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RNID

THE ROYAL NATIONAL INSTITUTE FOR DEAF PEOPLE

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## THE ROYAL NATIONAL INSTITUTE FOR DEAF PEOPLE FINANCIAL REPORT 1 APRIL 1992 TO 31 MARCH 1993

### PATRON

HRH The Duke of Edinburgh KG, KT

### PRESIDENT

The Rt. Hon. Lord Ashley of Stoke CH

### VICE PRESIDENTS

Lord Balfour of Burleigh  
The Rt. Hon. Lord Campbell of Croy PC, MC, DL  
The Rt. Hon. Lord Chalfont OBE, PC, MC  
The Rt. Hon. Lord Jenkins of Hillhead PC  
Sir Peter Parker LVO  
Lady Beatrice Wright  
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Dr E. Simpson  
The Reverend Canon T. Sutcliffe  
Mr J. Whitney

### Chairman

Brigadier J. F. M. Grear OBE

### Vice Chairman

J. Willmot

### Honorary Treasurer

Mr M. P. Nicholls

### Chief Executive and Secretary

Mr S. Etherington

### Registered Office

105 Gower Street  
London WC1E 6AH

### Auditors

Stoy Hayward  
8 Baker Street  
London W1M 1DA

REPORT OF THE BOARD OF TRUSTEES FOR THE YEAR ENDED 31 MARCH 1993

The Board of Trustees presents its annual report, together with the accounts of the group, for the year ended 31 March 1993.

The Royal National Institute for Deaf People (RNID) is registered as a charity (No. 207720) in accordance with the National Assistance Act of 1948 and the Charities Act 1993, and is a company limited by guarantee (Company No. 454169). The RNID is concerned with deaf people of all ages and works to promote and encourage the prevention and mitigation of deafness; the better treatment, education, training, employment and welfare of people with all degrees of deafness, and generally to promote, safeguard and protect their interests.

#### REVIEW OF ACTIVITIES

This has been an exciting year for the RNID. Following a period of consolidation, we began to develop as a non-profit making organisation focusing on our six core service activities. We were also able to develop a quality initiative programme and implement the changes in policy and research which were long overdue. Priority was given to strengthening and developing our public relations profile, with increased campaigning activity and the relaunch of our monthly magazine, *See Hear!*, in partnership with the BBC.

#### Changes in Governance and Name

Last year's Annual General Meeting approved the constitutional changes developed by a joint management and trustee working group. These have led to a substantially reduced Board of Trustees, which has been able to oversee our activities more effectively, fewer and smaller committees, and the establishment of the RNID Assembly.

These changes could not have taken place without an enormous amount of work by our former Chairman, Winifred Tumim, who retired as

Chairman in December 1992 following seven years' active commitment. Her enormous energy and intellectual vigour have done much to make the RNID what it is today — an efficient, highly respected and effectively governed voluntary organisation, able to provide high quality services. We owe her a great debt of gratitude.

Our work was further enhanced by the ennoblement of our President, Jack Ashley, who became The Rt. Hon. Lord Ashley of Stoke CH on 10 July 1992. His abilities are legendary, and his work for the RNID continues to keep us at the forefront of public policy debates.

During the year, the Institute was renamed The Royal National Institute for Deaf People.

#### Core Services

Following the publication of our strategic plan, we have pursued with vigour the development of new operational services:

#### Communication Support

During the year, our interpreting units increased from one to nine, with a further six planned for 1993/94. The range of services available has also expanded and this has led to our renaming them 'Communication Support Units' (CSUs). They now provide a comprehensive range of human aids to communication, including sign language interpreters, lipspeakers, deaf-blind interpreters, computer-aided transcription and some technical support. Our aim is to provide a national network of 30 CSUs within the next five years, thus providing tangible evidence of the RNID's continuing support for those who require human aids to communication and an endorsement of the Panel of Four's report, *Communication is Your Responsibility*.

#### Residential Care

A number of new developments have taken place in our residential care services. In particular, we

opened Pendean Court in Liskeard, Cornwall, and continued to bring to fruition several other residential projects which will be opening in 1993/94. These include a small residential unit in Cleveland, a new unit in Margate, and the possibility of new residential homes in the Midlands and Surrey.

Whilst the passage of the Community Care legislation has led to increased uncertainty about levels of local authority funding for residents, the RNID has continued to maintain high occupancy rates — a testament to the quality of services provided. We have also continued to focus on smaller units providing a world of communication for our residents and at the same time giving them access to local facilities.

#### Typetalk and Telecommunication Services

Typetalk has proved successful in giving deaf people access to the telephone network. This year the number of registered subscribers increased from 1,468 to 6,211. Typetalk provides a high quality level of service and is assisted in this work by a panel of service users. The Text Users' Rebate Scheme running parallel to Typetalk also continues to develop.

Both services are funded solely by BT and provide an excellent example of partnership between the voluntary and commercial sectors in developing this service. The renewed agreement with BT will lead to the opening of a second unit and increased capacity for Typetalk.

Exciting plans for the future include the possible use of video-telephony to assist deaf people. Typetalk is involved with these developments as is our Science and Technology Unit.

#### Assistive Devices

Sound Advantage plc has increased its turnover substantially during the past year and has developed two new products which are now

available to deaf people. We hope to provide an out of warranty repair service, product testing, product development, marketing and sales. This will increase the level of services that Sound Advantage can offer so as to benefit the maximum number of deaf people.

#### Training

We have now developed a locally based deaf awareness training system with a Regional Training Officer in each region. Following market research, this deaf awareness training is now being delivered to a wide range of organisations, including utilities, financial institutions, local and health authorities. We do not see deaf awareness training as an end in itself, but rather a way of raising consciousness amongst companies and public sector organisations. This will undoubtedly lead to increased sensitivity in the way in which agencies communicate with deaf people, but also an opportunity for the RNID to develop new services in partnership with those agencies who have received deaf awareness training.

#### Information

The decentralisation of our Information services in order to bring them closer to our customers has also been a major priority during the year. Four Regional Information Officers are already in post and the other three will be established by the autumn.

#### Campaigning

The move to increase awareness of the needs of deaf people was further enhanced by our *Louder than Words* campaign which aims to raise awareness among organisations by asking them to commit themselves to a 10-point Charter. This has led to a variety of activities including:

- an Early Day Motion signed by 149 MPs in support of the campaign
- wide public relations coverage
- interest from over 340 organisations

- the development and distribution of a customer care pack encouraging organisations to adopt the *Louder than Words* Charter.

The campaign not only increases awareness of the communication needs of deaf people but provides opportunities for us to develop our services.

#### See Hear! Magazine

Another important innovation during the year was the relaunch of *Soundbarrier* magazine as *See Hear!* Following discussions with the BBC, the magazine is now linked to the BBC television series of the same name. This has resulted in an increase in subscriptions from 5,872 to 7,880. Both the programme and the magazine enjoy additional benefits, the programme can use the magazine as part of its news gathering network and the magazine can provide features and support materials for the programme, therefore enhancing its ability to attract wider audiences. We welcome this partnership as an example of successful co-operation.

#### Quality Initiative

In order to develop quality in all our services, we have begun a major quality initiative programme. This has involved quality awareness training, the development of a range of quality improvement projects, and the establishment of a Quality Council involving both management and trustees. It takes years rather than months to develop and establish quality and this initiative will continue to play a prominent part in the RNID's future activities.

### FINANCIAL PERFORMANCE

#### Income Surplus

The Consolidated Income and Expenditure Account is set out on page 7 showing a surplus of £1,830,000 for the year which has been transferred to the General Fund. The underlying financial position continues to strengthen.

The RNID has been rebuilding its reserves following a difficult financial period when reserves fell. The improved reserves position will permit the managed growth of the core services of the RNID at a time when cost pressures are expected to grow.

#### Cash Flow

The Consolidated Cash Flow Statement is set out on page 10. This shows how the surplus for the year translates to an increase in cash and cash equivalents of £365,000. The main feature of this statement is the excess of some £1,227,000 in the purchase of investments compared with the sale of investments, reflecting the transfer of the cash surplus into the managed investment portfolio.

#### Assets

The reported group net worth, as shown in the Consolidated Balance Sheet, set out on page 8, has increased by £2,168,000 during the year which included increases of £843,000 in the net book value of tangible assets and £1,634,000 in investments.

### FINANCIAL COMMENTARY

The strength of legacy income has been a particularly significant feature of the year, with income at £4,425,000, being up 35% compared with the previous year. This is not expected to be sustained during 1993/94. Other voluntary income has increased as a result of the increased fundraising effort especially in the area of recruiting new donors. Investment income has recovered due to the growth in the investment portfolio. Expenditure on the provision of residential services has increased by 10% since 1991/92; however, fee income has been sustained to cover inflation and provide a contribution to capital additions and central overheads. Text telephone services are a significant growth area and BT have committed to provide up to £14,000,000 to support the relay service for three

years from 1 April 1993. Income in respect of other services has increased by £281,000 due mainly to an increase of £155,000 in respect of communication support units and £66,000 in respect of policy and research. However, the net overall deficit on other services has increased by £701,000 owing mainly to increased expenditure of £260,000 on communication support units, which includes the cost of setting up new units, the introduction of quality assurance costing £54,000, and planning and marketing costing £187,000. The net cost of publications increased by £119,000 and medical research by £39,000.

The results of Sound Advantage plc have been consolidated into the group results for the Institute with the loss of £46,000, being an improvement of £119,000 compared with the previous year, leading to an expected breakeven position in 1993/94. As the operations of Sound Advantage plc were integrated into the national operations of the Institute from 1 July 1993, the investment therein has been written down in the books of the Institute to its net asset value of £235,000.

Group capital expenditure during the year totalled £1,420,000. £646,000 related to property at Court Grange, Cliffe Avenue in Margate, Poolemead and Gower Street, with the other significant expenditures being £120,000 on the accounting system development, £217,000 on other computer hardware and software and £128,000 on motor vehicles.

#### **INCOME BASE**

As the services provided by the Institute continue to grow, fee income plays an increasingly important part in its financial structure. With each new development proposal, great care is exercised through project control procedures to ensure that fee income or subsidy issues are clearly identified and controlled. This, in turn, creates a need to improve our understanding of and ability to

predict voluntary income and a first model has been produced to assist the prediction of legacy income for budgeting purposes.

#### **EXPENDITURE CONTROL**

The controls introduced in recent years, principally those relating to new initiatives and new posts, continue to be effective and are being refined when appropriate. The value of these controls will be enhanced with the introduction of the strategic planning model which is presently under development.

#### **TRANSFERS OF FUNDS AND RESERVES**

A total of £191,000 has been transferred from the general fund to the property fund, representing the net purchases from the general fund of non-depreciated properties during the year. A further £429,000 has been transferred from restricted funds to the property fund in respect of non-depreciated properties financed by restricted funds.

#### **SIGNIFICANT CHANGES IN TANGIBLE FIXED ASSETS**

The movement in tangible fixed assets is set out in note 8 of these financial statements.

#### **PROPERTY VALUES**

In the opinion of the Board of Trustees the market value of the properties is in excess of the net book value. A valuation in 1993/94 is being considered.

#### **STAFF**

The number of deaf and hard of hearing people employed by the RNID continues to grow and at the end of the financial year there were a total of 58, representing 9% of all employees. We are also constantly concerned to maintain an efficient ratio of administrative staff to other staff and our central administration and finance staff presently comprise 10% of the total. At the end of the financial year the RNID employed 722 staff, excluding temporary or casual employees. Our staff are the

primary asset of the RNID and continue to carry an increasing workload.

During the year, the policy of providing employees with information about the RNID has been continued through regular staff meetings and newsletters to which staff have been encouraged to present their suggestions and views on the RNID's performance.

#### **EMPLOYMENT OF DISABLED PERSONS**

The group is an equal opportunities employer and is committed to a policy of recruitment and promotion on the basis of aptitude and ability without discrimination of any kind. Management actively pursues both the employment of disabled persons whenever a suitable vacancy arises and the continued employment and retraining of employees who become disabled whilst employed by the group. Particular attention is given to the training, career development and promotion of disabled employees with a view to encouraging them to play an active role in the development of the group.

#### **TRUSTEES**

Effective partnership between the trustees and staff has always contributed significantly to the success of the RNID.

Over the last few years, much concern has been expressed in public policy debates about the accountability of charities and their trustee structures. This concern culminated in the passage of new charities legislation and the implications of this for the RNID's system of governance have been addressed in the recommendations of the Constitutional Working Party which were implemented earlier this year.

During the year, payments were made in respect of the insurance of officers, directors and trustees against liabilities in relation to the affairs of the group.

## THE FUTURE

The RNID will continue to pursue the growth of its core service activities, it will continue to develop research to identify what services it needs to provide in the future, and it will continue to develop the skills and abilities of its trustees and staff.

## MEMBERSHIP OF THE COUNCIL OF MANAGEMENT

The names of the people who were members of the Council of Management until its dissolution on 11 November 1992 were as follows:

### Elected Members

Mr D. Adams  
Mr C. Ashmore  
Mr P. Bishop  
Mrs D. I. Burgess  
Mr G. M. Chapman  
Mr J. Cooper-Hammond  
Mrs W. Daunt  
Mrs M. G. Davis  
Mr D. E. Downs JP  
Mr G. Drewry  
Dr A. Franks  
Brigadier J. F. M. Gear OBE  
Mr C. Harrowell  
Mrs A. Heath  
Mr E. Huntington  
Mr C. Jones (from 28 October 1992)  
Miss E. M. Kennedy  
Air Vice Marshal P. F. King CB, OBE  
Dr N. Kitson  
Dr J. J. Knight OBE  
Mr A. Macdonald  
Mr C. S. Mayo  
Ms K. Meador (until 28 October 1992)  
Dr G. W. G. Montgomery  
Mrs R. Myers  
Mr C. D. Nelson (until 28 October 1992)  
Mr M. P. Nicholls  
Mr B. Polchar  
Mr C. Powell  
Mr G. Rumsey (until 28 October 1992)  
Mr J. Shapiro  
P. Shaw  
Mr R. Trotter  
Mrs W. Tumim OBE  
Miss S. M. Turner

Mr. W. H. Ward  
Mr G. Wilcock (from 28 October 1992)  
Miss C. M. Williams  
J. Wilmot  
Miss D. Woodford  
M. Woolley

### Co-opted Members

Mr A. G. K. Hamilton  
Mr R. C. North

### Representative Members

*Midland Regional Association for the Deaf*  
Canon J. Clarke

*North Regional Association for the Deaf*  
Cllr. A. Matthews

*Scottish Association for the Deaf*  
Mrs M. Moodie

*South East Regional Association for the Deaf*  
Mr J. Holt

*Ulster Institute for the Deaf*  
Rev. W. Murphy

*Wales Council for the Deaf*  
Mrs O. Jones (from 28 October 1992)  
Miss C. M. Watkins (until 28 October 1992)

*West Regional Association for the Deaf*  
Mr W. B. Harding

## BOARD OF TRUSTEES

Under the new constitutional arrangements agreed by the RNID Constitutional Working Party and the Annual General Meeting of 28 October 1992, the Council of Management was dissolved and replaced by the Board of Trustees on 11 November 1992. The names of the people who are presently members of the Board of Trustees are as follows:

*Chairman:* Brigadier J. F. M. Gear OBE  
*Vice Chairman:* J. Wilmot  
*Honorary Treasurer:* Mr M. P. Nicholls  
Mr D. Adams

Mrs W. Daunt  
Mr A. G. K. Hamilton  
Mr W. B. Harding  
Mrs A. Heath  
Mr C. Jones  
Miss E. M. Kennedy  
Mr C. S. Mayo  
Mr J. Shapiro  
Mrs W. Tumim OBE  
Mr W. H. Ward  
Miss C. M. Williams

### Adviser

Miss J. White

## COMMITTEE CHAIRMEN

*External Relations*  
Mr C. S. Mayo

*Finance Committee*  
Mr M. P. Nicholls

*Human Resources Committee*  
Mrs W. Tumim OBE

*Policy and Research Committee*  
J. Wilmot

*Services Committee*  
Mrs W. Daunt

By order of the Board of Trustees

  
Stuart Etherington  
Secretary

The Royal National Institute for Deaf People  
105 Gower Street  
London WC1E 6AH

22 September 1993

	Note	1993			1992		
		Income	Expend.	Net	Income	Expend.	Net
		£'000	£'000	£'000	£'000	£'000	£'000
Legacies	2	4,425	—	4,425	3,278	—	278
Other voluntary income		1,617	—	1,617	1,058	—	1,058
Fundraising costs		—	1,299	(1,299)	—	997	(997)
Investment and other income	3	377	—	377	261	—	261
Residential services		6,487	5,711	756	5,540	5,205	335
Text telephone services		2,595	2,580	15	1,581	1,590	(9)
Other services		1,477	5,124	(3,647)	1,196	4,142	(2,946)
Sound Advantage plc	4	942	988	(46)	758	923	(165)
Central finance and administration costs		—	786	(786)	—	743	(743)
		<u>17,900</u>	<u>16,488</u>	1,412	<u>13,672</u>	<u>13,600</u>	72
Interest payable	5			(120)			(126)
Net surplus on the sale of investments and fixed assets				538			136
Surplus for the year transferred to general fund	5, 16			<u>1,830</u>			<u>82</u>

The notes on pages 11 to 24 form part of these financial statements, within which note 16 gives details of income and expenditure for restricted funds

Further details of legacies, other voluntary income and other services are provided in the unaudited statements within pages 27 to 31. Further details of the surplus on residential services are shown on page 28.

	Note	1993		1992	
		£'000	£'000	£'000	£'000
<b>Fixed assets</b>					
Tangible assets	8		8,784		7,921
Investments	10		3,428		1,794
			12,192		9,715
<b>Current assets</b>					
Stocks	12	104		144	
Debtors	13	1,276		1,339	
Short term deposits		2,204		1,944	
Cash at bank and in hand		164		145	
		3,748		3,572	
<b>Creditors</b>					
Amounts falling due within one year	14	2,219		1,676	
			1,535		1,896
<b>Net current assets</b>			13,727		11,611
<b>Total assets less current liabilities</b>					
<b>Creditors</b>					
Amounts falling due after more than one year	15		667		719
			13,060		10,892
<b>Funds</b>	16				
Unrestricted funds					
General fund			4,800		2,661
Property fund			6,797		6,177
Designated funds			78		122
			11,175		8,960
<b>Restricted funds</b>			1,885		1,932
			13,060		10,892

These financial statements were approved by the Board of Trustees on 22 September 1993.

Brigadier Jim Grear, *Chairman*  
Mr Mark Nicholls, *Honorary Treasurer*

The notes on pages 11 to 24 form part of these financial statements, within which details of administered funds are shown in note 18.



THE ROYAL NATIONAL INSTITUTE FOR DEAF PEOPLE

BALANCE SHEET AS AT 31 MARCH 1993

		1993		1992	
		£'000	£'000	£'000	£'000
<b>Fixed assets</b>					
Tangible assets	8		8,699		7,854
Investments	10		3,663		2,370
			12,362		10,224
<b>Current assets</b>					
Stocks	12	58		104	
Debtors	13	1,088		1,205	
Short term deposits		2,204		1,944	
Cash at bank and in hand		73		118	
		3,423		3,371	
<b>Creditors</b>					
Amounts falling due within one year	14	2,067		1,587	
<b>Net current assets</b>			1,356		1,784
<b>Total assets less current liabilities</b>			13,718		12,008
<b>Creditors</b>					
Amounts falling due after more than one year	15		658		713
			13,060		11,295
<b>Funds</b>	16				
<b>Unrestricted funds</b>					
General fund			4,800		3,084
Property fund			6,797		6,177
Designated funds			78		122
			11,175		9,383
<b>Restricted funds</b>			1,865		1,932
			13,060		11,295

These financial statements were approved by the Board of Trustees on 22 September 1993.

Brigadier Jim Grear, *Chairman*  
Mr Mark Nicholls, *Honorary Treasurer*

The notes on pages 11 to 24 form part of these financial statements, within which details of administered funds are shown in note 18.

THE ROYAL NATIONAL INSTITUTE FOR DEAF PEOPLE

CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 MARCH 1993

	Note	1993		1992	
		£'000	£'000	£'000	£'000
Net cash inflow / ( outflow ) from operating activities	20		2,255		(136)
Net cash inflow to restricted and designated funds			338		1,297
Returns on investments and servicing of finance					
Interest paid		(64)		(80)	
Interest received		225		131	
Interest element of finance lease and hire					
purchase rental payments		(56)		(46)	
Dividends received		150		128	
Net cash inflow from returns on investments and servicing of finance			255		133
Investing activities					
Purchase of investments		(4,612)		(806)	
Purchase of property		(646)		(1,350)	
Purchase of other fixed assets		(580)		(321)	
Proceeds on sale of investments		3,385		2,261	
Proceeds on sale of property and other fixed assets		208		48	
Net cash outflow from investing activities			(2,245)		(168)
Net cash inflow before financing			608		1,126
Financing					
Bank loans		(28)		280	
Capital element of finance lease and hire purchase rental payments		(210)		(225)	
Net cash ( outflow ) / inflow from financing			(288)		55
Increase in cash and cash equivalents	22		365		1,181

The notes on pages 11 to 24 form part of these financial statements.

## 1. ACCOUNTING POLICIES

The financial statements have been prepared under the historical cost convention and are in accordance with applicable accounting standards and Statement of Recommended Practice No. 2 "Accounting by Charities". The following principal accounting policies have been applied:

### Basis of consolidation

The consolidated accounts incorporate, under the acquisition method, the financial statements of The Royal National Institute for Deaf People together with its subsidiary Sound Advantage plc for the year ended 31 March 1993.

The parent company has taken advantage of Section 230 of the Companies Act 1985 not to publish its own income and expenditure account.

### Income and expenditure

Cash donations, gifts, legacies and collections are treated as income in the year in which they are received with the exception of restricted fund income which is matched with expenditure in the year in which it is incurred.

Income from special events is included in the income and expenditure account, net of directly related expenditure, in the year the event takes place.

Income from investments, including appropriate tax credits and covenanted income, is accounted for on a receivable basis.

All revenue expenditure is accounted for when incurred.

Charitable donations made by the Institute are accounted for when the payment is made.

### Turnover

Turnover of the subsidiary undertaking Sound Advantage plc represents the invoiced amount of goods sold to outside customers in the United Kingdom and is stated net of Value Added Tax.

### Tangible fixed assets

Properties are valued at cost, or valuation at the time of receipt when acquired without consideration, less sale proceeds of part disposals plus expenditure of a capital nature.

The capitalised value of non-depreciated properties is represented by an equivalent transfer from the general fund to the property fund or from a restricted fund to the property fund, where a restricted fund is used to finance the purchase of a property.

### Depreciation

Depreciation is provided to write off the cost, less estimated residual values, of all fixed assets, except freehold and long leasehold properties, over their expected useful lives at the following annual rates:

Short leasehold property	-over lease term
Fixtures, fittings & furniture	-20% reducing balance
Computer equipment	-20% straight line
Other equipment	-20% reducing balance
Motor vehicles	-20% straight line

With the exception of short leaseholds, no depreciation is provided on properties since it is the group's practice to maintain such properties in a continual state of sound repair and any depreciation would not be material. At each balance sheet date, provision is made should any permanent diminution in value occur, such provision being based on prices prevailing at the time of acquisition.

### Investments

Investments are shown in the balance sheet at cost, or net probate value when acquired without consideration, less provision for any diminution in value.

Surpluses or deficits on sales of investments are credited or charged to the income and expenditure account.

### Stocks

Stocks are valued at the lower of cost and net realisable value.

Net realisable value is based on estimated selling price less further costs to completion and disposal.

### Deferred taxation

There is no provision in these financial statements for deferred taxation.

### Leasing and hire purchase commitments

Assets obtained under finance leases and hire purchase contracts are capitalised in the balance sheet and are depreciated over their useful lives.

The interest element of the rental obligations is charged to the income and expenditure account over the period of the lease and represents a constant proportion of the balance of capital repayments outstanding.

Rentals paid under operating leases are charged to revenue on a straight line basis over the lease term.

### Pension costs

Contributions to the group's defined benefit pension scheme are charged to the income and expenditure account so as to spread the cost of pensions over employees' working lives within the group.

## 2. LEGACIES

	1993	1992
	£'000	£'000
Cash	4,416	3,216
Investments	9	62
	<u>4,425</u>	<u>3,278</u>

## 3. INVESTMENT AND OTHER INCOME

	1993	1992
	£'000	£'000
Income from listed investments	150	128
Interest received	225	131
Rents and sundry income	2	2
	<u>377</u>	<u>261</u>

## 4. SOUND ADVANTAGE PLC – PROFIT AND LOSS ACCOUNT SUMMARY

The results of Sound Advantage plc for the year ended 31 March 1993 have been consolidated.

	1993	1992
	£'000	£'000
Turnover	939	754
Cost of sales	672	574
Gross profit	267	180
Distribution and administrative expenditure	307	341
	(40)	(161)
Other operating income	8	4
Operating loss	(37)	(157)
Interest payable	9	8
Loss for financial year	<u>(46)</u>	<u>(165)</u>

## 5. SURPLUS FOR THE YEAR IS AFTER CHARGING :

	1993	1992
	£'000	£'000
Interest payable – loans wholly repayable within five years	27	32
– other loans	37	48
– finance leases and hire purchase contracts	56	46
Depreciation	509	444
Payments under operating leases		
– land and buildings	186	185
– other	36	34
Auditors' remuneration		
– current year audit	26	25
– prior year audit	2	–
– other services	12	25

## 6. EMPLOYEES

	1993	1992
	Nos.	Nos.
The average weekly number of employees during the year was as follows :		
Residential centres	368	358
Other services	252	219
Central finance and administration	70	57
	<u>685</u>	<u>634</u>
	£'000	£'000
Staff costs consist of :		
Wages and salaries	7,554	6,894
Social security costs	658	579
Pension costs	380	354
Benefits in kind	88	32
	<u>8,570</u>	<u>7,869</u>

None of the members of either the Council of Management or Board of Trustees received any remuneration during this year or last year.

## 7. TAXATION

## Corporation Tax – Sound Advantage plc

In view of the trading loss there is no liability to Corporation Tax ( 1992 – £ nil ).

## Deferred Taxation

There is no need for a provision in these financial statements for deferred taxation ( 1992 – £ nil ).

## 8. TANGIBLE ASSETS

## Group

	P R O P E R T Y				O T H E R F I X E D A S S E T S					
	Freehold	Long leasehold	Short leasehold	TOTAL Property	Fixtures, fittings & furniture	Computer equipment	Other equipment	Motor vehicles	TOTAL Other	GRAND TOTAL
	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000
<b>Cost</b>										
At 1 April 1992	6,129	48	519	6,696	1,227	691	936	344	3,198	9,894
Additions	646	—	—	646	78	337	231	128	774	1,420
Disposals	(26)	—	—	(26)	(41)	(20)	(4)	(64)	(129)	(155)
At 31 March 1993	<u>6,749</u>	<u>48</u>	<u>519</u>	<u>7,316</u>	<u>1,264</u>	<u>1,008</u>	<u>1,163</u>	<u>408</u>	<u>3,848</u>	<u>11,159</u>
<b>Depreciation</b>										
At 1 April 1992	—	—	52	52	823	489	434	175	1,921	1,973
Charge for year	—	—	35	35	91	150	149	84	474	509
Disposals	—	—	—	—	(10)	(20)	(3)	(54)	(87)	(87)
At 31 March 1993	<u>—</u>	<u>—</u>	<u>87</u>	<u>87</u>	<u>904</u>	<u>619</u>	<u>580</u>	<u>205</u>	<u>2,808</u>	<u>2,895</u>
<b>Net Book Value</b>										
At 31 March 1993	<u>6,749</u>	<u>48</u>	<u>432</u>	<u>7,229</u>	<u>360</u>	<u>389</u>	<u>583</u>	<u>203</u>	<u>1,585</u>	<u>8,764</u>
At 31 March 1992	<u>6,129</u>	<u>48</u>	<u>467</u>	<u>6,644</u>	<u>404</u>	<u>202</u>	<u>502</u>	<u>169</u>	<u>1,277</u>	<u>7,921</u>

The net book value of tangible fixed assets includes an amount of £427,000 (1992 — £402,000) in respect of assets held under finance leases and hire purchase contracts

Total depreciation charged on these assets during the year amounted to £32,000 (1992 — £175,000).

## Major non-cash transactions

During the year, the group entered into finance leases and hire purchase arrangements in respect of assets with a total capital value at inception of £194,000 (1992 — £354,000)

## 8. TANGIBLE ASSETS ( continued )

## Company

	P R O P E R T Y				O T H E R F I X E D A S S E T S					
	Freehold	Long leasehold	Short leasehold	TOTAL Property	Fixtures, fittings & furniture	Computer equipment	Other equipment	Motor vehicles	TOTAL Other	GRAND TOTAL
	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000
<b>Cost</b>										
At 1 April 1992	6,129	48	519	6,696	1,201	691	900	301	3,093	9,789
Additions	646	-	-	646	71	337	216	118	742	1,988
Disposals	(26)	-	-	(26)	(29)	(20)	-	(64)	(113)	(139)
At 31 March 1993	<u>6,749</u>	<u>48</u>	<u>519</u>	<u>7,316</u>	<u>1,243</u>	<u>1,008</u>	<u>1,116</u>	<u>355</u>	<u>3,722</u>	<u>11,088</u>
<b>Depreciation</b>										
At 1 April 1992	-	-	52	52	817	489	424	153	1,888	1,985
Charge for year	-	-	35	35	88	150	142	69	449	484
Disposals	-	-	-	-	(5)	(20)	(1)	(54)	(80)	(80)
At 31 March 1993	<u>-</u>	<u>-</u>	<u>87</u>	<u>87</u>	<u>900</u>	<u>619</u>	<u>565</u>	<u>168</u>	<u>2,252</u>	<u>2,869</u>
<b>Net Book Value</b>										
At 31 March 1993	<u>6,749</u>	<u>48</u>	<u>432</u>	<u>7,229</u>	<u>343</u>	<u>389</u>	<u>551</u>	<u>187</u>	<u>1,470</u>	<u>8,699</u>
At 31 March 1992	<u>6,129</u>	<u>48</u>	<u>467</u>	<u>6,644</u>	<u>384</u>	<u>202</u>	<u>476</u>	<u>148</u>	<u>1,210</u>	<u>7,854</u>

The net book value of tangible fixed assets includes an amount of £401,000 ( 1992 - £351,000 ) in respect of assets held under finance leases and hire purchase contracts.

Total depreciation charged on these assets during the year amounted to £117,000 ( 1992 - £180,000 ).

## 9. CAPITAL COMMITMENTS

	Group		Company	
	1993	1992	1993	1992
	£'000	£'000	£'000	£'000
Contracted but not provided	—	553	—	553
Authorised but not contracted	—	155	—	155
	<u>—</u>	<u>708</u>	<u>—</u>	<u>708</u>

## 10. FIXED ASSET INVESTMENTS

## Group

	Listed		Unlisted	Other loans	Subsidiary undertakings ( note 11 )	Total
	General fund	Sinking fund (note 15)				
	£'000	£'000	£'000	£'000	£'000	£'000
Cost or as valued at date of receipt						
At beginning of year	1,675	5	2	108	4	1,794
Additions	4,620	1	—	—	—	4,621
Disposals	(2,987)	—	—	—	—	(2,987)
At end of year	<u>3,308</u>	<u>6</u>	<u>2</u>	<u>108</u>	<u>4</u>	<u>3,428</u>



# 10. FIXED ASSET INVESTMENTS (continued)

## Company

	Listed		Unlisted	Other loans	Subsidiary undertakings (note 11)	Total
	General fund	Sinking fund (note 15)				
	£'000	£'000	£'000	£'000	£'000	£'000
Cost or as valued at date of receipt						
At beginning of year	1,675	5	2	108	580	2,370
Additions	4,620	1	—	—	94	4,715
Disposals	(2,987)	—	—	—	—	(2,987)
Provision for permanent diminution in value of investment in Sound Advantage plc	—	—	—	—	(435)	(435)
At end of year	<u>3,308</u>	<u>6</u>	<u>2</u>	<u>108</u>	<u>239</u>	<u>3,663</u>
	1993			1992		
	General fund	Sinking fund	Total	General fund	Sinking fund	Total
	£'000	£'000	£'000	£'000	£'000	£'000
Market value of listed investments	<u>3,773</u>	<u>8</u>	<u>3,781</u>	<u>1,897</u>	<u>7</u>	<u>1,904</u>

Other loans totalling £108,000 have been made to local societies to assist in the purchase of freehold properties for their use. These loans are secured by a first legal mortgage and are repayable within a maximum period of 25 years. Interest on the loans will only arise if and when the properties are sold.

## 11. INVESTMENT IN SUBSIDIARY UNDERTAKINGS

	£'000	£'000
Cost of shares at beginning of year		576
Loans converted to share capital in year		94
		670
Less : Provision for a permanent diminution in the value of the investment held in Sound Advantage plc		(435)
Cost of shares at end of year		235
Loans at beginning of year	4	
Additional loans	94	
	98	
Less : loans converted to share capital	(94)	
Loans at end of year		4
Total at end of year		<u>239</u>

The following subsidiary undertaking at the end of the financial year has been consolidated :

Name	Sound Advantage plc
Country of registration	England
Proportion of voting rights and ordinary share capital held	100%
Nature of business	Sale of assistive devices to deaf and hard of hearing people

During the year ended 31 March 1993, the Institute made interest free loans of £94,289 to Sound Advantage plc which were converted to share capital by way of the Institute acquiring a further 94,289 £1 shares fully paid.

Since 1 July 1993, the business of Sound Advantage plc has been transferred to the Institute to operate as a division thereof and a provision for a permanent diminution in the value of the investment held has been made.

The Institute also holds 100% of the equity share capital of RNID Activities Limited, a company registered in England, which publishes and sells Christmas cards and related items. Consistent with prior years, this subsidiary has not been consolidated owing to its immateriality. Included within loans to subsidiary undertakings is £4,385 advanced to RNID Activities Limited as a long term loan.

THE ROYAL NATIONAL INSTITUTE FOR DEAF PEOPLE

NOTES FORMING PART OF THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 1993

12. STOCKS

	Group		Company	
	1993	1992	1993	1992
	£'000	£'000	£'000	£'000
Consumable stores	36	33	36	33
Assistive devices and publications	68	111	22	71
	<u>104</u>	<u>144</u>	<u>58</u>	<u>104</u>

The replacement cost of stock is not materially different from that stated above.

13. DEBTORS

	Group		Company	
	1993	1992	1993	1992
	£'000	£'000	£'000	£'000
Debtors – including residential fees	1,148	1,264	964	1,137
Prepayments	128	75	124	68
	<u>1,276</u>	<u>1,339</u>	<u>1,088</u>	<u>1,205</u>

14. CREDITORS : AMOUNTS FALLING DUE WITHIN ONE YEAR

	Group		Company	
	1993	1992	1993	1992
	£'000	£'000	£'000	£'000
Bank loans and overdraft ( secured )	302	446	302	446
Creditors for taxation and social security	212	192	212	192
Obligations under finance leases and hire purchase contracts	156	150	146	120
Other creditors	820	555	694	504
Accruals and deferred income	668	333	656	325
	<u>2,218</u>	<u>1,676</u>	<u>2,057</u>	<u>1,587</u>

The bank loans and overdraft are secured by fixed and floating charges over the assets of the Institute.

## 15. CREDITORS : AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR

	Group		Company	
	1993	1992	1993	1992
	£'000	£'000	£'000	£'000
Obligations under finance leases and hire purchase contracts	210	232	201	226
Long term loans	457	487	457	487
	<u>667</u>	<u>719</u>	<u>658</u>	<u>713</u>

Details of the long term loans are as follows :

In 1981 with the consent of the Charity Commissioners funds amounting to £114,929 from the Tower House and the Bath Homes for the Deaf were used to finance a project at Poolemead. This amount, which is non-interest bearing, is repayable after 60 years. To finance this repayment a sinking fund has been set up in which an amount of £427 is invested annually in accumulative shares of the Charities Official Investment fund (see note 10).

A loan of £250,000 from National Westminster Bank plc is repayable over a period of 15 years at an interest rate of 1% above the bank's base rate (minimum 6%). Following a capital repayment holiday for the first two years, there is a minimum annual payment of £20,000. Capital repayments commenced in April 1992. The capital due after more than five years is £130,000. The loan is secured by a first legal mortgage over Unit 2, Pelham Court, Pelham Road, Nottingham.

A loan of £150,000 from National Westminster Bank plc is repayable over a period of 17 years at an interest rate of 1% above the bank's base rate (minimum 6%). Following a capital repayment holiday for the first two years, there is a minimum annual payment of £10,000. Capital repayments commenced in July 1992. The capital due after more than five years is £92,500. The loan is secured by a first legal mortgage over 30 Broad Street, Salford.

Obligations under finance leases and hire purchase contracts are due as follows :

	Group		Company	
	1993	1992	1993	1992
	£'000	£'000	£'000	£'000
Within 1 - 2 years	118	90	109	84
Within 2 - 5 years	92	142	92	142
	<u>210</u>	<u>232</u>	<u>201</u>	<u>226</u>

## 16. FUNDS

Group	General fund	Property fund	Restricted funds	Designated funds
	£'000	£'000	£'000	£'000
At beginning of year	2,661	6,177	1,932	122
Surp' s for year as per income and expenditure account	1,830	—	—	—
Transfer from general fund to property fund, equal to the net capital expenditure on non-depreciated properties in year	(191)	191	—	—
Transfer from restricted funds to property fund, equal to the net capital expenditure on non-depreciated properties in year financed by restricted funds	—	429	(429)	—
Funds received in year	—	—	4,080	19
Expenditure in year	—	—	(3,698)	(63)
At end of year	<u>4,300</u>	<u>6,797</u>	<u>1,885</u>	<u>78</u>
Company	General fund	Property fund	Restricted funds	Designated funds
	£'000	£'000	£'000	£'000
At beginning of year	3,064	6,177	1,932	122
Surplus for year	1,427	—	—	—
Transfer from general fund to property fund, equal to the net capital expenditure on non-depreciated properties in year	(191)	191	—	—
Transfer from restricted funds to property fund, equal to the net capital expenditure on non-depreciated properties in year financed by restricted funds	—	429	(429)	—
Funds received in year	—	—	4,080	19
Expenditure in year	—	—	(3,698)	(63)
At end of year	<u>4,300</u>	<u>6,797</u>	<u>1,885</u>	<u>78</u>

The property fund represents the book value of the non-depreciated properties in which the Institute has an interest. The properties can be sold without the consent of the Charity Commissioners provided that the terms of Section 36 of the Charities Act 1993 are complied with.

Restricted funds are subject to specific conditions imposed by the donor and binding on the Institute.

Designated funds consist of amounts which have been allocated or designated for specific purposes by the Institute itself. The use of these funds will remain at the discretion of the Institute.

# 16. FUNDS ( continued )

## Summary of restricted funds movement :

	£'000	£'000
Balance at 1 April 1992		1,932
Receipts during the year :		
Government grants	784	
Other	3,296	
		4,080
Expenditure during the year :		
Government grants	(723)	
Other	(2,975)	
		(3,698)
		2,314
Non-depreciated properties financed by restricted funds		(429)
		1,885
Balance at 31 March 1993		

The year end balance includes £1,341,000 ( 1992 — £1,162,000 ) in respect of *Typetalk* and the *Text Users' Rebate Scheme* which provide access to the telephone network for deaf people.

Government grants include £105,870 ( 1992 — £96,242 ) received from the Department of Health under Section 64 of the Health Services and Public Health Act 1968.

Further details of restricted funds are set out on page 31 in the unaudited statements.

# 17. COMMITMENTS UNDER OPERATING LEASES

As at 31 March 1993, the group had annual commitments under non-cancellable operating leases as set out below :

	1993		1992	
	Land and buildings	Other	Land and buildings	Other
	£'000	£'000	£'000	£'000
Operating leases which expire :				
Within one year	4	5	12	3
In two to five years	105	31	95	31
After five years	77	—	78	—
	<u>186</u>	<u>36</u>	<u>185</u>	<u>34</u>

THE ROYAL NATIONAL INSTITUTE FOR DEAF PEOPLE

NOTES FORMING PART OF THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 MARCH 1993

18. ADMINISTERED FUNDS

	Opportunities for Volunteering	Television for the Deaf
	£'000	£'000
Income : investment and other income	2	10
Expenditure	4	1
( Deficit ) / surplus for the year	(2)	9
Balance of funds brought forward at 1 April 1992	2	116
Balance of funds carried forward at 31 March 1993	-	125
Represented by :		
Debtors	-	2
Cash and bank balances	-	123
Net assets	-	125

19. PENSIONS

The pension scheme is only applicable to employees of the parent company.

The Institute pays contributions to a defined benefit pension scheme established under an irrevocable Deed of Trust for its employees. The scheme is managed by trustees accountable to the pension scheme members.

The scheme is valued every three years by independent consulting actuaries using the attained age funding method. The most recent formal valuation at 1 October 1989 indicated that, on the basis of service to date and current salaries, the scheme's assets were sufficient to meet its liabilities. It was assumed that the investment return would be 9% per annum, that salary increases would average 8% per annum and that present and future pensions would increase at the rate of 5% per annum.

Contributions to the scheme by employees and the Institute have been maintained in accordance with the recommendations of the actuaries in their most recent formal valuation. The Institute is currently paying 10% of members' salaries. Members contribute 5% of salary. The pension cost charge for the year is shown in note 6 of these financial statements.

The scheme is currently being valued, as at 1 October 1992, by independent consulting actuaries.

At 31 March 1993 the trustees were :

Mr J.Shapiro  
Mr D.E.Downs JP  
Mr B.Grover  
Mr R.Warren

## 20. RECONCILIATION OF OPERATING SURPLUS / ( DEFICIT ) TO NET CASH INFLOW / ( OUTFLOW ) FROM OPERATING ACTIVITIES

	1993	1992
	£'000	£'000
Surplus for the year transferred to general fund	1,830	82
Interest paid	64	80
Interest received	(225)	(131)
Interest element of finance lease rental payments	56	46
Dividends received	(150)	(128)
<i>Operating surplus / ( deficit ) for year</i>	<u>1,575</u>	<u>(51)</u>
Depreciation charge for year	509	444
Surplus on sale of investments	(398)	(145)
( Surplus ) / deficit on sale of fixed assets	(140)	9
Legacy income received as investments	(9)	(62)
Decrease / ( increase ) in stocks	40	(45)
Decrease / ( increase ) in debtors	63	(184)
Increase / ( decrease ) in creditors	615	(102)
<b>Net cash inflow / ( outflow ) from operating activities</b>	<u><b>2,255</b></u>	<u><b>(136)</b></u>

## 21. ANALYSIS OF CHANGES IN CASH AND CASH EQUIVALENTS DURING THE YEAR

	1993	1992
	£'000	£'000
At beginning of year	1,951	770
Net cash inflow	865	1,181
<b>At end of year</b>	<u><b>2,816</b></u>	<u><b>1,951</b></u>

## 22. ANALYSIS OF THE BALANCES OF CASH AND CASH EQUIVALENTS AS SHOWN IN THE BALANCE SHEET

	1993	1992	Change in year
	£'000	£'000	£'000
Cash at bank and in hand	164	145	19
Short term investments	2,204	1,944	260
Bank overdraft	(52)	(138)	86
	<u>2,316</u>	<u>1,951</u>	<u>365</u>



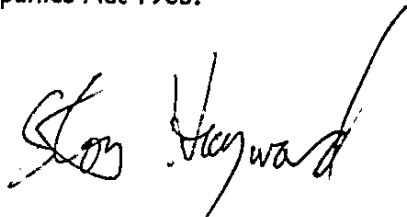
THE ROYAL NATIONAL INSTITUTE FOR DEAF PEOPLE

REPORT OF THE AUDITORS

**To the members of  
The Royal National Institute for Deaf People**

We have audited the financial statements on pages 7 to 24 in accordance with Auditing Standards.

In our opinion the financial statements give a true and fair view of the state of affairs of the Institute and the group at 31 March 1993 and of the surplus and cash flows of the group for the year then ended and have been properly prepared in accordance with the Companies Act 1985.



Stoy Hayward,  
Chartered Accountants and  
Registered Auditor,  
8 Baker Street,  
London W1M 1DA

22 September 1993

THE PAGES WHICH FOLLOW DO NOT FORM PART OF THE  
STATUTORY ACCOUNTS OF THE GROUP

1. LEGACIES

	1993	1992
	£'000	£'000
Received in year	4,482	3,288
Less : transferred to restricted funds	(57)	(10)
Totals per income and expenditure account ( see page 7 )	<u>4,425</u>	<u>3,278</u>

2. OTHER VOLUNTARY INCOME

	1993		1992	
	£'000	£'000	£'000	£'000
<b>Corporate and trusts</b>				
Received in year	610		831	
Less : transferred to restricted funds and other departmental income	(141)		(486)	
		469		345
<b>Direct marketing</b>				
Received in year	1,029		843	
Less : transferred to restricted funds and other departmental income	(29)		(177)	
		1,006		666
<b>Agency fundraising</b>				
Received in year		142		-
<b>Regional fundraising</b>				
Received in year		-		47
Totals per income and expenditure account ( see page 7 )		<u>1,617</u>		<u>1,058</u>

In order to match restricted income with relevant expenditure, money transferred to restricted funds will be treated as income in the year's income and expenditure account in which it is expended, except where it is used to finance the purchase or improvement of non-depreciated properties when it will be transferred to the property fund.

# FURTHER INCOME AND EXPENDITURE ANALYSIS - UNAUDITED

## 3. RESIDENTIAL SERVICES

	1993		1992	
	Income	Expend	Income	Expend
	£'000	£'000	£'000	£'000
<b>Centres for deaf and deaf-blind people in longer term support :</b>				
Roper House, Canterbury	637	617	572	529
Laxton Way, Canterbury	4	6	-	-
St. Anthony, Crowborough	-	-	340	513
Wilbury Gardens, Hove	176	261	46	101
Ferndale Road, Hove	99	103	21	45
Basingfield Court, Basingstoke	147	181	67	132
Weatherly Close, Rochester	94	98	46	46
Cliffe Avenue, Margate	3	17	-	-
Pendean Court, Liskeard, Cornwall	31	82	-	-
<b>Hostels for deaf people of working age :</b>				
St. Nicholas, Wembley	229	216	238	226
Old Oak Road, Acton	31	77	3	19
<b>Rehabilitation centres to provide social, occupational and vocational programmes for deaf and deaf-blind people with special needs :</b>				
Court Grange, Newton Abbot	856	828	746	676
Richardson House, Blackburn	756	707	679	637
Mulberry House, Walsall	134	111	98	97
Development project, Margate	28	30	22	24
<b>Long term support and rehabilitation centre :</b>				
Poolmead, Bath, including supported housing at Pennard Court	2,665	2,247	2,421	2,041
Central residential services	-	130	-	119
Hostel Deficit Grants ( HDG ) and Transitional Special Needs Management Allowances ( TSNMA )	577	-	241	-
<b>Totals per income and expenditure account ( see page 7 )</b>	<b>6,467</b>	<b>5,711</b>	<b>5,540</b>	<b>5,205</b>

Following a change of policy by the Housing Corporation, HDG has been replaced by TSNMA. HDG was being paid in arrears but TSNMA is paid in the year to which it relates. As a result, there is a windfall for the year ended 31 March 1993.

The surplus for the current year of £756,000 contributes to the establishment of new residential homes and the costs of central finance and administration.

FURTHER INCOME AND EXPENDITURE ANALYSIS - UNAUDITED

4. OTHER SERVICES

	1993		1992	
	Income	Expend	Income	Expend.
	£'000	£'000	£'000	£'000
<b>Operations</b>				
Regional directorate, information and training	172	1,002	155	816
Communication support units	266	381	111	121
Other	337	698	391	610
	<u>775</u>	<u>2,081</u>	<u>657</u>	<u>1,547</u>
<b>Quality and research</b>				
Directorate	—	116	—	103
Quality assurance	—	54	—	—
Policy and research	134	213	68	282
Central information	19	382	1	346
Central training	264	418	253	425
Science and technology	119	614	89	612
Medical research	45	176	27	119
	<u>581</u>	<u>1,979</u>	<u>438</u>	<u>1,887</u>
<b>Public affairs</b>				
Directorate	—	122	—	87
Publications (including <i>See Hear!</i> )	118	486	101	350
Campaigns and public relations	8	275	—	271
Planning and marketing	—	187	—	—
	<u>121</u>	<u>1,070</u>	<u>101</u>	<u>708</u>
<b>Totals per income and expenditure account ( see page 7 )</b>	<u>1,477</u>	<u>5,124</u>	<u>1,196</u>	<u>4,142</u>

## FURTHER INCOME AND EXPENDITURE ANALYSIS - UNAUDITED

## 5. FEES, CONTRIBUTIONS AND GRANTS - ANALYSIS OF INCOME BY SOURCE

	1993	1992
	£'000	£'000
<b>Fees and contributions — residential care and training schemes :</b>		
Local authority fees and Department of Social Security contributions	5,692	5,206
Manpower Services Commission	—	42
	<u>5,692</u>	<u>5,248</u>
<b>Central government grants :</b>		
Manpower Services Commission	1	30
Department of Social Security	239	150
Other government grants	149	376
	<u>389</u>	<u>556</u>
<b>Other :</b>		
BT — <i>Typetalk</i> and <i>Text Users' Rebate Scheme</i>	2,465	1,433
Other grants — trusts, companies and other organisations	1,185	442
Other income for services to deaf and hard of hearing people	808	638
	<u>4,458</u>	<u>2,513</u>
<b>Total income</b>	<u>10,539</u>	<u>8,317</u>
<b>Made up as follows :</b>		
Residential services ( see page 28 )	6,467	5,540
Other services ( see page 29 )	1,477	1,196
Text telephone services	2,595	1,581
	<u>10,539</u>	<u>8,317</u>

## 6. RESTRICTED FUNDS

	GOVERNMENT				GRANTS	OTHER				INCOME		TOTAL
	Balances 1 Apr 1992	Income	Expend	Transfers to property fund	Balances 31 Mar 1993	Balances 1 Apr 1992	Income	Expend	Transfers to property fund	Balances 31 Mar 1993	Balances 31 Mar 1993	Balances 31 Mar 1993
	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000
Advocacy projects	-	-	-	-	-	2	-	-	-	2	-	2
Agnes Lack memorial fund	-	-	-	-	-	6	-	-	-	6	-	6
Aiming at university	-	-	-	-	-	3	-	3	-	-	-	-
Arts access project	-	-	-	-	-	60	-	41	-	19	-	19
BT - Typetalk and Text Users' Rebate Scheme	-	-	-	-	-	1,162	2,644	2,465	-	1,341	-	1,341
Canterbury and Thanet (Cliffe Avenue)	-	-	-	-	-	2	-	2	-	-	-	-
Careers development	-	-	-	-	-	18	73	71	-	20	-	20
County of York fund	-	-	-	-	-	-	37	-	-	37	-	37
Court Grange	-	-	-	-	-	-	48	-	48	-	-	-
Court Grange ESF projects	47	84	61	-	70	-	-	-	-	-	-	70
Deaf students' project	-	-	-	-	-	8	-	-	-	8	-	8
Devon and Cornwall Interpreter Unit	-	-	-	-	-	-	1	1	-	-	-	-
East Sussex Interpreter Unit	-	-	-	-	-	-	33	33	-	-	-	-
Electronic communication	-	-	-	-	-	-	15	15	-	-	-	-
ESSO grant for an education publication	-	-	-	-	-	4	-	4	-	-	-	-
Ethnic minority liaison project	-	-	-	-	-	-	6	2	-	4	-	4
Greater Manchester Interpreter Unit	-	69	69	-	-	-	-	-	-	-	-	-
Guide dogs for the blind	-	-	-	-	-	-	8	5	-	3	-	3
Harlow, P.G. trust fund	-	-	-	-	-	110	9	-	-	119	-	119
Liskeard	-	-	-	-	-	-	55	5	-	50	-	50
London development project worker	-	-	-	-	-	3	10	13	-	-	-	-
London Weekend Television	-	-	-	-	-	5	-	-	-	5	-	5
Lord Ashdown charitable trust	-	-	-	-	-	3	-	-	-	3	-	3
Margate day centre	-	-	-	-	-	6	-	6	-	-	-	-
Margate development project	-	22	22	-	-	-	-	-	-	-	-	-
Meanings of deafness	-	-	-	-	-	23	-	23	-	-	-	-
Medical research	-	-	-	-	-	-	5	5	-	-	-	-
North East Interpreter Unit	-	-	-	-	-	2	-	2	-	-	-	-
Northern Ireland	10	60	70	-	-	5	4	9	-	-	-	-
Old Oak Road	-	-	-	-	-	-	11	11	-	-	-	-
Open University	55	108	65	-	98	-	-	-	-	-	-	98
Phoenix project - Bristol Polytechnic	-	93	93	-	-	-	-	-	-	-	-	-
Phoenix project - Manchester Polytechnic	-	75	75	-	-	-	-	-	-	-	-	-
Phoenix project - Staffordshire Polytechnic	-	163	163	-	-	-	-	-	-	-	-	-
Poolemead House - activity board	-	-	-	-	-	1	-	-	-	1	-	1
Poolemead House - extension	-	-	-	-	-	267	114	-	381	-	-	-
RACE / telecommunity project	-	-	-	-	-	-	90	76	-	14	-	14
Richardson House	-	-	-	-	-	12	-	6	-	6	-	6
School leavers' course	-	-	-	-	-	-	3	-	-	3	-	3
Section 64 - citizen advocacy	-	20	18	-	2	-	-	-	-	-	-	2
Section 64 - deaf-blind services	-	48	48	-	-	-	-	-	-	-	-	-
Section 64 - ethnic minorities	-	37	37	-	-	-	-	-	-	-	-	-
Sound Advice (Isle of Wight equipment project)	-	-	-	-	-	-	8	8	-	-	-	-
South Yorkshire Interpreter Unit	15	-	1	-	14	-	-	-	-	-	-	14
Specific donation - Pollakoff	-	-	-	-	-	2	-	-	-	2	-	2
Specific legacy - Dicks	-	-	-	-	-	2	-	-	-	2	-	2
Specific legacy - Herber	-	-	-	-	-	1	-	-	-	1	-	1
Specific legacy - Newton fund	-	-	-	-	-	-	6	-	-	6	-	6
Specific legacy - Northcott	-	-	-	-	-	7	-	-	-	7	-	7
Swindon deaf link project	10	-	-	-	10	-	-	-	-	-	-	10
Textphone replacement scheme - N.Ireland	-	-	-	-	-	-	19	1	-	18	-	18
Text telephone replacement scheme	-	-	-	-	-	67	40	97	-	10	-	10
Tinnitus helpline	-	-	-	-	-	-	16	16	-	-	-	-
Training manager, Midlands	-	5	1	-	4	-	-	-	-	-	-	4
Wessex Interpreter Unit	-	-	-	-	-	14	41	55	-	-	-	-
<b>Totals ( see page 22 )</b>	<b>137</b>	<b>784</b>	<b>723</b>	<b>-</b>	<b>198</b>	<b>1,795</b>	<b>3,296</b>	<b>2,975</b>	<b>429</b>	<b>1,687</b>	<b>-</b>	<b>1,685</b>