

# ANNUAL REPORT AND ACCOUNTS

for the year ended 31 March 2016







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## INTRODUCTION FROM OUR CHAIRMAN AND CHIEF EXECUTIVE

We have been supporting people with sight loss and multiple disabilities for over 200 years.

2015/16 was the year SeeAbility truly found its voice. We are experts in what we do and more people are discovering this.

Our reach now spreads far wider than our excellent support and accommodation services. Through campaigning and nationwide public health programmes for children and adults with learning disabilities, we help prevent avoidable sight loss. New links with MPs have helped us gain the initiative for policy change.

It is staggering that today so many people with learning disabilities still face barriers to receiving the eye care they need. Our ambition is to be the national voice on their behalf and to challenge the health inequalities they and their families face.

We continue to train others to spread our message and raise awareness of the importance of good eye care. Over the past year we trained over 700 people, reaching nearly 9,000 people with information and advice – a 71% increase on last year.

Our Children in Focus Campaign has been sight testing children with learning disabilities and fitting glasses in special schools since 2013. We have delivered over 900 sight tests to around 600 children and added pilot sites in London, Buckinghamshire and Durham. New data that we published saw us reach millions of people via newspapers and television, while 50,000 people have viewed our videos on social media.

I feel immensely proud of our fundraising team and their personal approach to donors. Statutory funding from local government meets the essential needs

of people in our care but it is voluntary income that enables us to enrich people's lives through added value services. Despite a challenging climate for fundraising, we raised over £1.5 million.

After 13 years as SeeAbility's Chief Executive, David Scott-Ralphs will be leaving in September. He has overseen the expansion of the charity's direct services across southern England, more than doubling turnover and operating locations. The addition of public health advisory work to our activities has greatly increased awareness of what we do. He leaves SeeAbility in an exciting and robust position and we are thankful for everything he has done.

I'm delighted to welcome Lisa Hopkins as our new Chief Executive. She has a strong background in providing innovative services to children and adults with complex needs and I very much look forward to working with her on the next phase of the charity's development.

I want to record my thanks to Michael Buckingham, Paul Amadi and Philippa Anderson, who stood down as Trustees during the year. All served with distinction and I want to give additional thanks for Michael's support as Vice Chairman.

On a note of sadness, John Wood, one of our Trustees, passed away in May after a short illness. John brought great warmth, wisdom and wit to our Council meetings and will be greatly missed.

**James Deeley,**  
Chairman



## OBJECTIVES AND ACTIVITIES

SeeAbility's purpose is to enrich the lives of people with sight loss and multiple disabilities across the UK.

We firmly believe that nobody is too disabled to have a sight test.

Our vision is to see new national eye care programmes for children and adults with a learning disability adopted nationwide.

By publishing powerful evidence based reports, lobbying decision makers and politicians, and gaining coverage in the media, the awareness and reputation of SeeAbility's work is growing rapidly.

Our Care Quality Commission reports are the equal to any provider in the sector, with 100% compliance and one 'outstanding' rating for our Fairways, Fleet service.

This has only been possible through the care and professionalism of our 500+ staff and army of volunteers. They work together to support around 250 people in direct services and reach thousands of people across England to prevent avoidable sight loss.

These combined activities enable people to achieve their goals and live the lives they choose. They also enable SeeAbility to deliver effective, transformative eye care for both adults and children.

SeeAbility is a wonderful organisation that achieves so much. I will be genuinely sad to leave, but I do so in the knowledge that it will continue to reach out to more people with sight loss and multiple disabilities. I wish my successor Lisa Hopkins every success in the role.

I am enormously grateful to all our supporters, volunteers, professionals, partners and staff who have made my time here so special.

**David Scott-Ralphs,**  
Chief Executive Officer



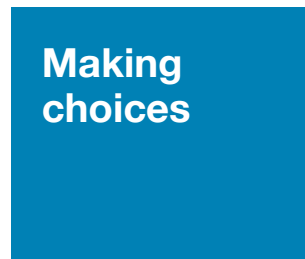
**Looking  
after their  
eyes and  
vision**



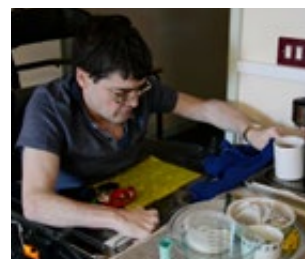
**Looking  
after  
health and  
well-being**



**Maintaining  
and  
developing  
life skills**



**Making  
choices**



**Living in a  
place which  
meets their  
needs**



**Being a  
valued part  
of their  
community**

# OUR 200 YEAR HISTORY



DOG & DUCK, St George's Fields.

We are one of the oldest specialist organisations for people with visual impairment in the world



**1799**

Four philanthropists established a school for young blind people in Southwark, London.

**1810**

The school moved to purpose-built premises at St George's Circus.

**1911**

We were granted royal patronage and became The Royal School for the Blind.

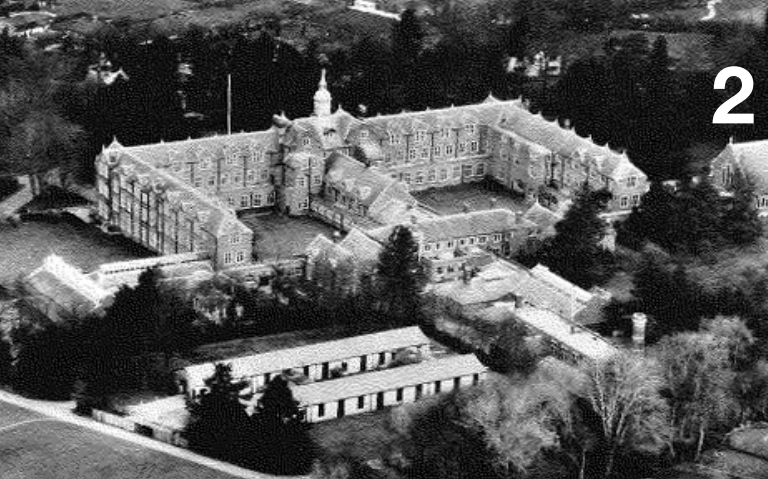
**1801**

After only a few years we had 30 pupils in our first home – the former, notorious Dog and Duck tavern.

**1901**

An end of one era, and start of a new one: the school moved to Leatherhead, Surrey.





Our heritage and expertise is rooted in enabling people with sight loss to live their life to the full. As part of the SeeAbility Memories Project, longstanding volunteers Peter and Jenny Delafond set out to capture the experiences of a group of people living in our Leatherhead services for many decades.

“We are of the same generation as the majority of the tenants and during our time with SeeAbility we have often enjoyed listening to their recollections of the past.

Our overall impression was how happy and contented they were in their early years at The Royal School for the Blind. It was also very encouraging to see how much their lives had improved since moving to Spencer Court.”

Mary, aged 87, is our oldest resident with a sharp memory of her experiences with SeeAbility: “I first came to The Royal School for the Blind when I was 16, right after the end of World War II in 1945. Now I live in my own flat in Spencer Court with my cat Rosie. I even manage to get out with the Tandem Club regularly!”



Our archive of prints, documents and memorabilia are now at the Surrey History Centre in Woking for others to access.

- 1 Dog and Duck tavern
- 2 Leatherhead site in the 1970s
- 3 Jenny and Peter Delafond with Mary
- 4 Leatherhead workshop in the 1980s
- 5 Alistair Burt, Minister for Communities and Social Care, at one of our Children in Focus special schools with children Naana and Ellie and their mothers.

**1999**

Leatherhead site sold and community based homes built.

**2013**

Launch of Children in Focus Campaign, sight testing programme in special schools.

**1994**

Our operating name changed to SeeAbility.

**2005**

Launch of Eye 2 Eye information service for people with learning disabilities.

# FUNDRAISING

## SPREADING THE WORD AND RAISING MONEY FOR OUR WORK AROUND THE COUNTRY



## HIGHLIGHTS

### 1 SeeAbility Week

Our services baked, quizzed, car booted and car washed their way to £17,000 in our first annual fundraising week.

### 2 Sunny Afternoon

Original West End cast members performed a one-off charity show and raised over £18,000.

### 3 Virgin Money London Marathon

36 amazing runners raised £55,000.

### 4 SeeAbility Spectacular

Our Children in Focus gala attracted 185 generous guests to the stunning One Great George Street and raised £91,000.

### 5 Land's End to John O'Groats

Oliver Jones, from Rutland Partners, cycled 960 inspiring miles across Britain and raised £5,000.







## SEEABILITY'S FUNDRAISING PROMISE

We aim to operate to the highest standards within our fundraising teams and in all our charitable work.

We will never sell or share your information with another organisation.

We will always respect your wishes and treat you openly and honestly, with courtesy and respect.

Local government statutory funding meets the essential needs of people in our care but it is our fundraised income that enables us to really enrich people's lives.

Your donations and support enable us to fund so many life-changing activities. This includes our experienced specialist rehabilitation workers, speech and language therapists and assistive technology team, our Children in Focus Campaign and our work to prevent avoidable sight loss for people with a learning disability.

FRSB give with confidence

P F R A  
Public Fundraising Association

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# TOM'S STORY

“When we told the ophthalmologist that Tom no longer wanted to go outdoors, Mr Ursell said that it was a sign his cataract was really affecting his life and it was time to operate. We are so grateful to him for supporting us to make the decision to proceed with surgery.”

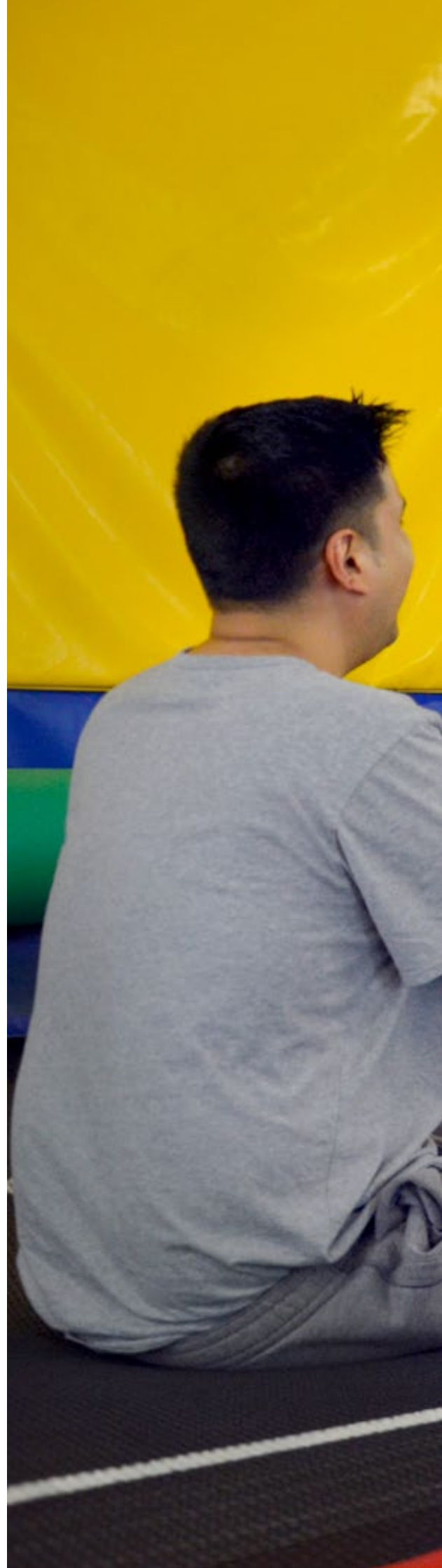
His mother describes 22-year-old Tom as a cheeky, mischievous young man with an amazing smile. And when it appears you know everything is good. He's been a resident at SeeAbility's The Willows in Leatherhead for nearly four years and has Down's syndrome, autism and severe visual impairment.

Blind in his right eye from birth and with limited vision in his other eye, he also has nystagmus, which means his eyes are always moving. This makes it difficult for Tom to interpret the world around him.

Tom's disabilities affected his development as a child. “His behaviour can be challenging. He's 24/7 and needs – and gets – a lot of support. When he was born he changed our lives forever,” says Sue. “The little tiny things he did were massive milestones for us; every one of his achievements was a joy for everyone around him.”

“But when he was seven or eight a consultant told us a cataract was developing in his left eye. They could not operate because he rocks at high speed, which can be harmful after cataract surgery.”

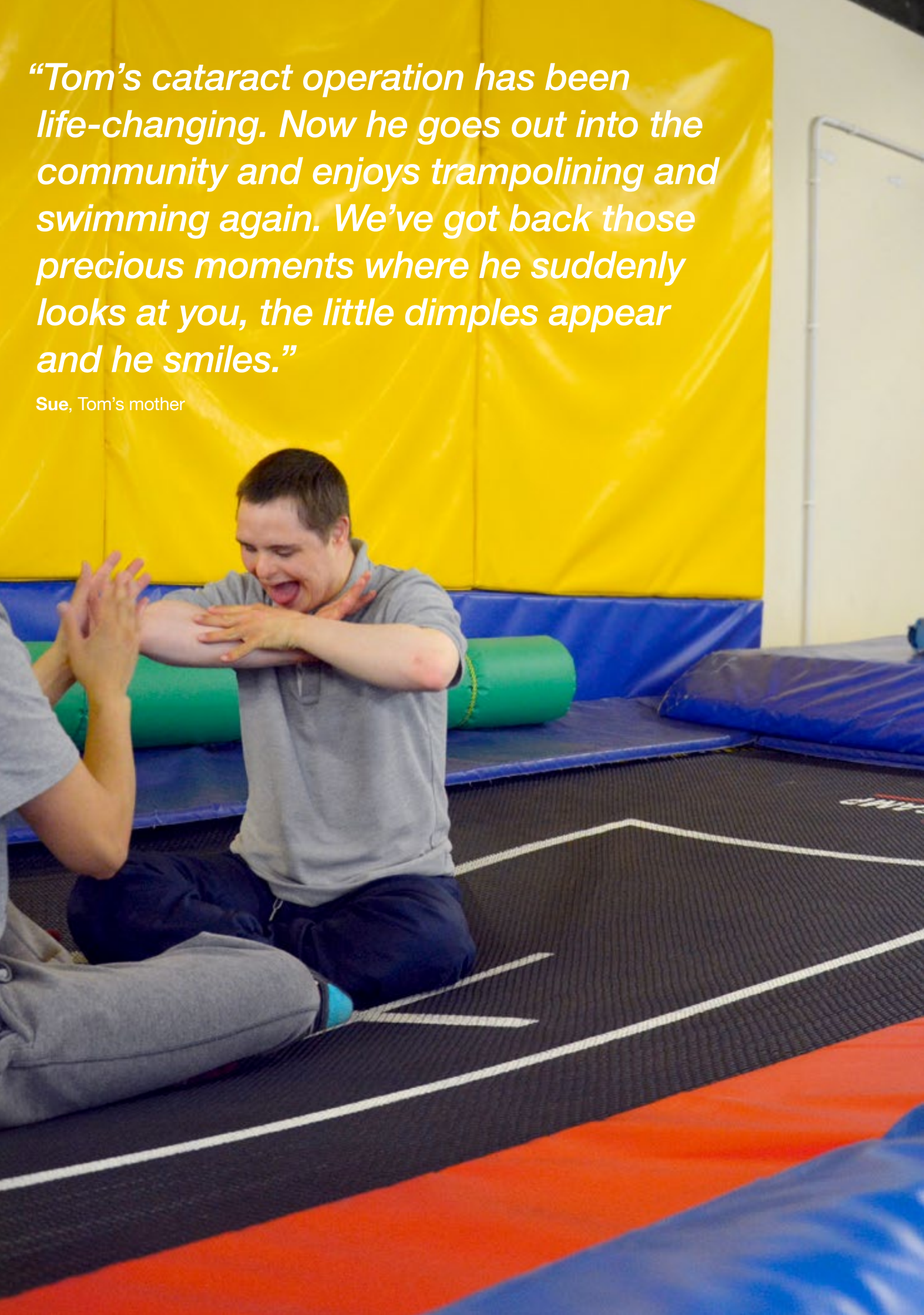
Tom went to a residential specialist school and college but his vision continued to deteriorate.





*“Tom’s cataract operation has been life-changing. Now he goes out into the community and enjoys trampolining and swimming again. We’ve got back those precious moments where he suddenly looks at you, the little dimples appear and he smiles.”*

Sue, Tom’s mother





“I knew finding an adult placement would be difficult. I went everywhere looking at places for Tom as we wanted him nearer to home when he moved into adult residential care. He was 14-years-old when I met Heather Salisbury at SeeAbility. I came home and said ‘I’ve found it! I’ve found the right place for Tom’. I knew then, we didn’t need to look anymore.”

Sue and Heather liaised until a place became available. A robust six-month transition plan was agreed and Tom was just 18 when he moved in. The Willows team created objects to enable Tom to communicate what he wanted. Even so, “over time Tom became more and more frustrated,” says Sue, “and it was difficult to get him outdoors. He was just sitting on the floor and not engaging. We knew his sight was deteriorating.”

When the prospect of surgery to remove the cataract was discussed last year, Tom’s parents were understandably concerned. There was a risk due to Tom’s self-harming behaviour at the time. But the family talked over their fears with ophthalmologist Paul Ursell, who gave the family the confidence to take a leap of faith and proceed with surgery. They were also supported by Martyn Veal, manager of The Willows, senior rehabilitation worker Deanne Weller and their colleagues.

Tom and his family benefited from SeeAbility’s eye surgery support plan and cataract factsheet to help understand and anticipate what would happen.

After Tom returned from surgery, the family was constantly with him. “He had a plastic shield over his eye, which he ripped off the next morning,” says Sue. “I leant down and spoke to him and he looked up at me, touched my face and smiled, then he looked at my husband’s face and it was as if he said: ‘Yes, that’s what you look like. I remember.’ We both cried.”





***“Tom’s lucky. He has a family that loves him. In fact, he’s extra lucky because he has a family at The Willows too, who really care for him. They make sure we’re involved in every aspect of Tom’s life.”***

**Sue, Tom’s mother**



# GOAL 1:

## EXCELLENT PERSONALISED SERVICES

We want to excel as a specialist provider of quality care and support, ensuring the people we support are at the heart of everything we do.

Our aim is to enable them to make choices and express their individuality. Personalisation is not a tick box exercise for us, but is fundamental to how we deliver our mission every single day of the year.

Our voluntary income is vital to our work. It funds our team of rehabilitation workers, speech and language therapists and assistive technology practitioners. All are specialists in enabling people with visual impairments and multiple disabilities to develop skills and maintain their health and wellbeing.

### Priorities for 2016/17

- Maintain our 100% record of Good / Outstanding for CQC inspections
- Retain the Making it Real personalisation kitemark for every service
- Develop our outcomes measurement linked to the six areas of our mission



1

### 100% record of Good / Outstanding for CQC inspections

We are very proud that every one of our services inspected by the Care Quality Commission (CQC) under their new system achieved an overall 'Good' rating and one service achieved a coveted 'Outstanding' rating. At 100%, we have one of the highest compliance and performance levels in the social care sector.

The CQC 'Outstanding' report highlighted innovative and creative practice used by SeeAbility Fairways staff and a clear commitment by managers to continually improve. They said the team were "compassionate and caring, and people were being provided with safe, responsive, effective and well-led care." Everyone the inspectors spoke with was complimentary about the care and support they received and there was a very positive atmosphere within the home.

### Making it real for the people we support

Every service once again achieved the Making it Real kitemark, with iStatements developed with each person we support. We are fully committed to giving people genuine control and choice over how they live their lives and how they want us to support them. This is national recognition that the support we provide is tailored to meet individual needs.







### Specialists in visual impairment

Specialists in our Advisory Services team work closely with people we support and their support teams across the organisation, providing specialist rehabilitation to people with sight loss to help them maintain and develop skills and be more independent. Our speech and language therapists support people with communication difficulties, and give practical advice for individuals who have difficulty eating, drinking and/or swallowing (dysphagia). The team also provides assistive technology and accessible information.

In the last year the team responded to 521 skills development and therapy referrals – a 34% increase on the previous year.

### Assistive technology

We extended the use of innovative accessible gadgets and aids for people in our services, enabling them to make choices and be more independent. It's not always the most expensive bit of kit that is the most effective. We ensure our support teams learn about the equipment, identify any faults and make sure they are able to coach the people we support to use them.

We held our first ever Click Here! event in Winchester. This was an opportunity for the SeeAbility team to demonstrate some of the latest assistive technology innovations to people with sight loss and their carers.



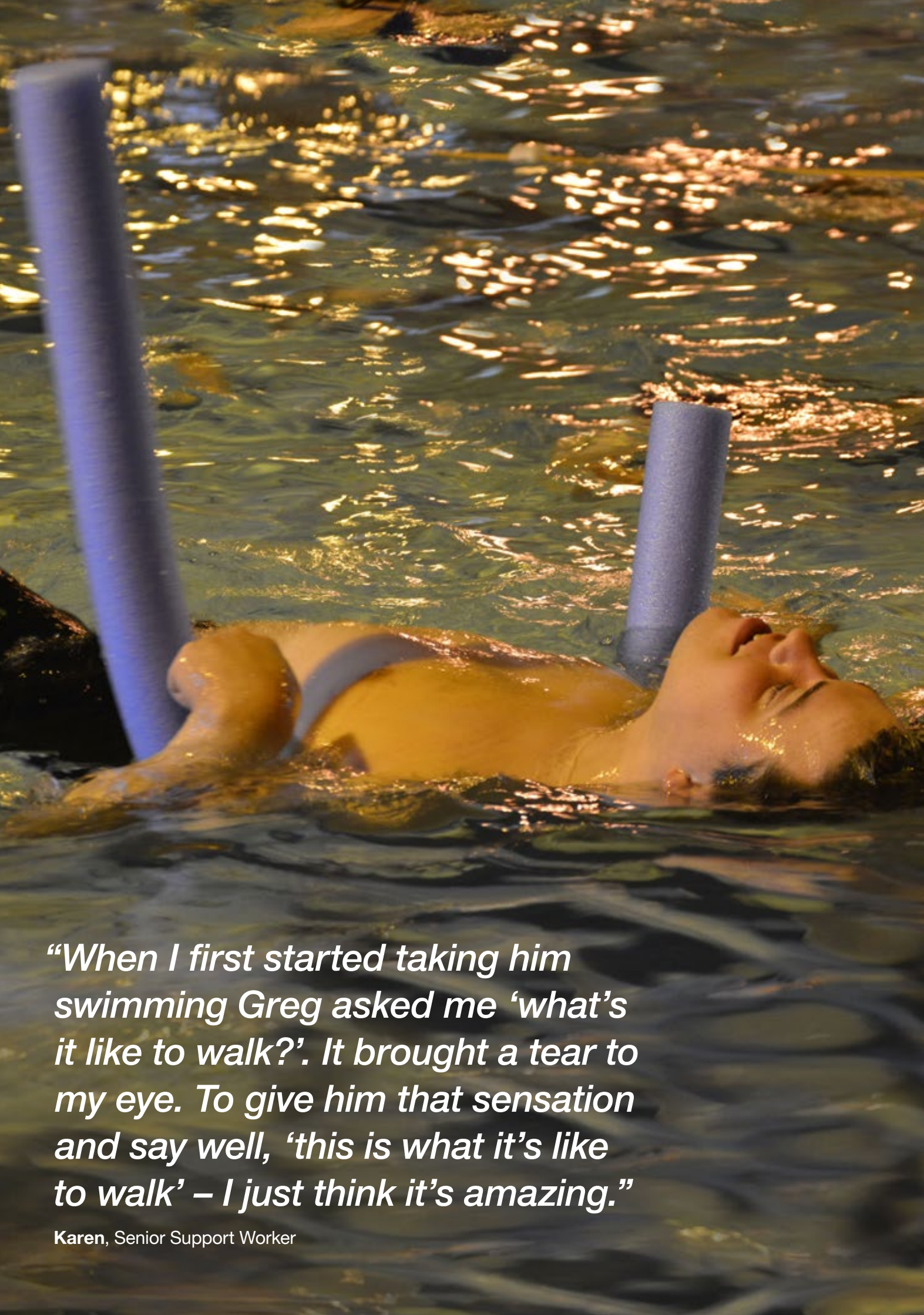
### Care Quality Commission Inspections

All SeeAbility Services inspected under the current framework were rated *Good* or *Outstanding*

Safe  
Effective  
Caring  
Responsive  
Well-led

- 1 Pauline is still able to savour some of her favourite flavours thanks to the support of Lesley, advanced speech and language therapist.
- 2 Mark can be more independent thanks to assistive technology. He can now make himself tea and have friends over using a new door intercom system for his flat at our Meadowbank service.
- 3 The Fairways team and residents celebrate their CQC Outstanding award.





*“When I first started taking him swimming Greg asked me ‘what’s it like to walk?’. It brought a tear to my eye. To give him that sensation and say well, ‘this is what it’s like to walk’ – I just think it’s amazing.”*

Karen, Senior Support Worker





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## GREG'S STORY

Moving out is a daunting prospect, especially for a young man with complex needs, but Karen and the team were there to support Greg.

Greg has cerebral palsy and sight loss and lives at SeeAbility's Devon Support Service. He moved there in April 2015 from his Mum's place.

"I've known Greg's family most of his life as I went to school with his aunties", says Karen. "Greg decided not to go to college anymore and he wanted to move to SeeAbility. I was looking to change jobs, and we decided I would go too and support him."

"We had the transition of moving to SeeAbility together and I've been here to help him so that he's settled. We just clicked and really get on. We've had a few laughs along the way and we do fun things like exercising in the swimming pool."

A lot of those laughs are centred around football, Greg's biggest love. A friend of his parents worked in the Bristol Rovers ticket office so he used to go to their games. After Greg's parents separated 16 years ago, he moved from Bristol to Devon. "My Mum thought it would be good to take me to the football and what a bad idea that was; I've been supporting Exeter City ever since!" says Greg.

"Now I've got the flavour of going to away games too, so I'm supporting them around the country. It's fantastic for my mental health because I plan everything, from the moment the fixtures are released at the start of the season."

"Karen and Tim take me to most of the away games. It takes some effort to



drive me all the way from Devon to Nottingham on a Saturday. Who else would do that? No-one in their right mind! I'm really happy with my support, nothing fazes them and it's just really good they are happy to do it," continues Greg.

Greg does more than just watch his team play. He is well known at Exeter City Football Club as the Capital One Supporter of the Year for League Two, which was awarded to him at The Football League Awards in 2015. He arrives for home matches at 11am to put his flag up and to have a pint of cider with his fellow supporters, as well as post on social media as @GrecianGreg.

His 1,400 followers on Twitter tune into daily updates about Greg's life. Tweeting became far easier for him when he got an iPad for Christmas with 'Siri' built in, allowing him to use the voice recognition tool to do his own tweets, instead of relying on Karen to write them out for him.

He volunteers to sell programmes outside the ground up until kick-off at 3pm. It means he misses the opening few minutes, but Greg doesn't mind: "I see programme selling as a job and I don't want to do that half-heartedly. I would hate for people to think I was just sat there saying nothing. The match is just a small part of the day, because it's only 90 minutes of football."

Our support helps Greg live the life he chooses to live, where he is a valuable part of the community because of his involvement at Exeter City. He enjoys fantastic camaraderie through his social media interaction, part-time job selling programmes, and time spent in the pub drinking cider and discussing football. Everyone totally accepts Greg for Greg; they just have a laugh and get on with it.







***“Football is my life.  
Although I have plenty  
to live for, that’s what  
really gets me going.”***

**Greg, Devon Support Service**

## GOAL 2:

### MORE SPECIALIST SUPPORT AND ACCOMMODATION

A key goal of our five year strategic plan is to develop and enhance our service provision.

After some protracted planning and negotiations, the construction of two purpose-built buildings is underway. They will open in late 2016 in Buckinghamshire and Hampshire and support 26 people. We also started providing new outreach support in Devon, Bristol and Kent.

Supporting individuals and their families through the transition process will usually take many months – though it can be far shorter when required. Getting the relationship right from the very beginning is so important. We put a lot of effort into getting to know people and making sure they have all the information to make the best choices to meet their needs.

#### Priorities for 2016/17

- Open the Aylesbury, Buckinghamshire service in October 2016 for 14 people
- Open the Aldershot, Hampshire service in November 2016 for 12 people
- Relocate the Maidstone, Kent service by August 2016



#### New people moving in

Over the last year we supported 238 people in our residential, supported living and outreach services, as well as our activity and resource centres. We welcomed 24 people with sight loss and complex disabilities into our direct services.

#### New services in 2016

Buckinghamshire Support Service in Aylesbury will be our first direct service north of the M4 corridor. The people we currently support at SeeAbility Fairways in Fleet will be moving nearby to a new building in Aldershot which will provide both residential and supported living. They will be joined by five new people.

#### Transition

People we support and their families tell us the move from home or college is a difficult one. We endeavour to make this process as stress free as possible. We aim to get to know parents and young people while they are in their mid-teens and stay in touch until they decide on their future.

To ensure everything is ready for the big move, our experienced team visit them in their current placement to get to know them and develop support plans.

#### Volunteers

Hundreds of volunteers - from students to retired people - donate thousands of precious hours every year. They don't just chat, read or go fishing with people we support but they are also drivers, gardeners and decorators. They are recruited and managed by a small team

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of volunteer co-ordinators. Over the past year we have run networking forums and provided marketing tools to help them recruit more quality volunteers.

A number of corporate supporters enjoy giving their time to support our work. Employees from Lloyds Bank plc volunteered at SeeAbility's Surbiton service this year offering an exciting day of bowling and a barbeque for the young people living there. "We had a thoroughly enjoyable day and it was great to spend time with Becky, Sadick, Rachel and Hannah, as well as all the hardworking and dedicated staff," said Martin Levy, a Lloyds Director.

## Marketing

We operate in a competitive market place and SeeAbility is not as well known as we would like to be. We have restructured our in-house team and recruited a film-maker / designer and a media specialist.

All our services literature is being given a makeover, specialist and regional media coverage has increased and social media engagement has been transformed.


A new website is also on the way.

## Sensory gardens

Many of our services have beautiful gardens. The new sensory garden at Derby Lodge offers a pleasant and relaxing space with something for everyone to enjoy.

- 1 Stephanie, who will move from SeeAbility Fairways, visited the new Aldershot site.
- 2 Our regional services manager, Shirley Saunders, checked out the quality of the new Aylesbury property.
- 3 Tenants and their families from our Surbiton service enjoyed a barbeque with Lloyds volunteers.
- 4 Advisory services assistant, Anel Louw, was presented with a SeeAbility Excellence Award by David Scott-Ralphs, CEO and Darshan Baidoo, manager of Derby Lodge, for her role in creating the new sensory garden.





*“We didn’t know what to expect. Transition for Nicole has always been an intimidating task. But Pat and the team supported Nicole and us through this potentially stressful process.”*

Sharon and Nick, Nicole’s parents





## NICOLE'S STORY

“Nicole has never known what it’s like to see. She also has a learning disability and is on the autism spectrum, so finds new places, people and changes to her routine difficult,” says Nicole’s father, Nick.

Nicole came to SeeAbility from a specialist residential education centre where the challenges she faced with social interaction, communication and behaviour often left her isolated from her peers.

Pat Hallett-McKenna, registered manager, and members of her Fairways service team visited Nicole weekly for two months, often staying overnight. They observed her daily routines and then took over supporting Nicole with both her care and her activities.

Like any parents would be, Nick and Sharon were concerned about their 19-year-old daughter leaving education and moving into residential care. With SeeAbility’s focus on personalised services, Pat and the team have taken time to really understand Nicole and explored and developed new ways of working with her. They now recognise the signs of mood change and are able to give her space when she needs it. There are consistent, agreed ways of supporting her, which provide a structure ensuring she works with the whole team, and not just one or two preferred carers.

One of the more problematic parts of Nicole’s day was showering. “It was always difficult and she could be really challenging. I think it was hard for her to understand where the water was coming from. But now she loves having a shower. It’s marvellous as it means she starts each

day in the right frame of mind,” says Nick.

A year after moving to Fairways in Fleet, challenging moments are now few and far between. “I think Nicole feels happy and settled,” says Sharon, her mother. “She benefits from having independence within the home and enjoys the freedom to move around and join in if she wishes, at the same time being able to have ‘time out’.

Nicole gets involved in activities such as swimming, although initially I assisted until staff were confident in going with her on their own. She enjoys meals out as she loves her food, shopping and trips to the trampoline centre. I hope her activities will expand further as time goes on.”

Nicole’s days are now much more sociable and she spends far less time in her room. Rehabilitation worker Sam Otero and the staff have been supporting her to maintain and build on the skills she learnt at college. Following observation and time to get to know her, Sam encouraged her to ‘trail’ to find specially adapted equipment in the kitchen. Nicole is now proficient in making a toasted cheese sandwich, including using the grater, toaster and microwave. She’s now being supported to find items and put them away afterwards, and prepare cold drinks.

Now she is more settled she does so much more and doesn’t get affected by sensory overload so often. “Before she would choose staff to tolerate, but here everyone gets involved and she’s developing more relationships and growing.”

SeeAbility Fairways was rated Outstanding by the Care Quality Commission in July 2015. In late 2016, Nicole and the other residents will be moving into our new purpose-built accommodation nearby.







***"I get the impression that Nicole feels like this is home and I'm very happy everyone at Fairways will be moving together as a family."***

**Nick, Nicole's father**

## GOAL 3:

### REACHING MORE PEOPLE ABOUT EYE CARE AND VISION

For over a decade SeeAbility has been raising awareness, sharing free resources and supporting people with learning disabilities to get the eye care they need.

We are able to do this thanks to the generosity of our donors and supporters. Adults with learning disabilities are ten times more likely to have serious sight problems yet it is far from easy for them to access the eye care they need. The key to preventing avoidable sight loss and making the best use of sight is regular sight tests. We want to see a national eye care pathway.

#### Priorities for 2016/17

- Reach 7,500 people through a combination of training, information and advice
- Train 1,000 carers and supporters of people with learning disabilities
- Train 625 people with learning disabilities through the peer educator programme and add five new groups
- Support the commissioning of at least three new pathways of community eye care services for adults with learning disabilities



*SeeAbility provided excellent training. We were motivated to improve our professional practice by taking more time to find out how each person learns and then adapt an approach to suit each individual.*



Guide Dogs Mobility Instructor



#### Eye Care and Vision Team

We work externally with others to achieve positive change concerning eye care and vision for people with learning disabilities. SeeAbility is now recognised as the go-to organisation in this area.

Last year we trained 755 people on eye care and vision and reached nearly 9,000 people with information and advice – a 71% increase on the previous year.

It is impossible for us to estimate the true reach of our comprehensive easy read resources as they are free to download and share. We are delighted that our forms and factsheets are used at awareness raising events by NHS England, self-advocacy groups, community optometrists and other social care providers.

#### Raising awareness

Since September 2011 we have delivered 36 Look Here events, reaching and engaging 1,536 people with learning disabilities and their carers. Our expert, Scott Watkin, speaks at these interactive events where participants learn about eye care and vision. As a person with an eye condition and a learning disability, Scott has personal experience of optometry and hospital eye clinics.

Our Peer Educator Network is growing and now numbers ten self advocacy groups across the country. They have trained around 300 self advocates on eye care and vision. By bringing the groups together at our first national conference last March, advocates were able to build confidence and share knowledge.



# 1 Sharing our knowledge



We worked in partnership with the Royal College of Ophthalmologists and College of Optometrists to publish quality standards to ensure the provision of accessible eye care services for people with learning disabilities last year.

## Community eye care services

We have been instrumental in creating properly funded pathways for adults with learning disabilities to get community sight tests. This year we started supporting authorities in Greater Manchester and Welwyn and Hatfield to set up pathways alongside existing programmes we support in the London Boroughs of Bexley, Barking and Dagenham, Sutton and in Durham. We are in the early stages of supporting other authorities to set up pathways in the future.

Accredited optometrists provide tailored services making sight tests more accessible. They use specially designed information and resources to provide and promote community sight tests for people with learning disabilities, working with individuals, learning disability groups and care providers.

## Training

Over the past year, Guide Dogs commissioned us to train rehabilitation and habilitation workers in meeting the unique needs of people with both learning disabilities and sight loss. We visited their services in England, Northern Ireland, Scotland and Wales training 90 workers. More workshops are planned for 2016.

# 2



# 3



- 1 Our easy read forms and factsheets are free to download, print and share.
- 2 Eye care and vision development officer, Scott Watkin, led a Look Here event for over 100 people with learning disabilities and their carers in Aylesbury last autumn.
- 3 Learning how to keep glasses clean.

## Public health and campaigning

It is very difficult to find out the number of people with learning disabilities who are getting access to eye care. Generally, both eye care and learning disability data collected across the NHS is poor. Building evidence has been important for us this year to help us develop our case for national change with regional and national decision and policy makers.

# PREVENTING AVOIDABLE SIGHT LOSS FOR ADULTS WITH LEARNING DISABILITIES

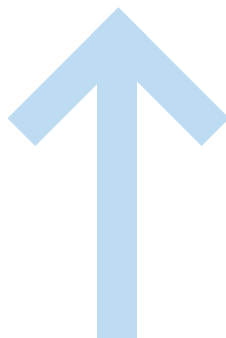
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## Being aware of vision

- Speaking and exhibiting at awareness raising events
- Delivering training
- Consultancy to support local commissioners to implement pathways of community eye care services
- Free easy read factsheets



*Our interactive Look Here events help prepare people with learning disabilities for a sight test.*



*We have free easy read resources to support people with eye surgery.*

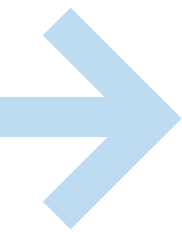
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## Support, share and refer for treatable and untreatable eye conditions

- Eye surgery support plan
- Free easy read information on eye conditions and treatment
- Advice on consent and capacity
- Rehabilitation and functional vision assessments







*No one is too disabled to have a sight test – with the right reasonable adjustments.*

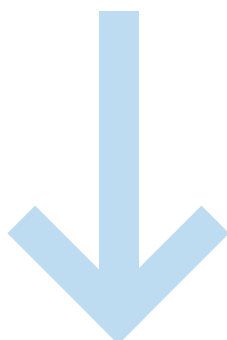
*People with learning disabilities need support to look after their glasses.*



## Having a sight test

- Search our online optometrist database
- Free easy read optometry forms
- Advice on reasonable adjustments including extra time or split appointments, specialist equipment and what to do if things go wrong
- Reassurance and support

2



## Support with glasses

- Choosing the right glasses including specialist frames
- Support with cleaning and looking after glasses
- Advice on getting used to glasses

3

## GOAL 4:

# DEVELOPING SUPPORT FOR CHILDREN

Through our sight testing research programme we discovered children with learning disabilities are 28 times more likely to have a serious sight problem than other children. But alarmingly, four in ten had no history of any eye care.

We believe no child is too disabled to have a sight test and our specialist team test and dispense glasses to children who may not be able to speak, read or communicate. The team use specialist equipment and their knowledge and expertise.

Our Children in Focus Campaign began in 2013 and we are now working in nine special schools.

### Priorities for 2016/17

- Facilitate 850 sight tests for children in special schools in five English regions
- Train 200 staff in special schools about eye care and vision issues
- Present the clinical framework for the provision of eye care in special schools to NHS England, including clinical competencies and a cost structure for a national programme
- Develop the second phase of public awareness for the Campaign
- Launch the publication "Understanding your eye test for Makaton users"
- Scope and cost a business model for SeeAbility to provide sight tests in special schools at scale in southern England



### Gaining national awareness

Analysed by Cardiff University's School of Optometry and Vision Science, we compiled first year sight testing evidence and published our hard-hitting Equal Right to Sight report last autumn.

For the first time in the charity's history we launched a national media campaign gaining significant coverage including a letter in the Daily Telegraph and an ITV London Tonight report from one of the special schools. Thousands signed our petition calling for sight testing in special schools.

### Parliamentary visits and debates

Siobhan McDonagh, MP for Mitcham and Morden, was so moved when she observed sight testing at Perseid School that she called for a debate in parliament. Alistair Burt MP, Minister for Communities and Social Care, accepted our petition calling for reform signed by over 3,500 people. He tweeted: "Deeply impressed with sight tests @PerseidSchool and @SeeAbility. Happy to accept petition today. Thanks for visit."

### Working with NHS England and professional bodies

We were successfully awarded a General Ophthalmic Services (GOS) contract to provide sight tests in special schools, the first such contract in England.

We have worked collaboratively with the key professional bodies to develop a framework for a national sight testing programme in special schools, which we are about to present to NHS England.



2



### Expansion

Thanks to a strong response from our supporters, including a Department of Health grant, we have extended our pilot sites in London, Buckinghamshire and County Durham. Since the start of the programme we have been able to deliver over 900 sight tests to around 600 children.

On our first day of sight testing at Heritage House in Buckinghamshire at the start of 2016, we saw six pupils aged 16-19. They were all on the autistic spectrum and had not had any eye care this century!

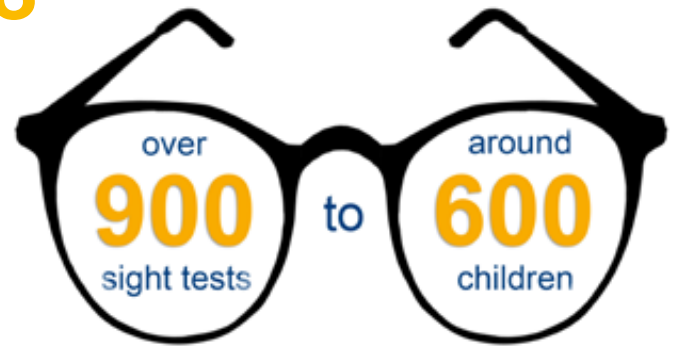
Our work at Trinity School in Durham will showcase new ways of working as we are working with local optometrist and community practice owner, Simon Berry, who sight tests on our behalf, claiming GOS through his own domiciliary contract.

### Training

We have trained 204 special school teachers and learning support assistants about the importance of vision for the children they support. The “pick and mix challenge,” where they choose sweets whilst wearing visual impairment simulation glasses, is always a highlight of the session.

3

We have now delivered



4



- 1 Jules Hudson, who presents BBC's Escape to the Country, met teachers and pupils at one of our special schools and talked about his experience on Channel 5's The Wright Stuff.
- 2 Kay Charles, head teacher at The Village School, Brent, on ITV's London Tonight launching our Equal Right to Sight report.
- 3 Our top stats since 2013
- 4 Sue Perkins was happy to sign our petition and wear our Equal Right to Sight badge.

# SEEABILITY'S SIGHT TESTING PATHWAY OF CARE FOR CHILDREN WITH DISABILITIES IN SPECIAL SCHOOLS

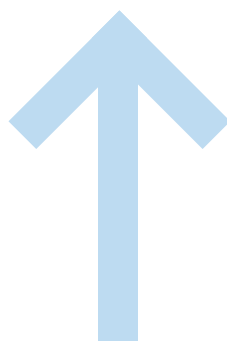
1

## It all starts before the sight test

- We deliver in-school training so that everyone supporting the children knows how to spot vision problems and can provide support with wearing glasses.
- We gather information about children's health and vision history.
- We are familiar faces in school but we can also meet a child in their classroom if they are anxious or find new places or new people stressful.



*Karen has complex needs and is non-verbal but by using a retinoscope, our optometrist could test her sight.*



*Alex struggled to get used to his glasses so his teacher, Nick, asked for SeeAbility's help. Now Alex is able to make far more progress with his school work.*

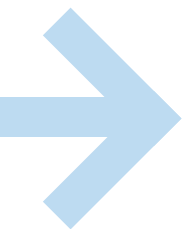
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## We share and refer

- We share results of the sight test with parents and teachers.
- Many children struggle to get used to wearing glasses. The team are on hand to offer advice and communication strategies for parents and teachers.
- We also refer children with vision problems who need hospital care.







*Ellie has complex health needs and finds hospital stressful. Her mother sometimes had to prioritise health over eye appointments.*

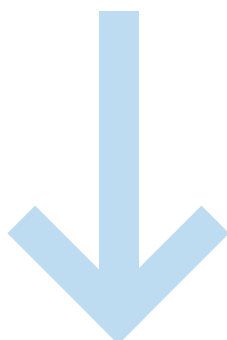
*Kiyana, like many children with Down's syndrome, has a little nose but we found her new glasses that stay comfortably on her face.*



## We sight test in special schools

- Our team delivers tests in special schools. It's a safe, familiar and convenient environment.
- The team are specialists at working with children with disabilities.
- Our test takes longer, and can be split or postponed if a child is tired or stressed.
- Teachers and parents come to the sight test so there is excellent two-way communication.
- It's efficient and reduces need for hospital eye clinic appointments for routine eye care.

2



## We find, fit and fix glasses

- Disabled children may have facial features that require specialist frames. Hearing aids or wheelchair headrests may need to be accommodated.
- Our specialist dispensing optician has his own caseload, typically dispensing and following up in a variety of settings around school.
- Glasses can get broken and our optician is on hand to make repairs or order replacements.

3

# FINANCIAL REVIEW

We will invest in our Advisory Services by growing our voluntary income and maintain our operational growth through organisational efficiencies and maximising revenues.

## Overview

Net Income increased to £0.58m from (£0.14m) and there was a surplus on Net Movement in Funds of £0.88m. This consisted of the operating results less Other Losses of £0.26m plus an Actuarial Gain of £0.56m

## Adoption of SORP 2015

SORP 2015 has been implemented and the financial impact is summarised in Note 18 and 19 of the accounts. The comparative figures for 2015 have been restated as required.

### *Restatement of fixed assets*

SORP 2015 permits a one-off transitional adjustment to restate selected fixed assets to their fair value at 1 April 2014 and this treatment has been applied to certain properties. These freehold properties had recent independent valuations which have been used as a basis to apply the transitional adjustment resulting in an increase in assets of £5.6m. The increased asset values have in turn increased annual depreciation by £0.07m.

### *Hedge accounting for interest rate swaps*

The liability relating to our interest rate swaps now has to be included on the balance sheet from 1 April 2014. As the swaps are used to manage the risk from interest rate volatility it is permitted to show the change in liability as Other Gains/(Losses) on the Statement of Financial Activities. On transition to the new SORP there was a liability of £0.18m added to the balance sheet in relation to the net present value of future cashflows under the pre-existing swap contract. Similarly, a new swap was contracted during the year and the initial £0.25m liability on this swap is included in the loss of £0.26 in Other Gains/ (Losses).

### *Growth Plan Series 3 pensions scheme*

The SORP now requires the liability for future payments into a multi-employer pension schemes to be recognised and this has resulted in a balance sheet liability of £0.2m relating to the Growth Plan pension scheme.



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## Income

The year saw income overall rise by 5.38% to £17.06m. This was largely driven by increased occupancy levels in both existing and new service accommodation, equating to fees of £15.2m, up from £14.7m in 2015 (3.3%). Fundraising gross income increased by 5.3% to over £1.5m.

## Expenditure

Our expenditure rose slightly by 0.9% to £16.5m. This was due to the continued expansion of the charity: the costs of service provision and specialist services increased by £0.14m being 0.9% year-on-year increase. Of this growth, 69% related to the costs of providing support directly to people using our services. Expenditure on our advisory services increased by 10.4% to £1m as more work was done to deliver sight tests in special schools.

## Balance Sheet

Largely due to construction work on new buildings, our fixed assets increased by £1.09m before depreciation of £0.65m and a transfer to current assets of £0.14m relating to a building which is due to be sold. Creditors and accruals also increased by £0.22m resulting in Net Current Assets increasing by £0.5m to £3.24m.

There was a rise in long-term liabilities due to an increase in net bank borrowing by £0.55m and the increase in liability on the swap valuation by £0.26m, which was offset by a reduction in pension scheme liabilities by £0.9m. The borrowing relates to investment in building our new services in Aldershot and Aylesbury. Net assets increased by £0.88m to £23.8m. The net assets in 2015 prior to the restatement under SORP 2015 were £17.85m.

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## Cashflow

There was a net cash inflow from operating activities of £0.64m but a cash outflow of £1.06m for investment in fixed assets, principally to begin building new services in Aldershot and Aylesbury. We received £0.36m for a vacant freehold property that was sold in the year.

Borrowings in the year increased by £0.7m to fund the investment in assets and we repaid £0.16m on existing loans. Payment of interest and fees amounted to £0.14m.

As a result of these movements, cash and cash equivalents increased by £0.36m to £3.52m.

## Reserves Policy

The Trustees' policy on reserves states that reserves shall be used for the following purposes: to provide fixed and working capital; to provide for future contingencies; and to provide a base for future development required to achieve the charity's strategic objectives.

The charity has financial reserves that are a combination of designated, restricted and unrestricted reserves. Restricted reserves are funds that have been given for a specific charitable purpose and designated funds are those that are unrestricted but the Trustees have exercised their discretion to allocate them for a specific purpose. The charity's designated reserves are mainly comprised of fixed assets.

The Trustees consider that the available reserves (i.e. liquid and readily realisable assets, excluding designated and restricted funds represented in these assets) should be maintained in a range between two and three months of operational expenditure, and would equate to a range between £2.7m to £4.0m.



They also recognise that owing to the need for resources to be used to finance planned expansion, there may be periods when reserves cannot be maintained within these limits. The reserve levels required under the reserves policy will be kept under review.

Although reserves have improved and at 31 March 2016 the free reserves calculated in accordance with the policy amounted to £2.6m (£2.2m 2015), this still represents a position below the normal range. Trustees have considered the situation and permitted the variance while we invest in the long-term objective to grow voluntary income and expand services.

### Plans for future periods

There is a five year strategy in place for 2013-18 which is being delivered and has two years remaining.

In the remainder of the strategy period we will continue with our campaigning to achieve change in the delivery of sight tests in special schools across England as well as delivering a further 2,350 sight tests through our optometrists. We will also expand the geographical coverage throughout England to reach seven regions and train 500 teachers in special schools about eye care and vision.

The strategy targeted five new buildings and so far we have two buildings under construction and planning permission for a third building in Aylesbury. We will continue seeking opportunities for two more buildings from which to deliver services.

Our strategy aims to reach more people through Advisory Services focussing on eye care and vision for people with learning disabilities. We aim to reach 3,470 people through training over the remaining strategy period.

# STRUCTURE, GOVERNANCE AND MANAGEMENT

SeeAbility's role as a specialist provider of high quality care and support to individuals with sight loss and multiple disabilities continues to expand.

The charity was founded as The School for the Indigent Blind in 1799, constituted as a corporate entity in perpetuity under an Act of Parliament in 1826 and granted Royal Patronage in 1911, becoming The Royal School for the Blind. A new constitution in the form of a Statutory Instrument came into force in 1996. Although the legal name of the charity remains The Royal School for the Blind, the operating name of SeeAbility was adopted in 1994.

The object of the Charity is to provide or assist in the provision of care, accommodation, training and support for handicapped persons with sensory impairment and in particular such persons with severe visual impairment.

Under the constitution, there are a minimum of eight and a maximum of 12 Trustees who form the Council. All Trustees must be members and, although they can be co-opted in between Annual General Meetings, they are elected formally by members at the AGM. Membership of SeeAbility is open to anyone over the age of 18 who is accepted by the Council and who pays the annual fee.

Trustees are asked to serve four years and may be re-elected. The number of terms a Trustee can serve is not limited in the constitution but the guideline is two terms of four years. New Trustees are recruited to ensure we have the skills, experience and diversity required. During the past year Francois Delbaere and Mary Moore were co-opted as new Trustees. Francois has a strong background in finance and business operations and Mary in organisational development. Michael

Buckingham, Philippa Anderson and Paul Amadi stood down during the year.

The Council meets six times a year including a strategy review meeting. The majority of Trustees forms a quorum and decisions are by a simple majority.

In addition to Council meetings, all Trustees sit on one of either the Services & Quality or Finance & Audit Committee, each of which usually meets in advance of Council meetings and additionally as required. There is also a Governance, Nominations & Remuneration Committee which meets at least twice a year. Committees have their own terms of reference, with certain decision-making powers as described within a decision matrix. All key strategic decisions are taken by the full Council.

The Chief Executive, David Scott-Ralphs, is responsible for day-to-day management of SeeAbility assisted by a leadership team. This team reports on progress against the five-year strategy set in 2013 and the charity's business plan, using a set of key performance indicators. In setting objectives and planning activities, Trustees have given due consideration to the Charity Commission's guidelines on public benefit and more specifically on guidance issued for fee-charging charities. Anyone who has direct support provided by SeeAbility for a fee does so after an assessment by the local authority regarding eligibility and need, and there is thus no restriction on economic grounds. SeeAbility's public health advisory work is funded by voluntary donations and is available to all.



## Pay Policy for Senior Staff

The Council consider the Trustees and the senior management team comprise the key management personnel of the charity in charge of directing and controlling, running and operating the charity on a day to day basis. All Trustees give of their time freely and no Trustee received remuneration in the year. Details of Trustees' expenses are disclosed in note 5 to the accounts. The pay of the senior staff is reviewed annually and benchmarked against similar roles in the disability and not for profit sector using reports from Xpert HR and salary surveys.

## Risk Management

The Trustees review the main risks to the charity annually or more often. Through the Finance & Audit Committee and Services & Quality Committee, Trustees have oversight of risk management matters including health and safety, service quality and a balanced scorecard on performance. There are regular audit visits to services, which include checking compliance with policies, including risk assessments.

The main risks identified at the current time, and mitigating actions are:

### 1 Reduction/no increase in income from local authority contracts or increasing voids

There is likely to be continuing pressure on the charity to reduce fees or maintain them at current levels as local authority budgets are restricted. In some situations this may lead to SeeAbility's services being at risk of re-tender. It may take longer to fill voids as funders deliberate over fee levels.

### Mitigating actions

- Avoid over dependence on any individual funding authority and keep growing the business in new locations
- Build relationships with commissioners, to understand local needs and plans
- Continue to develop links with specialist schools and colleges to build a stream of referrals
- Promote personal budgets/direct payments (outside of framework agreements)

### 2 Increasing staff costs

There is going to be staff cost inflation in the economy through the introduction of the National Living Wage and increasing employer contribution rates for workplace pensions. This will increase competition for good staff and put pressure on staff pay.

### Mitigating actions

- Focus on recruiting to 90% of full staffing establishment (with 10% bank staff) to reduce agency exposure
- Be more proactive in seeking fee increases to offset an increase in labour costs
- Continue to maintain tight control on non-staff costs and seek efficiencies

### 3 Staff recruitment and retention

It has become increasingly difficult to both recruit and retain staff of the right calibre. This has an impact both on cost and potentially on quality when we have to use agency.

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### Mitigating actions

- Ensure efficient and effective processes for recruitment and on-boarding new staff
- Continue to foster employee engagement and feedback through the Staff Forum
- Continue with leadership and talent development programmes

### 4 Poor CQC rating or a serious incident involving people we support

In addition to the seriousness of any incident, there is the potential damage to our reputation.

### Mitigating actions

- Mandatory training in safeguarding, health and safety, first aid, medication competence
- Comprehensive quality monitoring visits and health and safety audit programme
- Operations balanced scorecard measuring key quality building blocks
- 'Early warning' risk framework and crisis management plans in place
- DBS checks and values-based recruitment procedures and mentoring of new staff

### 5 Reduction in fundraising income or inability to grow in line with strategic aims

Our fundraising income pays for salaries of specialist posts, new service development and equipment. Every charity is trying to raise more voluntary income and competition increases every year. This has an impact both on in-year and future expenditure plans.

### Mitigating actions

- Develop clear fundraising strategy with an emphasis on diversifying income streams and demonstrating the impact of our work for public benefit, such as sight tests in special schools

The Trustees are satisfied that reasonable steps have been taken to ensure that the major risks to the charity are identified and reviewed and that there are systems in place to mitigate them, while recognising that such processes are designed to manage rather than eliminate all major risks and that they can provide only reasonable but not absolute assurance.

### Statement of Trustees' Responsibilities

The Council of Trustees is responsible for preparing this report and the financial statements in accordance with applicable law and regulations. To do this they must:

- agree suitable accounting policies and apply them consistently
- observe the principles and methods of the Charities SORP
- make judgements and estimates that are reasonable and prudent
- state whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the financial statements
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that this basis applies



Trustees are responsible for keeping and maintaining proper accounting records which comply with statutory requirements; safeguarding the charity's assets; and taking reasonable steps for the prevention and detection of fraud and other irregularities.

## Trustees

James Deeley, Chairman

Paul Amadi  
(resigned 29 February 2016)

Philippa Anderson  
(resigned 24 March 2016)

Michael Buckingham, Vice Chairman  
(resigned 23 September 2015)

Francois Delbaere  
(co-opted 27 November 2015)

Tania Fitzgerald

Mary Heathcote

Gordon Ilett

Glen von Malachowski, Chairman  
of Services & Quality Committee

Mary Moore  
(co-opted 24 March 2016)

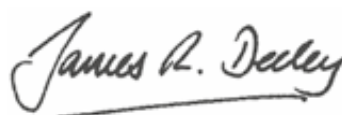
Gareth Mostyn, Treasurer, Chairman  
of Finance & Audit Committee

Jon Sparkes

Paul Ursell

John Wood

*Approved by Council and signed  
on its behalf,*



**James Deeley**, Chairman  
21 July 2016

## Patron

HRH The Duchess of Gloucester, GCVO

## President

The Lord Coe CH KBE

## Vice Presidents

Alan Clatworthy

Lady Judith Colman

The Rt Hon Sir John Major KG CH

David Newlands

Edward Reeves

Elizabeth Wagstaff

## Ambassadors

Dame Kate Barker DBE FAcSS

Mike Barnes

Michael Buckingham

Adrian Waddingham CBE FIA

# INDEPENDENT AUDITOR'S REPORT

We have audited the financial statements of SeeAbility for the year ended 31 March 2016 which comprise the Consolidated Statement of Financial Activities, the Group and Charity Balance Sheet, the Consolidated Cash Flow Statement and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the charity's Trustees, as a body, in accordance with Section 144 of the Charities Act 2011 and regulations made under section 154 of that Act. Our audit work has been undertaken so that we might state to the charity's Trustees those matters we are required to state to them in an Auditors' Report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charity's Trustees as a body, for our audit work, for this report, or for the opinions we have formed.

## Respective responsibilities of Trustees and auditors

As explained more fully in the Statement of Trustees' Responsibilities, the Trustees are responsible for the preparation of financial statements which give a true and fair view.

We have been appointed as auditors under section 144 of the Charities Act 2011 and report in accordance with regulations made under section 154 of that Act. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

## Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's website at [www.frc.org.uk/auditscopeukprivate](http://www.frc.org.uk/auditscopeukprivate).



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## Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the group's and charity's affairs as at 31 March 2016, and of the group's net movement in funds, for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Charities Act 2011.

## Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Charities Act 2011 requires us to report to you if, in our opinion:

- the information given in the Trustees' Report is inconsistent in any material respect with the financial statements; or
- sufficient accounting records have not been kept; or
- the financial statements are not in agreement with the accounting records and returns; or
- we have not received all the information and explanations we require for our audit.



**haysmacintyre**

Statutory Auditor  
26 Red Lion Square  
London WC1R 4AG

21 July 2016

# CONSOLIDATED STATEMENT OF FINANCIAL ACTIVITIES

for the year ended 31 March 2016

		Unrestricted General Funds	Unrestricted Designated Funds	Restricted Funds	Total 2016	Total 2015
	Notes	£	£	£	£	£
<b>INCOME</b>						
Donations and Legacies		751,752	-	761,534	1,513,286	1,437,032
<b>Income from charitable activities:</b>						
Local Authority fees and other operating income	3	15,232,466	-	-	15,232,466	14,739,784
<b>Other income:</b>						
Net gain/(loss) on disposal of fixed assets		297,653	-	-	297,653	-
Investment Income	2	21,196	-	-	21,196	15,839
<b>Total Income</b>		<b>16,303,067</b>	<b>-</b>	<b>761,534</b>	<b>17,064,601</b>	<b>16,192,655</b>
<b>EXPENDITURE</b>						
<b>Costs of raising funds</b>		<b>690,437</b>		<b>267,769</b>	<b>958,206</b>	<b>1,084,771</b>
<b>Expenditure on charitable activities:</b>						
Service Provision Costs		13,271,231	652,896	448,445	14,372,572	14,161,126
Specialist Services		1,026,748	-	-	1,026,748	930,124
Housing and development		127,595	-	-	127,595	168,854
		<b>14,425,574</b>	<b>652,896</b>	<b>448,445</b>	<b>15,526,915</b>	<b>15,260,105</b>
<b>Total Expenditure</b>	<b>4</b>	<b>15,116,011</b>	<b>652,896</b>	<b>716,214</b>	<b>16,485,121</b>	<b>16,344,876</b>
Net income before investment gains		1,187,056	(652,896)	45,320	579,480	(152,221)
Net Gains/(Losses) on Investments	8	(2,180)	-	-	(2,180)	12,923
<b>Net Income/(Expenditure)</b>		<b>1,184,876</b>	<b>(652,896)</b>	<b>45,320</b>	<b>577,300</b>	<b>(139,298)</b>
Transfers between funds	12	(405,285)	405,285	-	-	-
Other Gains/(Losses)	4	(260,046)	-	-	(260,046)	(103,762)
Actuarial (loss)/gain on defined benefit pension scheme	6	564,000	-	-	564,000	(1,302,000)
<b>Net Movement in Funds</b>		<b>1,083,545</b>	<b>(247,611)</b>	<b>45,320</b>	<b>881,254</b>	<b>(1,545,060)</b>
<b>RECONCILIATION OF FUNDS</b>						
Total Funds brought forward		877,158	21,472,654	578,187	22,927,999	24,473,059
<b>Total Funds carried forward</b>	<b>12, 13</b>	<b>1,960,703</b>	<b>21,225,043</b>	<b>623,507</b>	<b>23,809,253</b>	<b>22,927,999</b>



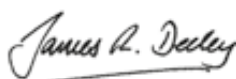
**BALANCE SHEET**

as at 31 March 2016

		Group		Charity	
		2016	2015	2016	2015
	Notes	£	£	£	£
FIXED ASSETS					
Tangible fixed assets	7	28,078,282	27,780,180	26,592,747	26,982,131
Investments	8	70,430	72,610	70,431	72,611
		28,148,712	27,852,790	26,663,178	27,054,742
CURRENT ASSETS					
Debtors & prepayments	9	1,493,943	1,271,774	2,907,139	2,060,339
Assets held for sale		138,000	-	138,000	-
Short term deposits		3,264,464	2,878,561	3,264,464	2,878,561
Bank balances & cash		256,078	277,153	195,051	276,794
		5,152,485	4,427,488	6,504,654	5,215,694
CREDITORS: Amounts falling due within one year					
Bank loans	10	(152,000)	(152,000)	(152,000)	(152,000)
Creditors & accruals	11	(1,560,724)	(1,371,527)	(1,427,359)	(1,361,685)
Accrued capital project costs		(203,970)	(168,261)	(203,970)	(168,261)
NET CURRENT ASSETS		3,235,791	2,735,700	4,721,325	3,533,748
Total assets less current liabilities		31,384,503	30,588,490	31,384,503	30,588,490
CREDITORS: Amounts falling due after more than one year					
Bank loans	10	(6,701,239)	(6,155,526)	(6,701,239)	(6,155,526)
Pension Scheme Provision for Future Deficit Payments	6	(227,000)	(186,000)	(227,000)	(186,000)
Interest Rate Swap Liability		(541,011)	(280,965)	(541,011)	(280,965)
NET ASSETS (excluding defined benefit scheme liability)		23,915,253	23,965,999	23,915,253	23,965,999
Defined benefit pension scheme liability	6	(106,000)	(1,038,000)	(106,000)	(1,038,000)
NET ASSETS		23,809,253	22,927,999	23,809,253	22,927,999
REPRESENTED BY FUNDS:					
Unrestricted - General	13	2,293,703	2,101,158	2,293,703	2,101,158
- Pension reserves	6, 12	(333,000)	(1,224,000)	(333,000)	(1,224,000)
		1,960,703	877,158	1,960,703	877,158
- Designated	12	21,225,043	21,472,654	21,225,043	21,472,654
Restricted	13	623,507	578,187	623,507	578,187
		23,809,253	22,927,999	23,809,253	22,927,999

The accounts were approved by the Council on 21 July 2016, and the following people were authorised to sign on its behalf:

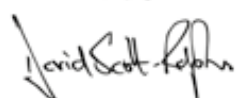
Chairman Mr J Deeley



Treasurer Mr G Mostyn



Chief Executive Mr D Scott-Ralphs



# CONSOLIDATED CASH FLOW STATEMENT

for the year ended 31 March 2016

	2016	2015
Notes	£	£
<b>Reconciliation of Net Income to Net Operating Cash Flows</b>		
Adjustments for:		
Net Income/(Expenditure)	577,300	(139,298)
Investment income	(21,196)	(15,839)
Net Gains/(Losses) on Investments	2,180	(12,923)
Financing Interest & Fees	140,875	110,286
Depreciation Charge	652,897	627,421
(Surplus)/Loss on disposal of fixed assets	(297,653)	-
Impairment Loss on Assets Held for Sale	79,528	-
(Increase)/Decrease in debtors	(222,169)	453,214
Increase/(Decrease) in creditors	51,197	38,628
Non-actuarial movement in pension provision	(327,000)	(365,000)
<b>Net cash provided by operating activities</b>	<b>635,959</b>	<b>696,489</b>
<b>CASH FLOW STATEMENT</b>		
Net cash provided by operating activities	635,959	696,489
Cash flows from investing activities:		
Dividends, interest and rents from investments	21,196	15,839
Tangible Fixed Assets	(1,055,065)	(1,196,932)
Proceeds from the sale of property, plant and equipment	357,900	9,577
<b>Net cash used by investing activities</b>	<b>(675,969)</b>	<b>(1,891,516)</b>
Cash flows from financing activities:		
Repayments of borrowing	(158,226)	(163,873)
Financing Interest & Fees	(140,875)	(110,286)
Cash inflows from new borrowing	703,939	1,624,383
<b>Net cash provided by financing activities</b>	<b>404,838</b>	<b>1,350,224</b>
<b>Change in cash and cash equivalents in the reporting period</b>	<b>364,828</b>	<b>155,197</b>
Cash and cash equivalents at the beginning of the reporting period	3,155,714	3,000,517
Cash and cash equivalents at the end of the reporting period	3,520,542	3,155,714
Cash in hand	256,078	277,153
Notice deposits (less than 3 months)	3,264,464	2,878,561
<b>Total cash and cash equivalents</b>	<b>3,520,542</b>	<b>3,155,714</b>



# NOTES TO THE ACCOUNTS

for the year ended 31 March 2016

## 1. PRINCIPAL ACCOUNTING POLICIES

### General information

The Royal School for the Blind (operating as SeeAbility) is a registered charity (charity number: 255913). Its registered office is Newplan House, 41 East Street, Epsom, KT17 1BL.

### Basis of preparation

The financial statements have been prepared under the historical cost convention with the exception of fixed asset investments, which are included at their market value at the balance sheet date. The financial statements have been prepared in accordance with the Statement of Recommended Practice for Charities 2015 (SORP 2015), the Charities Act 2011 and applicable accounting standards (FRS102). The charity is a Public Benefit Entity as defined by FRS102.

These financial statements consolidate the results, assets and liabilities of the charity's trading subsidiary, See-Ability Limited, on a line by line basis. The charity's own Statement of Financial Activities has not been presented.

The Trustees consider that there are no material uncertainties regarding the charity's ability to continue as a going concern.

Following the transition to FRS102 for the first time in 2016 all of the accounting policies have been aligned with the new accounting standard and where these have resulted in a material change to the amounts, classification or presentation within the financial statements as at the date of transition then a transitional adjustment has been made (see note 18).

The following accounting policies have changed as a result of the transition to FRS102:

### Revenue recognition

Under the previous policy, revenue was recognised when its receipt was virtually certain whereas the revised policy recognises revenue when its receipt is probable. This has had no impact on prior year amounts.

### Interest rate swaps

Interest rate swaps were not recognised under previous UK GAAP whereas FRS102 requires all such derivative financial instruments to be recognised at fair value. This has resulted in a transitional restatement of the charity's reserves and result for the comparative period as set out in note 18.

The principal accounting policies and estimation techniques are as follows:

### Income

Income is recognised when the charity has entitlement, when the amount can be measured with sufficient reliability and when receipt is probable.

Local authority fees and other operating income represents amounts receivable from funding bodies and from individuals for the provision of services by the charity.

Legacy income is recognised when entitlement has been proven by the grant of probate, when receipt is judged to be probable and when the amount can be measured reliably. Where subsequent events provide confirmation of the probability or measurement of amounts to which the charity was entitled as at the balance sheet date, an adjustment is made to recognise the related income.

Grant income is recognised in line with the specific requirements of the funding agreement.

# NOTES TO THE ACCOUNTS

for the year ended 31 March 2016 (continued)

Investment income and interest receivable are the amounts received and receivable during the year.

## Expenditure

Expenditure is recognised when the related liability is incurred.

Charitable activity costs comprise expenditure, including staff costs, directly attributable to each activity. Where costs cannot be directly attributed they have been allocated to activities on a cost-incurred basis.

Support costs have been allocated to each activity based on the number of service users and staff, and directors' time allocations. Governance costs are included within support costs and relate to the management of the charity's assets, organisational administration and compliance with constitutional and statutory requirements.

Expenditure on raising funds comprises costs incurred in encouraging people and organisations to support financially the charity's work. These include the costs of advertising, publicity and of the staging of fund raising events.

Payments in relation to the termination of employment are recognised when the relevant decision-making process has been completed and communicated to all affected parties.

## Fund Accounting

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

Designated funds are the unrestricted funds that have been set aside by the Trustees for particular purposes. The aim

and use of each designated fund is set out in the notes to the financial statements.

Restricted funds are funds which are used in accordance with the specific instructions imposed by the donors or which have been raised by the charity for particular purposes.

## Finance and Operating Leases

Cost in respect of operating leases is charged on a straight line basis over the lease term. Leasing agreements which transfer to SeeAbility substantially all the benefits and risks of ownership of an asset are treated as if the asset had been purchased outright. The assets are included in fixed assets and the capital elements of the leasing commitments are shown as obligations under finance leases. The lease rentals are treated as consisting of capital and interest elements. The capital element is applied to reduce the outstanding obligations and the interest element is charged against profit. Assets held under finance leases are depreciated over the lease term.

## Fixed Assets and Depreciation

Fixed assets are included at either cost or valuation. All fixed assets owned at 1 April 1995 were revalued on that date; subsequent additions have been included at cost. As part of the transition to SORP 2015 a fair value adjustment was applied to the value of certain freehold property as at 1 April 2014. Depreciation is calculated to write off the cost or valuation of assets, net of anticipated disposal proceeds, over their useful economic lives as follows:

Freehold buildings	75 years
Fixtures & fittings	3 or 5 years
Motor vehicles	4 years or lease term

Freehold and leasehold properties are specialised properties used for charitable purposes. The element attributable to completed freehold buildings and improvements is being written off over their expected useful life. The cost of leasehold properties is written off over the term of each lease.

### Investments

Investments are stated at market value. Realised and unrealised gains on investments are dealt with in the Statement of Financial Activities.

### Basic financial instruments – assets and liabilities

Basic financial instruments transactions that result in the recognition of financial assets and liabilities like trade and other accounts receivable and payable are accounted for on the following basis:

#### Cash and cash equivalents

Cash and cash equivalents includes cash in hand, deposits held at banks, other short-term highly liquid investments with original maturities of three months or less and bank overdrafts. Bank overdrafts, when applicable, are shown within current liabilities.

#### Debtors and creditors

Debtors and creditors are recorded at the transaction price. Any losses arising from impairment are recognised in the Statement of Financial Activities.

### Interest rate hedging

The charity has entered into interest rate swap arrangements to hedge its exposure to volatility in respect of its long term borrowings, as disclosed in note 10.

The interest rate swap liabilities are recognised at fair value as at the balance sheet date and remeasurement differences are taken to Other gains and losses within the Statement of Financial Activities.

### Pensions

#### Defined benefit scheme

SeeAbility operates a defined benefit pension scheme which has been closed to new members since 1997 and was closed to future accrual in 2009. The surplus or deficit of the scheme is recognised on the balance sheet. Changes in the assets and liabilities of the scheme in the year are disclosed and allocated as follows:

Changes relating to current or past service costs and gains and losses on settlements and curtailments, and pension finance costs arising from changes in the net of the interest costs and expected return on assets, are allocated to the relevant activity heading based on staff costs of employees within the scheme. Pension finance income arising from similar changes is recognised as an incoming resource. Actuarial gains and losses are recognised below net income.

The assets, liabilities and movements in the surplus or deficit of the scheme are calculated by qualified independent actuaries as an update to the latest full actuarial valuation. Details of the scheme assets and liabilities and major assumptions are shown in Note 6.



# NOTES TO THE ACCOUNTS

for the year ended 31 March 2016 (continued)

## *Defined contribution scheme*

SeeAbility also operates a defined contribution scheme and contributions are charged to the Statement of Financial Activities as they fall due.

## *Pensions – Growth Plan 3*

The charity participates in Growth Plan Series 3, which is a multi-employer defined benefit scheme administered by the Pensions Trust. Employer contributions in respect of current service are recognised as expenditure when they fall due.

Additional contributions in respect of past service deficits are agreed with the Pensions Trust from time to time and a provision is recognised in respect of the present value of the future cash flows relating to these additional contributions. Remeasurement differences arising from changes in the value of the underlying liability are taken to Other gains and losses in the Statement of Financial Activities.

## *Significant judgements*

In preparing these financial statements, management has made judgements in the application of the charity's accounting policies which affect the amounts recognised in the financial statements. Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

Key areas subject to judgement and estimation are as follows:

## *Legacy income*

Judgement is applied in the consideration of the likelihood of receipt and reliability of measurement of amounts receivable in respect of legacies to which the charity has established entitlement at the balance sheet date. Subsequent events are monitored to identify those which give additional information about conditions as at the balance sheet date which would warrant adjustment to the financial statements.

## *Hedge accounting*

The applicability of hedge accounting is subject to judgement in respect of the continued effectiveness of the hedging arrangement. Hedge effectiveness is reviewed on an annual basis by management.

## *Pension scheme accounting*

Judgement is applied in the selection of the valuation assumptions applied to the charity's defined benefit pension schemes as set out in note 6.

## 2. INVESTMENT INCOME & INTEREST

	2016	2015
	£	£
Cash and short term deposits	21,196	12,839
Pension scheme net finance income	-	3,000
	<b>21,196</b>	<b>15,839</b>

## 3. FEES and other operating income for:

	2016	2015
	£	£
Residential care services	8,599,670	8,192,614
Day services	585,587	604,586
Supported living services	4,958,131	4,880,270
Rents for supported living	1,065,355	1,042,815
Advisory Services	23,723	19,499
	<b>15,232,466</b>	<b>14,739,784</b>

## 4a. TOTAL RESOURCES EXPENDED

	Staff Costs	Other Direct Costs	Support Costs	Total 2016	Total 2015
	£	£	£	£	£
<b>Continuing Activities:</b>					
Voluntary income	308,902	455,846	193,458	958,206	1,084,771
Personal support services	11,136,609	1,298,047	1,937,916	14,372,572	14,161,127
Advisory services	752,801	159,581	114,366	1,026,748	930,124
Housing and Development	101,460	11,943	14,192	127,595	168,854
	<b>12,299,772</b>	<b>1,925,417</b>	<b>2,259,932</b>	<b>16,485,121</b>	<b>16,344,876</b>

These activities help us to deliver our strategic goals as follows:

- 1) Voluntary income: Goals three and four.
- 2) Personal support services: Goal one.
- 3) Advisory services: Goals three and four.
- 4) Housing and Development: Goal two.

## 4b. BREAKDOWN OF SUPPORT COSTS BY ACTIVITY

	Management	IT	Finance	Human Resources	Total 2016	Total 2015
	£	£	£	£	£	£
<b>Continuing Activities:</b>						
Raising Funds	119,783	16,178	34,709	22,788	193,458	170,229
Personal support services	1,199,955	162,059	347,671	228,231	1,937,916	1,852,018
Advisory services	70,797	9,565	20,523	13,481	114,366	97,176
Housing and Development	8,788	1,187	2,546	1,671	14,192	17,606
	<b>1,399,323</b>	<b>188,989</b>	<b>405,449</b>	<b>266,171</b>	<b>2,259,932</b>	<b>2,137,029</b>

# NOTES TO THE ACCOUNTS

for the year ended 31 March 2016 (continued)

## 4c. TOTAL RESOURCES EXPENDED (continued)

	Total 2016	Total 2015
	£	£
<b>Other Direct Costs (above) include:</b>		
Auditors' Remuneration: Audit fee	17,950	17,160
Operating lease rentals – land and buildings	179,573	166,540
Operating lease rentals – others	96,914	146,167
Depreciation	652,897	560,151
Loan interest	140,875	110,286

## 4d. OTHER GAINS/(LOSSES)

A new interest rate swap for £2.6m was entered into during the year and the liability for £251,859 reflecting the net present value of future cashflows under the swap contract is recognised in Other Gains/(Losses). There is also a loss on the pre-existing interest rate swap of £8,187.

## 5. STAFF COSTS

	Total 2016	Total 2015
	£	£
Wages and salaries	11,222,259	10,867,275
Social security	788,610	779,674
Pension	277,084	305,462
Life insurance	11,819	23,582
	<b>12,299,772</b>	<b>11,975,993</b>

Support costs are allocated to activities consistently on the basis of the number of service users and staff, and directors' time allocations.

Included within staff costs above are redundancy and termination payments of £49,603 (2015: £40,824) in respect of 7 individuals (2015: 8)

Number of employees who earned over £60,000 including benefits in kind:

Range £60,000 to £69,999	2 Employees	(2015: 1 Employee)
Range £70,000 to £79,999	1 Employee	(2015: 1 Employee)
Range £80,000 to £89,999	1 Employee	(2015: 1 Employee)
Range £90,000 to £99,999	0 Employees	(2015: 0 Employee)
Range £100,000 to £109,999	1 Employee	(2015: 1 Employee)

Key management personnel remuneration totalled £404,966 for the 2016 financial year (2015: £390,756)

Indemnity insurance covering the Council and senior officers of the charity cost £2,519 (2015: £2,438).

Members of the Council receiving remuneration was £Nil (2015: £Nil) and expenses amounted to £174 (2015: £18).



At the year-end the number of employee posts, analysed by function, was:

	2016 Headcount	2015 Headcount	2016 Full Time Equivalent	2015 Full Time Equivalent
<b>Staff numbers</b>	<b>Number</b>	<b>Number</b>		
Residential, Nursing, Day and Advisory Services	471	448	389	374
Personal support services and administration	36	36	32	32
Strategic Development and research	22	22	19	19
Fundraising and Communications	11	13	9	9
	<b>540</b>	<b>519</b>	<b>449</b>	<b>434</b>

## 6. PENSION SCHEMES – Group and Charity

The Charity offers a defined contribution scheme provided by AEGON where new employees are enrolled at 1% contribution but can choose to contribute 3% matched by SeeAbility (rising to 5% on completion of 5 years' service).

The Charity also operates two pension schemes administered by The Pensions Trust.

### *Growth Plan Series 3*

The first scheme is Growth Plan Series 3, a multi employer scheme, which has been reclassified as a defined benefit scheme due to the nature of the minimum capital guarantee associated with it, however it is not possible for the charity to obtain sufficient information to enable it to account for the scheme as a defined benefit scheme, therefore it is accounted for as a defined contribution scheme. The amount recognised is the net present value of the deficit contributions payable at a discount rate of 2.07% (2015: 1.74%). This scheme was closed to new members during 2012/13.

### Reconciliation of Present Value of Deficit Contributions:

Change in the present value of the deficit contributions	2016	2015
	£000	£000
<b>Provision at start of period</b>	<b>186</b>	<b>195</b>
Unwinding of the discount factor (Interest expense)	3	5
Deficit contribution paid	(22)	(22)
Remeasurements – impact of any change in assumptions	(4)	8
Remeasurements – amendments to the contribution schedule	63	-
<b>Provision at end of period</b>	<b>227</b>	<b>186</b>

### *Defined Benefit Scheme*

The second scheme is a defined benefit scheme which was closed to new members in 1997 and is now closed to future accrual. This scheme was valued by The Pensions Trust's actuary at 31 March 2016 in accordance with the financial reporting standard FRS 102. The figures for year ending March 2015 have been restated in line with section 28 of FRS102. The liabilities were assessed at £14,260,000 (2015: £15,250,000) and the assets were valued at £14,154,000 (2015: £14,212,000) (details below), resulting in a deficit on the scheme of £106,000 (2015: £1,038,000). The following assumptions were used: price inflation 3.0% (2015: 3.0%); pension increases pre-April 2005 2.1%/post-April 2005 1.7% (2015: 2.1% and 1.7%); earnings increases 2.55% (2015: 4.0%); and discount rate 3.5 % (2015: 3.1%). The assets in the scheme were:

	2016	2015
<b>Asset</b>	<b>£000</b>	<b>£000</b>
Equity Type	4,245	4,233
Bonds	8,787	8,919
Property	1,062	952
Other	60	108
	<b>14,154</b>	<b>14,212</b>

# NOTES TO THE ACCOUNTS

for the year ended 31 March 2016 (continued)

## Reconciliation of Present Value of Scheme Liabilities:

Change in the present value of the defined benefit obligation	2016	2015
	£000	£000
Opening defined benefit obligation	15,250	12,758
Service cost	74	65
Interest cost	465	549
Actuarial (gains)/losses	(966)	2,502
Benefits paid	(563)	(624)
<b>Closing defined benefit obligations</b>	<b>14,260</b>	<b>15,250</b>

## Reconciliation of opening and closing balances of the fair value of plan assets:

	2016	2015
	£000	£000
Fair value of plan assets at start of period	14,212	12,666
Interest Income	438	552
Actuarial gains/(losses)	(343)	1,208
Contributions by the employer	410	410
Benefits paid & expenses	(563)	(624)
<b>Closing fair value of the scheme assets</b>	<b>14,154</b>	<b>14,212</b>
<b>Actual Return on Scheme Assets</b>	<b>95</b>	<b>1,760</b>

## Defined Benefit Costs Recognised in Profit or Loss

Analysis of movement in deficit:	2016	2015
	£000	£000
Expenses	74	65
Net finance cost/(income)	27	(3)
<b>Defined benefit costs recognised in profit and loss account</b>	<b>101</b>	<b>62</b>

## Amounts Recognised in Other Comprehensive Income:

	2016	2015
	£000	£000
Return on plan assets (excluding amounts included in net interest cost) – gain/(loss)	(343)	1,208
Experience gains and losses arising on the plan liabilities – gain/(loss)	-	(523)
Effects of changes in the demographic and financial assumptions underlying the present value of the plan liabilities – gain/(loss)	966	(1,979)
<b>Total amount recognised in other comprehensive income – gain/(loss)</b>	<b>623</b>	<b>(1,294)</b>
Remeasurement difference on Growth Plan Series Three	(59)	(8)
<b>Aggregate amount recognised in other comprehensive income – gain/(loss)</b>	<b>564</b>	<b>(1,302)</b>

The pension contribution for the year in respect of the defined benefit scheme was £410,000 (2015: £410,000). This figure includes the sum of £350,000 (2015: £350,000) in respect of the past service deficit. The best estimate of contributions to be paid by the employer to the scheme for the period commencing 1 April 2016 is £302,000.

## 7. TANGIBLE FIXED ASSETS

### *Tangible fixed assets - group*

Group	Freehold Land and Buildings	Leasehold Land and Buildings	Fixtures and Fittings	Motor Vehicles	Total
	£	£	£	£	£
<b>COST OR VALUATION</b>					
At 1 April 2015	29,571,414	1,085,637	1,750,862	152,677	32,560,590
Additions at cost	1,167,610	-	60,470	-	1,228,080
Disposals	(306,412)	-	(5,428)	(21,234)	(333,074)
<b>At 31 March 2016</b>	<b>£30,432,612</b>	<b>£1,085,637</b>	<b>£1,805,904</b>	<b>£131,443</b>	<b>£33,455,596</b>
<b>DEPRECIATION</b>					
At 1 April 2015	3,042,373	313,969	1,273,151	150,917	4,780,410
Charge for the year	471,149	31,712	148,285	1,751	652,897
Disposals	(29,332)	-	(5,427)	(21,234)	(55,993)
<b>At 31 March 2016</b>	<b>£3,484,190</b>	<b>£345,681</b>	<b>£1,416,009</b>	<b>£131,434</b>	<b>£5,377,314</b>
<b>NET BOOK VALUE</b>					
<b>At 31 March 2015</b>	<b>£26,529,041</b>	<b>£771,668</b>	<b>£477,711</b>	<b>£1,760</b>	<b>£27,780,180</b>
<b>At 31 March 2016</b>	<b>£26,948,422</b>	<b>£739,956</b>	<b>£389,895</b>	<b>£9</b>	<b>£28,078,282</b>

The tangible fixed assets in use at 1 April 1995 were revalued on that date. The freehold land and buildings were valued on an existing use basis by Gerald Eve, Chartered Surveyors, and the other tangible fixed assets by the Council. Subsequent additions have been included at cost. Fair Value Adjustments on selected property resulting from the transition to FRS 102 have been applied from 1st April 2014. As a result an increase of £ 5,611,143 to gross book value and £ 67,270 accumulated depreciation is included in the above totals for 1 April 2015.

Under the Trustees' depreciation policy of 75 years on buildings, an annual impairment review was carried out and concluded that there was no impairment.

### *Tangible fixed assets - charity*

All of the assets disclosed in the table above are owned by the charity, with the exception of freehold land and buildings with a net book value of £1,485,535 (2015: £798,049) which are held by See-Ability Limited, a 100% owned subsidiary.

## 8. FIXED ASSETS INVESTMENTS

	2016	2015
	£	£
UK Quoted Investments at Market Value brought forward	72,610	59,687
Net Unrealised Investment Gains included in the Statement of Financial Activities	(2,180)	12,923
Market value carried forward	70,430	72,610
<b>Group total (see note (b) below)</b>	<b>£70,430</b>	<b>£72,610</b>
Investment in subsidiary undertaking	1	1
<b>Charity total</b>	<b>£70,431</b>	<b>£72,611</b>

a) SeeAbility owns See-Ability Limited a company registered in England. The company commenced trading during 2012/13 and trading figures have been included in the consolidated accounts.

(b) The historical cost of investments as at 31 March 2016 was £13,597 (2015: £13,597).

## 9. DEBTORS

	Group		Charity	
	2016	2015	2016	2015
	£	£	£	£
Trade debtors	1,114,506	977,985	1,114,506	977,985
Pre-payments and accrued income	289,437	293,789	260,680	287,706
Accrued legacy income	90,000	-	90,000	-
Amounts receivable from See-Ability Limited	-	-	1,441,953	794,648
	<b>1,493,943</b>	<b>1,271,774</b>	<b>2,907,139</b>	<b>2,060,339</b>



# NOTES TO THE ACCOUNTS

for the year ended 31 March 2016 (continued)

## 10. BANK LOANS

During the year Lloyds Bank agreed further secured loans totalling £1m to be utilised as part of the funding for the construction of accommodation based services at Aldershot and Aylesbury. The Royal Bank of Scotland also agreed a £0.9m revolving loan facility for general business purposes which is repayable over 5 years. These facilities increase the amount the charity can borrow up to £10.7m. As at the year end £6.9m of these facilities had been drawn down.

In addition to the existing amortising swap for the interest on £2.3m (2015: £2.5m) of borrowing fixed until 2021, during the year a sterling base rate swap was agreed which fixed the interest on £2.6m for 10 years commencing on 30 December 2016.

Bank Loans are Repayable as Follows	Goup		Charity	
	2016	2015	2016	2015
	£	£	£	£
Within one year	152,000	152,000	152,000	152,000
Due after more than one year but within five years	644,213	623,421	644,213	623,421
Due after more than five years	6,057,026	5,532,105	6,057,026	5,532,105
	6,853,239	6,307,526	6,853,239	6,307,526

## 11. CREDITORS AND ACCRUALS: Amounts falling due within one year

	Goup		Charity	
	2016	2015	2016	2015
	£	£	£	£
Trade creditors	306,005	173,957	305,748	173,957
Other creditors	531,377	509,365	531,376	509,365
Taxation and social security costs	204,294	203,096	204,294	203,096
Pension outstanding contributions	40,194	132,126	40,194	132,126
General accruals	264,004	170,148	130,897	160,305
Deferred income	214,850	182,835	214,850	182,835
	£1,560,724	£1,371,527	£1,427,359	£1,361,684

## 12. UNRESTRICTED FUNDS

The funds of the Charity include the following designated funds which have been set aside out of unrestricted funds

	Balance 1 April 2015	Income	Expenditure	Gains/ (Losses)	Transfers	Balance 31 March 2016
	£	£	£	£	£	£
Designated funds	21,472,654	-	(652,896)	-	405,285	21,225,043
General funds	2,101,158	16,303,067	(15,116,011)	(262,226)	(732,285)	2,293,703
Pension reserve	(1,224,000)	-	-	564,000	327,000	(333,000)
	22,349,812	16,303,067	(15,768,907)	301,774	-	23,185,746

The designated funds are made up of two elements as described below:-

**Tangible Fixed Assets:** Designated funds of £21,225,043 represent the written-down value of tangible fixed assets used by the Charity to provide its residential, nursing, day care, rehabilitation, and other services, less outstanding loans used to finance those assets.

The transfers between funds consist of £405,285 from the General Fund to Designated Funds to reflect the net additions to fixed assets for the year, together with £327,000 from the General Fund to the Pension Reserve for remedial contributions for the year paid towards the deficit on the defined benefit pension scheme.

### 13. RESTRICTED FUNDS

	Balance 1 April 2015	Movement in Resources		Balance 31 March 2016
	£	Income £	Expenditure and transfers £	£
Work with Adults	227,488	153,261	(219,153)	161,597
Work with Volunteers	20,443	10,100	(22,443)	8,100
Other Funds	330,256	598,173	(474,618)	453,810
	£578,187	£761,534	£(716,214)	£623,507

All of the funds received from the Greater London Fund for the Blind (a total of £134,849) have been allocated to specific projects spanning across adult, volunteer and other work.

The 'Other Funds' carried forward balance includes £205,093 for the Children in Focus Campaign. Income was £265,480 and expenditure £229,224 for this campaign. (2015: income £228,033 and expenditure £59,196).

### 14. ANALYSIS OF ASSETS BETWEEN FUNDS

	Tangible fixed assets £	Investments £	Net Other Assets £	Total £
Restricted Funds	6,853,239	-	(6,229,732)	623,507
Unrestricted Designated Funds	21,225,043	-	-	21,225,043
General Funds	-	70,430	1,890,273	1,960,703
	£28,078,282	£70,430	£(4,339,459)	£23,809,253

### 15. CAPITAL COMMITMENTS

Capital commitments amounting to £2,501,822 had been entered into at the year end relating to the construction of new accommodation based services in Aldershot and Aylesbury.

### 16. CONTINGENT LIABILITIES

Under the management agreement with First Wessex Housing Association SeeAbility is liable to pay them rent for 9 flats at Meadowbank regardless of whether they are occupied. If all flats were to remain unoccupied for a full year the cost would be £67,623 (2015: £67,623). A Strategic Supplier Agreement with one funding authority contains a volume rebate that will trigger a payment of £36,000 when incremental new business of £300,000 has been provided.

# FINANCIAL STATEMENTS

## NOTES TO THE ACCOUNTS

for the year ended 31 March 2016 (continued)

### 17. OPERATING LEASES

The Charity has the following operating lease commitments at 31 March 2016:

Full Lease Commitments	2016	2015
	£	£
Land and buildings: Newplan House, Epsom		
Payable in Less than One Year	72,634	72,634
Payable in More than One Year, but less than Five Years	151,319	223,953
	<b>223,953</b>	<b>296,587</b>
Others:		
Payable in Less than One Year	96,914	96,914
Payable in More than One Year, but less than Five Years	148,459	151,411
Payable in More than Five Years	80,278	135,157
	<b>325,651</b>	<b>383,482</b>

As consideration for SeeAbility taking up a lease on the ground floor of Newplan House the landlord granted a nineteen month rent free period from 26 April 2013. The rent free period is being amortised over six years being the period up to a break clause in the lease.

### 18. TRANSITION TO FRS102

This is the first year SeeAbility has presented its results under FRS 102 and SORP2015. The last financial statements under previous UK GAAP were for the year ended March 2015. The date of transition to FRS 102 was March 2014. Set out below are reconciliations of the reserves from the amounts previously stated in the 2015 financial statements following the change in accounting policies.

#### Restatement Note

Reserves reconciliation – 1st April 2014	Unrestricted	Restricted	Designated	Total
	£	£	£	£
<b>As at 1 April 2014 – as previously reported</b>	<b>2,893,034</b>	<b>449,712</b>	<b>15,891,372</b>	<b>19,234,118</b>
Adjustments:				
Fixed Asset Fair Value Adjustments	-	-	5,611,144	5,611,144
Defined Benefit Pension Trust Growth Plan 3 Scheme Recognition	(195,000)	-	-	(195,000)
Interest Rate Swap Liability Recognition	(177,203)	-	-	(177,203)
<b>Total adjustment</b>	<b>(372,203)</b>	<b>-</b>	<b>5,611,144</b>	<b>5,238,941</b>
<b>As at 1 April 2014 – Restated</b>	<b>2,520,831</b>	<b>449,712</b>	<b>21,502,516</b>	<b>24,473,059</b>



Reserves reconciliation – 31st March 2015	Unrestricted	Restricted	Designated	Total
	£	£	£	£
<b>As at 31 March 2015 – as previously reported</b>	<b>1,344,122</b>	<b>578,187</b>	<b>15,928,781</b>	<b>17,851,090</b>
Adjustments:				
Fixed Asset Fair Value Adjustments	-	-	5,611,144	5,611,144
Added Depreciation due to Fair Value Adjustments	-	-	(67,270)	(67,270)
Defined Benefit Pension Trust Growth Plan 3 Scheme Recognition	(186,000)	-	-	(186,000)
Interest Rate Swap Liability Recognition	(280,965)	-	-	(280,965)
<b>Total adjustment</b>	<b>(466,965)</b>	<b>-</b>	<b>5,543,874</b>	<b>5,076,909</b>
<b>As at 31 March 2015 – Restated</b>	<b>877,157</b>	<b>578,187</b>	<b>21,472,655</b>	<b>22,927,999</b>

	Total
	£
<b>Result for the 2015 year as previously reported</b>	<b>(1,383,028)</b>
Adjustments:	
Added Depreciation due to Fair Value Adjustments	(67,270)
Defined Benefit Pension Trust Growth Plan 3 Scheme Movement	9,000
Interest Rate Swap Gain/(Loss)	(103,762)
<b>Total adjustment</b>	<b>(162,032)</b>
<b>Result for the year as restated</b>	<b>(1,545,060)</b>

## 19. Comparative Statement of Financial Activities

		Unrestricted		Total
		General	Designated	2015
	Notes	£	£	£
<b>INCOME</b>				
Donations and Legacies		831,223	-	1,437,032
Grants and other income		-	-	-
<b>Income from Charitable Activities:</b>				
Local Authority fees and other operating income	3	14,739,784	-	14,739,784
<b>Other Income:</b>				
Net gain/(loss) on disposal of fixed assets		-	-	-
Investment income		15,839	-	15,839
<b>Total income</b>		<b>15,586,846</b>	<b>-</b>	<b>16,192,655</b>

# NOTES TO THE ACCOUNTS

for the year ended 31 March 2016 (continued)

	Notes	Unrestricted			Total
		General	Designated	Restricted	2015
		£	£	£	£
<b>EXPENDITURE</b>					
<b>Costs of raising funds</b>		919,638	-	165,133	1,084,771
<b>Expenditure on charitable activities:</b>					
Service Provision Costs		13,222,089	626,837	312,201	14,161,127
Specialist Services		930,124	-	-	930,124
Housing and Development		168,270	584	-	168,854
Marketing Communications		-	-	-	-
Governance costs		-	-	-	-
		<b>14,320,483</b>	<b>627,421</b>	<b>312,201</b>	<b>15,260,105</b>
<b>Total Expenditure</b>	<b>4</b>	<b>15,240,121</b>	<b>627,421</b>	<b>477,334</b>	<b>16,344,876</b>
Net income/(expenditure) before transfers		346,725	(627,421)	128,475	(152,221)
Net Gains/(Losses) on Investments	8	12,923	-	-	12,923
<b>Net Income/(Expenditure)</b>		<b>359,648</b>	<b>(627,421)</b>	<b>128,475</b>	<b>(139,298)</b>
Transfers between funds		(597,560)	597,560	-	-
Other Gains/(Losses)		(103,762)	-	-	(103,762)
Actuarial (loss)/gain on defined benefit pension scheme		(1,302,000)	-	-	(1,302,000)
<b>Net Movement in Funds</b>		<b>(1,643,674)</b>	<b>(29,861)</b>	<b>128,475</b>	<b>(1,545,060)</b>
<b>RECONCILIATION OF FUNDS</b>					
Total funds brought forward		2,520,832	21,502,515	449,712	24,473,059
<b>Total funds carried forward</b>		<b>877,158</b>	<b>21,472,654</b>	<b>578,187</b>	<b>22,927,999</b>

## External advisors

### Bankers:

Lloyds TSB plc of 120 High Street, Dorking, Surrey RH4 1BB

### Solicitors:

Lewis Silkin LLP of 5 Chancery Lane, Clifford's Inn, London EC4A 1BL

Capsticks LLP of 1 St George's Yard, Wimbledon, London SW19 4DR

Shakespeare Martineau of 1 Colmore Square, Birmingham, B4 6AA

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# THANK YOU

We would like to thank all our supporters over the past year for their generosity which is helping us to provide individuals with high quality care and support, reach out to people with learning disabilities and spread our messages.

We would particularly like to acknowledge the support of the following charitable trusts, companies and individuals:

## Trusts

Bradbury Foundation  
Clara E Burgess Charity  
Department of Health –  
Innovation, Excellence  
and Strategic Development  
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EBM Charitable Trust  
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the Blind  
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Trust  
Stavros Niarchos  
Foundation  
The Albert Hunt Trust  
The Bank-Anthony  
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## Community Trusts

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Rutland Partners LLP  
Wyvern Partners

## Individuals

Mr and Mrs M Barnes  
Mr D Duncan  
Mr C Benzecry  
Mr E Herd  
Mr and Mrs A Jobbins  
Mr and Mrs J Moulding  
Mr and Mrs D Newlands  
Mr A Waddingham CBE FIA



*“Today we visited The Village School in Brent to observe some eye tests being carried out – an inspiring visit that has left me a bit emotional. A thought provoking reminder of why we work hard to help SeeAbility in its amazing work.”*

**Mike Barnes**, SeeAbility Ambassador

SeeAbility is the operating name of The Royal School for the Blind founded in 1799. Registered Charity No.255913



# ***“Football is my life!”***

**Greg**, front cover

Saturday is the most important day of the week for Greg, who moved into SeeAbility's Devon Support Service in April 2015. He volunteers to sell match programmes before each Exeter City home match and was named Supporter of the Year 2015 for League 2.

**seeability.org**

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Please contact us for braille, audio  
and other language variants.

