

POSITIVE EAST

(A charitable company limited by guarantee)

**BOARD OF TRUSTEES' REPORT AND
FINANCIAL STATEMENTS**

FOR THE YEAR ENDED 31 MARCH 2010

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POSITIVE EAST

CONTENTS

	Pages
Board of Trustees and Advisors	1
Board of Trustees report	2 – 11
Independent auditors' report	12
Statement of financial activities	13
Balance sheet	14
Notes to the financial statements	15-23

POSITIVE EAST

BOARD OF TRUSTEES AND ADVISORS

Patron	John Varley Group Chief Executive Barclays Bank
Board of Trustees	Mike Reardon JP ** (Chair-appointed 23 June 2010) Azad Khaleel + (Chair- resigned 23 June 2010) Graham Stoner* (Treasurer) Marigold Chinsa Paul Fleming Florence Labwo* "" Sarah Malcolm Michael Noonan Tom O'Keefe + Rita Phiri *(resigned 19 March 2010) Anne Peters + Peter McDonnell""
"" Member of Fundraising Subcommittee	
* Member of Finance Subcommittee	
+ Member of People Management Subcommittee, (formerly Policy, Staffing and Complaints Subcommittee)	
Chief Executive/Director	Mark Santos
Secretary and registered office	Mark Santos c/o Target Winters Limited 29 Ludgate Hill London EC4M 7JE
Principal bankers	Unity Trust Bank Plc Nine Brindleyplace 4 Oozells Square Birmingham B1 2HB
Solicitors (Probono)	Hammonds 7 Devonshire Square Cutlers Gardens London EC2M 4YH
Auditors	Target Winters Limited 29 Ludgate Hill London EC4M 7JE
Company registration number	02546750
Registered charity number	1001582

POSITIVE EAST

BOARD OF TRUSTEES REPORT FOR THE YEAR ENDED 31 MARCH 2010

The Board of Trustees present their Annual Report together with the audited financial statements for the year ended 31 March 2010. The Board of Trustees Annual Report is also the Directors' Report as required by S 417 of the Companies Act 2006. The financial statements also comply with the requirements of the Company's Memorandum and Articles of Association and the Statement of Recommended Practice (SORP), "Accounting and Reporting" by Charities published in March 2005 (second edition).

Legal and administrative information

The organisation known as Positive East was formerly known as The Globe Centre (City and East London) and had its name changed on 23 March 2009 and is a company limited by guarantee and not having a share capital (registered in England and Wales number 2546750). The governing document dated 10 December 2008 is the Memorandum and Articles of Association. The Company cannot pay dividends and must utilise all its funds to further its stated charitable objectives. The Company is registered at the Charity Commission (registered charity number 1001582).

At the beginning of the period (late May 2009) there was a governance update. The legal entity PE2 (formerly Positive East and before that London East AIDS Network [LEAN]) was deregistered after the assets, liabilities, income and expenditure as well as Staff were transferred. This has been done to simplify the legal structure.

As a consequence of the legal changes in the past few years and the deregistration of one of the companies, the financial figures for the charity Positive East are consolidated into a single set of Statutory accounts for the first time this year. Previously the full charity activity and assets were split over 2 charities (PE2 and Positive East). This means that the previous year's comparisons include the financial results and show the financial position of both charities and are not therefore a restatement of Positive East or PE2's 2008-09 results.

Board of Trustees

The Board of Trustees is the governing body and determines the strategy and policy of the organisation. Members of the governing body are charity trustees as defined by the Charities Act, and are registered as directors in accordance with the Companies Act.

The Board of Trustees is responsible for the overall management and for ensuring that Company policy is implemented by the staff through the Director and the Management Team. The Management Team is composed of the Director, Deputy Director, Advice Services Manager, Finance Director, Fundraising Manager, Community Services Manager and Volunteer Officer reflecting the services offered by Positive East.

New Trustees are elected to the Board by Members of the Company, usually at the Annual General Meeting although appointments to fill vacancies may be made at other times. All Trustees hold office only until the following AGM, at which point they must offer themselves for re-election. There must be between five and fifteen Trustees at any time, unless otherwise determined by a General Meeting. The Board may also co-opt up to five additional people at any one time, so long as the number of co-optees does not exceed the number of Board members. Usually a skills audit is carried out each year to identify gaps, with new Trustees recruited prior to the AGM. New Trustees are given an induction, and there are opportunities for Trustee training throughout the year.

There are three Subcommittees, the Finance Subcommittee, The Fundraising Subcommittee and the People Management Committee (formerly the Policy, Staffing and Complaints Subcommittee). Additionally there is a new Building Group set up to evaluate how the charity can best utilise the existing Stepney Centre. All act in an advisory capacity only, and do not have the authority to make decisions on behalf of the Board unless this power has been delegated specifically. Non-Trustees may be co-opted onto the Subcommittees but the majority of members must always be members of the Board of Trustees. During 2009/10 there were no co-options and all members of the Subcommittees and Board were Trustees.

Full Board meetings take place approximately every six weeks, with Subcommittee meetings reporting at these meetings.

The members of the Board of Trustees as at 31 March 2010, all of whom held office throughout the year, unless otherwise stated, were as follows -

Azad Khaleel - Chair (resigned 23 June 2010)
Graham Stoner - Treasurer
Marigold Chirisa
Paul Fleming
Florence Labwo
Sarah Malcolm

Tom O'Keefe (resigned 10 September 2010)
Mike Reardon - Chair (appointed 23 June 2010)
Anne Peters
Michael Noonan
Peter McDonnell
Rita Phiri (resigned 19 March 2010)

POSITIVE EAST

BOARD OF TRUSTEES REPORT CONTINUED

The Board of trustees and staff at the charity would like to thank the recently departed Chair, Azad Khaleel, for the direction and guidance of the charity through the many years that he was associated with it. We wish him well in the future.

We would also like to thank other Trustees who stepped down in the period for their contribution to the work of the Charity.

Trustees can claim for reasonable expenses incurred in undertaking the Charity's business but they receive no remuneration or other financial benefit. All members of the Board have confirmed that they do not have, and have not had any beneficial interest in any contract with the Charity.

The Board acknowledges the fact that the London Borough of Tower Hamlets provides the main building at Stepney Green for a peppercorn rent. The charity wants to record its appreciation to the Borough for this support.

Charitable Objectives and Public Benefit Reporting. The Board of Trustees have taken into consideration the Charities Commission pronouncements on the reporting of public benefit that is involved in running a charity (Section 4 of the Charities Act 2006). The next few pages of the trustees report relate to the strategy and services provided and highlights the work of the charity and the many benefits that accrue to the service users as a result.

The Charity's Vision is a world where people living with HIV are able to fulfil their potential, free from stigma and discrimination, living full healthy lives. Further we wish for a world where the onward transmission of HIV is eliminated.

The Charity's Mission Improving the quality of life for individuals and communities affected by HIV.

Mission and Service Objectives

The charity's mission is what drives our work and as such our central goal, at all times, is to increase our mission wealth. In order to ensure that we can achieve this goal we have devised and continue to follow these service objectives -

- Supporting people living with HIV fulfil their potential through promoting their health and wellbeing
- Contributing to the reduction in late diagnosis of HIV infection and working to prevent the onward transmission of HIV infection
- Challenging HIV related stigma and discrimination

We have defined our model in terms of our HIV support services with the journey being clearly mapped out as being supporting and enabling people to move from positions of '**Crisis to Independence and then Sustaining the Independence.**'

Achievements

The Charity focused on the development and the start of the delivery of our 5 year strategy. This work involved a review of the needs of people and communities affected by HIV, consultation with key stakeholders and a review of the external environment. The Strategy has provided the Charity with a road-map moving forwards to -

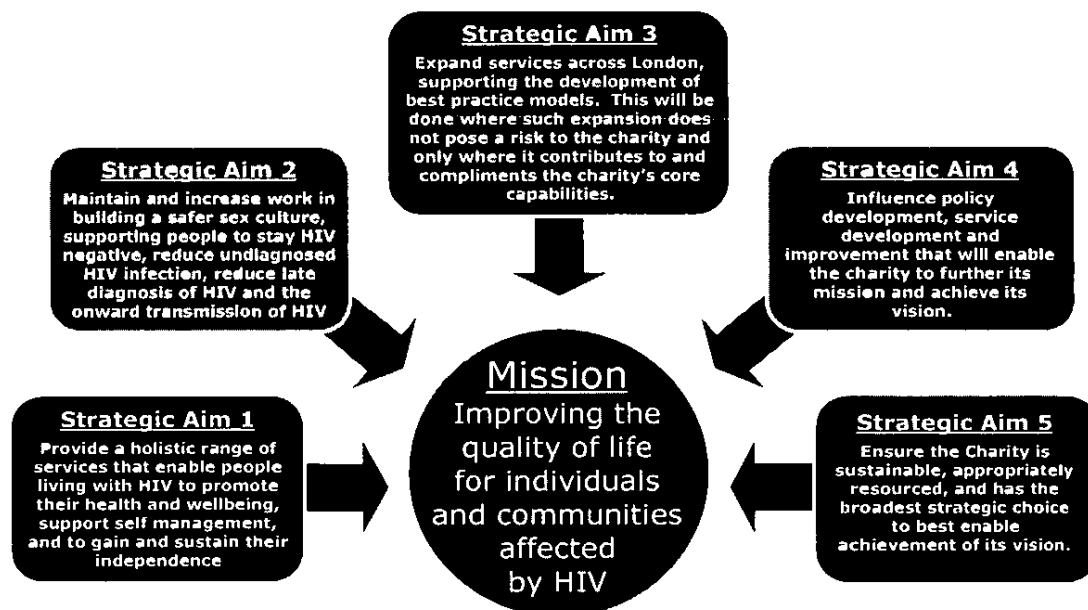
- develop and improve our support for people living with HIV to gain and sustain their independence. A big focus of this strand of activity is to support people living with HIV to become more self-managing and self supporting. A key aspect of this is the delivery of core elements of the services with volunteers who themselves are living with HIV. We believe this provides an opportunity to build the confidence, skills and experience of individuals living with HIV, sustains service delivery capacity, and builds social capital and growth within the community better contribute towards reducing the late diagnosis of HIV infection and HIV prevention work. This area has been one of significant growth for the Charity. We have built on our relationships with affected communities to be able to deliver effective services in the community both in terms of clinical provision (i.e. undertaking HIV testing ourselves) and with a spectrum of one to one interactions that builds the individuals capability and capacity for positive behavioural change.

POSITIVE EAST

BOARD OF TRUSTEES REPORT CONTINUED

- using the knowledge and experience we have gained to better influence public policy Further to seek development and improvement in services to address existing and new needs
- development a broader sustainability strategy to diversify the income streams for the Charity

Our Strategic Aims are detailed in the diagram below



In line with the updated strategy the charity focuses on -

- HIV Support Services
- Prevention
- Growth
- Influence
- Sustainability

Achievements in the Year

The Services of the Charity can be divided into 3 groups

1) HIV Support Services

In the period the Charity successfully

- The charity has worked with 1672 people who are resident, use hospital services or work in North East London in the period 470 of these people were newly registered with us in the period The main focus for the work of the charity has been about enabling people to live well with HIV through promoting health & wellbeing in addressing a range of practical (advice, advocacy) through to psycho-social (counselling, group support) issues
- delivered 18,572 episodes of service via a mix of face to face contact in our offices, face to face appointments in every HIV clinics across North East London, telephone support, and home/hospital visits

POSITIVE EAST

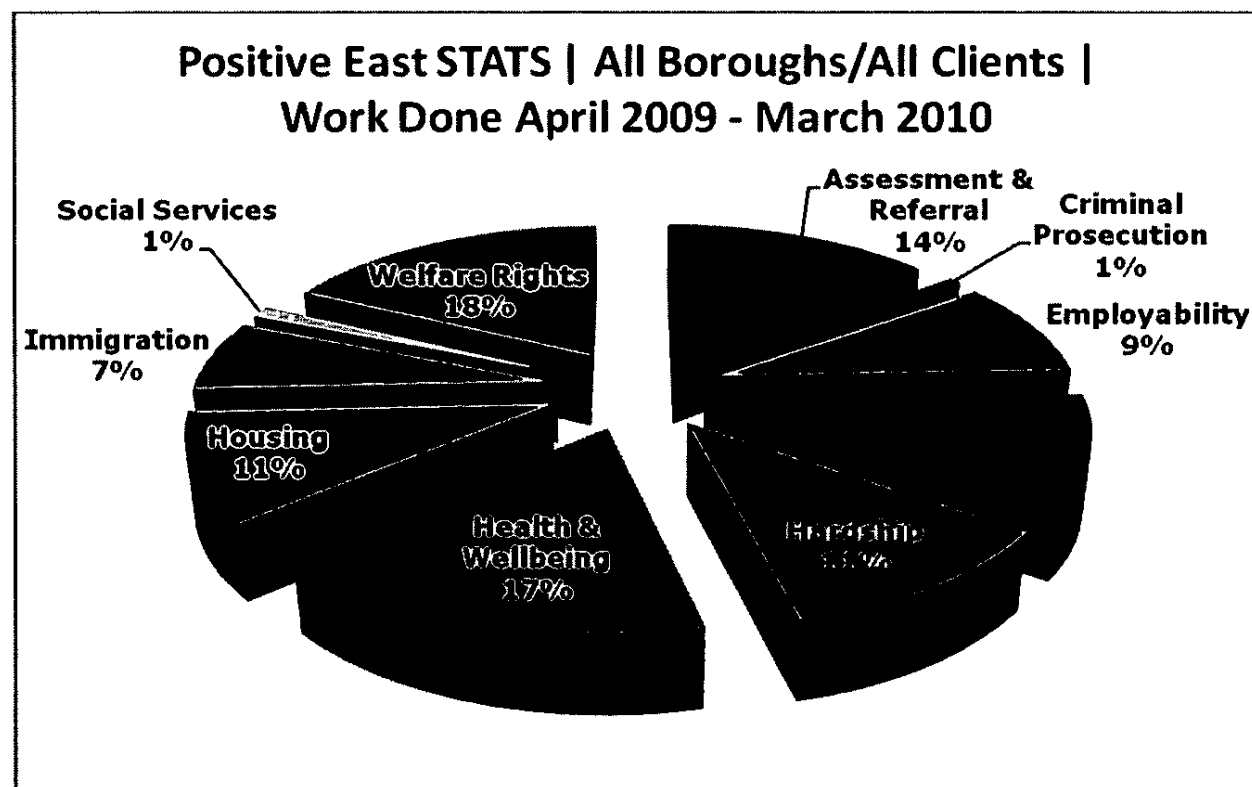
BOARD OF TRUSTEES REPORT CONTINUED

Achievements in the Year Continued

- worked on 4027 matters (i.e. benefits, advocacy, emotional support) with people
- supported 356 people attend our groups. These included our 7 African Community Support groups and 3 gay mens groups Positive Life (open group for HIV positive men) Himat (our group for South Asian men) and Kaleidoscope (our group for African Caribbean Men). The groups covered issues from immigration, criminalisation, healthy living, action, sex & relationship issues, sero-discordant relationships amongst other matters
- raised £1,635,870.52 on an annualised basis, for people from benefits and hardship funds
- supported over 120 people into educational courses, volunteering and employment
- The Charity ran its first sex and relationships course for women during this period. The course improved knowledge (e.g. some people attending went for the full STI screening for the first time, explored using condoms, most people found out about Post Exposure Prophylaxis), skills and confidence. A quote from a participant sums up the course: 'This course was really useful as I learnt how to express myself, know that even if I am HIV positive I have a choice in relationships and gave me the confidence to push ahead in life'
- In the period we ran 3 Recently Diagnosed courses. These courses were attended by 37 people. Course participants were asked to measure the change across a number of domains and as a result of the course and the following are some examples of the impact. Participants indicated that there had been improvement by the following percentage points in each of the areas: 25.3% feelings about HIV status, 21.3% in terms of experience of low mood and anxiety, 41.9% increase in level of HIV knowledge, 20.8% in confidence around disclosure, 35% experience of isolation/lack of peer support, 25.2% confidence about sex and relationships
- During the summer the Charity ran its annual Summer Outing for African Clients taking 120 people on a day trip to Kew Gardens. Clients were very positive about the day out, with over 80% stating that they thought it was relaxing and well organised. Most were positive about the input and participation of the volunteers too (70%). A majority also felt that the day contributed to an improved mental wellbeing
- The Charity successfully passed 'with flying colours' our external audit for our Community Legal Service Quality Mark. This demonstrates that the Charity's advice service is of a high quality

The breakdown of the people we worked with and the issues that they raised with us is as follows -

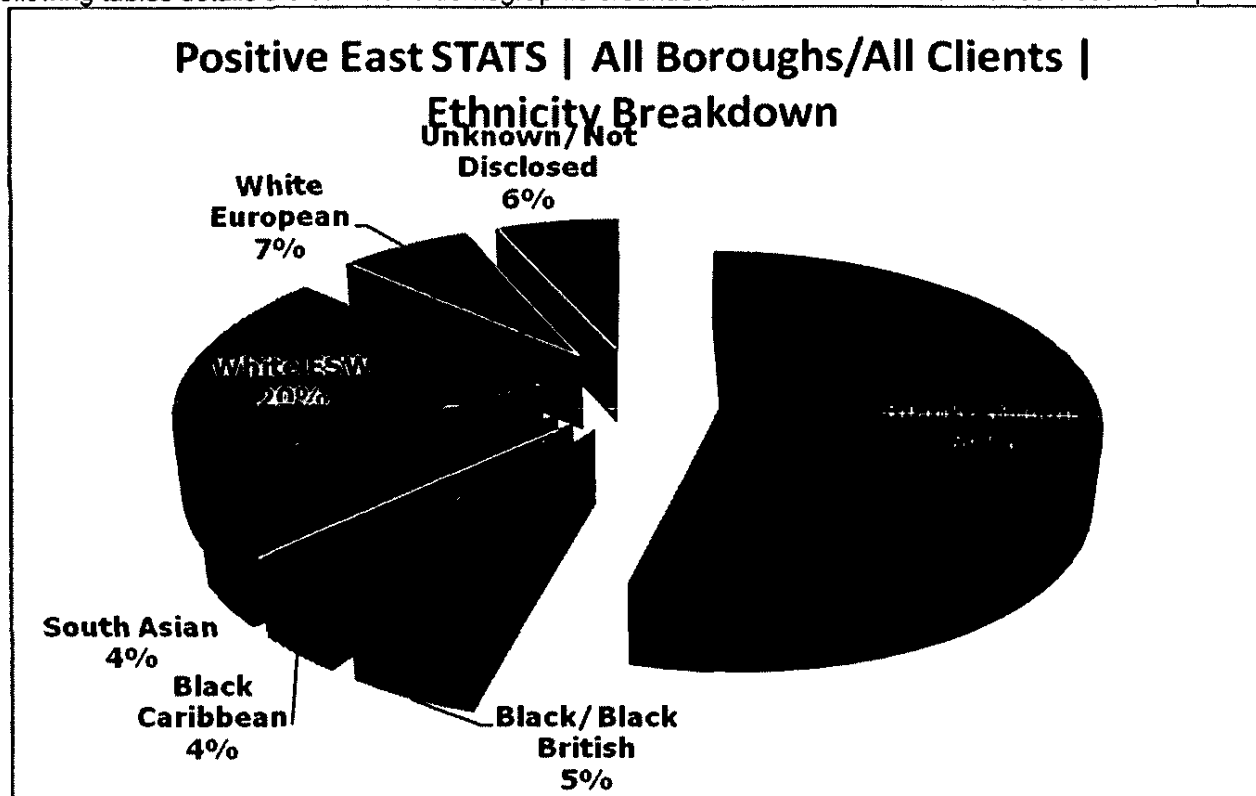
This table highlights the nature of the issues that clients presented us with during the period



POSITIVE EAST

BOARD OF TRUSTEES REPORT CONTINUED

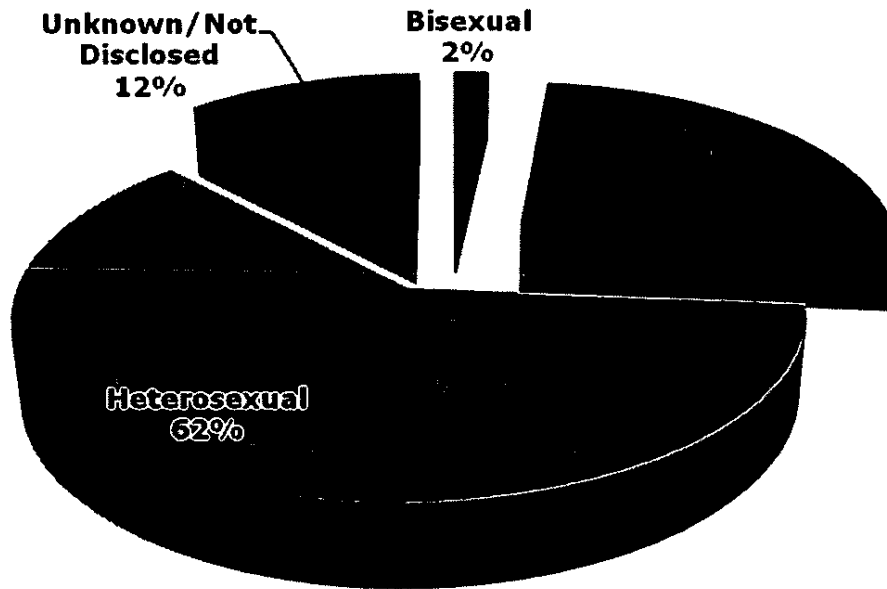
The Following tables details the ethno and demographic breakdown of clients who used our services in the period



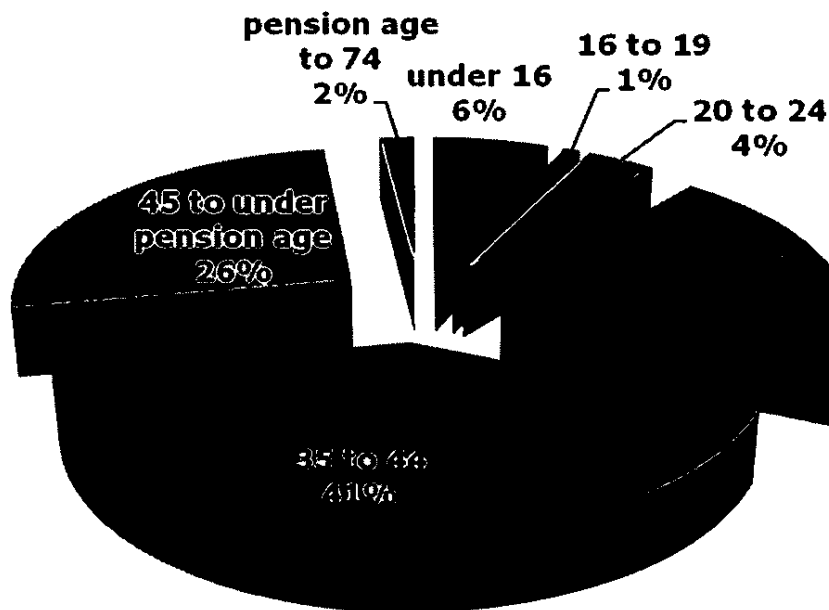
POSITIVE EAST

BOARD OF TRUSTEES REPORT CONTINUED

Positive East STATS | All Boroughs/All Clients | Sexuality Breakdown



Positive East STATS | All Boroughs/All Clients | Age Distribution Breakdown



POSITIVE EAST

BOARD OF TRUSTEES REPORT CONTINUED

HIV Testing Services

During this period the Charity was involved with the delivery of a number of HIV testing services. Late diagnosis of HIV infection rises above the London and Country average in parts of East London. This poses serious consequences at both an individual and public health level. The Charity was involved in developing community based services that sought to address this issue by combining community mobilisation activities with community based HIV testing. In this period the Charity ran the following projects -

HIV Testing at our Stepney Site

We continue to work with the Terrence Higgins Trust (who deliver the HIV testing service) to run a service from our offices. Our role is in promoting the uptake of the services through a mixture of community mobilisation activities. These include advertising in community press, regular outreach sessions in the community, and working through people of influence in the community to promote the uptake of HIV testing.

HIV Testing in Hackney

We work in partnership with the PCT and Homerton Hospital to deliver 2 HIV testing clinics in the community. We have trained a team of 30 volunteers to level 2 Royal Institute of Public Health to help us promote the uptake of HIV testing in the community. The service promotes the uptake of HIV testing as part of encouraging people to think about general health issues. At the clinics individuals can have their blood pressure taken, do a test for diabetes, establish their BMI as well as having an HIV test. Our experience has been that this approach mitigates some of the stigma associated with HIV and as such encourages more people to take the test.

Peer Testing Services in Islington

We delivered an element of a Department of Health pilot where we explored the acceptability, within the community, of clinically trained but not otherwise medically qualified staff undertaking HIV testing. The Charity has felt with the improvement of technology that HIV point care testing no longer requires a nurse or doctor to administer the test. We felt that an appropriately trained individual, with an established care pathway, and appropriate clinical governance would be able to administer the test and provide the necessary pre and post test counselling.

HIV Prevention Services

The Charity has been a key player in the delivery of HIV prevention activities both in East London and on a pan London level (through our pan-London partnership with the Metro Centre and West London Gay Men's Project).

Our pan London services, focused on gay and bisexual men, have delivered an innovative spectrum of one to one services including a specialist Health Trainer Service, Peer Mentoring Programme and a Sexual Health Counselling service. During the period the programme has achieved the following -

Health Trainer Service

The Health Trainer service undertook 355 outreach sessions reaching just under 5,000 men with whom we had 1908 short contacts i.e. had an opportunity to explore on a basic level gaps and issues in relation to HIV and sexual health needs and 2957 on a more detailed level using the BASK questionnaire. BASK, a process developed via the partnership for the service, reviews an individual's needs across 4 domains of Behaviour Attitudes Skills and Knowledge. Our Health Trainers work in the community settings such as bars, clubs, gyms, and GUM clinics amongst other places. We also use new technology working through the questionnaire on an iPhone.

Peer Mentoring

Our peer mentoring service is a key part of the spectrum of services available to men to support them with their address sexual health behaviours that may place them at risk of HIV infection. The service provides an opportunity for the men to explore issues on a more in-depth basis. The service is delivered in the community at a suitable mutually agreed venue with the client.

During the period we supported 51 men with our peer mentoring service.

POSITIVE EAST

BOARD OF TRUSTEES REPORT CONTINUED

Counselling

Our counselling service is delivered by a mix of trained staff and trained volunteers. The service addresses with more complex, emotional and psychological, barriers for men accessing the service and in addressing their sexual health needs. Our counselling is delivered across London at various different sites within the community promoting access for individuals. In the period we delivered -

- 274 5 hours of counselling assessment
- 527 hours of CBT counselling
- 348 hours of sexual health counselling

Volunteers & professionals of the Year 2009/10

Positive East annually recognises volunteers and the professionals, with whom we work, who we believe have made an outstanding contribution to our mission. A presentation is made at our Annual General Meeting.

The Volunteers of the Year 2009/10 were -

- Brian Bruce
- Jason Bridge
- Steve Toth
- Sharon Woolf

The Professionals of the Year 2009/10 were -

- Danna Millet
- Dr Julia Morgan
- Kate Coulson
- David Naylor

The Community Fundraiser of the Year

- Isaac Samuels

The Board wishes to record the fact that the attached accounts have been prepared with no monetary value assigned to the substantial work provided by the volunteers. The use of volunteers, most of whom are also service users, is an integral strategy of the charity to support people affected by HIV return to independent living as well as providing additional capacity to the services at marginal additional cost.

In 2009/10 the Community Champion Award of the Year went to *East London Business Alliance* for their support in connecting the Charity with the Corporate Sector.

Reserves Policy

The board and management of the charity, in line with guidance from the Charities Commission, aim to hold adequate reserves to cover the ongoing costs of the operations of the charity. This is essential in today's environment to reflect the increasingly challenging times facing the economy as a whole with the newly installed coalition driving the public deficit down with its attendant impact on funding from all sources, but particularly the Statutory sector where the charity is heavily reliant.

The current level of unrestricted reserves is £473K (2009 £424k) after posting a £49K surplus on unrestricted funds in the year under review. With monthly expenditure budgeted in 2010/11 at around £145,000 this means the charity has currently around three months of unrestricted reserves. This is at the low end of the range that the charity has set for its reserves and Trustees have committed to an active policy to increase reserves to a position in which the Charity feels more comfortable. The Charity Commission recommendation is for 3-6 months of expenditure in reserves.

POSITIVE EAST

BOARD OF TRUSTEES REPORT CONTINUED

Risk Management

Management, at the direction of the board, have continued to review the risk profile of the charity as part of its governance responsibilities

The Assessment was undertaken firstly by identifying the internal and external threats or potential threats. Then reviewing what mitigating actions have been put in place to manage or minimise these threats and finally the ongoing management of the risks through the governance and long term strategy of the organisation

Internal threats The obvious threats from fire or theft continue to be monitored and are all fully insured. The continued reliance on a single location (Stepney Centre) for the main operations means that the business interruption aspect of the insurance coverage would be vital to ensure that we could afford to relocate and set up in some temporary premises whilst the main office is repaired. As part of the Insurance tender in early 2010 we again reviewed the business interruption aspects of the insurance policy to ensure they remain sufficient to meet the needs of the charity to let additional space in the event that the main Stepney Centre was to become inoperable. The cover remains adequate

Additionally, the Health and Safety Group continues to monitor and manage all physical risks to the organization. The Group continues to work through the physical risks to the charity and, reporting their findings through the People Management Sub-committee to the board to keep ahead of the problem

The external threats The charity is increasingly focused on the impact of the new government and the need to both reduce the public deficit as well as downsize the government and the impact these will have on traditional funding. In particular the removal of the ring-fence around the ASG monies is a concern. Additionally we are aware of risks as well as possible opportunities in the announced shake-up of the NHS with the replacement of the PCTs by the GP consortia. Finally Positive East remains vigilant to competition in the current difficult economic times as funding is increasingly under pressure. To this end the bolstering of the fundraising function with a new fundraising manager in early 2010-11 together with an enhanced Fundraising Sub-committee of the Board will maintain focus on this key area of risk going forward

Summary The charity continues to operate a series of board and specialist subcommittees on a regular basis

Financial Results

Income and Expenditure.

The results are set out on page 13. They show that the income was flat with only a £42k increase from £1,664k to £1,706k with expenditure rising £20k from £1,640k to £1,660k so generating a surplus of £46k in the year. This builds on the return to profitability in the previous year and is a continuing testimony to the hard work of the staff and in particular the volunteers, a lot of whom are service users

POSITIVE EAST

BOARD OF TRUSTEES REPORT CONTINUED

Fixed Assets

Details of the movement in fixed assets are in note 11 to the financial statements. The year saw a significant reduction in the net book value of the fixed assets. This is due to the fact that we only added £23k of new assets but wrote down £59k of value through depreciation. We believe this reflects the turning point whereby the charity has been a heavy investor in technology and enhanced databases over the past few years as part of the consolidation of the 2 merged charities back in 2005. It is anticipated that the net book value of assets will now subside to reflect the fact that the surge is over and we will only buy additional assets as necessary.

Investment powers

The charity's investment powers are governed by clause 3 (r) of the Memorandum of Association which permits the investment of monies not immediately required for its purposes as may be thought fit. Surplus money is placed on a high interest bearing account. The year saw interest income fall to £1,200 (previously around £8,000) to reflect the current market rates of around ½ % as a consequence of the credit crunch and recession.

Statement of Trustees' Responsibilities

The Trustees are required to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the Charity and the incoming resources and application of resources, including the net income and expenditure, of the Charity for the year. In preparing those financial statements, the Trustees through the management are required to -

- select suitable accounting policies and apply them consistently
- make judgements and estimates that are reasonable and prudent
- state whether applicable accounting standards and the Statement of Recommended Practice have been followed, subject to any 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 company will continue in business

The Trustees are responsible for keeping proper accounting records, which disclose with reasonable accuracy the financial position of the Charity and which enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding assets of the Charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Board of Trustees confirms acceptance of this responsibility.

Statement of disclosure to auditors

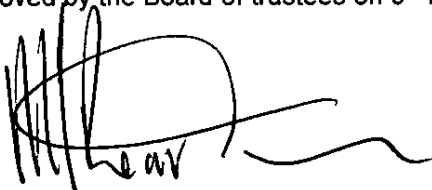
- (a) So far as the Trustees are aware, there is no relevant audit information of which the charity's auditors are unaware, and
- (b) They have taken all the steps that they ought to have taken as Trustees in order to make themselves aware of any relevant audit information and to establish that the charity's auditors are aware of that information.

Auditors

The auditors, Target Winters Limited, are deemed to be reappointed under section 487(2) of the Companies Act 2006.

This report has been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006, relating to small companies.

Approved by the Board of trustees on 9th November 2010 and signed on its behalf by



Mike Reardon JP
Chairman of the Board



Graham Stoner
Treasurer

POSITIVE EAST

INDEPENDENT AUDITORS' REPORT

To the members of Positive East

We have audited the financial statements of Positive East for the year ended 31 March 2010 which comprise the Statement of Financial Activities, the Balance Sheet, and the related notes. The financial statements have been prepared under the accounting policies set out therein.

This report is made solely to the charitable company's members, as a body, in accordance with Section 495 and 496 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of Trustees and auditors

The Trustees' (who are also the directors of the company for the purpose of Company law) responsibilities for preparing the Trustees' Annual Report and financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) are set out in the statement of Trustee Responsibilities.

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland). We report to you our opinion as to whether the financial statements give a true and fair view, have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and have been prepared in accordance with the Companies Act 2006.

We also report to you whether, in our opinion, the information given in the Trustees' Report is consistent with those financial statements. In addition we report to you if, in our opinion, the charity has not kept adequate accounting records, if the charity's financial statements are not in agreement with the accounting records and returns, if we have not received all the information and explanations we require for our audit, or if certain disclosures of trustees' remuneration specified by law are not made.

We read other information contained in the Annual Report, and consider whether it is consistent with the audited financial statements. This other information comprises only the Trustees' Report. We consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the financial statements. Our responsibilities do not extend to other information.

Basis of audit opinion

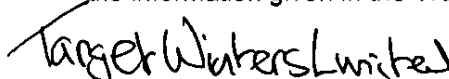
We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) issued by the Auditing Practice Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the Trustees in the preparation of the financial statements, and of whether the accounting policies are appropriate to the charity's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements issued by the Auditing Practices Board.

Opinion

In our opinion:

- the financial statements give a true and fair view in accordance with United Kingdom Generally Accepted Accounting Practice applicable to Smaller Entities, of the state of the charity's affairs as at 31 March 2010 and of its incoming resources and application of resources, including its income and expenditure, in the year then ended,
- the financial statements have been properly prepared in accordance with the Companies Act 2006, and
- the information given in the Trustees' Annual Report is consistent with the financial statements.


Christopher Evans (Senior Statutory Auditor)
For and on behalf of Target Winters Limited
Statutory Auditor
29 Ludgate Hill
London, EC4M 7JE

19 November 2010

POSITIVE EAST

STATEMENT OF FINANCIAL ACTIVITIES (including Income and Expenditure account) for the year ended 31 March 2010

	Notes	Unrestricted Funds £	Restricted Funds £	Total 2010 £	Total 2009 £
Incoming resources					
Incoming resources from generated funds					
Voluntary Income					
Grants	3a	850,910	304,949	1,155,859	1,074,473
Donations	3b	3,852	-	3,852	8,972
Activities for generating funds					
Events and Other Income	4	60,050	-	60,050	55,515
Investment income	5	1,212	-	1,212	7,926
		<u>916,024</u>	<u>304,949</u>	<u>1,220,973</u>	<u>1,146,886</u>
Incoming resources from charitable activities					
Contracted Grants and Project Funding	6	217,104	267,814	484,918	517,305
Total incoming resources		<u>1,133,128</u>	<u>572,763</u>	<u>1,705,891</u>	<u>1,664,191</u>
Resources expended					
Costs of generating funds					
Fundraising and publicity		128,065	2,299	130,364	88,398
Charitable activities					
Costs of activities in furtherance of the Charity's objects					
Prevention Services		28,179	265,701	293,880	258,993
Treatment & Care		816,683	245,174	1,061,857	939,231
Social care		56,647	41,000	97,647	300,740
Governance costs		55,050	20,888	75,938	52,724
Total resources expended	7	<u>1,084,624</u>	<u>575,062</u>	<u>1,659,686</u>	<u>1,640,086</u>
Net income / (expenditure) for the year		<u>48,504</u>	<u>(2,299)</u>	<u>46,205</u>	<u>24,105</u>
Net movement in funds:-					
Net incoming(outgoing) resources		48,504	(2,299)	46,205	24,105
Balances brought forward at 1 April 2009		424,093	10,929	435,022	410,917
Balances carried forward at 31 March 2010		<u>472,597</u>	<u>8,630</u>	<u>481,227</u>	<u>435,022</u>

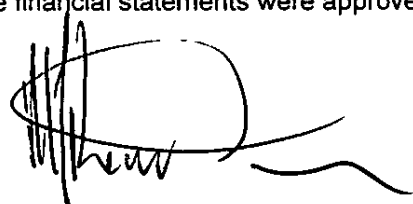
The notes on pages 15 to 23 form part of these financial statements

POSITIVE EAST
BALANCE SHEET
As at 31 March 2010

	Notes	31 March 2010		31 March 2009	
		£	£	£	£
Fixed assets					
Tangible assets	11		180,091		216,035
Current assets					
Debtors	12	157,504		149,745	
Cash at bank and in hand		294,599		289,289	
		<u>452,103</u>		<u>439,032</u>	
Creditors: amounts falling due within one year	13	150,967		220,045	
		<u></u>		<u></u>	
Net current assets			301,136		218,987
Net assets			<u>481,227</u>		<u>435,022</u>
Funds					
Restricted	14a		8,630		10,929
Unrestricted					
Designated	14b		61,640		77,051
General funds			<u>410,957</u>		<u>347,042</u>
	15		<u>481,227</u>		<u>435,022</u>

The financial statements have prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small companies and in accordance with the Financial reporting Standard for Smaller Entities (effective April 2008)

The financial statements were approved by the Board of Trustees on 9th November 2010 and signed on its behalf by



Mike Reardon
Chairman of the Board



Graham Stoner
Treasurer

The notes on pages 15 to 23 form part of these financial statements

POSITIVE EAST

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2010

1 Basis of preparation of the financial statements

1.1 Accounting convention

The financial statements have been prepared under the historical cost convention and in accordance with the Financial Reporting Standards for Smaller Entities (effective April 2008). The financial statements have been prepared in accordance with the Statement of Recommended Practice (SORP), "Accounting and Reporting by Charities" published in March 2005 (second edition), applicable accounting standards and the Companies Act 2006.

1.2 Tangible fixed assets and depreciation

All assets costing more than £100 are capitalised.

Tangible fixed assets are stated at cost less depreciation.

Depreciation and impairment is provided on all tangible fixed assets at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, which is reviewed annually. The rates used are as follows -

Fixtures and fittings	-	25% straight line
Equipment	-	25% straight line
Computer equipment	-	33% straight line
Leasehold improvements	-	5% straight line

1.3 Accounting for separate funds

The Financial Statements of a charity must differentiate between restricted and unrestricted funds.

Restricted funds are funds subject to specific conditions, imposed by the donor or by the specific terms of the charity appeal. Any negative balances on restricted funds are transferred against unrestricted income.

Unrestricted funds are all the other funds of the charity and include designated funds which consist of amounts allocated for specific purposes by the charity itself.

1.4 Incoming resources

All incoming resources are recognised in the Statement of Financial Activities once the Charity has entitlement to the resources, it is certain that the resources will be received and the monetary value can be measured with sufficient reliability. Incoming resources are deferred when the conditions on which they may be received are not yet satisfied.

The value of services provided by volunteers has not been included in accordance with SORP 2005.

Additionally the benefit of enjoying a peppercorn rent from the Landlords, The London Borough of Tower Hamlets, at the main site (The Stepney Centre) has not been included in the financial statement.

All income arises in the United Kingdom.

Income shown on the face of the Statement of Financial Activity (SOFA) is split between unrestricted, restricted and project income and the differentiation is based on the following definitions:

- Project income are those funds for which the funding was made available for specific identifiable outputs which are discrete and separately identifiable from the core activity of advice and support that the charity is in business to deliver,
- Restricted funds are those funds subject to specific conditions, usually relating to the provision of a salary for a position within the charity,
- Other income are those funds which are generated by specific and deliberate actions of the employees and others in furtherance of the charity's aims, for example, the renting of spare room space,
- Unrestricted income, the vast majority of the funding, relates to funds provided for which no specified output or resource requirement is made, given to the charity merely in furtherance of the mission.

POSITIVE EAST

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2010

1.5 Expenditure

Liabilities are recognised as resources expended where there is a legal and constructive obligation committing the charity to the expenditure. All expenditure is accounted for on an accruals basis and includes attributable value added tax which cannot be recovered. Costs are allocated to the different activities as follows:

All direct staff costs are allocated in full to their respective areas as are non-staff directly attributable spend. Infrastructure overhead costs are assigned on the basis of the percentage of area staff costs to total staff costs. This is believed to be a reasonable approximation.

-Costs of Generating funds involves the spend associated with fundraising in the broadest sense. So it addresses the direct cost of staff employed in the fundraising function and associated other spend on volunteers and promotional materials of a charity wide nature. It also includes the costs of senior management involved in fundraising.

- Prevention Services involve a variety of testing and awareness promotion activities but some 70% represents the cost of the workers involved in providing the service. The remainder of the direct spend is advertising and volunteer costs.

- Treatment and Care Services This heading incorporates the work done by the advice function as well as the African and gay men services which are combined in the Community Support Group. The expenditure in these areas is overwhelmingly the employment costs of the workers involved in providing the services. In addition, the African Services also includes the cost of running a substantial number of support groups and includes food as well as crèche and other related costs. Finally, the Gay Man Services include the cost of service awareness and promotion.

- Social Care combines Volunteer and Opportunities costs which include staff costs as well as training and career management costs with their attendant travel and subsistence. It also covers the Healthy Living costs which include some employment but also the cost associated with maintenance of the gym, complementary therapies and running the subsidised café.

- Governance costs are included in the accounts based on a narrow definition of governance costs being principally related to staff and other costs to provide information to the Board of Trustees in furtherance of their role in strategic management of the charity. Additionally, it covers the costs associated with the preparation of management financial information and the statutory accounts and the necessary associated filing of returns with Company House and the Charities Commission.

1.6 Pension costs

The Charity operates a defined contribution pension scheme for employees. The assets of the scheme are held separately from those of the Charity. Contributions are charged to the profit and loss account as they become payable.

1.7 True and fair view

The Charity does not seek to make a profit, nor can its results be measured by normal commercial criteria. In order that a true and fair view of the activities is given, a Statement of Financial Activities has been included in place of a profit and loss account as required by the Companies Act 2006.

1.8 Cash flow statement

The financial statements do not include a cash flow statement because the charitable company, as a small reporting entity, is exempt from the requirement to prepare such a statement under the Financial Reporting Standards for Smaller Entities (effective April 2008).

POSITIVE EAST

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2010

	Unrestricted funds £	Restricted funds £	Total 2010 £	Total 2009 £
3a Grants				
North East London SCG	693,018	91,160	784,178	772,590
Tower Hamlets PCT-Capital	-	-	-	5,000
City of London	12,000	-	12,000	14,000
London Borough of Hackney	33,715	-	33,715	33,217
London Borough of Waltham Forest	49,876	-	49,876	48,175
London Borough of Redbridge LGBT	-	-	-	4,000
London Borough of Barking and Dagenham	55,301	-	55,301	58,717
Tower Hamlet PCT(testing)		22,745	22,745	
City & Hackney PCT(Testing)		41,164	41,164	-
CWC		16,250	16,250	-
Department of Health		4,990	4,990	-
Terrence Higgins Trust Lighthouse		16,002	16,002	32,700
Elton John AIDS Foundation		28,000	28,000	35,000
MacAIDS		1,638	1,638	3,750
Newham General Hospital- Topan		-	-	2,985
Derek Butler	7,000		7,000	10,500
Comic Relief		42,000	42,000	15,500
City Parochial / Princess Royal (Carers)		15,000	15,000	14,050
Barclays Bank plc		26,000	26,000	24,289
	£850,910	£304,949	£1,155,859	£1,074,473
3b. Donations				
GSK			-	5,000
Corporate Donations			-	2,900
Donations & Legacies	3,852		3,852	1,072
	£3,852		£3,852	£8,972
4. Other Income				
Community Fund-raising	15,158		15,158	16,291
Mast Rental	21,620		21,620	19,998
Room Hire	7,225		7,225	3,795
Cafe	6,198		6,198	6,172
Other Income	9,849		9,849	9,259
Training income				-
	£60,050		£60,050	£55,515
5. Investment Income				
Bank Interest	£1,212		£1,212	£7,926

POSITIVE EAST

NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 March 2010

6. Grants covered by contracts and project Funding

Pan London GMI	50,000	134,000	184,000	83,500
3T's Campaign	-	-	-	15,429
London Borough of Tower Hamlets	-	-	-	4,649
London Borough of Redbridge	25,584		25,584	25,584
Havering PCT	15,000		15,000	18,750
London Borough of Newham	38,720		38,720	92,720
London Borough of Tower Hamlets	87,800		87,800	85,650
Tower Hamlet PCT- Prevention		11,996	11,996	17,593
Newham PCT				10,000
Redbridge PCT		18,554	18,554	17,425
Barking ,Dagenham & Havering PCT			-	-
Big Lottery		98,764	98,764	100,005
Awards for All			-	8,500
Department of Health Section 64		4,500	4,500	37,500
	217,104	267,814	484,918	517,305
Total Incoming Resources			<u>£1,705,891</u>	<u>£1,664,191</u>

7 Total Resources expended

Costs are split between functions on the basis of estimated staff time spent on each activity See Policy note for more details

	COGF*	Prevention	Treatment & Care	Social Care	Governance	Total 2010	Total 2009
	£'000	£'000	£'000	£'000	£'000	£'000	£'000
Staff costs (note 9)	86	221	840	73	38	1,258	1,194
Direct non-staff	25	27	28	8	26	114	127
Overheads	5	12	55	5	1	78	49
Infrastructure Development	14	34	139	12	6	205	270
					5	5	
Total Resources Expended	130	294	1,062	98	76	1,660	1,640
* Cost Of Generating Funds							

POSITIVE EAST

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2010

8 Analysis of resources expended

	2010 £	2009 £
The following have been charged to the Statement of Financial Activities -		
Staff costs	1,258,047	1,151,853
Depreciation - owned assets	58,831	60,350
Professional Indemnity liability	904	894
Auditors' remuneration	8,000	8,985
Remuneration of auditors for non-audit work	2,649	1,300
Re-organisation Costs	6,842	6,333
	<u>1,335,273</u>	<u>1,229,715</u>

9 Staff costs

	2010 £	2009 £
Total employment costs were -		
Wages and salaries	1,083,008	990,120
Social security costs	111,220	102,499
Pension costs	63,819	59,234
	<u>1,258,047</u>	<u>1,151,853</u>

The Board of Trustees of the company received no remuneration or benefit in kind during the year

No employee earned more than £60,000 per annum during the year

The average monthly number of employees analysed by functions, was -

Fund raising	1	1
Prevention	5	3
Treatment & Care	25	26
Social Care	3	2
Administration of the charity	4	4
	<u>38</u>	<u>36</u>

10 Board of Trustees expenses During the year 1 trustee was reimbursed travel expenses totalling £174 (2008/09 - £279 for travel)

POSITIVE EAST

NOTES TO THE FINANCIAL STATEMENTS For the year ended 31 March 2010

11 Tangible fixed assets

	Leasehold Improvements	Less Government Grant	Fixtures and fittings	Equipment	Computer equipment	Total 2010	Total 2009
	£	£	£	£		£	£
Cost							
At 1 April 2009	705,746	(280,000)	23,151	61,750	123,084	633,731	582,011
Reclassification							-
Transfers							
Additions	2,879		839	168	19,001	22,887	51,719
Disposals							-
At 31 March 2010	708,625	(280,000)	23,990	61,918	142,085	656,618	633,728
Depreciation							
At 1 April 2009	493,956	(210,000)	11,988	34,302	87,450	417,696	357,345
Reclassification							-
Transfers							
Charge for the year	33,399	(14,004)	4,893	11,149	23,394	58,831	60,350
On disposals							-
At 31 March 2010	527,355	(224,004)	16,881	45,451	110,844	476,527	417,695
Net book value							
At 31 March 2010	181,270	(55,996)	7,109	16,467	31,241	180,091	216,035
At 31 March 2009	211,790	(70,000)	11,163	27,448	35,634	216,035	

12 Debtors

	2010 £	2009 £
Grants receivable		
City & Hackney PCT (Testing)	1,854	
London Borough of Newham		73,360
London Borough of Tower Hamlets	1,500	-
London Borough of Waltham Forest		12,044
Tower Hamlets PCT	11,500	-
CWC	22,005	
Terence Higgins Trust Lighthouse		3,486
Room Hire	2000	865
Sundry trade creditors		3,170
	38,859	92,925
Other debtors	1,932	1,216
Prepayments	15,458	12,850
Accrued income	101,255	42,754
Total	157,504	149,745

All the above sums are due within one year

POSITIVE EAST

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2010

13 Creditors: amounts falling due within one year:-

	£	£
Trade creditors	18,162	29,862
Other creditors	6,691	12,165
Taxation and social security	32,338	31,098
Accruals	21,286	9,298
Deferred income	<u>72,490</u>	<u>137,622</u>
Total	<u>150,967</u>	<u>220,045</u>

Deferred Income On a few projects where there are some specific deliverables or outputs and these have not been met by the end of the financial period (31 March 2010) then a value representing the portion remaining unmet is deferred until the future. At 31 March 2010 a total of £72,490 (at 31 March 2009 the equivalent was £137,622) was rolled over to the future

14 Funds

14 a Restricted reserves

	Brought forward £	Income £	Expenditure £	Carried forward £
City and Hackney, Newham and Tower Hamlets PCTs				
- The Globe Shell Model		57,773	57,773	
- Living Well		33,387	33,387	
Redbridge PCT		18,554	18,554	
Tower Hamlets PCT-Capital	4,035	-	-	4,035
Tower hamlets PCT-Prevention		11,996	11,996	
Terrence Higgins Trust		16,002	16,002	
Elton John AID Foundation		28,000	28,000	
MacAIDS - African Communities		1,638	1,638	
Comic Relief		42,000	42,000	
Pan London GMI		134,000	134,000	
City Parochial Foundation		15,000	15,000	
Barclays Bank plc		26,000	26,000	
Big Lottery		98,764	98,764	
Department of Health Section 64		4,500	4,500	
Tower Hamlet PCT (Testing)		22,745	22,745	
City & Hackney PCT (Testing)		41,164	41,164	
CWC		16,250	16,250	
Department of Health		4,990	4,990	
Spitalfield Market CT	4,291	-	1,431	2,860
Co operative WS	<u>2,603</u>	<u>-</u>	<u>868</u>	<u>1,735</u>
	<u>10,929</u>	<u>572,763</u>	<u>575,062</u>	<u>8,630</u>

All negative balances on funds have been transferred against general unrestricted reserves

14 b Designated Reserves

The value of the fixed asset fund represents the amount raised by the company in an appeal to renovate the building in 1993/94 net of a capital grant of £280,000 towards these improvements from North East Thames Regional Health Authority. The fund is amortised at 5% per annum on a straight line basis in line with depreciation on leasehold improvements. £15,411 (2009 £15,410) was utilised during the year

POSITIVE EAST

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2010

Funder	Project	Explanation
City and Hackney, Newham and Tower Hamlets PCTs	The Globe Shell Model	This is for Positive East's work within the shell model at the Globe Centre. Most of the money funds a series of workshops for Gay Men, known as "Workshops on Thursdays" and for work with African Communities, in particular our French Speaking Group there.
	Living Well	This Project aims to assist people to maximise their well-being whilst living with HIV/AIDS and forms part of the charity's well being work.
Redbridge PCT	Work with Young Gay Men	This funding is used for a Health Promotion Worker post focusing on Young Gay Men. The project operates in close partnership with Face2Face to offer one-to-one support to young people coming to terms with sexuality issues, training and advice on sexuality issues to others involved with young people's work, drugs and alcohol, and anti-bullying work. This work includes work with Gay Men to prevent transmission of HIV.
Tower Hamlet PCT	HIV Prevention	This funding is for specific communities so as to prevent transmission of HIV.
LB Tower Hamlets	LGBT Forum	The forum meets monthly with administrative and office support from Positive East.
Terrence Higgins Trust	African Communities	The monies paid for a community testing programme in East London by London Borough of Tower Hamlet and Newham via Terrence Higgins Trust.
Elton John AIDS Foundation	Salaries	This project enabled the merged organisation to fund the new posts of Deputy Director and Senior Finance Worker.
MacAIDS	African Communities	This funding was used to support our African Groups.
Comic Relief	Well-being	This funding enables one to one psychological therapy and counselling sessions.
Pan London GMI	HIV Prevention	Partnership work with Metro Centre in West London and London Borough of Hounslow to promote health awareness and provide counselling for the issues surrounding HIV transmission.
City Parochial Foundation	Vol & Career Opportunities	This grant aims to develop the employability prospects of service users by offering appropriate and effective developmental training courses.
Barclays Bank Plc	Vol & Career Opportunities	This grant aims to develop the employability prospects of service users by offering appropriate and effective developmental training courses.
Big Lottery	Advice Giving	The project aims to give better access to advice for people living with HIV.
Department of Health Section 64	Healthy Living	This project assists service users to deal with mental health issues that may affect their ability to combat HIV.
Tower Hamlet PCT(Testing)	HIV Testing	The project involves promotion of as well as testing of men. Targetting 80% men having sex with men and 20% African men.
City & Hackney PCT(Testing)	HIV Testing	Project involves promotion and testing of African men.
CWC	HIV Prevention	Project involved the promotion and then training of Carers in the lesbian, gay, bisexual and transgender communities.
Department of Health	HIV Prevention	Project involved testing of the gay community in the Islington area.
Spitalfields Market CT	Infrastructure	This grant is for car park security fencing.
Co-operative WS	Infrastructure	This grant is for car park security fencing.

POSITIVE EAST

NOTES TO THE FINANCIAL STATEMENTS

For the year ended 31 March 2010

15 Analysis of net assets between funds

	Unrestricted funds £	Restricted funds £	Total 2010 £	Total 2009 £
Tangible fixed assets	175,496	4,595	180,091	216,033
Cash at bank and in hand	290,564	4,035	294,599	289,289
Other current assets	124,542	32,962	157,504	152,264
Current liabilities	(118,005)	(32,962)	(150,967)	(222,564)
	<u>472,597</u>	<u>8,630</u>	<u>481,227</u>	<u>435,022</u>

16. Pension Commitments

The charity pays a non-contributory 6% of the staff's salary into nominated stakeholder pensions on their behalf. The total cost to the charity during the financial year was £63,819 (2009 £59,234) and at the end of the period there was a year end liability of £6,691 (2009 £12,165).