



Climate Outreach

Company Limited by Guarantee, number 06459313 (England and Wales)
Charity Number 1123315

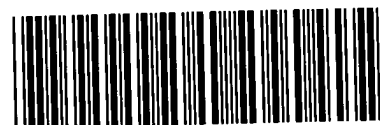
Annual report and financial statements for the year ended 31 March 2020



Photo by: Aji Styawan / Getty Images Climate Visuals Grant Recipient

SPX Oxford Ltd
Peace House
19 Paradise Street
Oxford
OX1 1LD

THURSDAY



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11/02/2021
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Reference and administrative details

Charity Number:	1123315
Company Number:	06459313 (England and Wales)
Trustees:	Camilla Born (Chair) Christine Neige (appointed Treasurer 31 May 2018) Citika Bhardwaj Becky Buell Thomas Peutz Phil Bloomer Amiera Sawas
Company Secretary:	Mark Saunders (resigned June 2020) Noora Firaq (appointed June 2020)
Registered Office:	The Old Music Hall 106-108 Cowley Road Oxford OX4 1JE
Independent Examiner:	SPX Oxford Ltd Peace House 19 Paradise Street Oxford OX1 1LD
Banker:	The Cooperative Bank Business Banking M60 4EP

Climate Outreach Information Network (trading as Climate Outreach) is a registered charity (no. 1123315), incorporated as a company limited by guarantee (no. 06459313) under the Companies Act 2006. It is governed by its Memorandum and Articles of Association. The liability of members in the event of the charity being wound up is limited £1 each.

The Charity Trustees, who are also Directors of the Company, present their annual report and the charity's financial statements for the year.

Letter from the Executive Director

Against the backdrop of ever more visible climate impacts, a new generation of climate change demonstrators took to the streets raising the profile of the issue in media outlets around the world and driving significant policy and behaviour changes. 2019 marked a turning point in public understanding of climate change across many regions of the world, and this is worth embracing. But now the real challenge – to sustain and convert that concern into meaningful political action and behaviour change whilst overcoming polarisation – begins, particularly in the context of the ongoing Covid-19 crisis.

Our work plays a growing and integral role in defining the global agenda on public engagement with climate change, and building a broad-based social mandate for action.

We are driving climate conversations with communities beyond the green bubble to overcome polarisation; changing the way millions of people see climate change; accelerating understanding of how to mainstream low-carbon lifestyles; and helping to ensure citizens shape high ambition government policies. We're also initiating a global campaign around the UN climate conference (COP26) for international governments to fulfil their largely ignored commitments on delivering effective public engagement for their citizens.

As an organisation, we have invested significantly in ensuring we fit for our growing international role, developing our theory of change, a new organisational strategy for the next 5 years, and a new business plan, whilst creating a structure that enables us to deliver our plans successfully. Our team has expanded to twenty one in order to meet our ambitions. We've enabled this expansion by increasing our income to £782,654 - representing a 26.6% increase on 2018/19 - and reorienting our income streams to prioritise funding aimed at our strategic projects.

With the support of our widening list of partners, funders and donors, we're determined to drive people-centred climate action over the next 12 months and lay the foundations for the critical transformations needed over the next decade. Read on to find out more about what we do. And if you're new to Climate Outreach, we look forward to you joining us in this crucial work!



Jamie Clarke
Executive Director
Climate Outreach

Trustees' report

1. Climate Outreach objectives and activities

1.1 Charitable objectives

The objectives of Climate Outreach as set out in its governing document are “to promote any charitable purposes at the discretion of the trustees concerning climate change and its impact”.

Mission: Generating a social mandate for climate action.

1.2 Our values

Credible

- We are evidence-based and research-led. Evidence is our starting point, not an add on.
- We seek to live by our values, including by reducing our carbon footprint. We know this isn't easy but we do our best. Where we struggle, we are open and honest about that.

People-centred

- We put people at the centre of the climate story, rather than science, technology, finance or policies.
- We treat each other with respect – as equals with concerns, hopes and aspirations.

Collaborative

- We co-design work with partners and seek to equip others with expertise and knowledge. We act in service to others and the wider movement.
- We empower each other by working closely together in a supportive manner, sharing ideas and knowledge. We actively seek to work without silos and with flexibility.

Integrated

- We act as a bridge between different sectors, disciplines and communities.
- We recognise that public engagement and the work we do is a part of the puzzle, along with the work by other actors in the climate sector.

Focused

- We focus on doing meaningful work that makes a difference to our mission. We seek leverage points in order to create systemic change.
- We recognise the tension between committing to our work and maintaining our wellbeing. We do not sacrifice the wellbeing of staff to this value, because we recognise that happy staff allow an organisation to be dynamic and creative.

1.3 Public benefit

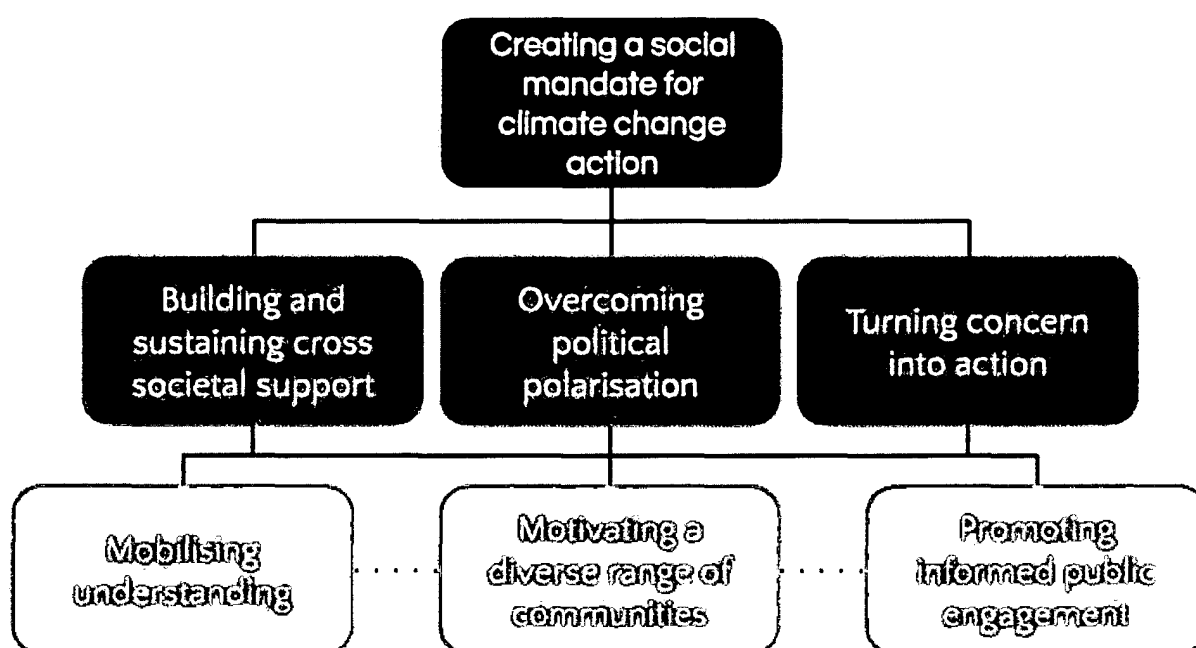
The Board of Trustees is satisfied that they have complied with the duty in section 17(5) of the 2011 Charities Act to have due regard to public benefit guidance issued by the Charity Commission, and that the mission, aims and activities of Climate Outreach meet with these criteria.

2. Who we are

We're placing people at the heart of tackling climate change.

Informed consent and support from people across society and around the world creates what we call a **social mandate** for climate action – and we believe it's how real change happens.

We work to create a virtuous circle where a strong social mandate supports the development of transformative climate policies, incentivised corporations and low carbon behaviours, in turn strengthening the social mandate.



Our **three key aims** are to:

- significantly build and sustain cross-societal support for climate action in nations critical for global decarbonisation
- overcome political polarisation in countries where it is impeding action on climate change
- turn concern into action on key behaviours, policies and corporate responsibility

We use **three complementary approaches** to achieve our aims:

- mobilising understanding of how to best engage key audiences with climate change actions and ensuring research drives significant impact.

- motivating a diverse range of communities through supporting communicators, organisations and trusted messengers to effectively engage key audiences through informed practices.
- promoting the importance of informed public engagement to decision-makers, and the centrality of people-based approaches in successfully tackling climate change to governments, public bodies, civil society and funders.

Our programmes

Communities

Enabling communities around the world – including those most impacted by climate change – to recognise themselves in the climate change story and to raise their voices.

Lifestyle changes

Mainstreaming low-carbon lifestyles and supporting meaningful climate conversations.

Policy and just transition

Identifying messages and messaging that resonate with people across the political spectrum, and ensuring that the workers most affected by a move away from fossil fuels are part of the discussion.

Impacts and adaptation

Engaging and supporting communities affected by climate impacts sensitively and in an evidence-based way.

Visuals and media

Catalysing, diversifying, expanding and delivering a more impactful visual language for climate change, and showing what climate change really looks like.

Science communicators

Supporting climate scientists and other technical experts to engage effectively and with confidence – putting the science of climate change communication into practice.

Our team



3. Key achievements in 2019/20

"Climate Outreach's vision and approach bring about change that most people would have considered impossible. Their research leads the way in engaging people from across society on climate change, with impressive success. Their impact is wide reaching, working alongside key stakeholders – government, civil society, media etc – and championing voices across the globe."

Alex Wilson – Grants, Research and Policy Manager, Samworth Foundation

Driving climate conversations across society

Our Talking Climate Handbook – with over 24,000 webviews – provides evidence-based, practical guidance for how to have these conversations in our daily lives and come out of them feeling inspired and connected. We produced this Handbook by combining our social science expertise with a citizen science project that collected insights from over 550 people in over 50 countries, in collaboration with Climate-KIC. It is one of Katharine Hayhoe's top two resources for how to talk about climate change.

"I'm feeling empowered to talk about climate breakdown after participating in this research by Climate Outreach. Aiming to break out of my echo chamber!"
Jo Childs – student, Newcastle University

Transforming the visual story of climate change

Climate Visuals – the world's only evidence-based climate change photography resource – hosts over 1,000 climate images from around the world. The Guardian has pledged to use our insights for their climate photojournalism, setting the agenda for how climate change is reported globally. We've curated images for a number of organisations, including a gallery for the IPCC – the first time the world's leading climate science body has used photography to communicate its findings. And we're supporting photojournalists through the Getty Images Climate Visuals grants.



Climate Visuals Award Winner: Solar Power by Ann Johansson

Exploring the complex links between climate and migration

Our world-first online course on the complex USA links between climate and migration attracted over a thousand participants, many of them from international migration agencies and local community-led refugee organisations

working directly with displaced people. They were given the opportunity to explore with each other how their organisations and groups will respond.

"The workshops, direct input and online resources have been formative in shaping our positions and work on climate migration."

Rachel Kennerley - International Climate Campaigner, Friends of the Earth

Celebrating inspiring climate communicators



Celebrating Climate Communications Awards

We couldn't think of a better way to mark our 15th anniversary than by celebrating not only our achievements, but also some of the amazing work delivered by people around the world. At our inaugural Climate Communications Awards ceremony, we drew out practical insights from the work of our talented nominees: poets, scientists, comic book artists, playwrights, photographers and activists from Zambia, Brazil, Greenland, the Marshall Islands, France, Australia, the US and the UK.

Preparing the public for net zero

We outlined key recommendations for communicators looking to connect the concept of net zero with audiences across the political spectrum in our guide 'Are the public ready for net zero?' The guide draws on our analysis of the language currently being used in connection with net zero by campaigners, journalists and policy actors, as well as our narrative workshops with members of the public who hold centre-right political values.

"Taking the country and the world to net zero is a necessary but daunting challenge. As scientists we have a tendency to persuade by piling on the numbers and it doesn't often work. This is where Climate Outreach can save us. By making a science out of climate communication, they ensure the right audiences get the right messages to drive action towards a more resilient net zero future."

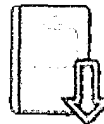
Prof Piers Forster - Committee on Climate Change (CCC)

At a glance



9,000 people from around the world
engaged through **60** public-facing events

14,000+ downloads of
7 public-facing reports



6 academic papers
published



35 organisations received bespoke
strategic consultancy & workshops

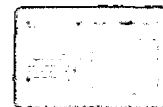


12,000+ people
following us on twitter



8,500+
newsletter subscribers

68,000+ users visiting **165,000+**
webpages on climateoutreach.org



4. Our plans 2020 - 2025

Mobilising research

In five years, we will see:

- A growing library of in-demand practical communication insights, tools and resources being used by influential communicators from all our target geographies, including findings from attitude trackers for two key nations
- Enhanced understanding of specific issues and audience needs in all the target geographies, through increased partnerships with representatives of our five key stakeholder groups
- An increasing capacity in key communities, particularly in the global south to sustainably undertake their own communications research to inform their own campaigns
- An ability to deliver robust public engagement insights research remotely
- climate communicators using our research and guidance to design more effective digital campaigns with wider audiences

Motivating a diverse range of communities

In five years, we will see:

- Increases in the ability of campaigners, scientists and advocates to motivate wider audiences on climate change
- A widening in public perception of both the reasons to support climate action and the type of people who act on climate change
- Lowering of political polarisation over climate change in key communities meaning climate is not subject to the winds of political change
- More active support for political, corporate and behavioural climate action with an associated increase in public consent to implement these actions
- A shift in standard climate change iconography from polar bears and glaciers to images that engage wider audiences
- Active involvement of the public in devising climate policy and actions

Promoting informed public engagement

In five years, we will see:

- Increasing integration of our public engagement insights and approaches into policy formation, campaign creation and behaviour change initiatives
- Significant funding from philanthropic sources for climate public engagement initiatives
- The creation of appropriate budgets by government and campaigning organisations for informed public engagement activities based on our work
- Increasing number of countries implementing ACE strategies and delivering high-quality public engagement
- Growing recognition of the fundamental right of citizens to understand the causes and impacts of climate change within their own culture

5. Building an organisation to deliver our strategy

Over the period from 2020 to 2025 to achieve our strategy we will step up our ambition in the following key organisational priorities:

1. Delivering at least four globally recognised 'blockbuster' international public engagement projects – that are well known and thought of by key stakeholders across our partnership communities, such as Climate Visuals
2. Becoming central to the climate communication infrastructure of at least three strategic nations
3. Providing strategic public engagement input to at least three national government policies
4. Working with leading academics from at least five countries per year, partnering with eight global civil society organisations, five global communication organisations and two global policy institutions
5. Generating understanding with at least four key distinct audiences per year
6. Developing our ability to undertake digital research and provide in-demand insights for digital approaches to public engagement
7. Maximising the awareness and impact of our knowledge whilst shaping our brand reputation through outstanding promotion of our work, media coverage and growing partnerships underpinned by sector-leading engagement rates for our resources and a year on year growth in our audience base.
8. Establishing a satellite office in a European country to deliver in-country projects outside of UK and enable pan-European project delivery that would otherwise be challenging post-Brexit
9. Ensuring healthy reserves to enable the organisation to grow sustainably, keeping a diverse funding portfolio and multi-year funding for at least 40% of our turnover
10. Maintaining a nimble organisation with a culture of continuous learning, able to deliver outstanding projects with robust evidence of impact
11. Developing a delineated consultancy service to deliver short-term support in a way that compliments the organisational strategy and contributes to central income.
12. Maintaining and enhancing our ability to retain, develop and attract outstanding and diverse staff in an organization with high levels of wellbeing all of which are equivalent to or surpass best practice in our sector

6. Financial review

6.1 Review of results

The total income for the year was £782,654, representing a 26.6% increase in income of £618,226 in 2018/19. Income from donations increased to £562,954 up 65.6% from 2018/19, earned income decreased to £219,277 down 21.1% from 2018/19. Total expenditure was £795,841 up from £618,399 in 2018/19 an increase of 28.7%.

Overall, largely to the investment in organisational development, the organisation made a net loss for the period £13,187 representing 1.7% of turnover (£173 for 2018/19). This loss was mainly associated with the expansion of the core team, costs relating to the restructuring of the organisation and minor delays in some projects.

6.2 Income

Income type	year end 31 Mar 2020	year end 31 Mar 2019
	£	£
Grants - Trusts and Foundations	465,315	253,060
Grant - Academic	49,735	22,200
Earned income from charitable activities	219,277	277,796
Donations - individual	47,904	64,573
Investment income	423	597
Total	782,654	618,226

The increase in income was mostly due to 84% increase in grant income from trusts and foundations. The appointment of Senior Fundraising Lead in early 2020 has proved vital in enabling Climate Outreach to develop ongoing relationships with grant funders which have translated into vital grant support for our work.

6.3 Expenditure

Expenditure by programme		year end 31 Mar 2020
	£	£
Research		
Staff	183,307	
Project	43,601	
Office /Support	9,767	236,675
Training		
Staff	106,834	
Project	131,129	
Office /Support	12,162	250,125
Climate and migration		
Staff	10,104	
Project	864	
Office /Support	3,611	14,579
Development		
Staff	52,484	
Project	229	
Office /Support	4,929	57,642
Core		
Staff	109,220	
Project	2,212	
Office /Support	50,932	162,364
Governance	2,844	2,844
Cost of raising funds	71,612	71,612
Total		795,841

Expenditure increased by 28.7% from 2018/19. This was due to spending in the Training and Consultancy Team's flagship Arab Narratives project and increases in core costs associated with office expansion and additional communications and fundraising staff.

6.4 Reserves Policy

The Trustees of Climate Outreach have agreed to hold the level of unrestricted reserves to meet the requirements of Climate Outreach's working capital and to meet any temporary shortfall in funds or cover unexpected expenditure to enable Climate Outreach to fulfil its charitable objectives. Working capital has been redefined as the equivalent of 3 months' unrestricted expenditure.

The Board of Trustees reviews the Reserves Policy and amount of reserves required annually as part of the budget setting process. The unrestricted reserves at the end of this period were £129,961 (down from £159,583 in 2018/19) which at an equivalent of just over 2 months unrestricted expenditure. Whilst this means Climate Outreach was not compliant with its Reserves Policy at the end of the period a clear financial plan has been set in place to rectify this over the next financial year.

Restricted funds carried forward at the end of the period were £39,720 up from £23,285 in 2018/19. These funds represent unspent monies received from donors who have specified conditions as to their use on agreed projects. These funds are fully covered by matched assets. No project funds are in deficit at the end of the financial year, and the Board of Trustees anticipates that these are sufficient to fulfil project requirements. The Board of Trustees considers that reserves, as held at year-end, are lower than ideal but sufficient for operating the organisation and therefore continues to adopt a going concern basis in preparing the accounts. The Board are prioritising the building up of unrestricted reserves in the next financial year. At the point of writing this report, there is £92K saved as reserves.

6.5 Risk management

The Board of Trustees has assessed the major risks to which the charity is exposed, in particular those relating to the operations, finances, reputation and business of Climate Outreach. The likelihood and impact of material risks are reviewed as part of a risk management matrix by the Board on a quarterly basis at Trustee meetings. The Senior Management Team updates and assess the risk management matrix on a monthly basis, and report any significant changes to Trustees as they arise.

7. Structure, governance and management

Climate Outreach is governed by its Memorandum and Articles of Association. All members of the organisation and Trustees are appointed in accordance with the Articles of Association. Trustees must be members of the Association. General meetings require a quorum of a tenth of the membership, or five members, whichever shall be greater.

The Board of Trustees (who are also Directors of the Company) must be at least three in number. There is no upper limit to the number of Trustees. All Trustees are subject to re-election at the first AGM of the company, and then subject to retirement by rotation. They may be re-appointed if re-elected. They may exercise all the powers of the Association subject to the Charities Act 2011 and the Memorandum and Articles of Association.

Board appointments are based on the need of the Board of Trustees as a whole to have the skills and experience to agree Climate Outreach's strategy and policies and monitor their implementation. Trustees are recruited from a wide range of backgrounds.

The Honorary Officer of the Association is the Chairperson. An honorary treasurer and Vice Chairperson may also be elected by the Trustees. The officers are appointed for one year at the AGM and may stand for re-election for up to five years, after which they must stand down for at least 12 months before being eligible to stand again.

The Trustees are listed on page 2. The association has one other member at present: George Marshall – the original founder of Climate Outreach.

The Trustees appoint the Company Secretary, to ensure statutory reporting requirements are fulfilled.

The Board of Trustees appoint the Executive Director to manage the day-to-day operations of the organisation. The Director is assisted by a team of staff, associates and volunteers.

8. Statement of Trustees' responsibilities

Law applicable to charities in England and Wales requires the Board of Trustees to prepare accounts for the financial year in accordance with the United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law) which give a true and fair view of Climate Outreach's financial activities during the year and of its financial position at the end of the year. In preparing accounts giving a true and fair view, the Board of Directors should follow best practice and

- Select suitable accounting policies and apply them consistently;
- Make judgements and estimates that are reasonable and prudent;
- Follow applicable accounting standards, subject to any material departures disclosed and explained in the accounts;
- Prepare the accounts on a going concern basis unless it is inappropriate to presume that Climate Outreach will continue in operation.

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

Approved by the Board of Trustees on 15th December 2020 and signed on its behalf by:



Camilla Born
Chair of Trustees

Independent examiner's report to the Trustees of Climate Outreach

I report on the accounts of the company for the year ended 31 March 2020, which are set out on pages 21 to 32.

Respective responsibilities of trustees and examiner

The trustees (who are also the directors of the company for the purposes of company law) are responsible for the preparation of the accounts. The charity's trustees consider that an audit is not required for this year under section 144(2) of the Charities Act 2011 (the 2011 Act) and that an independent examination is needed. The charity gross income exceeded £250,000, and I am qualified to undertake the examination by being a qualified member of the Association of Chartered Certified Accountants.

Having satisfied myself that the charity is not subject to audit under company law and is eligible for independent examination, it is my responsibility to:

- examine the accounts under section 145 of the 2011 Act,
- to follow the procedures laid down in the general Directions given by the Charity Commission under section 145(5)(b) of the 2011 Act, and
- to state whether particular matters have come to my attention.

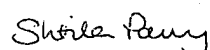
Basis of independent examiner's report

My examination was carried out in accordance with the general Directions given by the Charity Commission. An examination includes a review of the accounting records kept by the charity and a comparison of the accounts presented with those records. It also includes consideration of any unusual items or disclosures in the accounts, and seeking explanations from you as trustees concerning any such matters. The procedures undertaken do not provide all the evidence that would be required in an audit and consequently no opinion is given as to whether the accounts present a 'true and fair view' and the report is limited to those matters set out in the statement below.

Independent examiner's statement

In connection with my examination, no matter has come to my attention:

1. which gives me reasonable cause to believe that, in any material respect, the requirements:
 - to keep accounting records in accordance with section 386 of the Companies Act 2006; and
 - to prepare accounts which accord with the accounting records, comply with the accounting requirements of section 396 of the Companies Act 2006 and with the methods and principles of the Statement of Recommended Practice: Accounting and Reporting by Charitieshave not been met; or
- 2 to which, in my opinion, attention should be drawn in order to enable a proper understanding of the accounts to be reached.



Sheila Parry FCCA

SPX Oxford Ltd
Peace House, 19 Paradise Street
Oxford
OX1 1LD

Statement of Financial Activities for the year ended 31 March 2020

Climate Outreach Co no: 06459313 as at 31 March 2020

	Note	Unrestricted Funds	Restricted Funds	Total Funds year ended	Unrestricted Funds	Restricted Funds	Total Funds year ended
		£	£	31-Mar-20 £	£	£	31-Mar-19 £
Income from:							
Donations	2	281,846	281,107	562,954	159,281	180,552	339,833
Charitable activities:	3	217,834	1,443	219,277	273,073	4,723	277,796
Investment income	4	423	0	423	597	0	597
Total income		500,103	282,551	782,654	432,950	185,275	618,225
Expenditure on:							
Raising funds	5	71,612	0	71,612	36,346	0	36,346
Charitable activities	6	499,414	224,815	724,229	475,751	106,301	582,053
Total expenditure		571,026	224,815	795,841	512,097	106,301	618,399
Net income / - expenditure		(70,923)	57,736	(13,187)	(79,147)	78,974	(173)
Transfers between funds	13	41,301	(41,301)	0	143,556	(143,556)	0
Net movement in funds		(29,622)	16,435	(13,187)	64,409	(64,582)	(173)
Reconciliation of funds:							
Funds brought forward:		159,583	23,285	182,868	95,174	87,867	183,041
Total funds carried forward		129,961	39,720	169,680	159,583	23,285	182,868

Balance Sheet as at 31 March 2020

Climate Outreach Co no: 06459313 as at 31 March 2020

	Note	31-Mar-20	31-Mar-20	31-Mar-19	31-Mar-19
		£	£	£	£
Fixed assets:					
Tangible assets	10		15,510		3,018
Current assets:					
Stock		0		0	
Debtors	11	118,066		64,421	
Cash at bank and in hand		189,964		276,244	
Total current assets		<u>308,029</u>		<u>340,666</u>	
Creditors: Amounts falling due within one year	12	(153,859)		(160,816)	
Net current assets			<u>154,171</u>		<u>179,850</u>
Net assets			<u>169,680</u>		<u>182,868</u>
 The funds of the charity:	 13,14				
Restricted funds			39,719		23,285
Unrestricted funds					
Unrestricted income funds			<u>129,961</u>		<u>159,583</u>
Total charity funds			<u>169,680</u>		<u>182,868</u>

For the year ended 31 March 2020 the charity was entitled to exemption from audit under section 477 of the Companies Act 2006 relating to small companies.

Directors responsibilities:

- The members have not required the company to obtain an audit of its accounts for the year in question in accordance with section 476; and
- The directors acknowledge their responsibilities for complying with the requirements of the Act with respect to accounting records and the preparation of accounts.

These financial statements were approved by the members of the committee and authorised for issue on

and are signed on their behalf by:



.....
Camilla Born
Chair of Trustees

The notes on pages 16 to 25 form part of these financial statements.

Cash Flow Statement for the year ended 31 March 2020

	Notes	2020 £	2019 £
Cash used in operating activities	16	- 71,542	177,511
Cash flows from investing activities			
Interest income		423	597
Purchase of tangible fixed assets		- 15,161	- 3,418
Cash provided by (used in) investing activities		<u>- 14,738</u>	<u>- 2,822</u>
Increase (decrease) in cash and cash equivalents in the year		- 86,280	174,690
Cash and cash equivalents at the beginning of the year		276,244	101,554
Total cash and cash equivalents at the end of the year		<u>189,964</u>	<u>276,244</u>

Notes to the Financial Statements for the Year Ended 31 March 2020

1) Accounting policies

Basis of preparation

The financial statements have been prepared under the historical cost convention. The financial statements have been prepared in accordance with the Charities Act 2011 and in accordance with the Statement of Recommended Practice (SORP): Accounting and Reporting by Charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS102) issued on 16 July 2014 and the Financial Reporting Standard applicable in the United Kingdom and Republic of Ireland (FRS 102) as amended by the early adoption of Update Bulletin 1 published on 2nd February 2016 reflecting amendments to FRS102. FRS102 has been applied for the first time for the year ended 31 December 2015. The prior year's accounts were prepared in accordance with the Charities SORP (2005).

The Trust constitutes a public benefit entity as defined by FRS 102.

The trustees consider that there are no material uncertainties about the Trust's ability to continue as a going concern.

The Trustees have taken advantage of the option for early application of the amendments to the SORP outlined in Update Bulletin 1 which does not require charities not meeting the definition of "larger" to present a cash flow statement in accordance with amendments to FRS102.

Fund accounting policy

Unrestricted income funds are general funds that are available for use at the trustees' discretion in furtherance of the objectives of the charity.

Restricted funds are those donated for use in a particular area or for specific purposes, the use of which is restricted to that area or purpose.

Further details of each fund are disclosed in note 16.

Income

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.

Income from tax reclaims are included in the statement of financial activities at the same time as the gift to which they relate.

Investment income is recognised on a receivable basis.

Income from charitable activities includes income recognised as earned (as the related goods or services are provided) under contract.

Expenditure

Liabilities are recognised as soon as there is a legal or constructive obligation committing the charity to the expenditure. All expenditure is accounted for on an accruals basis and has been classified under headings that aggregate all costs related to the category.

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

Grants payable are payments made to third parties in the furtherance of the charitable objectives. Where the charity gives a grant with conditions for its payment being a specific level of service or output to be provided, such grants are only recognised in the SoFA once the recipient of the grant has provided the specific service or output.

Grants payable without performance conditions are only recognised in the accounts when a commitment has been made and there are no conditions to be met relating to the grant which remain in the control of the charity.

Provisions for grants are made when the intention to make a grant has been communicated to the recipient but there is uncertainty about either the timing of the grant or the amount of grant payable.

Notes to the Financial Statements for the Year Ended 31 March 2020 (continued)

Governance costs

Governance costs include costs of the preparation and examination of the statutory accounts, the costs of trustee meetings and the cost of any legal advice to trustees on governance or constitutional matters.

Pensions accounting policy

The charity operates a defined contribution pension scheme. The pension cost represents the amount of contributions payable to the scheme in one year.

Support costs

Support costs include central functions and have been allocated to activity cost categories on a basis consistent with the use of resources, for example, allocating property costs by floor areas, or per capita, staff costs by the time spent and other costs by their usage.

Fixed assets

Individual assets are capitalised if they can be used for more than one year and cost at least £400. Tangible fixed assets are stated at cost less depreciation.

Depreciation

Depreciation on tangible fixed assets is calculated to write down the cost in equal instalments over their expected useful lives. The cost of office and computer equipment is written off over 3 years.

Operating leases

Rentals payable under operating leases are charged in the statement of financial activities on a straight line basis over the lease term.

Prior year adjustment

These accounts record a prior year adjustment relating to the categorisation of fund balances between Restricted and Unrestricted at 31st March 2019. Note 13b shows more detail

Notes to the Financial Statements for the Year Ended 31 March 2020 (continued)

2) Income from donations

	Unrestricted	Restricted	Total	Total
	£	£	31-Mar-20 £	31-Mar-19 £
Grants from foundations, trusts and other groups: Research				
European Climate Foundation	-	36,838	36,838	17,604
Cardiff University	27,983		27,983	
CAST	10,791		10,791	
KR Foundation		107,793	107,793	101,313
Wates Family Enterprise Trust			-	20,000
Minor Foundation			-	-
Umweltbundesamt	1,779		1,779	
Universität für Bodenkultur	5,128		5,128	10,674
University of Leeds Faculty of Environment			-	11,526
University of the West of England	5,833		5,833	-
	51,515	144,631	196,147	161,116
Grants from foundations, trusts and other groups: Climate and Migration				
Joseph Rowntree Charitable Trust	38,222		38,222	30,000
	38,222	-	38,222	30,000
Grants from foundations, trusts and other groups: Training				
European Climate Foundation	3,216		3,216	13,825
Ellen MacArthur Foundation	400		400	
David Suzuki Foundation			-	288
KR foundation		136,476	136,476	59,239
	3,616	136,476	140,092	73,353
Grants from foundations, trusts and other groups: Core				
KR Foundation	30,534		30,534	
European Climate Foundation	5,505		5,505	
Ratcliff Foundation			-	3,000
Polden Puckham	5,000		5,000	5,000
Doris Field Charitable Trust			-	500
University of Natural Resources and Life Sciences, Vienna			-	216
Ht & LB Cadbury Charitable Trust	2,000		2,000	2,000
Wates Family Enterprise Trust	15,000		15,000	
Samworth Foundation	60,000		60,000	-
Calouste Gulbenkian Foundation	20,000		20,000	-
Exeter Business	2,550		2,550	-
AirBnB				75
	140,588	-	140,588	10,791
Donations from individuals:				
Income Others	47,904		47,904	64,573
	47,904	-	47,904	64,573
Total income from donations	281,846	281,107	562,954	339,833

Notes to the Financial Statements for the Year Ended 31 March 2020 (continued)

3) Income from charitable activities

	Unrestricted	Restricted	Total	Total
	£	£	31-Mar-20	31-Mar-19
	£	£	£	£
Training course fees	300		300	1,342
Reimbursed expenses	7,387	-	7,387	4,618
Consultancy fees	210,180	1,496	211,675	264,836
Sales	- 32	- 52	- 85	6,600
Miscellaneous other income			-	400
	<u>217,834</u>	<u>1,443</u>	<u>219,277</u>	<u>277,796</u>

4) Investment income

	Unrestricted	Restricted	Total	Total
	£	£	31-Mar-20	31-Mar-19
	£	£	£	£
Interest on cash deposits	<u>423</u>	<u>-</u>	<u>423</u>	<u>597</u>

5) Cost of raising funds

	Unrestricted	Restricted	Total	Total
	£	£	31-Mar-20	31-Mar-19
	£	£	£	£
Staff costs	62,703	-	62,703	35,292
Office support costs	2,510	-	2,510	245
Direct fundraising costs	5,488	-	5,488	-
Other fundraising costs	910	-	910	809
	<u>71,612</u>	<u>-</u>	<u>71,612</u>	<u>36,346</u>

6) Cost of charitable activities including grants payable and activities undertaken directly by the charity

	Governance	Staff costs	Project activities	Office costs	Support costs	31-Mar-20	31-Mar-19
Research	-	183,307	43,601	5,440	4,327	236,674	225,872
Climate and Migration	-	10,104	864	1,249	2,362	14,579	37,634
Training and Consultancy	-	106,834	131,129	5,454	6,708	250,126	176,277
Development	897	52,484	229	3,998	931	58,539	6,502
Core costs	1,947	109,220	2,212	33,909	17,023	164,311	135,767
	<u>2,844</u>	<u>461,948</u>	<u>178,035</u>	<u>50,051</u>	<u>31,351</u>	<u>724,229</u>	<u>582,053</u>

Notes to the Financial Statements for the Year Ended 31 March 2020 (continued)

7) Governance costs

	Unrestricted	Restricted	Total	Total
	£	£	31-Mar-20	31-Mar-19
			£	£
Independent examiners' fees	450	-	450	195
Other governance costs	2,394	-	2,394	2,766
	<u>2,844</u>	<u>-</u>	<u>2,844</u>	<u>2,961</u>

8) Employees remuneration

	Total	Total
	31-Mar-20	31-Mar-19
	£	£
Wages and salaries	455,185	362,725
Pensions costs	20,487	16,532
Social security	41,502	32,380
	<u>517,174</u>	<u>411,636</u>

The average number of staff employed during the year was 16 (2019: 12).

9) Taxation

The company is a registered charity and is, therefore, exempt from Corporation Tax. Climate Outreach is however VAT registered.

Notes to the Financial Statements for the Year Ended 31 March 2020 (continued)

10) Tangible fixed assets

	Office furniture 31-Mar-20 £	Computer equipment 31-Mar-20 £	Website 31-Mar-20	Total 31-Mar-20 £	Total 31-Mar-19 £
Cost					
As at 1 April 2019	2,861	15,792	-	18,653	15,235
Additions	-	2,374	12,787	15,161	3,418
Disposals	-	-	-	-	-
As at 31 March 2020	2,861	18,166	12,787	33,814	18,653
Depreciation					
As at 1 April 2019	2,027	13,608	-	15,635	13,600
Disposals	-	-	-	-	-
Charge for the year	417	2,252	-	2,669	2,035
As at 31 March 2020	2,444	15,860	-	18,304	15,635
Net book value					
As at 31 March 2019	834	2,184	-	3,018	1,635
As at 31 March 2020	417	2,306	12,787	15,510	3,018

The website was under construction during 2019-20 and not in use during the year, so there has been no depreciation charged to this asset

11) Debtors

	Total 31-Mar-20 £	Total 31-Mar-19 £
Project debtors	111,166	62,021
Cycle Loan scheme	471	599
Other debtors	22	22
Prepayments	6,406	1,779
	118,066	64,421

12) Creditors

	Total 31-Mar-20 £	Total 31-Mar-19 £
Accounts payable	2,380	9,049
Accruals	894	450
Receipts in advance	128,016	135,440
Payroll liabilities	10,334	10,087
Pensions liability	3,396	3,189
VAT liability	8,839	2,600
	153,859	160,816

Notes to the Financial Statements for the Year Ended 31 March 2020 (continued)

13) Analysis of funds

	Balance at 1 April 2019	Income	Expenditure	Transfers	Balance at 31 March 2020
	£	£	£	£	£
Designated funds					
Research	(0)	104,756	(161,578)		(56,823)
Training and Consultancy	(0)	162,469	(100,407)		62,062
Climate and Migration	30,709	38,222	(14,579)		54,352
General funds	128,874	194,656	(294,462)	41,301	70,370
Total unrestricted funds	159,583	500,103	(571,026)	41,301	129,961
Restricted funds					
Research	10,030	146,075	(75,096)	(41,301)	39,708
Training and Consultancy	13,243	136,476	(149,719)		(0)
Climate and Migration	0	-	-		0
Incubation	11	-	-		11
Total restricted funds	23,285	282,551	(224,815)	(41,301)	39,719

The transfer of £41,301 from restricted to unrestricted funding relates to an internal recharge for indirect costs of KR funded projects.

The purposes of these funds are as follows:

Research produces a range of evidence-based briefings, guides, resources and toolkits for campaigners, policymakers and communications professionals.

Training and consultancy services range from strategic guidance for governments running major campaigns to interactive workshops for charities. We aim to support the best possible strategic decision-making around target audiences, narratives and messaging

Climate and migration run the Climate and Migration Coalition, which aims to ensure a people-centred policy response at national and international levels.

13b) Analysis of funds - prior year adjustment.

These accounts record a prior year correction. At 31st March 2019, £108,127 of the fund balances had been categorised as restricted balances rather than unrestricted balances.

The error arose because indirect and overhead costs of delivering projects had not been recognised against the relevant restricted fund; this created balances on restricted funds when the projects had been completed and all income relating to the project had in fact been spent.

The restated prior year fund analysis is shown on the next page.

13b) continued.

Prior year funds analysis - Restated

	Balance at 1 April 2018	Income	Expenditure	Transfers	Balance at 31 March 2019
	£	£	£	£	£
Designated funds					
Research	5,687	127,798	-139,068	5,583	0
Training and Consultancy	47,226	196,830	-156,780	-87,277	0
Climate and Migration	1,948	30,966	-37,634	35,429	30,709
General funds	40,313	77,355	-178,615	189,821	128,874
Total unrestricted funds	95,174	432,950	-512,097	143,556	159,583
Restricted funds					
Research	49,115	126,036	-86,804	-78,317	10,030
Training and Consultancy	3,312	59,239	-19,497	-29,810	13,243
Climate and Migration	35,429	0	0	-35,429	0
Incubation	11	0	0		11
Total restricted funds	87,867	185,275	-106,301	-143,556	23,285

Additional transfers of £78,317 relating to research, and £29,810 relating to training and consultancy, are included in the restated figures. The £108k total adjustment comprises £55k in respect of 2018-19; 35k in respect of 2017-18 and £18k dating before 2017-18.

Prior year funds analysis - as previously stated

	Balance at 1 April 2018	Income	Expenditure	Transfers	Balance at 31 March 2019
	£	£	£	£	£
Designated funds					
Research	5,687	127,798	-139,068	5,583	0
Training and Consultancy	47,226	196,830	-156,780	-87,277	0
Climate and Migration	1,948	30,966	-37,634	35,429	30,709
General funds	40,313	77,355	-178,615	81,694	20,747
Total unrestricted funds	95,174	432,950	-512,097	35,429	51,456
Restricted funds					
Research	49,115	126,036	-86,804		88,347
Training and Consultancy	3,312	59,239	-19,497	0	43,053
Climate and Migration	35,429	0	0	-35,429	0
Incubation	11	0	0		11

Total restricted funds	87,867	185,275	-106,301	-35,429	131,412
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Notes to the Financial Statements for the Year Ended 31 March 2020 (continued)

14) Analysis of net assets by funds

	Unrestricted	Restricted	Total 31 March 2020
	£	£	£
Tangible fixed assets	15,510	-	15,510
Net current assets	114,451	39,719	154,171
Net assets	129,961	39,719	169,680

15) Trustee remuneration, key management personnel and related party transactions

No member of the board of trustees received any remuneration during the year.

The charity trustees were not paid or received any other benefits from employment with the charity in the year (2019: nil).

Three trustees were reimbursed a total of £229.95 for travel expenses. (2019 total: three trustees, £230).

There were no other related party transactions.

The key management personnel of the charity comprise the trustees and the Chief Executive Officer. The total employee benefits of the key management personnel were £52,179 (2019 £51,454).

16) Reconciliation of net movement in funds to net cash flow from operating activities

	2020 £	2019 £
Net movement in funds	- 13,187	- 173
Add back depreciation charge	2,669	2,035
Deduct interest income shown in investing activities	- 423	- 597
Decrease (increase) in debtors	- 53,644	62,398
Increase (decrease) in creditors	- 6,957	113,848
Net cash used in operating activities	- 71,542	177,511