

Company Registration Number 3920466

Cumbria Deaf Association
(Working as DeafVision)

Financial Statements

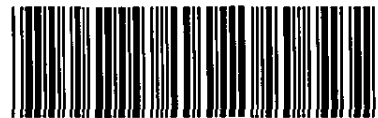
31st March 2011

**THE REGISTRAR
OF COMPANIES**

Company Limited by Guarantee

Charity Number 1088406

THURSDAY



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COMPANIES HOUSE

Armstrong Watson
Chartered Accountants & Statutory Auditors
Fairview House
Victoria Place
Carlisle
Cumbria
CA1 1HP

**CUMBRIA DEAF ASSOCIATION
(WORKING AS DEAFVISION)
COMPANY LIMITED BY GUARANTEE**

FINANCIAL STATEMENTS

YEAR ENDED 31ST MARCH 2011

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**CUMBRIA DEAF ASSOCIATION
(WORKING AS DEAFVISION)
COMPANY LIMITED BY GUARANTEE**

MEMBERS OF THE BOARD AND PROFESSIONAL ADVISERS

Registered charity name	Cumbria Deaf Association (Working as DeafVision)
Charity number	1088406
Company registration number	3920466
Registered as a charity in Scotland	SC038196
Registered office	3 Compton Street Carlisle Cumbria CA1 1HT
Trustees	Mrs N G Wilkinson (Chair) Mrs J M Thompson (Vice Chair) Miss J M Armer Mr R K Bingham Mrs A Chesters Mrs S Day Mr J D Denerley Mrs M E H Kelsall Mrs S Mowat Mr S Pollard (Treasurer) Rev'd Mrs M Webster
Secretary	Mr P E Shaw
President	Mr R Burgess OBE DL
Vice president	Mrs M Bentley

**CUMBRIA DEAF ASSOCIATION
(WORKING AS DEAFVISION)
COMPANY LIMITED BY GUARANTEE**

MEMBERS OF THE BOARD AND PROFESSIONAL ADVISERS *(continued)*

Patrons

Fiona Armstrong
Hal Bagot
Susie Bagot
Lord Ballyedmond, OBE JP
Sir Chris Bonington CVO CBE DL
Lord Bragg of Wigton
Russell Brown MP
Gavin Borland
Robin Burgess OBE DL
Lord Campbell-Savours of Allerdale
Tom Campbell
Mrs Olive Clark OBE JP DL
James Cropper FCA HM Lord Lieutenant of Cumbria
Rt Hon Lord Cunningham of Felling PC DL PhD
Tony Cunningham MP
The Rt Reverend Graham Dow
John Dunning CBE JP DL
Tim Farron MP
John Fryer Spedding CBE DL
Patrick Gordon Duff Pennington OBE DL
Rt Hon Lord Hutton of Furness
Lord Inglewood, DL
Eric Martlew
Elaine Murray MSP
Ken Pallister
Jamie R Reed, MP
John Wills OBE FCA DL

Auditor

Armstrong Watson
Chartered Accountants
& Statutory Auditors
Fairview House
Victoria Place
Carlisle
Cumbria
CA1 1HP

Bankers

Barclays Bank Plc
33 English Street
Carlisle
CA3 8JX

Solicitors

Burnetts Solicitors
6 Victoria Place
Carlisle
Cumbria
CA1 1ES

CUMBRIA DEAF ASSOCIATION (WORKING AS DEAFVISION) COMPANY LIMITED BY GUARANTEE

MEMBERS OF THE BOARD AND PROFESSIONAL ADVISERS *(continued)*

DeafVision Staff & Volunteers (for the year ended 31 March 2011)

Chief Executive*

Peter Shaw

Manager of Support Services*

Ian Douglas

Community Support Services Manager*

Simon Crabb

Senior Practitioner*

Bridie Diamond

(* Member of Management Team)

Social Workers

Janet Eardley (from 8/10)

Lesley Marsland

Noreen Turner

Communication Support Unit

Lorraine Brown

Fiona Adair

Karen Edmondson

Susan Devlin

Greer Shepherd

Claire Unwin

Vanessa Walter

Rehabilitation and Technical Officers

Naomi Preston

Jean Riley

Jackie Hancox (to 12/10

maternity leave cover)

Children's Development Worker

Robyn Mowat

Deaf Awareness Trainer/Co-ordinator

William Turner

Scottish Development Project – Development Worker

Claire Unwin

BSL Tutor

Hazel Eglin

Scottish Development Project – Volunteer Co-ordinator

Ollie Galligan (from 10/10)

Communicator Guide Scheme – Development Worker

Dee Taylor (from 11/10)

Learning Centre Development Workers

Laura Currie (to 7/10)

Pete Dawson (to 7/10)

Amy Forster (to 7/10)

Liz Hilton (to 7/10)

Senior Support Workers

Shan Kilpatrick

Donna Kirkbride

Maryka Shaw (from 12/10)

Support Workers

Jenny Barnes

Ann Corrigan (to 5/10)

Jean Davidson

Pete Dawson (from 5/10)

Helen Doyle (to 5/10)

Caroline Easton

Kerry Fisher (to 8/10)

Maggie Hamilton (from 7/10)

Donna Horrocks [from 1/11)

Shan Kilpatrick

Donna Kirkbride

Andrew Laidlow

Paul Lambert (from 5/10)

Denise McKie

Nicola McLarnon (from 1/11)

Philippa Pattison (from 1/11)

Stefanie Quinn (from 1/11)

Maryka Shaw

Barbara Tobin

Vanessa Walter (from 6/10)

Karen Weatherley (from

1/11)

Ian Williams (to 1/11)

Andrew Wright (from 1/11)

ICT Support

Dave Greenhalgh

Pete Dawson

Marketing Officer

Gordon Stewart (to 2/11)

Marketing Media Designer

Sam Ferguson (from 8/10)

Appeals Director

Ian Wilson

Admin Support

Jamie Asher

Helen Buck (to 9/10)

Diane Colvin (to 3/11)

Susan Devlin

Amy Forster

Patricia Goldie (to 1/11)

Yvonne McMillan (to 2/11)

Barbara Tobin

Lynne Wilkes

Renee Wilkinson

Cleaning Staff

Jenny Baxter

Janice Birkby-Lippett

Carol Caley (to 3/11)

Volunteers

Scott Beardwood

Rebecca Bradbury

Margaret Collins

Heather Dixon

Jessie Glendinning

Claire Hilton

Barry Kent

Christy Kin-Cleaves

Teresa Kirkpatrick

Christine Leslie

Laura Mackay

Vanessa Mark

Andrew McLeod

Margaret McShane

Alix Moore

Maureen Moore

David Murray

Sara-Jane Robinson

Mark Simpson

Mary Strawbridge

Emma Thompson

Jean Thomson

Lisa Walker

Robert Walker

Paul Williams

CUMBRIA DEAF ASSOCIATION (WORKING AS DEAFVISION) COMPANY LIMITED BY GUARANTEE

TRUSTEES' ANNUAL REPORT

YEAR ENDED 31ST MARCH 2011

The trustees, who are also directors for the purposes of company law, have pleasure in presenting their report and the financial statements of the charity for the year ended 31st March 2011

REFERENCE AND ADMINISTRATIVE DETAILS

Reference and administrative details are shown in the schedule of members of the board and professional advisers on pages 1 to 3 of the financial statements

THE TRUSTEES

The trustees who served the charity during the period were as follows

Mrs N G Wilkinson (Chair)	
Mr R K Bingham	
Mrs J M Thompson (Vice Chair)	
Mrs M E H Kelsall	
Miss J M Armer	
Rev'd Mrs M Webster	
Mr J D Denerley	
Mrs S Mowat	
Mr S Pollard (Treasurer)	
Mrs A Chesters	(Appointed 17th February 2011)
Mrs S Day	(Appointed 30th April 2010)
Miss S A Stables	(Retired 18th August 2010)
Mr O Pearson	(Retired 18th August 2010)
Mr W Wearing	(Served from 18th August 2010 to 17th February 2011)

FOREWARD BY THE PRESIDENT:

I am delighted to have taken over as President of the Association. It is for the Trustees led by the Chairman to run the organisation but I hope that I can contribute, when appropriate, by bringing our varied and experienced patrons to help in particular circumstances and by being a 'grandfather' figure who can both act as a sounding board for ideas and thoughts as well as occasionally giving advice.

Clearly we face very difficult times and ensuring we continue to be able to offer deaf people services and support they need will be very important. I have already been impressed by the work our staff do. I am amazed at how everyone in the association is able to help so effectively with people of all levels of deafness.

Finally, a big thank you to Stuart Simpson, my predecessor. He worked tirelessly for the association and was much appreciated by everyone in the organisation.

Robin Burgess OBE DL
President
DeafVision

CUMBRIA DEAF ASSOCIATION (WORKING AS DEAFVISION) COMPANY LIMITED BY GUARANTEE

TRUSTEES' ANNUAL REPORT *(continued)*

YEAR ENDED 31ST MARCH 2011

FROM THE CHAIR

It has been a year of new kinds of changes...

It was a time for DeafVision to look at our role in order to ensure that deaf people living in Cumbria and Dumfries & Galloway experience full *independence, choice and access*. A new Business Plan has been developed for the year 2011 to 2014 to reinforce our mission:

The organisation's objectives are "the educational, physical, social and spiritual well-being of deaf people of all ages and their families" DeafVision will address deaf people's struggle with independence, choice and access which are forms of social exclusion DeafVision believes the well-documented statement that deafness itself is not the main cause of such a struggle, but of the society's lack of awareness, political priorities and mainstream lifestyles With social exclusion, mental (and physical) well-being of deaf people is at risk (DoH Towards Equality & Access 2007)

Our values underpin our work within the organisation now and in the future

- *Needs and rights of users first;*
- *All identified outcomes based on social model of disability;*
- *Embracing difference and diversity;*
- *Staff, trustees and volunteers are trained and skilled;*
- *Commitment to work as a team within DeafVision;*
- *Willingness to work in collaboration with external agencies.*

The success criteria for our mission will be that deaf people are able to communicate and to have meaningful participation in their chosen activities, to lead in their own lifestyle choices and have full access to services and support.

The key changes that DeafVision is facing are two-fold Our relationship with Cumbria County Council is changing through competition laws and the re-organisation of Adult Local Services presents challenges in terms of improvement of specialist public services for deaf people

Such changes will present serious challenges to DeafVision but also new opportunities that we must seek This means that our trustees will endeavour to support the management and staff to develop business skills and remain true to our mission and values

This Annual Report will show the work that DeafVision has done for the year 2010 to 2011 I would like to thank the management and staff for their hard work and commitment in the face of the current uncertain financial climate

Norma Wilkinson
Chair
Board of Trustees

CUMBRIA DEAF ASSOCIATION (WORKING AS DEAFVISION) COMPANY LIMITED BY GUARANTEE

TRUSTEES' ANNUAL REPORT *(continued)*

YEAR ENDED 31ST MARCH 2011

STRUCTURE, GOVERNANCE AND MANAGEMENT

Governing Document

The company is governed by its memorandum and articles of association dated 7 February 2000, as amended by special resolutions dated 21 May 2001 and 13 October 2007, with a company registration number of 03920466. The company was registered with the Charity Commission on 12 September 2001 with a registration number of 1088406. In May 2007 DeafVision became a charity registered in Scotland with the Office of the Scottish Charity Regulator (OSCR), number SCO38196.

Recruitment and Appointment of Trustees

The Association is run by a committee of members. The committee of members consists of the officers of the charity (Chair, Vice-Chair, Treasurer and Secretary) and at least six other persons. The committee can appoint anyone to fill a vacancy in the membership of the committee or can co-opt additional members of the committee, however, no more than four extra members can be co-opted.

Organisational and Management Structure

The Board of Trustees

The Board of Trustees meets quarterly and is responsible for how DeafVision is run. The staff and volunteers are accountable to the Board through the Chief Executive Officer.

Before each Board meeting, information and training is provided to ensure that the Trustees are well briefed with the work being undertaken by the organisation and how it is developing.

The Board is advised by sub-committees, Finance, Personnel and Dumfries & Galloway. They normally meet quarterly, the former considers in detail the financial health of the association and advises members on budgetary matters, the Personnel sub-committee considers a wide range of policy and personnel issues and again advises the Board. The Dumfries & Galloway sub-committee advises on development in Dumfries & Galloway.

Personnel Sub-Committee:

Trustees	Norma Wilkinson Monica Webster	Janice Thompson Sue Day	Roger Bingham
Staff	Peter Shaw Simon Crabb	Ian Douglas	Bridie Diamond

Finance Sub-Committee:

Trustees	Norma Wilkinson	Steve Pollard	
Staff	Peter Shaw	Ian Douglas	Ian Wilson

Dumfries & Galloway Sub-Committee:

Trustees	Norma Wilkinson	John Denerley	Sue Mowat
Staff	Peter Shaw	Claire Unwin	
Others	Margo Currie Kat Barrie	Brian Seaman Fred Newton	Martin McGroarty Alyson Hogg

CUMBRIA DEAF ASSOCIATION (WORKING AS DEAFVISION) COMPANY LIMITED BY GUARANTEE

TRUSTEES' ANNUAL REPORT *(continued)*

YEAR ENDED 31ST MARCH 2011

Management Structure

The management team meets monthly to review progress against our targets and take any necessary action to make sure we are working effectively. It is made up of the following staff:

Peter Shaw, the Chief Executive, is responsible to the Board for the overall direction and day to day running of DeafVision.

Bridie Diamond, Senior Practitioner (Social Work), is responsible for the Social Work and Rehabilitation & Technical Equipment services.

Ian Douglas, Manager of Support Services, is responsible for the administration team, the Learning Centres and the financial management of DeafVision, also for ensuring that DeafVision's offices are properly equipped and run, and for the buildings owned or rented by DeafVision.

Peter Shaw, Chief Executive, is responsible for Community Services provided by DeafVision including the Communication Support Unit, Balloon Project, Deaf Awareness and Scottish Project whilst a sustainable management structure can be put into place.

Simon Crabb, Care Packages Manager (later as Community Support Manager), was appointed in March 2010 to take on the management and the day-to-day running of the Care Packages service. Simon Crabb also developed wider Community Support services to complement the new Communicator Guide Scheme. Peter Shaw remained a Registered Manager with the Care Quality Commission that holds legal responsibility for the quality of the service and safety of the people using the Care Packages service.

Risk Management

Financial Management - in common with all voluntary organisations it is not possible to guarantee all income and expenditure will be balanced. Stringent financial controls are in place, overseen by the Finance Sub-Committee, and a great deal has been done to ensure the financial viability of the organisation.

Funding - it is inevitable that there is a continuing risk that services cannot be sustained over time. It is increasingly difficult to obtain funding beyond one year in view of the very poor financial climate we are operating in. We have received further unexpected legacies that will help with investing in and protecting our services. For the financial year ended 31 March 2011 we experienced the need for severe funding cuts to the management and support costs of the association. These pose additional challenges and the opportunity to improve our efficiency and value. DeafVision was informed in December 2010 that our service level agreements with Cumbria County Council to provide Social Work and Rehabilitation and Technical Equipment services will be put to tender during 2011 in accordance with European competition laws. Furthermore, our contract as an approved provider for care and support services will be changed due to Cumbria County Council's plan to have much fewer contracts in Cumbria.

Buildings - The three buildings owned by DeafVision continue to pose varying levels of challenges in terms of making them assets and supporting the work of the association. We are seeing a reduced level of staff within some of our buildings through cuts to our administration support in order to make substantial expenditure savings and balance our budget for 2011-2012 year.

Recruitment and Retention of Staff - due to the specialist nature of the work done by the organisation, recruiting and retaining staff with the necessary professional skills and experience, including the ability to communicate in British Sign Language, is a constant uphill challenge. Training and development investment will need to be put in place and this is included in the Business Plan.

CUMBRIA DEAF ASSOCIATION (WORKING AS DEAFVISION) COMPANY LIMITED BY GUARANTEE

TRUSTEES' ANNUAL REPORT *(continued)*

YEAR ENDED 31ST MARCH 2011

A new three-year Business Plan for 2011 to 2014 has been developed to encompass all aspects of the mission, values, scope, current operations and future development. The plan is a living document that will be continuously improved in the face of changing resources, social and political environment and impact of service changes.

OBJECTIVES AND ACTIVITIES (INCORPORATING PUBLIC BENEFIT)

DeafVision is the major charity operating throughout Cumbria and Dumfries & Galloway for people who are deaf, deafened, hard of hearing and Deafblind.

The company's objectives include:

"The educational, physical, social and spiritual well being of Deaf, deafened, hard of hearing and Deafblind people of all ages and their families, mainly but not exclusively in Cumbria and Dumfries & Galloway."

To do this, we seek to involve people who are deaf by raising awareness of their rights and responsibilities and ensuring access to all services by:

- Promoting the place of deaf people in the community
- Providing needs led services for individuals and groups
- Promoting positive use of all sources of information and communication
- Identifying, developing and using the skills of staff and volunteers"

The trustees have considered the guidance issued by the Charity Commission in relation to public benefit and consider that their objectives and activities as noted above conform to this guidance.

Key Activities

DeafVision's services and projects are provided to benefit Deaf, deafened, hard of hearing and deafblind people of all ages as well as their families, carers, work colleagues, service providers, friends, acquaintances and local communities through a number of ways as below:

- Social Work service
- Rehabilitation and Technical Equipment service
- Community Support service (including Care Packages and Communicator Guide Scheme)
- Children's Development service (Balloon Project)
- Communication Support Unit (Interpreting service)
- Scottish (Dumfries & Galloway) project
- Deaf Awareness Training
- British Sign Language skills courses

CUMBRIA DEAF ASSOCIATION (WORKING AS DEAFVISION) COMPANY LIMITED BY GUARANTEE

TRUSTEES' ANNUAL REPORT *(continued)*

YEAR ENDED 31ST MARCH 2011

ACHIEVEMENTS AND PERFORMANCE

Social Work service

This service is funded by Cumbria County Council Adult Local Services through a "service level agreement". The target beneficiaries include people who are Deaf and BSL users, hard of hearing (acquired hearing loss), deafened and deafblind (dual sensory loss) We also provide support to deaf children and their families and carers.

The overriding role of our Social Work service is to enable deaf people to maintain functional independence so that they remain living within their own home and community as long as they are able to do so Our Social Workers carry out professional assessments using Fair Access to Care criteria and develop, if appropriate, support plans in a person centred way to ensure service users are in control of the services they receive and with their lifestyles

The team also works with other social work teams such as the Older People and Physical Disabilities team, health services such as Mental Health and GPs in order to ensure access to health related support especially for those older deaf people requiring domiciliary care and community support to help them remain in their own homes and communities A wide range of information and advice is given to our service users on other aspects such as financial, employment, training and family issues We hold quarterly review meetings with the Adult Local Services Physical Disabilities Sensory Impairment (PDSI) County Manager and Contracts Manager

The team carried out 81 assessments with service users of adult age and supported a number of deaf children and families during the 2010-2011 year

Rehabilitation & Technical Equipment service

This service is funded by Cumbria County Council Adult Local Services through a "service level agreement", similar to social work The target beneficiaries include people who are Deaf and BSL users, hard of hearing (acquired hearing loss), deafened and deafblind (dual sensory loss) The service also provides support to deaf children and their families and carers

The overriding role of our Rehabilitation & Technical Equipment service is to ensure that service users remain safely in their own homes by recommending appropriate specialist equipment through formal assessments to enable service users to communicate with others, making informed choices about equipment provided to maintain and improve "domestic independence" and to assist with installation and testing of equipment The officers also provide wider support with information and advice about other sources of support and services and they liaise with some Rehabilitation Officers for the Visually Impaired

The team carried out 262 assessments during the 2010-2011 year

Community Support service (Care Packages + Communicator Guide scheme)

The service is funded mainly by Adult Local Service through service users' support plans and some other sources including Independent Living Fund, Supporting People and DLA DeafVision is registered to provide "regulated service" (legally) under the Care Quality Commission (CQC) We are also on the County Council "approved list" of care providers For this year, we have opened up the option for private purchase of care services and we have such provision on this basis

CUMBRIA DEAF ASSOCIATION (WORKING AS DEAFVISION) COMPANY LIMITED BY GUARANTEE

TRUSTEES' ANNUAL REPORT *(continued)*

YEAR ENDED 31ST MARCH 2011

The service provision has expanded to 20 service users across Cumbria, an increase from 9 last year, mainly with home visits to provide personal care, medication prompting, assisting with domestic tasks, outings to social and leisure events etc

For the 2010-2011 year we saw a new pilot scheme being set up to provide a trained and qualified communicator guide service for deafblind people Cumbria County Council Adult Local Services provided the funds to enable the above in accordance with their sensory impairment implementation strategy for improvement to services for deaf and hard of hearing, blind and deafblind people

To have qualified and trained Communicator Guide Support Workers for deafblind people is a relatively unknown profession amongst professionals and deafblind people in Cumbria, hence the appointment of our project worker, Dee Taylor, who has worked tirelessly across Cumbria promoting the new service to as many groups of deafblind people (also called 'people with dual sensory loss') and other professionals and local organisations Towards the end of the year we have successfully trained 12 support workers who have achieved qualifications to become Communicator Guides Referrals and enquiries, however, began slowly and we hope to see some increase in the following year

Children's Development service (Balloon Project)

From December 2009 the service secured three years funding from BBC Children in Need to go towards the cost of events and salaries There is an ongoing fundraising effort for the remaining costs of the service

The service provision covers deaf children from the ages of 5 to 18 years with their siblings, parents, friends and carers For the 2009-2012 period the project will focus on three new developments stronger emphasis on social inclusion at local level i.e. within school and home communities through deaf children bringing their hearing friends to the project activities, to encourage volunteering (leadership skills) by deaf teenagers within our activities and to set up new activities in Dumfries & Galloway, Scotland

The service does not work in isolation but with strong support and co-operation from Children Service's Teachers of the Deaf, local Deaf Children's Societies in Carlisle & Eden, Dumfries & Galloway and in north Lancashire as well as the National Deaf Children's Society in Northern Ireland, working closely with the Balloon Project to organise, promote and run events All of the Teachers of the Deaf, NHS Cumberland Infirmary Audiology, CHSWG and The National Deaf Children's Society regularly refer families to the Balloon Project as it is the only project for deaf and hard of hearing children in Cumbria

The activities include (not exhaustive) sports events, fun days, canoeing, 10-pin bowling, laser-quest, skating, pantomime and two residential outdoor pursuit courses Events are held around Cumbria on a regular monthly basis and are a direct reflection of the wishes from feedback from families that are included within the BBC Children in Need objectives and a rolling programme of activities is then created For the 2010-2011 year, the focus has been on the mental health and wellbeing of deaf children and their families including a day event for deaf children, families and professionals, volunteering and leadership skills for deaf teenagers and providing access to sporting and social clubs The toddler group that was established by a volunteer, Esther Palliser, last year is still developing and every 3 months a get-together is arranged The highlights of the year are the annual residential weekends at Bendrigg Lodge (March) and Calvert Trust, Keswick (October) The Go-Karting event in Barrow (linked to a "healthy minds" workshop) was also very popular

CUMBRIA DEAF ASSOCIATION (WORKING AS DEAFVISION) COMPANY LIMITED BY GUARANTEE

TRUSTEES' ANNUAL REPORT *(continued)*

YEAR ENDED 31ST MARCH 2011

In summary, the events include Toddlers and Young Children Group in Penrith, Go-Ape in Grizedale, Galloway Wildlife Conservation Park in Kirkcudbright, Trotters World of Animals in Bassenthwaite; A day at Beamish Museum in County Durham, Summer BBQ Carlisle, NDCS Fun Day in Halifax; Healthy Minds Workshop in Carlisle, Calvert Trust Residential in Bassenthwaite, 'Getting Ahead' Leadership Training in Kendal, Xmas Party and Laser Quest in Carlisle and wrapped up towards the end of the year with a flagship family residential weekend event at Bendrigg Lodge near Sedburgh. As of late, we have set up a new 'signing club' for parents of deaf children in Kendal in response to requests received from them.

Scottish Project

To recap, the recommendations for this 2 year project included the setting up of an information and support centre in Dumfries and satellite centres across Dumfries & Galloway, befriending scheme for rural-related isolated deaf people, training the trainers for BSL and deaf awareness and to do further research on the needs and aspirations of deaf children and families/carers in the county. The project is overseen by the Dumfries & Galloway Sub-Committee reporting to the Board of Trustees (including two trustees from the area).

Due to the prohibitive cost of bringing up to accessibility standards the Dumfries & Galloway Society for the Deaf's (DGSD) building in Rae Street, Dumfries, we set up office and an information point in the 'Hub' in Dumfries where the Nithsdale CVS is based. The DGSD will have a long term development plan for their building which DeafVision will support. Along with having a main base in Dumfries, the project has set up a number of 'satellite centres' where people can 'drop-in' for information and advice in conjunction with the Dumfries & Galloway Hard of Hearing Group in the following places: Castle Douglas, Lockerbie and Stranraer.

One of the objectives of the project is to recruit and train new and existing volunteers to enable them to carry out community and outreach work such as home visits, befriending (with isolated deaf people) and home/local based training. Claire Unwin, the Development Worker secured additional funding from LEADER and successfully recruited Ollie Galligan, our Volunteer Co-ordinator. Ollie has worked hard and carried out the recruitment and volunteering and deaf awareness training of 18 volunteers, who eventually provided home visits and community support for 20 people across the vast county of Dumfries & Galloway.

The remaining objective is to carry out further research on the needs of deaf people and in particular deaf children and their families, with a view of setting up dedicated activities for them in collaboration with existing services within DeafVision. The project has set up bi-monthly activities for deaf children and worked with the local deaf children's society, local teachers of the deaf and speech and language therapists, to contact families and find out their aspirations for deaf children. As a result we held activities including swimming, visiting the wildlife park and so on (see Balloon Project).

The remaining activities for the project are to organise the training the trainer courses and to develop mapping information to services and support available for deaf, hard of hearing and deafblind people in Dumfries & Galloway.

CUMBRIA DEAF ASSOCIATION (WORKING AS DEAFVISION) COMPANY LIMITED BY GUARANTEE

TRUSTEES' ANNUAL REPORT *(continued)*

YEAR ENDED 31ST MARCH 2011

Communication Support Unit

The Communication Support Unit continues to provide a service to meet the communication support needs of deaf AND hearing people in Cumbria and beyond from a core team of part-time interpreters and communication support workers. The service is funded entirely by fees charged to purchasers. No deaf people are directly charged for access to public services. Obtaining funding from the private sector, including opticians and solicitors, remains very challenging and on a rare occasion we pay for the service ourselves if and when we can identify real risks to the well-being of a service user.

The purchasers for the Communication Support Unit include Access to Work, Social Work, Care Packages, Adult Social Care, Legal Services, Hospitals, GPs, Education, College, Job Centres and Benefit Services.

We are continuing with our training programme with two of our staff taking part in the University of Central Lancashire Graduate Diploma in Sign Language and Communication and Postgraduate Diploma in British Sign Language/English and Translation courses. The Senior Interpreter is fully qualified and registered with the National Register of Communication Professionals working with Deaf and Deafblind People (NRCPD).

Total number of assignments provided for in the 2010 to 2011 year -

999

Deaf Awareness Training

This service, ongoing from the previous year, included the provision of deaf awareness training courses (non-accredited) for any organisations, services, groups and individuals who wish to have improved awareness of deafness in relation to specialist support services and social, health and human rights issues. Along with this, the course participants have an opportunity to try out communication tactics including sign language, lip-reading, appropriate use of eye and physical contact and the set up of an appropriate environment for effective communication and social inclusion.

We rely on funding raised from training fees and charitable donations but the aim is to have the service self-financed through training fees. This source of income has declined steadily but we were pleased to have block bookings for our training from Cumbria Care and Cumbria NHS Partnership Trust that will help to improve care services for deaf people as well as helping out with the financial sustainability of this service.

There were 48 training sessions provided in the 2010-2011 year with approximately 350 participants.

BSL Classes

Opportunities to learn British Sign Language at Level One were again made available in Carlisle and Whitehaven. The courses are accredited and benefit from franchise funding from Carlisle College as well as student fees to help make the service financially viable. Thirty students attended the courses in all with over 90% qualification achievements.

We support an Adult Education centre in providing "Introduction to Sign Language" (non-accredited) courses in Carlisle every term with 30+ students enrolling during 2010-2011.

Learning Centres

Summer 2010 saw the closure of our Learning Centres as funding from the Big Lottery and UK online centres came to an end.

CUMBRIA DEAF ASSOCIATION (WORKING AS DEAFVISION) COMPANY LIMITED BY GUARANTEE

TRUSTEES' ANNUAL REPORT *(continued)*

YEAR ENDED 31ST MARCH 2011

Our Learning Centres were always aimed at the wider Cumbrian community, not just the Deaf community, and many of our learners came from a background of digital and social exclusion. The Centres were responsible for several hundred people throughout Cumbria learning basic computer skills during the past three years, a testament to the value of the services offered by our development workers and volunteers. Thanks to all of you.

Support Services

The work of support staff includes the provision of secretarial and administrative support for the services and projects as described above. We started the year with a team of 10 staff based across our Centres in Carlisle, Whitehaven, Barrow and Kendal as well as in Dumfries who are involved in the following: processing referrals for social work and rehabilitation and technical services, providing management secretarial support, personal communication assistance, dealing with queries from people by 'phone, e-mail and on a face-to-face basis, organising meetings, events and activities, taking bookings, mail shots and reception work.

Growing financial pressures meant that we had to halve the number of admin hours. So, when Helen Buck retired in September 2010 and when Yvonne McMillan found another job, their work was absorbed by the remaining staff. Then, at the end of 2010/2011, it was necessary to make a number of redundancies and Pat Goldie, Diane Colvin, Lynne Wilkes and Amy Forster all left DeafVision. Carol Caley, Cleaner at our Whitehaven Centre, was also made redundant. Our thanks to all of them for the many years they worked to the benefit of the local Deaf community.

Marketing

A comprehensive Marketing Plan has been incorporated into the new Business Plan which will underpin our marketing development over the next few years. A great deal of time has gone into developing a "corporate" identity for DeafVision that is closely linked to the new website (www.deafvision.co.uk). Gordon Stewart has now left DeafVision to pursue his work on a national project. We are pleased to have Sam Ferguson as our Marketing Media Designer and we look forward to DeafVision reaping great benefit from his work.

Working in Partnership with...

DeafVision works closely with many other voluntary and community organisations and with statutory services such as Cumbria County Council and Cumbria Partnership NHS Foundation Trust to give two key examples. Below are some examples of the work we do.

The work with Cumbria Partnership NHS Foundation Trust was carried over to this financial year - work on improving awareness and the understanding of issues to do with mental health and deafness amongst the health professionals and managers on the basis of "Toward Equality and Access (DoH)" and implementing many recommendations for improvements. We have provided 25 deaf awareness training sessions during 2010-2011.

Other areas of partnership working and networking include Chief Officers' Group, Cumbria Hearing Alliance, Action for Health, Cumbria Disability Network, Cumbria Equality and Diversity (Hub & local), Mental Health Provider Forum, Care Sector Alliance Cumbria, Voluntary Community Sector Reference Group (Children and Young People) as well as some ad-hoc group meetings. Networking is very important to ensure that issues of deafness are present in policy and strategic development - even more so as deafness is seen as a significant "invisible disability".

CUMBRIA DEAF ASSOCIATION (WORKING AS DEAFVISION) COMPANY LIMITED BY GUARANTEE

TRUSTEES' ANNUAL REPORT *(continued)*

YEAR ENDED 31ST MARCH 2011

Complaints

During the year we have not received any formal complaints

FINANCIAL REVIEW

Reserves Policy

The trustees have adopted a Reserve Policy, which is that

"DeafVision has a reserve fund that can, if desired, be used to make redundancy payments in circumstances where they are necessary, and to enable services to be carried out when funding applications for these services have been unsuccessful.

This reserve fund should be the equivalent of 15% of the total budgeted expenditure of the current financial year. The Finance Sub-Committee will monitor and review the position at its meetings "

Defined Benefit Pension Scheme

The defined benefit pension scheme is currently in deficit. This will result in increased levels of contributions in future periods which inevitably has some impact on resources available to the charity to deliver its primary objectives. Consequently the trustees have made the decision that new staff will not be offered membership of the scheme.

PLANS FOR FUTURE PERIODS

DeafVision has completed its first draft of a brand new Business Plan which is an ongoing and 'live' document. This means that it is subject to regular updating, according to opportunities and challenges facing the organisation.

The plan opens with a mission statement (Chair's Report) and has three main parts: current activities, future activities and organisational development. In summary, the future activities we hope to introduce include Video Relay Service, Youth/Teenager Work, Community Support with families of deaf children, Training Agency, Volunteer/Befriending Scheme and improving the distribution of information on deafness. The organisational development mainly focuses on ensuring DeafVision is 'fit for purpose' and that it reflects rising standards, collaborative working, development of the Board of Trustees, fundraising for unrestricted income and reducing management and support costs to give some examples.

Having said the above, DeafVision's ability to raise funds to run existing services and develop new projects remains a concern on the back of the recent loss of our Rehabilitation and Technical Equipment Service contract. In addition to this, DeafVision is facing a degree of uncertainty about whether the Social Work service contract will be renewed by Cumbria County Council. The County Council also intends price-capping of Community Support services (Care Packages) and the new price may not cover the cost of running such a dedicated service with deaf people (see Note 21).

DeafVision, despite having independent charity status, relies heavily on Cumbria County Council contracts. These enable us to develop additional services such as our Interpreting Service, Children and Families Support and other current services - and, often the case, doubling the value of essential services with deaf people and their families within Cumbria.

**CUMBRIA DEAF ASSOCIATION
(WORKING AS DEAFVISION)
COMPANY LIMITED BY GUARANTEE**

TRUSTEES' ANNUAL REPORT *(continued)*

YEAR ENDED 31ST MARCH 2011

ACKNOWLEDGEMENTS

DeafVision is supported by a significant number of funders and individuals, without which we could not operate effectively. We are also indebted to the people who have generously remembered us in their wills.

The agencies and organisations from which we received funding during 2010 to 2011 included

Social Work:

Cumbria County Council Adult Local Services

Rehabilitation and Technical Equipment:

Cumbria County Council Adult Local Services

Care Packages:

Cumbria County Council Adult Local Services

Supporting People

Independent Living Fund

Care Sector Alliance Cumbria

Sign Language classes:

Carlisle College

Trinity School

Children's Development (aka Balloon Project):

BBC Children in Need

Sir John Fisher Foundation

Frieda Scott Charitable Trust

Carlisle and Eden Deaf Children's Society

Communicator Guide scheme:

Cumbria County Council Adult & Local Services

Scottish project:

LEADER

Age Scotland

Dumfries & Galloway Society for the Deaf

Dupont Teijin Films UK

Chapelcross Charity Snowball Fund

Hugh Fraser Foundation

Robertson Trust

General:

Margaret Gregory

Mr & Mrs Cross

Brampton Methodist Coffee Shop

David & Rosemary Butler

Roger Bingham

Michael J Bell

Bolton Methodist Chapel Trust

Jade Garden Cantonese Restaurant

Kendal College

Friends of Kendal Deaf Centre

GlaxoSmithKline Charities Fund

Carlisle Citadel (BR) Welfare Club

Dorothy Causey

Askam Linedancers

Eden Spiritualist Church

Trevor Hughes

James Cropper plc

Department of Work and Pensions

Access to Work supports a number of staff, enabling them to function effectively

**CUMBRIA DEAF ASSOCIATION
(WORKING AS DEAFVISION)
COMPANY LIMITED BY GUARANTEE**

TRUSTEES' ANNUAL REPORT *(continued)*

YEAR ENDED 31ST MARCH 2011

RESPONSIBILITIES OF THE TRUSTEES

The trustees (who are also the directors of Cumbria Deaf Association (Working As DeafVision) for the purposes of company law) are responsible for preparing the Trustees' Annual Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice)

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

select suitable accounting policies and then apply them consistently,

observe the methods and principles in the Charities SORP,

make judgements and estimates that are reasonable and prudent,

state whether applicable UK 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 the charitable company will continue in operation

The trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that the financial statements comply with the Companies Act 2006. The trustees are also responsible for safeguarding the assets of the charitable company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as the trustees are aware

there is no relevant audit information of which the charitable company's auditor is unaware, and

the trustees have taken all steps that they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information

SMALL COMPANY PROVISIONS

This report has been prepared in accordance with the special provisions for small companies under Part 15 of the Companies Act 2006

Registered office
3 Compton Street
Carlisle
Cumbria
CA1 1HT

Signed on behalf of the trustees

Norma G. Wilkinson

Mrs N G Wilkinson
Trustee

19/10/2011

**CUMBRIA DEAF ASSOCIATION
(WORKING AS DEAFVISION)
COMPANY LIMITED BY GUARANTEE**

**INDEPENDENT AUDITOR'S REPORT TO THE TRUSTEES AND MEMBERS OF
CUMBRIA DEAF ASSOCIATION (WORKING AS DEAFVISION)**

YEAR ENDED 31ST MARCH 2011

We have audited the financial statements of Cumbria Deaf Association (Working as DeafVision) for the year ended 31st March 2011 which comprise the Statement of Financial Activities, Income and Expenditure Account, Statement of Total Recognised Gains and Losses, Balance Sheet and 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 company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006, and to the charity's trustees, as a body, in accordance with section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and regulation 10 of the Charities Accounts (Scotland) Regulations 2006. Our audit work has been undertaken so that we might state to the charity's trustees those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charity and the charity's 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 Trustees' Responsibilities Statement set out on page 16, the trustees (who also act as directors of Cumbria Deaf Association (Working as DeafVision) for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view.

We have been appointed auditors under section 44(1)(c) of the Charities and Trustee Investment (Scotland) Act 2005 and under the Companies Act 2006 and report in accordance with regulations made under those Acts.

Our responsibility is to audit and express an opinion on the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's (APB's) Ethical Standards for Auditors.

SCOPE OF THE AUDIT OF THE FINANCIAL STATEMENTS

A description of the scope of an audit of the financial statements is provided on the APB's website at www.frc.org.uk/apb/scope/private.cfm

OPINION ON FINANCIAL STATEMENTS

In our opinion the financial statements

- give a true and fair view of the state of the charitable company's affairs as at 31st March 2011 and of its incoming resources and application of resources, including its income and expenditure, for the year then ended,
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and
- have been prepared in accordance with the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and Regulation 8 of the Charities Accounts (Scotland) Regulations 2006 (as amended)

**CUMBRIA DEAF ASSOCIATION
(WORKING AS DEAFVISION)
COMPANY LIMITED BY GUARANTEE**

**INDEPENDENT AUDITOR'S REPORT TO THE TRUSTEES AND MEMBERS OF
CUMBRIA DEAF ASSOCIATION (WORKING AS DEAFVISION) *(continued)***

YEAR ENDED 31ST MARCH 2011

Emphasis of matter - Going concern

In forming our opinion on the financial statements, which is not qualified, we have considered the adequacy of the disclosure made in Note 21 to the financial statements concerning the company's ability to continue as a going concern. Although the company has seen a decrease of £287,000 in its pension liabilities, based on actuarial calculations for FRS17 purposes, it is still facing uncertainty in respect of the renewal of Core Service Contracts. At 31 March 2011 the company's liabilities exceeded its total assets by £49,448.

These conditions, explained in Note 21 to the financial statements, indicate the existence of material uncertainties which may cast doubt about the company's ability to continue as a going concern. The financial statements do not include adjustments that would result if the company was unable to continue as a going concern.

OPINION ON OTHER MATTER PRESCRIBED BY THE COMPANIES ACT 2006

In our opinion the information given in the Trustees' Annual Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY EXCEPTION

We have nothing to report in respect of the following matters where the Companies Act 2006 and the Charities Accounts (Scotland) Regulations 2006 (as amended) requires us to report to you, if in our opinion:

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



JEAN CARROLL
(Senior Statutory Auditor)
For and on behalf of
ARMSTRONG WATSON
Chartered Accountants
& Statutory Auditors

CARLISLE

7th December 2011

Armstrong Watson are eligible to act as an auditor in terms of section 1212 of the Companies Act 2006

**CUMBRIA DEAF ASSOCIATION
(WORKING AS DEAFVISION)
COMPANY LIMITED BY GUARANTEE**

STATEMENT OF FINANCIAL ACTIVITIES

YEAR ENDED 31ST MARCH 2011

		Unrestricted Funds £	Restricted Funds £	Total Funds 2011 £	Total Funds 2010 (Restated) £
	Note				
INCOMING RESOURCES					
Incoming resources from generating funds					
Voluntary income	2	12,404	—	12,404	123,011
Investment income	3	—	—	—	120
Incoming resources from charitable activities	4	259,884	498,382	758,266	858,958
TOTAL INCOMING RESOURCES		272,288	498,382	770,670	982,089
RESOURCES EXPENDED					
Costs of generating funds					
Costs of generating voluntary income	5	(5,345)	(4,942)	(10,287)	(10,117)
Charitable activities	6/7	(162,200)	(555,269)	(717,469)	(918,799)
Governance costs	8	(5,862)	—	(5,862)	(5,462)
TOTAL RESOURCES EXPENDED		(173,407)	(560,211)	(733,618)	(934,378)
NET INCOMING RESOURCES BEFORE TRANSFERS	9	98,881	(61,829)	37,052	47,711
Transfer between funds	10	(20,039)	20,039	—	—
NET INCOMING RESOURCES BEFORE OTHER RECOGNISED GAINS AND LOSSES		78,842	(41,790)	37,052	47,711
OTHER RECOGNISED GAINS AND LOSSES					
Actuarial gains/(losses) in respect of defined benefit pension schemes		157,000	—	157,000	(315,000)
NET MOVEMENT IN FUNDS RECONCILIATION OF FUNDS		235,842	(41,790)	194,052	(267,289)
Total funds brought forward		(410,999)	167,499	(243,500)	23,790
TOTAL FUNDS CARRIED FORWARD		(175,157)	125,709	(49,448)	(243,499)

All of the above amounts relate to continuing activities

The notes on pages 23 to 33 form part of these financial statements

**CUMBRIA DEAF ASSOCIATION
(WORKING AS DEAFVISION)
COMPANY LIMITED BY GUARANTEE**

INCOME AND EXPENDITURE ACCOUNT

YEAR ENDED 31ST MARCH 2011

	Note	2011 £	2010 £
INCOME		770,670	981,969
TOTAL INCOME		770,670	981,969
TOTAL EXPENDITURE		(698,618)	(887,378)
OPERATING SURPLUS	9	72,052	94,591
OTHER INCOME			
Interest receivable and similar income	3	—	120
		72,052	94,711
NET FINANCE COST IN RESPECT OF DEFINED BENEFIT PENSION SCHEME		(35,000)	(47,000)
RETAINED SURPLUS FOR THE FINANCIAL YEAR		37,052	47,711

All of the above amounts relate to continuing activities

The notes on pages 23 to 33 form part of these financial statements

**CUMBRIA DEAF ASSOCIATION
(WORKING AS DEAFVISION)
COMPANY LIMITED BY GUARANTEE**

STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES

YEAR ENDED 31ST MARCH 2011

	Note	2011 £	2010 £
Net surplus for the financial year		37,052	47,711
- Actuarial gains/(losses) in respect of defined benefit pension schemes		<u>157,000</u>	<u>(315,000)</u>
• Total gains and losses recognised since the last annual report		<u>194,052</u>	<u>(267,289)</u>

The notes on pages 23 to 33 form part of these financial statements

**CUMBRIA DEAF ASSOCIATION
(WORKING AS DEAFVISION)
COMPANY LIMITED BY GUARANTEE**
Company Registration Number 3920466

BALANCE SHEET

31ST MARCH 2011

	Note	2011 £	2010 £
FIXED ASSETS			
Tangible assets	12	275,377	283,422
CURRENT ASSETS			
Debtors	13	67,726	158,049
Cash at bank and in hand		377,355	354,619
		<u>445,081</u>	<u>512,668</u>
CREDITORS: Amounts falling due within one year	14	<u>(249,906)</u>	<u>(232,590)</u>
NET CURRENT ASSETS		195,175	280,078
TOTAL ASSETS LESS CURRENT LIABILITIES		470,552	563,500
NET ASSETS EXCLUDING PENSION LIABILITY		470,552	563,500
DEFINED BENEFIT PENSION SCHEME LIABILITY	15	(520,000)	(807,000)
NET LIABILITIES INCLUDING PENSION LIABILITY		(49,448)	(243,500)
FUNDS			
Restricted income funds	16	125,709	167,499
UNRESTRICTED INCOME FUNDS:			
Unrestricted income funds excluding pension liability	17	344,843	396,001
Pension reserve	15	<u>(520,000)</u>	<u>(807,000)</u>
TOTAL UNRESTRICTED INCOME FUNDS		(175,157)	(410,999)
TOTAL FUNDS		(49,448)	(243,500)

These financial statements have been prepared in accordance with the special provisions for small companies under Part 15 of the Companies Act 2006. These financial statements were approved by the members of the committee on the 19/10/2011 and are signed on their behalf by

Norma G. Wilkinson

Mrs N G Wilkinson (Chair)

The notes on pages 23 to 33 form part of these financial statements

**CUMBRIA DEAF ASSOCIATION
(WORKING AS DEAFVISION)
COMPANY LIMITED BY GUARANTEE**

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31ST MARCH 2011

1. ACCOUNTING POLICIES

Basis of accounting

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

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 comprise unrestricted funds that have been set aside by the trustees for particular purposes. The aim and use of each designated fund is set out in the notes to the financial statements

Restricted funds are funds that are to be used in accordance with specific restrictions imposed by donors or which have been raised by the charity for a particular purpose. The aim and use of each restricted fund is set out in the notes to the financial statements

Cash flow statement

The Trustees have taken advantage of the exemption in Financial Reporting Standard No 1 (revised) from including a cash flow statement in the financial statements on the grounds that the charity is small

Incoming resources

All incoming resources are included in the statement of financial activities when the charity is legally entitled to the income and the amount can be quantified with reasonable accuracy. For legacies, entitlement is the earlier of the charity being notified of an impending distribution or the legacy being received

Resources expended

All expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to the category

Costs of generating funds comprise the costs associated with attracting voluntary income and the costs of trading for fundraising purposes

Charitable expenditure comprises costs incurred by the charity in the delivery of its activities and services for its beneficiaries. It includes both costs that can be directly allocated to such activities and costs of an indirect nature necessary to support them

Governance costs are those incurred in connection with meeting the constitutional and statutory requirements of the charity and include audit fees

All costs have been allocated between expenditure categories in proportion to the usage that the trustees deem appropriate for that particular charitable activity. Grants paid to other charities are made at the discretion of the trustees

**CUMBRIA DEAF ASSOCIATION
(WORKING AS DEAFVISION)
COMPANY LIMITED BY GUARANTEE**

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31ST MARCH 2011

1. ACCOUNTING POLICIES *(continued)*

Fixed assets

All fixed assets are initially recorded at cost

Depreciation

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

Freehold Property	- 2% straight line
Equipment	- 15% reducing balance
Fixtures & Fittings	- 10% straight line
Computers	- 33% straight line

All expenditure on acquisition or installation of fixed assets and all receipts of fixed assets by way of a gift have been capitalised and included within the balance sheet

Operating lease agreements

Rentals applicable to operating leases where substantially all of the benefits and risks of ownership remain with the lessor are charged against income on a straight line basis over the period of the lease

Financial instruments

Financial instruments are classified and accounted for, according to the substance of the contractual arrangement, as either financial asset, financial liability or equity instrument. An equity instrument is any contract that evidences a residual interest in an asset of the company, after deducting all of its liabilities.

Grants

Grants in respect of capital expenditure are capitalised and amortised over the life of the asset to which they relate. Other grants are accounted for on an accruals basis.

2. VOLUNTARY INCOME

	Unrestricted Funds	Total Funds 2011	Total Funds 2010
	£	£	£
Donations and gifts	3,224	3,224	3,542
Legacies	9,180	9,180	119,469
	<u>12,404</u>	<u>12,404</u>	<u>123,011</u>

3. INVESTMENT INCOME

	Total Funds 2011	Total Funds 2010
	£	£
Bank interest receivable	<u>—</u>	<u>120</u>

**CUMBRIA DEAF ASSOCIATION
(WORKING AS DEAFVISION)
COMPANY LIMITED BY GUARANTEE**

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31ST MARCH 2011

4. INCOMING RESOURCES FROM CHARITABLE ACTIVITIES

	Unrestricted Funds	Restricted Funds	Total Funds 2011	Total Funds 2010
	£	£	£	£
Grants Receivable				
Care Packages	–	203,929	203,929	231,714
Cumbria County Council	220,789	125,801	346,590	305,983
Access to Work	4,033	8,889	12,922	22,930
Big Lottery Fund	–	–	–	81,965
UK Online Centres	–	1,663	1,663	21,261
Cumbria Community Foundation	–	–	–	14,494
Deaf Awareness	–	–	–	500
Scottish Development Project	23,625	–	23,625	18,250
BBC Children In Need	–	11,858	11,858	–
John Fisher Foundation	–	3,000	3,000	–
Freida Scott Charitable Trust	–	2,000	2,000	–
	<u>248,447</u>	<u>357,140</u>	<u>605,587</u>	<u>697,097</u>
Other Charitable Activities				
Fees	11,437	141,242	152,679	161,861
	<u>259,884</u>	<u>498,382</u>	<u>758,266</u>	<u>858,958</u>

5. COSTS OF GENERATING VOLUNTARY INCOME

	Unrestricted Funds	Restricted Funds	Total Funds 2011	Total Funds 2010
	£	£	£	£
Staff costs	<u>5,345</u>	<u>4,942</u>	<u>10,287</u>	<u>10,117</u>

6. COSTS OF CHARITABLE ACTIVITIES BY FUND TYPE

	Unrestricted Funds	Restricted Funds	Total Funds 2011	Total Funds 2010 (restated)
	£	£	£	£
Statutory Services	35,044	271,972	307,016	462,499
Community services	29,316	131,360	160,676	142,757
Training Services	402	46,708	47,110	119,152
Support costs	97,438	105,229	202,667	194,391
	<u>162,200</u>	<u>555,269</u>	<u>717,469</u>	<u>918,799</u>

7. COSTS OF CHARITABLE ACTIVITIES BY ACTIVITY TYPE

	Activities undertaken directly	Support costs	Total Funds 2011	Total Funds 2010 (restated)
	£	£	£	£
Statutory Services	307,016	142,297	449,313	601,399
Community services	160,676	47,667	208,343	174,960
Training Services	47,110	12,703	59,813	142,440
	<u>514,802</u>	<u>202,667</u>	<u>717,469</u>	<u>918,799</u>

**CUMBRIA DEAF ASSOCIATION
(WORKING AS DEAFVISION)
COMPANY LIMITED BY GUARANTEE**

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31ST MARCH 2011

8. GOVERNANCE COSTS

	Unrestricted Funds	Total Funds 2011	Total Funds 2010 (restated)
	£	£	£
Audit fees	<u>5,862</u>	<u>5,862</u>	<u>5,462</u>

9. NET INCOMING RESOURCES FOR THE YEAR

This is stated after charging

	2011 £	2010 £
Depreciation	8,045	11,505
Auditors' fees	<u>5,862</u>	<u>5,462</u>

10. FUND TRANSFERS

Transfers between funds relate to the transfer of unrestricted reserves to restricted reserves in order to provide additional funding to those projects running in deficit

11. STAFF COSTS AND EMOLUMENTS

Total staff costs were as follows:

	2011 £	2010 £
Wages and salaries	590,212	625,068
Social security costs	36,862	37,608
Pension	59,000	51,000
Pension – past service cost	(173,000)	–
	<u>513,074</u>	<u>713,676</u>

Other pension costs above represents the total operating charge included in resources expended in the statement of financial activities and does not include amounts included in other finance costs and other recognised gains and losses (see note 15)

The past service gain arises on the defined benefit pension scheme valuation in accordance with FRS17. The actuarial calculations for the valuation for the year to 31 March 2011 have been linked to the Consumer Prices Index, rather than the Retail Prices Index which was used previously. The effect of this change results in a negative past service cost in the profit and loss account amounting to £173,000.

Particulars of employees:

The average number of employees during the year was as follows

	2011 No	2010 No
Number of staff	<u>40</u>	<u>49</u>

No trustees were entitled to or received any remuneration during the year (2010 - same). Two trustees were reimbursed expenses of £236 (2010 - two trustees with expenses amounting to £319) during the year.

No employee received remuneration of more than £60,000 during the year (2010 - same).

**CUMBRIA DEAF ASSOCIATION
(WORKING AS DEAFVISION)
COMPANY LIMITED BY GUARANTEE**

NOTES TO THE FINANCIAL STATEMENTS

YEAR ENDED 31ST MARCH 2011

12. TANGIBLE FIXED ASSETS

	Freehold property £	Equipment at branches £	Fixtures & Fittings £	Total £
COST				
At 1st April 2010 and 31st March 2011	<u>326,904</u>	<u>104,580</u>	<u>30,307</u>	<u>461,791</u>
DEPRECIATION				
At 1st April 2010	47,839	100,229	30,301	178,369
Charge for the year	<u>6,239</u>	<u>1,806</u>	<u>–</u>	<u>8,045</u>
At 31st March 2011	<u>54,078</u>	<u>102,035</u>	<u>30,301</u>	<u>186,414</u>
NET BOOK VALUE				
At 31st March 2011	<u>272,826</u>	<u>2,545</u>	<u>6</u>	<u>275,377</u>
At 31st March 2010	<u>279,065</u>	<u>4,351</u>	<u>6</u>	<u>283,422</u>

13. DEBTORS

	2011 £	2010 £
Other debtors	64,452	153,035
Prepayments	<u>3,274</u>	<u>5,014</u>
	<u>67,726</u>	<u>158,049</u>

14. CREDITORS: Amounts falling due within one year

	2011 £	2010 £
Due to Cumbria County Council	217,536	217,185
Accruals	<u>32,370</u>	<u>15,405</u>
	<u>249,906</u>	<u>232,590</u>

15. PENSIONS AND OTHER POST RETIREMENT BENEFITS

The charity contributes to the Cumbria Local Government Pension Scheme on behalf of some of its employees to provide benefits based on final pensionable pay. Contributions are charged to the income and expenditure account so as to spread the cost of pensions over employees' working lives with the company. The contributions are determined by a qualified actuary on the basis of triennial valuations using the projected unit method.

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NOTES TO THE FINANCIAL STATEMENTS

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15. PENSIONS AND OTHER POST RETIREMENT BENEFITS *(continued)*

The amounts recognised in the statement of financial activities are as follows

	2011	2010
	£	£
<i>Total operating charge in resources expended</i>		
Current service cost	59,000	51,000
Total operating charge	<u>59,000</u>	<u>51,000</u>
<i>Amounts included in other finance cost</i>		
Expected return on scheme assets	(118,000)	(90,000)
Interest on scheme liabilities	153,000	137,000
Other finance cost	<u>35,000</u>	<u>47,000</u>
Total charge to the statement of financial activities	<u>94,000</u>	<u>98,000</u>
Actual return on scheme assets	<u>(149,000)</u>	<u>(415,000)</u>

The amounts recognised in the balance sheet are as follows

	2011	2010
	£	£
Present value of funded obligations	(2,636,000)	(2,719,000)
Fair value of scheme assets	<u>2,116,000</u>	<u>1,912,000</u>
Net pension liability	<u>(520,000)</u>	<u>(807,000)</u>

Changes in the present value of the defined benefit obligation scheme are as follows

	2011	2010
	£	£
Opening defined benefit obligation	2,719,000	1,914,000
Current service cost	59,000	51,000
Past service cost	(173,000)	-
Interest on scheme liabilities	153,000	137,000
Actuarial (gain)/loss	(94,000)	640,000
Contributions by scheme participants	19,000	25,000
Benefits paid	<u>(47,000)</u>	<u>(48,000)</u>
Closing defined benefit obligation	<u>2,636,000</u>	<u>2,719,000</u>

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15. PENSIONS AND OTHER POST RETIREMENT BENEFITS *(continued)*

Changes in the fair value of scheme assets are as follows:

	2011 £	2010 £
Opening fair value of scheme assets	1,912,000	1,457,000
Expected return on scheme assets	118,000	90,000
Contributions by employer	51,000	63,000
Contributions by scheme participants	19,000	25,000
Actuarial gain	63,000	325,000
Benefits paid	(47,000)	(48,000)
Closing fair value of scheme assets	<u>2,116,000</u>	<u>1,912,000</u>

The fair value of the major categories of scheme assets as a percentage of total scheme assets are as follows

	2011 %	2010 %
European equities	51	53
European bonds	32	30
Property	6	6
Cash	2	2
Other assets	9	9

The principal actuarial assumptions as at the balance sheet date were

	2011 %	2010 %
Discount rate	5	6
Expected return on scheme assets	5	6
Rate of increase in salaries	5	5
Rate of increase in pensions in payment	3	3
Inflation	3	3

Amounts for the current and previous three periods are as follows

	2011 £	2010 £	2009 £	2008 £
Defined benefit obligation	(2,636,000)	(2,719,000)	(1,914,000)	(2,188,000)
Fair value of scheme assets	<u>2,116,000</u>	<u>1,912,000</u>	<u>1,457,000</u>	<u>1,717,000</u>
Deficit in the scheme	<u>(520,000)</u>	<u>(807,000)</u>	<u>(457,000)</u>	<u>(471,000)</u>

Mortality assumptions

The assumptions relating to mortality rate underlying the pension scheme liabilities at the balance sheet date are based on standard actuarial tables projected to 2031 for future pensioners aged 65. The assumed life expectations on retirement at age 65 are as follows

Current pensioners 21.2 years for males and 24.4 years for females

Future pensioners 23.2 years for males and 26.0 years for females

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YEAR ENDED 31ST MARCH 2011

16. RESTRICTED FUNDS

	Balance at 1 Apr 2010 £	Incoming resources £	Outgoing resources £	Transfers £	Balance at 31 Mar 2011 £
Kendal extension	68,318	–	(2,958)	–	65,360
Children & Young					
People Services	–	17,983	(30,071)	12,088	–
Deaf Awareness	–	12,729	(23,619)	10,890	–
Care Package	25,928	207,825	(226,253)	–	7,500
Sign Language					
Instruction	(6,593)	14,840	(17,136)	8,889	–
Communicator Guide					
Scheme	–	40,506	(24,878)	–	15,628
Barrow development	7,302	–	(141)	–	7,161
Carlisle development	7,293	(150)	(179)	–	6,964
Learning centres	33,188	2,012	(19,165)	(16,035)	–
Interpreting	258	113,478	(117,943)	4,207	–
Technical Equipment	29,268	89,159	(97,526)	–	20,901
Mental Health	2,537	–	(342)	–	2,195
	<u>167,499</u>	<u>498,382</u>	<u>(560,211)</u>	<u>20,039</u>	<u>125,709</u>

Kendal Centre Development (Kendal extension) - thanks to the fund raising efforts of the Friends of Kendal Deaf Centre it was possible to put together a programme of work for developing our Kendal Centre Phase 1 of the work took place in 2004 and resulted in the whole of the ground floor becoming fully accessible Phase 2, which involved the demolition of the existing kitchen, its relocation to the ground floor office space, and erection of a large conservatory to the rear of the building took place during 2007/2008

Children's Development (Children & Young People Services) - this countywide service, a partnership with local Deaf Children's Societies, aims to support families and focuses on networking opportunities for children and siblings to meet up and share activities The project is based on extensive consultation in order to identify the needs and aspirations of families and respond in partnership with other key agencies Funding is mainly provided by the BBC Children in Need Appeal

Deaf Awareness - this service involves us delivering Deaf Awareness training sessions and workshops throughout the county to a variety of groups, businesses, individuals, statutory and voluntary organisations Funding for the service is by fee income

Care Packages - this service exists to enable people to achieve maximum independence within the community for as long as possible We provide a support service geared to respond to the needs of service users and families This may be for one or two hours each week or it may be full 24 hour support Twelve clients were supported during the year, mainly funded by Cumbria County Council, Cumbria Supporting People and Independent Living Funds

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NOTES TO THE FINANCIAL STATEMENTS

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16. RESTRICTED FUNDS *(continued)*

Sign Language Classes (Sign Language Instruction) - working in partnership with Carlisle College and Cumbria County Council Adult Education, our qualified tutors provide a range of both accredited and non-exam classes throughout Cumbria. These include British Sign Language Level 1 and Introduction to Sign Language 'taster' classes

- Communicator Guide Scheme - funding for this one year piece of work, which ended in August 2011, came from Cumbria County Council. The aim is to set up and establish a one-to-one communicator guide service to ensure that dual sensory loss people who are assessed as requiring a guide are able to access specially trained support workers. Up to 12 people will be recruited and trained as communicator guides
-

Barrow & Carlisle Centre Development –these were funds set up to carry out work to the fabric of the buildings, such as the roof repairs at the Barrow Centre which have been carried out, accessibility work at the Carlisle Centre and rewiring and decorating work

Learning Centres – funding from the Big Lottery, together with continuing support from Ufi (University for Industry), the organisation responsible for UK online centres, enabled the establishment of Learning Centres in each of our four buildings. The focus remains on delivering 'first time online' tuition to those who are socially and digitally excluded

Interpreting/CSU – our Communication Support Unit provides an extensive interpreting service in a wide variety of settings. Funding comes from fees received

Rehabilitation & Technical Equipment - this service aims to promote independent living within the home to prevent isolation by offering an assessment, advice and equipment loan service. Funding comes from Cumbria County Council

Mental Health – this fund supported the work of our Deaf Awareness service and helped to fund a Deafness/Mental Health conference and some research

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17. UNRESTRICTED FUNDS

	Balance at 1 Apr 2010 £	Incoming resources £	Outgoing resources and transfers £	Gains and losses £	Balance at 31 Mar 2011 £
General Funds	396,001	272,288	(323,446)	–	344,843
Pension Reserve	(807,000)	–	130,000	157,000	(520,000)
	<u>(410,999)</u>	<u>272,288</u>	<u>(193,446)</u>	<u>157,000</u>	<u>(175,157)</u>

18. ANALYSIS OF NET ASSETS BETWEEN FUNDS

	Tangible fixed assets £	Net current assets/ (liabilities) £	Total £
Restricted Income Funds:			
Kendal extension	131,682	(66,322)	65,360
Care Package	–	7,500	7,500
Communicator Guide Scheme	–	15,628	15,628
Barrow development	6,054	1,107	7,161
Carlisle development	7,701	(737)	6,964
Technical Equipment	–	20,901	20,901
Mental Health	–	2,195	2,195
	<u>145,437</u>	<u>(19,728)</u>	<u>125,709</u>
Unrestricted funds	129,940	214,903	344,843
Total Funds	<u>275,377</u>	<u>195,175</u>	<u>470,552</u>

19. RELATED PARTY TRANSACTIONS

During the year the company rented office space to South Lakeland Carers Association, an organisation of which Mr S Pollard is Chief Executive, for £5195 (2010 - £5,058) £1,298 remains outstanding as at the balance sheet date in respect of this transaction (2010 - £5,058)

Also during the year one (2010 - four) trustee was also a service user of the charity

No other transactions were identified such as are required to be disclosed under financial reporting standard 8

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MANAGEMENT INFORMATION

YEAR ENDED 31ST MARCH 2011

20. COMPANY LIMITED BY GUARANTEE

The company is limited by guarantee. Every member has undertaken to contribute to the assets of the company in the event of the same being wound up while they are a member, or within one year after they cease to be a member, or if the company has debts and liabilities which it cannot meet out of its assets. In the event of the company being wound up, the liability in respect of the guarantee is limited to one pound per member.

21. GOING CONCERN

Note 15 to the financial statements shows a deficiency in the company's pension scheme of £520,000 (2010 £807,000). The overall deficit has arisen as a result of general poor performance of investment markets in past years and has been addressed by increased levels of company contributions for future years. The directors are of the opinion that the present level of the company's resources will be adequate to meet any increased liability in the foreseeable future.

There is some uncertainty surrounding some areas of income as a result of the Government's Spending Review announced in October 2010 in which it was announced that local authorities will lose around 7% of their spending power each year until 2014/15.

Cumbria Deaf Association has not been awarded the Rehabilitation & Technical Equipment contract for 2011/12, and this funding will cease in September 2011. The Social Work contract ends in March 2012 and there is a degree of uncertainty about whether this contract will be renewed by Cumbria County Council, and if it is, whether it will be at a similar level. In addition, there is some uncertainty as to whether the Charity will remain as an approved provider by Cumbria County Council for the delivery of Community Support services (Care Packages) beyond March 2012. The Council also intends to significantly reduce the hourly rates chargeable for these services.

The trustees and management are aware of the possibilities and plans are being worked on that ensure an appropriate response to any cuts to service income.

The directors consider that in preparing the financial statements they have taken into account all information that could reasonably be expected to be available to them. On this basis, they consider that it is appropriate to prepare financial statements on a going concern basis.

22. RESTATEMENT OF COMPARATIVES

The comparative figures have been restated in order to reclassify net finance costs in respect of defined benefit pension scheme of £47,000 from governance costs to direct charitable expenditure. In the trustees' opinion this provides a more accurate reflection of the nature of the transaction. The reclassification of these costs has had no effect on the overall position of the Charity for either the current or comparative year.