeting.

Decision Making within Age NI

The Senior Management Team provides and presents papers to the Board and relevant sub-committees, working closely with the Chair of Age NI, in advance of each Board meeting.

The Operational Leadership Team, comprising the Chief Executive, Charity Director, Director of Marketing & Business Development, Finance Director, Commercial Director and Heads of Departments, delivers the activities set out in the operational plan. They meet monthly to discuss and agree operational issues.

The Board of Trustees comprises a Chair, Vice-Chair, Treasurer and Trustees who bring a diverse range of skills and experience appropriate to the requirements of the Board. They provide strategic leadership to the Senior Management Team and its purpose is to contribute to the effective governance of Age NI in promoting the vision, mission, aims and objectives of the organisation.

Within this financial year, Age NI Board had three sub-committees and two commercial companies, Age NI Enterprises Ltd and Age NI Trading Ltd. Each committee/Board considers particular issues in greater detail and advises the Board. Prior to each Board meeting, each committee provides Minutes and relevant papers, for information. The committee Chair will provide a verbal update of its previous meeting including recommendations, if appropriate and the Age NI Enterprises Ltd Chair provides an update at the quarterly Board of Trustees meeting, to ensure that all Trustees are fully briefed on the work, discussions and recommendations from each meeting.

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Company Limited by Guarantee

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

Year ended 31 March 2018

The Chief Executive provides a Chief Executive's Report to the Board of Trustees at each quarterly meeting, with updates from various departments. This includes highlights of the previous quarter and priorities for the quarter ahead. This ensures that the Board of Trustees is fully informed of the activities, performance and achievements of the charity for each quarter on an operational level.

ACHIEVEMENTS AND PERFORMANCE 2017/18

In 2017/18 with support from our partners and stakeholders, we had 111,000 engagements with older people through our services, support networks, policy and influencing activities. We had 207,000 website visits and 2 million views on Twitter and Facebook. We distributed 80 e-zines to over 135,000 recipients promoting our key services and support activities for older people.

We have made a positive impact on the lives of thousands of older people through the dedication of our staff and Trustees, the generosity of our volunteers and supporters, and the significant contribution of our partners.

The key achievements against Age NI's four strategic objectives for 2017/2018 include:

Enough Money

- **11,000** Advice Client Contacts to the Age NI Advice Service.
- **£1.8m** in benefits identified for older people in NI.
- Partnership with Business in the Community to progress 'age@work' to facilitate 'fuller working lives for people 50+' and secured £50k to develop a 3 Nations plan (NI, Scotland and Wales) for an Age@Work project 2019-24.

Staying Well, Feeling Good

- Direct care services carried out **95,000** engagements across residential, domiciliary and day care.
- Quality accreditations attained and all services reaching agreed RQIA standards.
- *My Life My Way*, a Big Lottery funded support programme for older people living with dementia, and their carers, supported **214** clients with **2,170** visits from 2 co-ordinators and 55 volunteers. 97% of service users experienced improved confidence. A quote given was **'Getting the support we need to remain at home'**.
- Through the delivery of Care Services, 100% of family members felt their relatives were treated with dignity, with quotes such as **'Carers make a world of difference'**.
- Project Retain is a partnership between Public Health Agency, Age NI, Health and Social Care Trusts and Nursing Pre Reg Education Providers to support the recruitment and retention of nurses to Care of Older People (often called Care of the Elderly) wards. Age NI's role is to support Peer Facilitators to lead a programme of 3 action learning sets with the wards in each Trust, focussing on Age Awareness, Communicating with Older People and Dementia. A proposal is in place for Retain to be expanded across other settings.

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Company Limited by Guarantee

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

Year ended 31 March 2018

- Various partnerships/projects were secured in relation to loneliness i.e. 'Campaign to end Loneliness' and 'No One should have No One campaign' linked to Business in the Community learning sessions with 15 corporate organisations. Through our First Connect service, 100% of service users experienced reduced isolation. A quote communicated was **'I attend 2 groups weekly now and no longer feel lonely'**.
- 98% of service users of Age NI Advice Service felt empowered to improve their own situation. A quote shared was **'Feeling much more informed and confident, service is wonderful'**.

Equal and Engaged Citizens

- Completion of the Steps to Funding project, funded by Comic Relief, which involved circa 404 participants, resulting in £109,672 financial leverage.
- 19 new volunteer members were recruited to Age NI's Consultative Forum.
- 5,000 copies of Age NI Life Magazine distributed showcasing Age NI services and activities.
- Peer Facilitators helped ensure the voices of over 900 older people were heard by decision makers.
- We developed the "Ageing Well" shared strategic framework with the aim of developing a strong connected age sector where older people feel included, supported, engaged and valued in an age friendly society.
- The 2011 Census records 651 BME aged over 55 and above, living in the Belfast Trust area including Chinese, Indian, Pakistani, African and others (not including those from the EU and EEA). The Census recorded 6,572 people from the EU/EEA aged 55 and over living in Northern Ireland. In connection with 'The Health and Wellbeing of Older People in the BME Community Mapping Exercise', funded by the Public Health Agency, Age NI delivered Peer Facilitator training by hosting five structured, but informal workshops entitled "Having Meaningful Conversations with Older People". 33 Peer Facilitators were trained from the Chinese, Indian, Asylum Seekers and Refugees, Polish and Muslim groups.

Progressive Organisation

- A positive financial performance for the year was achieved, with unrestricted funds net position ahead of net budget and overall unrestricted reserves at 5 months.
- Staff were asked to complete an online survey as part of the Investor in People process. The online assessment results showed that Age NI exceeded the IIP average scores for all nine indicators. These results were borne out during the on-site assessment interviews where people described an organisation that puts them at the heart of everything it does. The results are being taken forward through the Age NI Staff Engagement group.
- The People & Development department has identified online training through an external training provider for staff on key issues and in this financial year Equality training was delivered. This method ensures all members of staff receive the appropriate training in a time and resource efficient way.

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

Year ended 31 March 2018

- An independent IT review and tender was carried out and a new IT supplier appointed.
- Our data strategy was aligned to GDPR requirements and a full GDPR plan implemented.
- A new fundraising strategy and integrated communications plan was developed and implemented.
- Our Advice Service was accredited with the Age UK Advice Mark in July 2017, which assessed all aspects of quality within the department.
- Unrestricted fundraising income was £732K. The Fundraising team was highly commended at the Institute of Fundraising NI awards for 'No One should have No One campaign', which addressed the issue of loneliness.

Plans for Future Periods

With the support of our teams, we have developed a robust strategy for 2015-2020, *Making Later Life Better*, with continued focus on our four strategic goals as outlined below:

We are passionate and determined about making later life better

We set the standard of success for ourselves and others to follow	Vision	A world where everyone can enjoy later life				
	Mission	To help people enjoy a better later life by ensuring that their voice is heard and their rights are upheld				
We set the standard of success for ourselves and others to follow	Strategic Goal	Enough Money	Staying Well & Feeling Good	Equal and Engaged Citizens	Progressive Organisation	
		People in later life have enough income to live comfortably and are able to participate in society.	People in later life experience the best possible health, well-being and independence.	People in later life are valued as equal citizens and have opportunities to actively engage in society	Age NI is a professional, sustainable, well-governed organisation driven by the voice of older people	
	Outcomes	Older people participate meaningfully in society.	People enjoy better health for longer.	Ageism is reduced	The voice of older people influences what Age NI does	
		Older people have an improved quality of life.	Older people can exercise choice and control over their lives.	Older people's rights are upheld.	Age NI is a great place to work and volunteer.	
		Poverty in later life is reduced.	People access the best quality care in later life.	The contribution of people in later life is valued.	Age NI demonstrates how it has changed people's lives.	
		Loneliness and Isolation among older people is reduced	Older people's independence is maximised	Society values the diversity of older people.	Age NI operates as an integrated charity.	
	We Will	In order to achieve our goals, Age NI will do the following: <ul style="list-style-type: none"> - Provide high quality services - Be an advocate for positive change influencing policy and practice - Support the development of a strong, rights based and sustainable age sector - Engage with and listen to the voice of older people - Develop and maintain a strong and sustainable resource platform - Work in a way that promotes intergenerational solidarity 				Age NI is properly resourced to deliver its plans and activities
						Age NI is effectively led and governed

We work together as one team, believing in the potential of people

We act with integrity and show pride in everything we do

AGE NI

Company Limited by Guarantee

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

Year ended 31 March 2018

Investment Performance

The core objectives for Age NI investment portfolio is for these funds to achieve a balance between income generation and longer term growth, taking minimal risk.

This is achieved by placing a considerable proportion of the cash reserves on longer term deposits while maintaining enough liquidity to meet the working capital needs of the charity.

At the year end 31 March 2018, the Charity held cash reserves of £1,133,779. The cash was invested on a mix of a longer term fixed deposit of one year, a shorter fixed term deposit term of 4 months, and current accounts.

The balance sheet also includes an investment portfolio of £623,869. The total cash and portfolio income investment returns included £30,630. There was also an unrealised capital loss in the investment portfolio of £22,395.

FINANCIAL REVIEW

Statement of Recommended Practice (SORP) 2005

All major risks, to which we are exposed, as identified by the Trustees, have been reviewed and systems and/or procedures have been established to manage those risks.

Incoming Resources

Total incoming resources for the year ended 31 March 2018 were £4,174,609 (2017: £3,869,596). This includes donations and legacies of £372,213 (2017: £161,225) and income from charitable activities of £3,365,992 (2017: £3,327,539).

Charitable Activities

The financial statements have been prepared in accordance with applicable accounting standards, the Statement of recommended Practice on 'Accounting and Reporting by Charities' (Revised 2005) and the Companies Act 2006.

The breakdown of expenditure on charitable activities is arrived at by analysing the cost of objectives delivered in accordance with the organisation's annual and strategic plans. Expenditure continues to be subject to tight budgetary disciplines across the organisation and focuses on the priorities of the annual business plan.

Total resources expended for the year ended 31 March 2018 were £4,080,267 (2017: £4,115,746). This includes expenditure on raising funds of £411,038 (2017: £464,834) and expenditure on charitable activities of £3,669,229 (2017: £3,650,912).

Our total net incomings for the period, before other recognised gains and losses, was £94,342 (2017: (£246,150)). After losses from investment assets, the net incomings reduced to £71,947 (2017: reduced to (£169,382)).

The balances on restricted funds and unrestricted funds at the year end were £255,700 (2017: £225,218) and £1,438,490 (2017: £1,397,025) respectively.

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

Year ended 31 March 2018

Investments

Under our Memorandum and Articles of Association, the Trustees have the powers to invest in a way that further the charities objectives.

Our portfolio of shareholdings, held as a long term core investment and managed by Cunningham Coates, had a reduction in valuation at 31 March 2018 to £623,869 (2017: £646,264).

The Board of Trustees, having regard to the liquidity requirements of the organisation and to the reserves policy, continue to operate a policy of keeping available funds in interest bearing deposit accounts and seek to achieve a rate of deposit which matches or exceeds inflation as measured against the retail prices index.

Reserves Policy

The Trustees aspiration is to continue to build a general level of reserves (excluding tangible fixed assets) that has six months of unrestricted expenditure in reserve so that they will be able to continue the current activities of the charity.

For 2017/18 these general reserves amounted to £1,438,490 (2017: £1,397,025). Excluding tangible fixed assets these general reserves amounted to £1,348,702. This represents 75% of the six month target based on 2017/18 annual pro-rata expenditure.

Funds held within designated funds are £233,648. This balance of these funds are held to fund accruing redundancy projects costs from restricted fund projects with the balance held if needed to offer support in raising more charitable funds through increased retail donations.

Principal Funding Sources

The principal funding sources of Age NI include:

Trust Income that helps fund:

- Domiciliary Care Services.
- Day Care Services.
- Residential Care Services.
- Project Income that helps funds one off projects.
- Fundraising Income from Corporate and Individual Donors.
- Fundraising income from events.
- Legacy Income.
- Age UK funding.
- Gift Aid Income.
- Core Grant Funding.

Plans for Future Periods

We have a new two year rolling finance strategy, which takes a pragmatic approach to the future strategic direction of the charity and the finances needed to align with this strategy.

The further development of the commercial strategy will be pivotal in 2018/19 to continue to support the future sustainability of the charity and, as such, enhance the services we already provide.

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

Year ended 31 March 2018

Trustees' responsibilities statement

The Trustees, who are also Directors for the purposes of company law, are responsible for preparing the Trustees' report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the charity Trustees to prepare financial statements for each year which give a true and fair view of the state of affairs of the charitable company and the incoming resources and application of resources, including the income and expenditure, for that period.

In preparing these financial statements, the Trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the applicable Charities SORP;
- make judgments and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in business.

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

Auditor

Each of the persons who is a Trustee at the date of approval of this report confirms that:

- so far as they are aware, there is no relevant audit information of which the charity's auditor is unaware; and
- they have taken all steps that they ought to have taken as a Trustee to make themselves aware of any relevant audit information and to establish that the charity's auditor is aware of that information

Small company provisions

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

The Trustees' annual report was approved on 11 October 2018 and signed on behalf of the board of Trustees by:



Dr Raymond Mullan OBE
Trustee

AGE NI

Company Limited by Guarantee

Independent Auditor's Report to the Members of AGE NI

Year ended 31 March 2018

Opinion

We have audited the financial statements of AGE NI (the 'charity') for the year ended 31 March 2018 which comprise the statement of financial activities (including income and expenditure account), statement of financial position, statement of cash flows and the related notes, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including FRS 102 The Financial Reporting Standard applicable in the UK and Republic of Ireland (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the charity's members, 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 members those matters we are required to state to them in an auditor's 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 members as a body, for our audit work, for this report, or for the opinions we have formed.

In our opinion the financial statements:

- give a true and fair view of the state of the charity's affairs as at 31 March 2018 and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice;
- have been prepared in accordance with the requirements of the Companies Act 2006.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the charity in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and the provisions available for small entities, in the circumstances set out below, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

In common with many other organisations of our size and nature we use our auditors to prepare and submit returns to the tax authorities and assist with the preparation of the financial statements.

AGE NI

Company Limited by Guarantee

Independent Auditor's Report to the Members of AGE NI

Year ended 31 March 2018

Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

- the trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or
- the trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the charity's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

Other information

The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. The trustees are responsible for the other information. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

Opinions on other matters prescribed by the Companies Act 2006

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the trustees' report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the trustees' report has been prepared in accordance with applicable legal requirements.

AGE NI

Company Limited by Guarantee

Independent Auditor's Report to the Members of AGE NI *(continued)*

Year ended 31 March 2018

Matters on which we are required to report by exception

In the light of the knowledge and understanding of the charity and its environment obtained in the course of the audit, we have not identified material misstatements in the trustees' report.

We have nothing to report in respect of the following matters in relation to which 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 the information and explanations we require for our audit; or
- the trustees were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemptions in preparing the directors' report and from the requirement to prepare a strategic report.

Responsibilities of trustees

As explained more fully in the trustees' responsibilities statement, the trustees (who are also the directors for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the trustees are responsible for assessing the charity's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the trustees either intend to liquidate the charity or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

AGE NI

Company Limited by Guarantee

Independent Auditor's Report to the Members of AGE NI *(continued)*

Year ended 31 March 2018

As part of an audit in accordance with ISAs (UK), we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the trustees.
- Conclude on the appropriateness of the trustees' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the charity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the charity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.



Conor Dolan FCA (Senior Statutory Auditor)

For and on behalf of
Finegan Gibson Ltd
Chartered accountant & statutory auditor
Causeway Tower
9 James Street South
Belfast

11 October 2018

AGE NI

Company Limited by Guarantee

Statement of Financial Activities (including income and expenditure account)

31 March 2018

		Unrestricted funds	2018 Restricted funds	Total funds	2017 Total funds
	Note	£	£	£	£
Income and endowments					
Donations and legacies	5	372,213	–	372,213	161,225
Charitable activities	6	2,847,047	518,945	3,365,992	3,327,539
Other trading activities	7	396,130	9,644	405,774	349,144
Investment income	8	30,630	–	30,630	31,688
Total income		<u>3,646,020</u>	<u>528,589</u>	<u>4,174,609</u>	<u>3,869,596</u>
Expenditure					
Expenditure on raising funds:					
Costs of other trading activities	9	(411,038)	–	(411,038)	(464,834)
Expenditure on charitable activities	10,11	(3,171,118)	(498,111)	(3,669,229)	(3,650,912)
Total expenditure		<u>(3,582,156)</u>	<u>(498,111)</u>	<u>(4,080,267)</u>	<u>(4,115,746)</u>
Net (losses)/gains on investments	13	(22,395)	–	(22,395)	76,768
Net income/(expenditure)		<u>41,469</u>	<u>30,478</u>	<u>71,947</u>	<u>(169,382)</u>
Transfers between funds		(4)	4	–	–
Net movement in funds		<u>41,465</u>	<u>30,482</u>	<u>71,947</u>	<u>(169,382)</u>
Reconciliation of funds					
Total funds brought forward		1,397,025	225,218	1,622,243	1,791,625
Total funds carried forward		<u>1,438,490</u>	<u>255,700</u>	<u>1,694,190</u>	<u>1,622,243</u>

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

The notes on pages 34 to 46 form part of these financial statements.

AGE NI

Company Limited by Guarantee

Statement of Financial Position

31 March 2018

		2018 £	2017 £
Fixed assets			
Tangible fixed assets	17	89,788	105,034
Investments	18	623,869	646,264
		<u>713,657</u>	<u>751,298</u>
Current assets			
Stocks	19	3,457	3,457
Debtors	20	511,715	816,245
Investments	21	3	2
Cash at bank and in hand		1,133,779	654,134
		<u>1,648,954</u>	<u>1,473,838</u>
Creditors: amounts falling due within one year	22	<u>668,421</u>	<u>602,893</u>
Net current assets		<u>980,533</u>	<u>870,945</u>
Total assets less current liabilities		<u>1,694,190</u>	<u>1,622,243</u>
Net assets		<u>1,694,190</u>	<u>1,622,243</u>
Funds of the charity			
Restricted funds		255,700	225,218
Unrestricted funds		1,438,490	1,397,025
Total charity funds	24	<u>1,694,190</u>	<u>1,622,243</u>

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

These financial statements were approved by the board of trustees and authorised for issue on 11 October 2018, and are signed on behalf of the board by:



Dr Raymond Mullan OBE
Trustee

The notes on pages 34 to 46 form part of these financial statements.

AGE NI

Company Limited by Guarantee

Statement of Cash Flows

Year ended 31 March 2018

	2018	2017
	£	£
Cash flows from operating activities		
Net income/(expenditure)	71,947	(169,382)
<i>Adjustments for:</i>		
Depreciation of tangible fixed assets	26,877	36,410
Net (losses)/gains on investments	22,395	(76,736)
Other interest receivable and similar income	(30,630)	(31,688)
<i>Changes in:</i>		
Stocks	–	1,926
Trade and other debtors	304,530	(137,334)
Trade and other creditors	65,529	(312,162)
Cash generated from operations	460,648	(688,966)
Interest received	30,630	31,688
Net cash from/(used in) operating activities	<u>491,278</u>	<u>(657,278)</u>
Cash flows from investing activities		
Purchase of tangible assets	(11,631)	(22,612)
Proceeds from sale of tangible assets	–	659
Acquisition of subsidiaries	(1)	(2)
Purchases of other investments	22,394	–
Proceeds from sale of other investments	(22,395)	–
Net cash used in investing activities	<u>(11,633)</u>	<u>(21,955)</u>
Net increase/(decrease) in cash and cash equivalents	479,645	(679,233)
Cash and cash equivalents at beginning of year	654,134	1,333,367
Cash and cash equivalents at end of year	<u>1,133,779</u>	<u>654,134</u>

The notes on pages 34 to 46 form part of these financial statements.

AGE NI

Company Limited by Guarantee

Notes to the Financial Statements

Year ended 31 March 2018

1. General information

The charity is a private company limited by guarantee, registered in Northern Ireland and a registered charity in Northern Ireland. The address of the registered office is 3 Lower Crescent, Belfast, BT7 1NR.

2. Statement of compliance

These financial statements have been prepared in compliance with FRS 102, 'The Financial Reporting Standard applicable in the UK and the Republic of Ireland', the Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) (Charities SORP (FRS 102)) and the Charities Act (Northern Ireland) 2008.

3. Accounting policies

Basis of preparation

The financial statements have been prepared on the historical cost basis, as modified by the revaluation of certain financial assets and liabilities and investment properties measured at fair value through income or expenditure.

The financial statements are prepared in sterling, which is the functional currency of the entity.

Going concern

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

Fund accounting

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

Designated funds are unrestricted funds earmarked by the trustees for particular future project or commitment.

Restricted funds are subjected to restrictions on their expenditure declared by the donor or through the terms of an appeal, and fall into one of two sub-classes: restricted income funds or endowment funds.

AGE NI

Company Limited by Guarantee

Notes to the Financial Statements *(continued)*

Year ended 31 March 2018

3. Accounting policies *(continued)*

Incoming resources

All incoming resources are included in the statement of financial activities when entitlement has passed to the charity; it is probable that the economic benefits associated with the transaction will flow to the charity and the amount can be reliably measured. The following specific policies are applied to particular categories of income:

- income from donations or grants is recognised when there is evidence of entitlement to the gift, receipt is probable and its amount can be measured reliably.
- legacy income is recognised when receipt is probable and entitlement is established.
- income from donated goods is measured at the fair value of the goods unless this is impractical to measure reliably, in which case the value is derived from the cost to the donor or the estimated resale value. Donated facilities and services are recognised in the accounts when received if the value can be reliably measured. No amounts are included for the contribution of general volunteers.
- income from contracts for the supply of services is recognised with the delivery of the contracted service. This is classified as unrestricted funds unless there is a contractual requirement for it to be spent on a particular purpose and returned if unspent, in which case it may be regarded as restricted.

Resources expended

Expenditure is recognised on an accruals basis as a liability is incurred. Expenditure includes any VAT which cannot be fully recovered, and is classified under headings of the statement of financial activities to which it relates:

- expenditure on raising funds includes the costs of all fundraising activities, events, non-charitable trading activities, and the sale of donated goods.
- expenditure on charitable activities includes all costs incurred by a charity in undertaking activities that further its charitable aims for the benefit of its beneficiaries, including those support costs and costs relating to the governance of the charity apportioned to charitable activities.
- other expenditure includes all expenditure that is neither related to raising funds for the charity nor part of its expenditure on charitable activities.

All costs are allocated to expenditure categories reflecting the use of the resource. Direct costs attributable to a single activity are allocated directly to that activity. Shared costs are apportioned between the activities they contribute to on a reasonable, justifiable and consistent basis.

Tangible assets

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

AGE NI

Company Limited by Guarantee

Notes to the Financial Statements *(continued)*

Year ended 31 March 2018

3. Accounting policies *(continued)*

Tangible assets *(continued)*

An increase in the carrying amount of an asset as a result of a revaluation, is recognised in other recognised gains and losses, unless it reverses a charge for impairment that has previously been recognised as expenditure within the statement of financial activities. A decrease in the carrying amount of an asset as a result of revaluation, is recognised in other recognised gains and losses, except to which it offsets any previous revaluation gain, in which case the loss is shown within other recognised gains and losses on the statement of financial activities.

Depreciation

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

Long leasehold property	-	2% straight line
Fixtures and fittings	-	20% straight line
Motor vehicles	-	25% straight line
Computer Equipment	-	33% straight line
Leasehold Improvements	-	10% straight line

Investments

Unlisted equity investments are initially recorded at cost, and subsequently measured at fair value. If fair value cannot be reliably measured, assets are measured at cost less impairment.

Listed investments are measured at fair value with changes in fair value being recognised in income or expenditure.

Investments in associates

Investments in associates accounted for in accordance with the cost model are recorded at cost less any accumulated impairment losses.

Investments in associates accounted for in accordance with the fair value model are initially recorded at the transaction price. At each reporting date, the investments are measured at fair value, with changes in fair value taken through income or expenditure. Where it is impracticable to measure fair value reliably without undue cost or effort, the cost model will be adopted.

Dividends and other distributions received from the investment are recognised as income without regard to whether the distributions are from accumulated profits of the associate arising before or after the date of acquisition.

Investments in joint ventures

Investments in jointly controlled entities accounted for in accordance with the cost model are recorded at cost less any accumulated impairment losses.

AGE NI

Company Limited by Guarantee

Notes to the Financial Statements *(continued)*

Year ended 31 March 2018

3. Accounting policies *(continued)*

Investments in joint ventures *(continued)*

Investments in jointly controlled entities accounted for in accordance with the fair value model are initially recorded at the transaction price. At each reporting date, the investments are measured at fair value, with changes in fair value taken through income or expenditure. Where it is impracticable to measure fair value reliably without undue cost or effort, the cost model will be adopted.

Dividends and other distributions received from the investment are recognised as income without regard to whether the distributions are from accumulated profits of the joint venture arising before or after the date of acquisition.

Impairment of fixed assets

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

For the purposes of impairment testing, when it is not possible to estimate the recoverable amount of an individual asset, an estimate is made of the recoverable amount of the cash-generating unit to which the asset belongs. The cash-generating unit is the smallest identifiable group of assets that includes the asset and generates cash inflows that largely independent of the cash inflows from other assets or groups of assets.

For impairment testing of goodwill, the goodwill acquired in a business combination is, from the acquisition date, allocated to each of the cash-generating units that are expected to benefit from the synergies of the combination, irrespective of whether other assets or liabilities of the charity are assigned to those units.

Stocks

Stocks are measured at the lower of cost and estimated selling price less costs to complete and sell. Cost includes all costs of purchase, costs of conversion and other costs incurred in bringing the stock to its present location and condition.

Financial instruments

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

Basic financial instruments are initially recognised at the amount receivable or payable including any related transaction costs.

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

Debt instruments are subsequently measured at amortised cost.

AGE NI

Company Limited by Guarantee

Notes to the Financial Statements *(continued)*

Year ended 31 March 2018

3. Accounting policies *(continued)*

Financial instruments *(continued)*

Where investments in shares are publicly traded or their fair value can otherwise be measured reliably, the investment is subsequently measured at fair value with changes in fair value recognised in income and expenditure. All other such investments are subsequently measured at cost less impairment.

Other financial instruments, including derivatives, are initially recognised at fair value, unless payment for an asset is deferred beyond normal business terms or financed at a rate of interest that is not a market rate, in which case the asset is measured at the present value of the future payments discounted at a market rate of interest for a similar debt instrument.

Other financial instruments are subsequently measured at fair value, with any changes recognised in the statement of financial activities, with the exception of hedging instruments in a designated hedging relationship.

Financial assets that are measured at cost or amortised cost are reviewed for objective evidence of impairment at the end of each reporting date. If there is objective evidence of impairment, an impairment loss is recognised under the appropriate heading in the statement of financial activities in which the initial gain was recognised.

For all equity instruments regardless of significance, and other financial assets that are individually significant, these are assessed individually for impairment. Other financial assets are either assessed individually or grouped on the basis of similar credit risk characteristics.

Any reversals of impairment are recognised immediately, to the extent that the reversal does not result in a carrying amount of the financial asset that exceeds what the carrying amount would have been had the impairment not previously been recognised.

4. Limited by guarantee

Each of the members of the company has guaranteed to contribute to the assets of the company in the event of the same being wound up to the extent of £1.

5. Donations and legacies

	Unrestricted Funds £	Total Funds 2018 £	Unrestricted Funds £	Total Funds 2017 £
Donations				
Age NI Trading	-	-	(29,089)	(29,089)
Legacies				
Legacies	366,379	366,379	84,979	84,979
Gifts				
Gift Aid	5,834	5,834	105,335	105,335
	<u>372,213</u>	<u>372,213</u>	<u>161,225</u>	<u>161,225</u>

AGE NI

Company Limited by Guarantee

Notes to the Financial Statements *(continued)*

Year ended 31 March 2018

6. Charitable activities

	Unrestricted Funds £	Restricted Funds £	Total Funds 2018 £
DHSSPS	165,716	–	165,716
Age UK	437,400	–	437,400
Meadowbank	718,324	–	718,324
IDC	564,336	–	564,336
Day Care	650,853	–	650,853
Atlantic Philanthropies	–	–	–
Big Lottery	–	153,572	153,572
Comic Relief	–	6,657	6,657
First Connect/Advice/Advocacy	–	311,023	311,023
Building Change Trust	–	4,082	4,082
Management charges	42,356	–	42,356
Service Income	9,427	–	9,427
Other Charitable Activities	57,566	43,611	101,177
Other Care Services	201,069	–	201,069
	<u>2,847,047</u>	<u>518,945</u>	<u>3,365,992</u>

	Unrestricted Funds £	Restricted Funds £	Total Funds 2017 £
DHSSPS	165,712	–	165,712
Age UK	451,000	–	451,000
Meadowbank	667,505	–	667,505
IDC	659,496	–	659,496
Day Care	710,706	–	710,706
Atlantic Philanthropies	181	–	181
Big Lottery	–	97,390	97,390
Comic Relief	–	35,917	35,917
First Connect/Advice/Advocacy	–	329,635	329,635
Building Change Trust	–	4,168	4,168
Management charges	27,763	–	27,763
Service Income	129,817	2,000	131,817
Other Charitable Activities	46,249	–	46,249
	<u>2,858,429</u>	<u>469,110</u>	<u>3,327,539</u>

7. Other trading activities

	Unrestricted Funds £	Restricted Funds £	Total Funds 2018 £
Fundraising	312,011	9,644	321,655
Shop and Other Trading Activities	84,119	–	84,119
	<u>396,130</u>	<u>9,644</u>	<u>405,774</u>

AGE NI

Company Limited by Guarantee

Notes to the Financial Statements *(continued)*

Year ended 31 March 2018

7. Other trading activities *(continued)*

	Unrestricted Funds £	Restricted Funds £	Total Funds 2017 £
Fundraising	263,594	20,051	283,645
Shop and Other Trading activities	65,499	–	65,499
	<u>329,093</u>	<u>20,051</u>	<u>349,144</u>

8. Investment income

	Unrestricted Funds £	Total Funds 2018 £	Unrestricted Funds £	Total Funds 2017 £
Bank interest receivable	2,913	2,913	6,339	6,339
Dividend income	27,717	27,717	25,349	25,349
	<u>30,630</u>	<u>30,630</u>	<u>31,688</u>	<u>31,688</u>

9. Costs of other trading activities

	Unrestricted Funds £	Total Funds 2018 £	Unrestricted Funds £	Total Funds 2017 £
Wages & Salaries	257,853	257,853	307,749	307,749
Retail	7,683	7,683	9,159	9,159
Operational expenses	98,773	98,773	91,702	91,702
Transport	1,737	1,737	350	350
Accommodation	1,909	1,909	2,611	2,611
Other	11,665	11,665	13,630	13,630
Depreciation	633	633	595	595
Other Support costs	30,785	30,785	39,038	39,038
	<u>411,038</u>	<u>411,038</u>	<u>464,834</u>	<u>464,834</u>

AGE NI

Company Limited by Guarantee

Notes to the Financial Statements *(continued)*

Year ended 31 March 2018

10. Expenditure on charitable activities by fund type

	Unrestricted Funds £	Restricted Funds £	Total Funds 2018 £
Delivering flagship services	2,449,589	498,111	2,947,700
Leading authoritative expert on ageing	172,310	–	172,310
Mobilisation of a strong & vibrant age sector	173,490	–	173,490
Support costs	375,729	–	375,729
	<u>3,171,118</u>	<u>498,111</u>	<u>3,669,229</u>

	Unrestricted Funds £	Restricted Funds £	Total Funds 2017 £
Delivering flagship services	2,310,486	484,586	2,795,072
Leading authoritative expert on ageing	124,161	–	124,161
Mobilisation of a strong & vibrant age sector	227,511	–	227,511
Support costs	504,168	–	504,168
	<u>3,166,326</u>	<u>484,586</u>	<u>3,650,912</u>

11. Expenditure on charitable activities by activity type

	Activities undertaken directly £	Support costs £	Total funds 2018 £	Total funds 2017 £
Delivering flagship services	2,947,700	249,485	3,197,185	3,155,501
Leading authoritative expert on ageing	172,310	16,010	188,320	146,780
Mobilisation of a strong & vibrant age sector	173,490	21,038	194,528	256,521
Governance costs	–	89,196	89,196	92,110
	<u>3,293,500</u>	<u>375,729</u>	<u>3,669,229</u>	<u>3,650,912</u>

12. Analysis of support costs

	Total 2018 £	Total 2017 £
Staff costs	82,498	189,389
Governance costs	89,196	92,110
Operational expenses	54,497	55,982
Transport	1,423	1,416
Accommodation	158,635	157,927
Other	(25,211)	(16,736)
Depreciation	14,691	24,080
	<u>375,729</u>	<u>504,168</u>

AGE NI

Company Limited by Guarantee

Notes to the Financial Statements *(continued)*

Year ended 31 March 2018

13. Net (losses)/gains on investments

	Unrestricted Funds £	Total Funds 2018 £	Unrestricted Funds £	Total Funds 2017 £
Gains/(losses) on listed investments	<u>(22,395)</u>	<u>(22,395)</u>	<u>76,768</u>	<u>76,768</u>

14. Net income/(expenditure)

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

	2018 £	2017 £
Depreciation of tangible fixed assets	<u>26,877</u>	<u>36,410</u>

15. Staff costs

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

	2018 £	2017 £
Wages and salaries	2,651,073	2,724,703
Social security costs	188,091	181,452
Pension costs	88,471	91,936
	<u>2,927,635</u>	<u>2,998,091</u>

The average head count of employees during the year was 164 (2017: 179).

The number of employees whose remuneration for the year fell within the following bands, were:

	2018 No.	2017 No.
£60,000 to £69,999	<u>1</u>	<u>1</u>

16. Trustee remuneration and expenses

The charity trustees were not paid or received any other benefits from employment with the Charity in the year (2017: £nil). They were reimbursed travel expenses during the year totalling £457 (2017: £287). No charity trustee received payment for professional or other services supplies to the charity (2017: £nil).

AGE NI

Company Limited by Guarantee

Notes to the Financial Statements *(continued)*

Year ended 31 March 2018

17. Tangible fixed assets

	Long leasehold property £	Fixtures and fittings £	Motor vehicles £	Equipment £	Leasehold improvement £	Total £
Cost						
At 1 Apr 2017	89,995	233,592	139,974	406,090	51,000	920,651
Additions	–	735	–	10,896	–	11,631
At 31 Mar 2018	<u>89,995</u>	<u>234,327</u>	<u>139,974</u>	<u>416,986</u>	<u>51,000</u>	<u>932,282</u>
Depreciation						
At 1 Apr 2017	38,884	205,678	139,974	382,132	48,949	815,617
Charge for the year	2,250	8,134	–	16,241	252	26,877
At 31 Mar 2018	<u>41,134</u>	<u>213,812</u>	<u>139,974</u>	<u>398,373</u>	<u>49,201</u>	<u>842,494</u>
Carrying amount						
At 31 Mar 2018	<u>48,861</u>	<u>20,515</u>	<u>–</u>	<u>18,613</u>	<u>1,799</u>	<u>89,788</u>
At 31 Mar 2017	<u>51,111</u>	<u>27,914</u>	<u>–</u>	<u>23,958</u>	<u>2,051</u>	<u>105,034</u>

18. Investments

	Listed investments £
Cost or valuation	
At 1 April 2017	646,264
Additions	148,909
Disposals	(139,501)
Fair value movements	(16,757)
Other movements	(15,046)
At 31 March 2018	<u>623,869</u>
Impairment	
At 1 April 2017 and 31 March 2018	
Carrying amount	
At 31 March 2018	<u>623,869</u>
At 31 March 2017	<u>646,264</u>

All investments shown above are held at valuation.

AGE NI

Company Limited by Guarantee

Notes to the Financial Statements *(continued)*

Year ended 31 March 2018

19. Stocks

	2018	2017
	£	£
Finished goods and goods for resale	3,457	3,457

20. Debtors

	2018	2017
	£	£
Trade debtors	132,285	304,015
Amounts owed by group undertakings and undertakings in which the charity has a participating interest	155,171	250,026
Other debtors	224,259	262,204
	<u>511,715</u>	<u>816,245</u>

21. Investments

	2018	2017
	£	£
Investments in group undertakings	3	2

22. Creditors: amounts falling due within one year

	2018	2017
	£	£
Trade creditors	63,947	40,424
Amounts owed to group undertakings and undertakings in which the company has a participating interest	–	32,651
Social security and other taxes	45,955	59,503
Other creditors	94,662	57,564
Accruals and deferred income	463,857	412,751
	<u>668,421</u>	<u>602,893</u>

23. Deferred income

	2018	2017
	£	£
At 1 April 2017	352,261	570,084
Amount released to income	(1,297,894)	(807,472)
Amount deferred in year	1,309,514	589,649
At 31 March 2018	<u>363,881</u>	<u>352,261</u>

AGE NI

Company Limited by Guarantee

Notes to the Financial Statements *(continued)*

Year ended 31 March 2018

24. Analysis of charitable funds

Unrestricted funds

	At 1 Apr 2017 £	Income £	Expenditure £	Transfers £	Gains and losses £	At 31 March 2018 £
Revenue Fund	1,149,970	3,646,020	(3,568,749)	(4)	(22,395)	1,204,842
Designated Funds	247,055	–	(13,407)	–	–	233,648
	<u>1,397,025</u>	<u>3,646,020</u>	<u>(3,582,156)</u>	<u>(4)</u>	<u>(22,395)</u>	<u>1,438,490</u>

Restricted funds

	At 1 Apr 2017 £	Income £	Expenditure £	Transfers £	Gains and losses £	At 31 March 2018 £
AP2020 Vision Community	664	–	(664)	–	–	–
Hardship Fund	2,117	–	–	–	–	2,117
Minibus	2,239	–	–	–	–	2,239
Befriending Service	15,416	–	(15,419)	3	–	–
Day Care	–	–	–	–	–	–
Restricted	4,840	5,938	(1,914)	–	–	8,864
My Life My Way	29,314	100,948	(89,774)	–	–	40,488
D'Oyly Carte Trust	3,237	–	–	–	–	3,237
Day Care Wish List	4,250	–	–	–	–	4,250
Elder Abuse HTA	11,130	–	(10,500)	–	–	630
Ulster Garden Villages - My Home Life	–	1,000	–	–	–	1,000
Agencies BP	5,639	–	–	–	–	5,639
Connecting Well for Later Life	44	–	(44)	–	–	–
First Steps to Funding	–	–	–	–	–	–
First	589	–	–	–	–	589
Connect/Advice/ Advocacy	27,753	75,000	(45,423)	–	–	57,330
Luncheon Clubs	1,250	10,000	(10,000)	–	–	1,250
Steps to Funding	19,710	733	(20,444)	1	–	–
AES/ Age NI Outreach Project	24,622	–	–	–	–	24,622
Planning for Impact Practice	2,678	4,082	(6,760)	–	–	–
Policy Expert	339	–	–	–	–	339
Step by Step	7,255	–	–	–	–	7,255

AGE NI

Company Limited by Guarantee

Notes to the Financial Statements *(continued)*

Year ended 31 March 2018

24. Analysis of charitable funds *(continued)*

Reaching Communities	1,241	–	–	–	–	1,241
Health Policy Forum	13,455	–	(130)	–	–	13,325
Impact Project Evaluation	45,687	(19,635)	(19,987)	–	–	6,065
Residents Comfort	317	3,707	657	–	–	4,681
Art Therapy	1,000	–	(1,000)	–	–	–
Reminiscence	–	29,452	–	–	–	29,452
Memory Lane	–	5,924	(3,968)	–	–	1,956
New JTI Final Phase	–	245,658	(209,416)	–	–	36,242
Seen and Heard	–	9,767	(9,767)	–	–	–
Age at Work	–	42,857	(41,843)	–	–	1,014
Project Retain	–	13,158	(11,283)	–	–	1,875
Next Steps	432	–	(432)	–	–	–
	<u>225,218</u>	<u>528,589</u>	<u>(498,111)</u>	<u>4</u>	<u>–</u>	<u>255,700</u>

25. Legal status of the Charity

Each of the members of the company has guaranteed to contribute to the assets of the company in the event of the same being wound up to the extent of £1.

26. Corporation Taxation

The Charity's activities fall within the exemptions afforded by the provisions of the Income and Corporation Taxes Act 1988. Accordingly, there is no taxation charge in these accounts.