



**HOMELESS LINK  
INCORPORATED AS A COMPANY LIMITED BY GUARANTEE  
AND NOT HAVING A SHARE CAPITAL**

**REPORT AND FINANCIAL STATEMENTS  
YEAR ENDED 31 March 2011**

Charity Number	1089173
Company Number	04313826

**REFERENCE AND ADMINISTRATIVE DETAILS OF THE CHARITY, ITS TRUSTEES AND ADVISORS**

<b>Charity Number</b>	1089173	
<b>Company Number</b>	04313826	
<b>Registered Office</b>	Gateway House Milverton Street London SE11 4AP	
<b>Auditor</b>	Chantrey Vellacott DKF LLP Russell Square House 10-12 Russell Square London WC1B 5LF	
<b>Bankers</b>	Unity Trust Bank plc Nine Brindley Place Birmingham B1 2HB	
<b>Solicitors</b>	Russell Cooke 2 Putney Hill London SW15 6AB	
<b>Trustees</b>		
<i>Independent</i>	Ann Skinner – Chair Lynda Tarpey – Vice-Chair Ian Watson - Treasurer Yasmeen Khan Jon May David Murray Maggie Punyer Euan Semple	Resigned 30 Sept 2010 Resigned 8 Dec 2010 Resigned 25 May 2010 Appointed 23 March 2011 Appointed 23 March 2011
<i>Elected</i>	Stephen Bell Lesley Dewhurst John Hamblin Martin Hancock Halford Hewitt Fiona Humphrey Victoria Stark John O'Sullivan	Resigned 8 Dec 2010 Resigned 8 Dec 2010 Resigned 8 Dec 2010 Resigned 8 Dec 2010
<b>Company Secretary</b>	Nicholas Maude Matt Harrison	Resigned 27 July 2010 Appointed 27 July 2010
<b>Chief Executive</b>	Jenny Edwards	

## **STRUCTURE, GOVERNANCE AND MANAGEMENT**

In order to deliver the activities in 2010-11 and in the future we have the following in place.

### **Structure**

Homeless Link (the charity) is a charitable company limited by guarantee and is governed by its memorandum and articles of association.

Homeless Link (Trading) Limited is a wholly owned, currently non-trading subsidiary of Homeless Link.

### **Governance and management**

Further to a governance review, in December 2010 the AGM agreed to reduce the actual number of members of the Board of Trustees to 10 and the quorum for meetings to 4 members.

The Board of Trustees comprises a minimum of 5 and a maximum of 18 trustees, who are also directors of Homeless Link. A maximum of 10 are elected by member organisations. The Board appoints a maximum of 5 independent trustees. Trustees are elected or appointed for an initial term of 3 years and may offer themselves for a further period of 3 years. No trustee may serve for more than 6 years continuously.

Whilst the trustees have ultimate responsibility for the governance and direction of Homeless Link, the day to day running of Homeless Link is implemented by the Chief Executive and the Senior Management Team.

Throughout this document, the directors of the charitable company, who are also the trustees of the charity, are referred to as 'the trustees'.

### **Trustee recruitment and training**

The trustees regularly assess the skills required to provide comprehensive oversight and appoints and co-opts trustees to fill any potential skill gaps. Homeless Link provides an induction programme for trustees, which provides guidance on their legal responsibilities and obligations. The induction also provides the required overview of the operations and practices of Homeless Link.

### **Risk management**

The trustees undertook a risk review in 2010 and took the appropriate steps necessary to address the findings. The trustees recognise that in the dynamic environment in which the organisation operates, the risks encountered are continually changing. A risk review is undertaken every year and a risk register is maintained.

## **OUR AIMS AND OBJECTIVES**

### **Vision and purpose**

We have a simple vision - an England free of homelessness. A place where:

- The right assistance, at the right time stops homelessness before it begins;
- No one is left out on the streets; and
- Anyone who is homeless is supported to take control of their future.

Homeless Link is the only national charity supporting and representing organisations working directly with homeless people in England.

With over 500 members, we help homelessness organisations improve the way they work. We undertake research, test new approaches and share best practice when it comes to tackling homelessness. Homeless Link also provides advice, training and consultancy, as well as guidance and tools to help our members do a better job.

Homeless Link is also the national centre for information about homelessness in the UK. We collate up-to-date information on thousands of services so that we can identify trends and developments. This data enables agencies and Government to better meet the needs of homeless people.

We are committed to changing perceptions of homelessness and improving the policies that affect homeless people. We do this by representing the homelessness sector to national and local government and campaigning via the media.

### **Our objects**

- To improve services for homeless people through research, information, training and tools;
- To change policy for the better, influencing nationally and locally the policies that affect homeless people; and
- To change perceptions of homelessness by improving the understanding of professionals and the public.

### **The focus of our work**

Through every aspect of our work, we seek to end homelessness in England. In close collaboration with our members, people with experience of homelessness and with national and local government our main areas of charitable activity are:

- Changing policy that impacts on the lives of homeless people; and
- Improving services for homeless people.

## REVIEW OF ACTIVITIES AND ACHIEVEMENTS 2010 - 2011

During the past year, despite the financial uncertainty facing the sector, Homeless Link and its members have made progress towards our vision of ending rough sleeping and homelessness.

### Information for change

We cannot end homelessness without understanding the causes and knowing how we can successfully help people find a home and regain control of their lives.

Good quality information underpins the work of Homeless Link. We aim to provide reliable knowledge and expertise upon which services and policy makers can depend.

During the last year we have continued to improve and build-upon the way we gather and share information.

- **New client recording system** – we have launched 'In-Form', a new on-line system to help services accurately record and understand the needs of their clients. The system is already being used by more than 3,200 professionals across England. We have also just completed the first year of our Critical Mass project, to collate, combine and analyse client recording data from partners using In-Form. The aim is to see if client recording data can be used to inform policy and practice.
- **On-line help for professionals and the public** – we have continued to develop our range of products that provide information on services for homeless people. With 14,000 visits a week, our range of on-line directories help thousands of homeless people access help every year and are used by advice agencies across the UK.
- **Identifying trends** – now in its third year, our annual Survey of Needs and Provision (SNAP), continues to provide the most accurate picture of homelessness agencies and the people they help. The latest report, drawing on data from 500 services, indicates that cuts in public funding have had an impact during 2010 - with services closing, fewer beds available and projects having to turn homeless people away. This information has helped Homeless Link campaign for front-line services to be protected.
- **Homeless Watch** – with public finances under pressure, Homeless Link also started monitoring whether local authorities were planning to cut funding for vital homelessness services. This work uncovered the scale of cuts being faced by many services and has enabled us to bring this issue to the attention of both Government and the public.

### Changing policy for the better

The last financial year not only saw a change of Government but also the first coalition administration since 1945. Homeless Link has continued to work with Government with the aim of ending rough sleeping and improving policies that impact on homeless and vulnerable people.

During 2010/11, we are proud of the role we have played in a number of areas:

- **Protecting funding** – with every area of public spending facing cuts, Homeless Link and its members have worked hard to protect funding for vital front-line homelessness services. Thanks to the contributions of our members and their clients, our submission to the Comprehensive Spending Review contributed significantly to the maintenance of the sector's homelessness grant, and a lower than expected cut to Supporting People

funding. As most of this money goes to local authorities, we are now targeting our efforts at a local level to ensure that services for the most vulnerable are protected.

- **Safeguarding benefits** – we believe that proposed changes to housing benefit, announced in the 2010 emergency budget could unfairly penalise people who are homeless. In partnership with national organisations such as Crisis and the National Housing Federation, we have campaigned hard to make clear the impact Government plans could have. Proposals such as cutting housing benefit for people on Job Seekers Allowance have already been dropped and we are continuing to persuade Government to rethink its plans.
- **Preventing homelessness** – key to ending homelessness is stopping it before it begins. In 2010, the Government set up a new cross Government group to prevent and tackle homelessness. Homeless Link has worked with this group to present new policy approaches and ensure that other reforms do not unintentionally cause people to end up without a home.

### Improving front-line help and support

Our members help around 70,000 homeless people every year. Tackling homelessness is not just about finding shelter, it also requires support to enable individuals to find a home, a job and rebuild their lives.

During the last year, Homeless Link has continued to work with homelessness agencies to improve the support they provide.

- **Improving health care** – research we published in 2010 found that 8 in 10 homeless people had a physical health need and that a significant number also have a mental health problem or an addiction. We also know that homeless people often have difficulties accessing treatment for health problems. To help health and homelessness agencies understand the health needs of homeless people and provide more responsive care, in 2010 we launched a new tool for professionals. The Homeless Health Audit tool, funded by the Department of Health, was piloted by over 100 organisations and is now being used across the sector.
- **Empowering clients** – our members are committed to supporting clients to take control of their physical and mental health. In the last year we have piloted a number of new initiatives with members. 'Aiming High', a project funded by the Football Foundation and the London Housing Foundation has given homeless people across England the chance to get involved in sport. Alongside this, our project to improve the mental health of homeless Londoners, funded by The City Bridge Trust, has helped agencies to find a range of methods to improve the mental wellbeing of clients.
- **Joint working** - We continued our work as part of the Making Every Adult Matter (MEAM) coalition alongside Clinks, DrugScope and Mind. MEAM focuses on policy and practice change for individuals facing multiple needs and exclusions. This year MEAM began supporting three pilots areas, each working to coordinate existing local services for people facing multiple needs and exclusions, improve outcomes and deliver better value for money. The pilots will include a thorough economic analysis of how better outcomes for individuals can impact on national and local budgets.
- **Identifying trends, providing solutions** – we continue to work with our members and Government to identify trends in homelessness and provide solutions. We know that the more time someone spends on the streets, the more complex their problems will become. During 2010, we worked with Government and our members to get 'No Second Night

Out' off the ground. Around 40 new people a week end up sleeping rough in London, and the pilot aims to ensure that nobody is forced to sleep on the streets for more than one night. Ex-prisoners who are homeless upon release are twice as likely to re-offend as those with stable accommodation. We have been carrying out research to ascertain whether the homelessness sector can play a more active role in preventing re-offending, and how the homelessness and criminal justice sectors can work more effectively together to reduce re-offending rates. We are also in our final year of a project looking at reasons for and evidence based solutions to high levels of unplanned moves from London hostels. We have and will continue to disseminate the findings widely.

- **Supporting members** – we have continued to help our members build and improve the quality of their services with new guidance, training and tools. In the last year we trained nearly 1,500 staff from homelessness projects on issues ranging from drug awareness to getting homeless people into employment. We have also launched a host of tools and seen over 23,000 publications downloaded from our website. Homeless Link has also provided opportunities for members to meet one another and learn about and debate new issues. Our “Surviving the Cuts” event brought together professionals from across England to discuss how projects can keep essential front-line services despite reduced funding from Government.

### **Empowering clients, challenging perceptions**

Homeless Link is committed to ensuring that the views of homeless people inform everything we do. We also believe that ending homelessness is dependent upon society understanding the causes of homelessness and the impact this has on both individuals and communities.

In the past year we have undertaken a number of projects that seek to achieve these aims:

- **Giving people a voice** – in the run up to the general election, we consulted with our members and homeless people to come up with our manifesto for change. ‘Ending Homelessness Together: 10 years, 10 steps, 1 ambition’ was published along with a podcast that became the most viewed show on YouTube’s non profit channel in the week after its release.
- **Expert panel** – this year we set up an expert panel consisting of service users and some ex-service users. They are all at different stages of their individual journeys and have had varied experiences with homelessness. They meet with our Chief Executive every two months and feed their views in to a variety of issues to ensure that the work we do is informed by the views and experiences of the end users. Their views have already been fed into several government consultations.
- **Celebrating success** – for the third year in a row, we have held the Michael Whippman Client Involvement Awards, which celebrate the achievements of homeless people. The 2010 awards encouraged entries from social enterprises established by homeless people. The award was won by ‘The Sandwich People’, a Salvation Army project that involves around 20 homeless residents in making and delivering sandwiches on foot to local companies.
- **Taking it on-line** – for the second year in a row we collaborated with the Eden project and the Homes & Communities Agency in a garden built by homeless people at the RHS Chelsea Flower Show. More than 300 people took part in designing and building the garden, which won a silver medal. A 3D on-line replica of the garden also enabled this achievement to be enjoyed by people from across the globe.

## **FINANCIAL REVIEW**

### **Results for the year**

Homeless Link's income for the year 2010/11 was £4,061,077 (2009/10 £2,972,873). Income has been analysed into the 5 headings around which Homeless Link is managed:

- Ending Homelessness: Income from the Department for Communities and Local Government (DCLG) for Ending Homelessness at £1,444,043 (2009/10 £1,534,322);
- Research and Development: Grant income from charitable trusts and foundations and from statutory bodies towards Research and Development into policy development and innovation in good practice. The income of £878,768 (2009/10 £395,376) shows a strong performance by our fundraising function, matched by generous support from our funding partners;
- Social Enterprise: income of £865,628 (2009/10 £887,183) includes £261,881 for the newly-launched In-Form client recording database; and
- Funds for Grant Distribution: Funds received specifically to be paid out in grants to third parties. Income in 2010/11 of £740,000 (2009/10 £Nil) includes £710,000 for No Second Night Out, of which £690,000 is held in a restricted fund balance at 31 March 2011;
- Membership: subscription income from member organisations at £120,846 (2009/10 £139,667) represents the 500 plus member organisations that Homeless Link serves.

Homeless Link's expenditure for the year at £3,011,588 (2009/10 £3,027,069) reflects careful cost control in these challenging financial times, including economies of scale as the work of Resource Information Service, with whom Homeless Link merged in April 2009, has become fully integrated with that of Homeless Link.

There was a surplus of £126,934 in the year on unrestricted funds, which is a turnaround on the equivalent loss of £11,537 in the previous year. Restricted fund balances at 31 March 2011 at £1,016,155 (2010 £93,600) include £690,000 of No Second Night Out funds which will be disbursed in 2011/12. Expenditure from restricted fund balances in 2011/12 will mean that there is likely to be a surplus of expenditure over income of at least £800,000 in 2011/12.

### **Policy on reserves**

The charity's policy on reserves was revised by the trustees during the year by adding an additional criterion: that unrestricted reserves should be equal to at least 15% of total expenditure.

The charity has a policy of aiming to keep total reserves sufficient to cover 3 months of total expenditure (excluding grants made), with unrestricted reserves of at least 15% of total expenditure. At the year end our reserves represent 6.2 months of total expenditure and we have unrestricted balances of 17.3% of total expenditure. Total reserves are higher than our target due to restricted fund balances that will be spent during 2011/12.

### **Funding and fundraising**

The Department for Communities and Local Government (DCLG) continue to support our work to end homelessness under a 2 year funding agreement which expires in March 2013. This agreement is likely to be extended for a further 2 years to March 2015. We continued to attract funds for multi-year research and development projects from charitable trusts. Note 3 of the accounts details the trusts, foundations and statutory bodies providing income to Homeless Link in the period.

## **FUTURE PLANS**

Our members face uncertain times. Not only do public services face a very stringent spending climate but homelessness services are already experiencing cuts and are battling to sustain services in some areas. We also know that in a time of economic hardship homelessness could increase. Given the potentially dangerous combination of increasing homelessness and fewer services, Homeless Link has reviewed and refreshed its strategic plan for the next 4 years. The future work of the organisation will be focused on 5 key priorities.

### **Ending Homelessness**

With funding support from the DCLG, we will focus on:

- Supporting local communities, Government and homelessness services to put in place a local strategy to end rough sleeping;
- Helping Government departments to deliver on their work to prevent and end homelessness;
- Providing guidance and support to help local authorities establish the number of rough sleepers on their streets, reduce deaths in winter and move people off the streets;
- Ensuring that the good and bad consequences of policy and practice are reported to our members, as well as local and national Government; and
- Increasing the ability of homeless people to access and stay in employment.

In 2011/12 Homeless Link will be provided with additional grant funds from DCLG to enable the creation of a Homeless Transition Fund for homelessness services in England. This £20 million fund will be allocated during the period 2011-2014 to support critical services for single homeless people and rough sleepers and to help deliver the Government's ambition to end rough sleeping in England.

### **Research and development**

We are committed to finding new approaches to ending homelessness, proving they work and getting them adopted by our members. We also aim to ensure that the issue homelessness is not overlooked by policy makers in the areas of health, employment and criminal justice. With the support of trusts, foundations and other sources of income, we will focus on:

- Improving the knowledge and skills of homeless agencies;
- Ensuring the real costs of homelessness are understood;
- Identifying and removing the barriers to ending rough sleeping; and
- Establishing new solutions to tackling homelessness.

### **Campaigning**

We want everyone to play their part in creating an England free of homelessness. With this aim in mind, Homeless Link will continue to campaign in public and private to encourage change.

In the future, we will focus on:

- Ensuring that homeless people are not harmed by cuts in local services;
- Raising awareness of the barriers to ending rough sleeping;
- Responding to issues that impact on homeless people;
- Engaging and amplifying the voice of our members and homeless people; and
- Using digital communications and social media to reach a wider section of the community.

### **Social enterprise**

To help fund our work and achieve our vision, we have developed a strong social enterprise arm.

We aim to build-up on this work by:

- Improving our training and consultancy, so that we are able to help more organisations;
- Developing new products and building upon existing ones; and
- Offering more ways in which the sector can meet, learn and develop.

### **An effective and efficient organisation**

To achieve this, it is essential that we operate an efficient and effective organisation. We will continue to review and strengthen every area of work including our HR, IT and finance functions.

### **AUDITOR**

A resolution will be proposed at the Annual General Meeting to re-appoint Chantrey Vellacott DFK LLP as auditors to Homeless Link for the coming year.

### **TRUSTEES' RESPONSIBILITIES**

The trustees are responsible for preparing the Trustees' Report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

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

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles of the Charities SORP;
- make judgments and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that Homeless Link will continue in business.

The trustees are responsible for keeping adequate accounting records that are sufficient to show and explain Homeless Link's transactions and disclose with reasonable accuracy at any time the financial position of Homeless Link and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of Homeless Link and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as the trustees are aware:

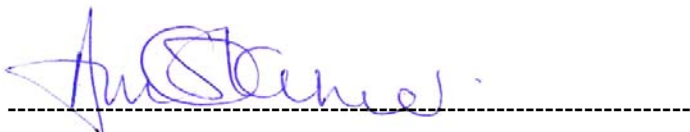
- there is no relevant audit information of which Homeless Link's auditor is unaware; and
- the trustees have taken all steps they ought to have taken to make themselves aware of any relevant audit information and to establish that the auditor is aware of that information.

The trustees are responsible for the maintenance and integrity of the corporate and financial information included on Homeless Link's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

### **SMALL COMPANY PROVISIONS**

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

The Trustees' Report was approved 5 July 2011 and is signed on their behalf by:



Chair of Trustees

## **INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF HOMELESS LINK**

We have audited the financial statements of Homeless Link for the year ended 31 March 2011 which comprise the Statement of Financial Activities, the Balance Sheet and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to Homeless Link's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the Homeless Link'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 Homeless Link and the Homeless Link's members as a body, for our audit work, for this report, or for the opinions we have formed.

### **Respective responsibilities of trustees and auditor**

As explained more fully in the Statement of Trustee's Responsibilities set out on page 9, the trustees are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view.

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

### **Scope of the audit of the financial statements**

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to Homeless Link's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the trustees; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the financial statements to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

### **Opinion on financial statements**

In our opinion the financial statements:

- give a true and fair view of the state of Homeless Link's affairs as at 31 March 2011 and of its incoming resources and application of resources, including its income and expenditure, for the year then ended;

have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and

- have been prepared in accordance with the requirements of the Companies Act 2006.

### **Opinion on other matter prescribed by the Companies Act 2006**

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

## INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF HOMELESS LINK

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

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of trustees' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.
- the trustees were not entitled to prepare the financial statements in accordance with the small companies regime.

*Chantrey Vellacott DFK LLP*

SALLY JAYNE BONNER (Senior statutory auditor)  
for and on behalf of CHANTREY VELLACOTT DFK LLP  
Chartered Accountants and Statutory Auditor  
LONDON

Date: *5/7/11*

**HOMELESS LINK**  
**STATEMENT OF FINANCIAL ACTIVITIES**  
**Incorporating an Income and Expenditure Statement**  
**For the year ended 31 March 2011**

		Unrestricted Funds £	Restricted Funds £	2011 Total Funds £	2010 Total Funds £
<b>INCOMING RESOURCES</b>	<b>Notes</b>				
<b>Incoming resources from charitable activities</b>					
Ending Homelessness	2	1,443,043	1,000	1,444,043	1,534,322
Research and Development	3	-	878,768	878,768	395,173
Social Enterprise	4	790,778	74,850	865,628	887,183
Funds for Grant Distribution	5	-	740,000	740,000	-
Membership		120,846	-	120,846	139,667
<b>Incoming resources from generated funds</b>					
Donations		9,500	-	9,500	15,035
Bank interest		2,292	-	2,292	2,493
<b>Total Incoming Resources</b>		<b>2,366,459</b>	<b>1,694,618</b>	<b>4,061,077</b>	<b>2,973,873</b>
<b>RESOURCES EXPENDED</b>		<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
<b>Costs of generating funds</b>					
Fundraising		(36,322)	(25,370)	(61,692)	(77,035)
<b>Charitable activities</b>					
Ending Homelessness		(1,452,021)	(1,000)	(1,453,021)	(1,523,698)
Research and Development		(22,175)	(669,966)	(692,141)	(444,846)
Social Enterprise		(644,005)	(36,550)	(680,555)	(829,114)
Funds for Grant Distribution		-	(29,000)	(29,000)	-
Membership		(70,435)	-	(70,435)	(83,895)
<b>Governance</b>		<b>(14,567)</b>	<b>(10,177)</b>	<b>(24,744)</b>	<b>(68,481)</b>
<b>Total Resources Expended</b>	<b>6 - 8</b>	<b>(2,239,525)</b>	<b>(772,063)</b>	<b>(3,011,588)</b>	<b>(3,027,069)</b>
Net incoming/(outgoing) resources before transfers		126,934	922,555	1,049,489	(53,196)
Transfer of Fund balances from RIS		-	-	-	(130,986)
<b>Net Movement in Funds, net income (expenditure) for the year</b>		<b>126,934</b>	<b>922,555</b>	<b>1,049,489</b>	<b>(184,182)</b>
Fund balances at 1 April 2010		406,368	93,600	499,968	684,150
<b>Fund balances at 31 March 2011</b>	<b>16</b>	<b>533,302</b>	<b>1,016,155</b>	<b>1,549,457</b>	<b>499,968</b>

All the above results derive from continuing activities.  
There were no other recognised gains or losses other than those stated above.  
The notes on pages 14 to 22 form an integral part of the financial statements.

The analysis of charitable activities shown above has changed from previous years.  
The comparative figures for 2009/10 have been restated accordingly.

**HOMELESS LINK  
BALANCE SHEET  
As at 31 March 2011**

	Notes	2011 £	2010 £
<b>Fixed Assets</b>			
Tangible fixed assets	11	148,970	223,292
Investments	12	1	1
		<u>148,971</u>	<u>223,293</u>
<b>Current Assets</b>			
Debtors & prepayments	13	194,543	283,851
Cash at bank & in hand		1,459,061	324,640
		<u>1,653,604</u>	<u>608,491</u>
<b>Creditors :</b>	14	(253,118)	(331,816)
<b>amounts falling due within one year</b>		<u></u>	<u></u>
<b>Net current assets</b>		1,400,486	276,675
<b>Net assets</b>		<u>1,549,457</u>	<u>499,968</u>
 <b>Represented by</b>			
		2011	2010
		£	£
<b>Funds</b>			
Unrestricted			
General	15	470,456	308,623
Designated	15	62,846	97,745
		<u>533,302</u>	<u>406,368</u>
Restricted	15, 16	1,016,155	93,600
<b>Total Funds</b>		<u>1,549,457</u>	<u>499,968</u>

The notes on pages 14 to 22 form an integral part of the financial statements.

These financial statements have been prepared in accordance with the special provisions for small companies under Part 15 of the Companies Act

The accounts were approved and authorised for issue by the Board of Trustees on 5 July 2011 and signed on their behalf by:



Treasurer

Ian Watson

Company number: 1089173

## HOMELESS LINK

### Notes to the financial statements

For the year ended 31 March 2011

## 1 ACCOUNTING POLICIES

### Accounting convention

The financial statements have been prepared under the historical cost convention and in accordance with the Statement of Recommended Practice Accounting by Charities (SORP 2005) and applicable accounting standards. The company qualifies as a small company for the exemption given by FRS 1. No Cash Flow statement has been prepared.

### Income

Grants are recognised as income when they are receivable. Donations and legacies are treated as income in the year they become receivable. Membership fees are apportioned over the period of membership. Income from social enterprise activities is spread evenly over the period to which the services relate. Fees from training and events are treated as income on the date the goods or services are supplied.

### Expenditure

Charitable expenditure comprises direct expenditure, which includes direct staff costs attributable to the activity and grant payments, together with apportioned central support costs.

Where costs cannot be directly attributed, they have been allocated to activities on a basis consistent with use of the resources. Fundraising costs are those incurred in generating statutory funding, trust grants and donations.

### Fund accounting

General funds comprise the accumulated surplus on the statement of financial activities. They are available for use at the discretion of the trustees in furtherance of the general objectives of Homeless Link.

Designated funds comprise those funds that the trustees believe are required for specific purposes necessary for the furtherance of the objectives of Homeless Link. Restricted funds are subject to specific restrictive conditions imposed by donors or by the purpose of the appeal. Balances of unspent restricted funds are held as restricted fund balances at the end of the accounting period.

### Office furniture and equipment

It is Homeless Link's policy to capitalise assets costing over £500. Depreciation is calculated so as to write off the cost of tangible fixed assets on a straight line basis over their expected life.

Rates of Depreciation:

Computerised Equipment	Three years
Furniture and other equipment	Five years

### Pensions

Homeless Link pays defined contributions into a stakeholder pension scheme set up in 2008. Contributions are charged to the Statement of Financial Activities as they occur.

### Leased assets

Rentals applicable to operating leases, where substantially all the benefits and risks of ownership remain with the lessor, are charged to the Statement of Financial Activities as they occur.

## HOMELESS LINK

### Notes to the financial statements For the year ended 31 March 2011

#### 2 ENDING HOMELESSNESS

	Unrestricted Funds £	Restricted Funds £	2011 Total £	2010 Total £
DCLG Grant for ending homelessness	1,443,043	1,000	1,444,043	1,314,282
DCLG Grant for Homeless UK Website	-	-	-	195,000
DCLG Support to Chelsea Flower Show 2010	-	-	-	25,040
	<b>1,443,043</b>	<b>1,000</b>	<b>1,444,043</b>	<b>1,534,322</b>

#### 3 RESEARCH AND DEVELOPMENT

	Unrestricted Funds £	Restricted Funds £	2011 Total £	2010 Total £
Big Lottery Fund	-	181,201	181,201	-
Calouste Gulbenkian Foundation	-	207,778	207,778	68,222
Eden Project	-	17,000	17,000	-
Department of Health	-	68,641	68,641	58,206
The Football Foundation	-	65,000	65,000	-
John Laing Charitable Trust	-	-	-	25,807
Lloyds TSB Foundation for England and Wales	-	-	-	43,627
London Councils	-	70,000	70,000	50,000
London Housing Foundation	-	32,000	32,000	32,020
The Monument Trust	-	76,000	76,000	-
Northern Rock Foundation	-	40,396	40,396	-
Oak Foundation	-	57,151	57,151	70,704
The City Bridge Trust	-	45,083	45,083	22,167
Trust for London	-	18,518	18,518	24,420
	-	<b>878,768</b>	<b>878,768</b>	<b>395,173</b>

#### 4 SOCIAL ENTERPRISE

	Unrestricted Funds £	Restricted Funds £	2011 Total £	2010 Total £
Events & seminars	82,082	-	82,082	108,024
Training	126,538	-	126,538	136,294
Publications	9,079	-	9,079	21,737
Information services	261,880	-	261,880	236,138
Knowledge	32,660	-	32,660	47,526
Information products	186,066	74,850	260,916	261,483
Consultancy services	91,154	-	91,154	74,987
Other incoming resources	1,319	-	1,319	994
	<b>790,778</b>	<b>74,850</b>	<b>865,628</b>	<b>887,183</b>

#### 5 FUNDS FOR GRANT DISTRIBUTION

	Unrestricted Funds £	Restricted Funds £	2011 Total £	2010 Total £
DCLG (No Second Night Out)	-	710,000	710,000	-
DCLG (Severe Weather Provision)	-	30,000	30,000	-
	-	<b>740,000</b>	<b>740,000</b>	-

Please note that 'Research and Development' income includes £154,000 from the Calouste Gulbenkian Foundation out of which grants of £67,500 were made to third-parties participating in the MEAM Service Pilots project and a further £37,500 will be granted to the pilots in 2011/12.

'Research and Development' income also includes £40,396 from the Northern Rock Foundation out of which grants will be made to third-parties participating in Capacity Building in the North East during 2011/12.



**HOMELESS LINK**  
**Notes to the financial statements**  
**For the year ended 31 March 2011**

**9 INSURANCE**

Homeless Link has purchased indemnity insurance in respect of the trustees and officers.

**10 NET MOVEMENT IN FUNDS**

is stated after charging

	<b>2011</b>	<b>2010</b>
	<b>Total</b>	<b>Total</b>
	<b>£</b>	<b>£</b>
Audit fee	11,600	11,050
Depreciation	94,425	71,469
Operating lease rentals	94,506	103,562

**11 FIXED ASSETS**

	<b>Leasehold</b>	<b>Computer</b>	<b>Fixtures and</b>	<b>2011</b>
<b>Cost</b>	<b>Improvements</b>	<b>Equipment</b>	<b>Equipment</b>	<b>Total</b>
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
At 01 April 2010	42,769	390,454	51,776	484,999
Additions	2,974	15,615	1,512	20,101
At 31 March 2011	45,743	405,970	53,288	505,101
<b>Depreciation</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
At 01 April 2010	17,700	203,451	40,556	261,707
Charge for year	8,933	81,416	4,076	94,425
At 31 March 2010	26,633	284,766	44,632	356,131
<b>Net Book Values</b>				
<b>At 31 March 2011</b>	<b>19,110</b>	<b>121,204</b>	<b>8,656</b>	<b>148,970</b>
At 31 March 2010	25,069	187,003	11,220	223,292

**12 Investments**

	<b>2011</b>	<b>2010</b>
	<b>£</b>	<b>£</b>
Investment in subsidiary undertaking	1	1

Homeless Link (Trading) Limited is a wholly owned, currently non-trading subsidiary of Homeless Link & is incorporated in England. It is currently dormant. Consolidated accounts are not prepared as the trading subsidiary is not material.

**HOMELESS LINK****Notes to the financial statements****For the year ended 31 March 2011**

<b>13 DEBTORS &amp; PREPAYMENTS</b>	<b>2011</b>	<b>2010</b>
	<b>£</b>	<b>£</b>
Trade debtors	131,615	207,641
Prepayments	56,611	39,458
Other debtors	6,317	36,752
	<hr/>	<hr/>
	194,543	283,851
	<hr/>	<hr/>

<b>14 CREDITORS : Amounts falling due within one year</b>	<b>2011</b>	<b>2010</b>
	<b>£</b>	<b>£</b>
Trade creditors	41,119	58,861
Sundry creditors	74,256	16,771
Deferred grant and other income	45,503	137,418
Other tax & social security	58,983	87,369
Accruals	33,257	31,397
	<hr/>	<hr/>
	253,118	331,816
	<hr/>	<hr/>

<b>15 RESERVES</b>	<b>General</b>	<b>Designated</b>	<b>Restricted</b>	<b>Total</b>
	<b>Unrestricted</b>	<b>Unrestricted</b>		
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
Opening balances as at 01 April 2010	308,623	97,745	93,600	499,968
Income	2,366,459	-	1,694,618	4,061,077
Transfers into designated fund	(20,000)	20,000	-	-
Transfers from designated fund	15,000	(15,000)	-	-
Expenditure	(2,199,626)	(39,899)	(772,063)	(3,011,588)
	<hr/>	<hr/>	<hr/>	<hr/>
Closing balances as at 31 March 2011	470,456	62,846	1,016,155	1,549,457
	<hr/>	<hr/>	<hr/>	<hr/>

The make-up of the Designated Funds is as follows:-

	<b>£</b>
Sports Project	19,300
Net Book Value of Designated Assets	43,546
	<hr/>
	62,846
	<hr/>

In 2011, £20,000 was designated as Homeless Link's contribution to the third year of the Sports project 'Aiming High: Sport for All'. £700 was spent in 2010/11 and £19,300 will be spent in 2012/13.

See note 16 for details of restricted funds.

## HOMELESS LINK

### Notes to the financial statements For the year ended 31 March 2011

#### 16 STATEMENT OF FUNDS

Restricted Funds	Funds at April 2010 £	Incoming Resources £	Resources Expended £	Transfers £	Funds at March 2011 £
Aiming High: Sport For All	-	97,000	(83,193)		13,807
Capacity building in the North East	-	40,396	(3,000)		37,396
Chelsea Flower Show 2010 Travel & Expenses	7,014	17,000	(24,014)		-
Chelsea Flower Show 2010 Support	10,016	-	(10,016)		-
Criminal justice and homelessness	-	76,000	(56,695)		19,305
Critical Mass	-	181,201	(141,497)		39,704
Database of Services for Women Offenders	-	59,850	(20,550)		39,300
Garden for Change in Second Life	-	11,000	(11,000)		-
London Hostels Directory	-	10,000	(10,000)		-
Head of London post (contribution)	-	18,518	(18,518)		-
Homeless Health Audit Project	1,000	68,641	(69,641)		-
Homeless Pages	-	5,000	(5,000)		-
Improving Londoners' mental health	-	45,083	(31,610)		13,473
London Activities	-	70,000	(70,000)		-
Making Every Adult Matter (MEAM)	15,765	42,778	(36,935)	(21,608)	-
MEAM Service Pilots	-	154,000	(94,158)	21,608	81,450
Michael Whippman Fund	1,777	-	(1,000)		777
Migrant rough sleeping - Influencing work	-	1,000	(1,000)		-
No Second Night Out	-	710,000	(20,000)		690,000
Reducing Evictions and Abandonments	53,028	57,151	(50,236)		59,943
Relocation Reserve	5,000	-	(5,000)		-
Severe Weather Provision	-	30,000	(9,000)		21,000
<b>Total Restricted Funds</b>	<b>93,600</b>	<b>1,694,618</b>	<b>(772,063)</b>	<b>-</b>	<b>1,016,155</b>
<b>Total Unrestricted Funds</b>	<b>406,368</b>	<b>2,366,459</b>	<b>(2,239,525)</b>		<b>533,302</b>
<b>Total Funds</b>	<b>499,968</b>	<b>4,061,077</b>	<b>(3,011,588)</b>	<b>-</b>	<b>1,549,457</b>

#### Aiming High: Sport for All

The Football Foundation and the London Housing Foundation jointly fund our Aiming High: Sport for All project. This 3-year project aims to increase homeless people's participation in football and other sports in England.

#### Capacity building in the North East

The Northern Rock Foundation have awarded a grant towards a bursary programme to support training to frontline staff working with homeless people, to encourage homelessness organisations to develop new ways of engaging their clients, and to highlight and share good practice.

#### Chelsea Flower Show 2010 - Travel and Expenses

This comprises of funding of £17,000 from the Eden project and £7,014 from DCLG to assist a number of the homelessness agencies participating in the Places of Change garden at the RHS Chelsea Flower Show with their related travel, subsistence and photography costs.

#### Chelsea Flower Show 2010 - Support

These funds from DCLG were a contribution towards Homeless Link's work to coordinate homelessness agencies' participation in the Places of Change garden at the 2010 RHS Chelsea Flower Show this year, and related press work.

#### Criminal Justice and Homelessness

The Monument Trust have provided funding for a 12 month research project to learn how the homelessness sector can play a more active role in preventing re-offending, and how the homelessness and criminal justice sectors can work more effectively together to reduce re-offending rates.

## **HOMELESS LINK**

### **Notes to the financial statements For the year ended 31 March 2011**

#### **16 STATEMENT OF FUNDS (CONTD)**

##### **Critical Mass: using operational data to end homelessness**

The Big Lottery Fund Research Programme have funded this 3 year project to collate, combine and analyse client recording data from partners using In-Form (Homeless Link's client recording system) and to report on the findings. The aim is to see if client recording data can be used to inform policy and practice.

##### **Database of Services for Women Offenders**

The Women's Diversionary Fund, a partnership between Corston Independent Funders Coalition (CIFC) and the Ministry of Justice have awarded funding to set up and run an online directory of services for women offenders in England and Wales.

##### **Garden for Change in Second Life**

The Places of Change garden was the biggest show garden at the RHS Chelsea Flower Show this year. To share the positive effect it had on homeless people's lives, and enable an interactive experience of the ideas and inspiration behind the garden and the stories of those who created it, Homeless Link have created a 3D virtual version of the garden on Second Life. The garden is supported by the Calouste Gulbenkian Foundation.

##### **Head of London post (contribution)**

Funding has been received from Trust for London towards the post of Head of London, to coordinate and lead on our goal of Ending Rough Sleeping in London by 2012.

##### **Homeless Health Audit Project**

We received funding from the Department of Health Third Sector programme to develop an audit tool to evidence the health needs of homeless people in 9 PCT areas, and to build the capacity of homelessness agencies to influence local commissioners about the health needs of their service users.

##### **Homeless Pages**

Funding of £5,000 was received from CRASH towards our Homeless Pages site, alongside our main grant from DCLG.

##### **Improving Londoners' Mental Health**

The City Bridge Trust has funded a 2 year project which aims to improve mental health services to homeless people by influencing pan-London commissioners and providing direct support to provider agencies.

##### **London Activities: London Councils Section 37 Statement**

Grant aid of £70,000 was receivable in 2010-11 from the London Councils Grants Committee as a contribution towards expenditure of £73,555 spent on work with member agencies and local & regional government in London, of which £46,836 was direct salaries.

##### **London Hostels Directory**

Funding was received from the Girdlers' Company Charitable Trust for the development of print-on-demand technology for our London Hostels Directory publication.

##### **Migrant rough sleeping - Influencing work**

Garden Court Chambers donated £1,000 towards our work to influence key policy makers on the issue of destitute migrant rough sleepers.

##### **Making Every Adult Matter (MEAM)**

MEAM is a coalition of four national charities – Clinks, DrugScope, Homeless Link and Mind – formed to influence policy and services for adults with multiple needs. Together the charities represent over 1,600 frontline organisations working in the criminal justice, drug and drug treatment, homelessness and mental health sectors. The coalition is supported by the Calouste Gulbenkian Foundation.

## **HOMELESS LINK**

### **Notes to the financial statements**

**For the year ended 31 March 2011**

#### **16 STATEMENT OF FUNDS (CONTD)**

##### **MEAM Service Pilots**

MEAM has received further funding from the Calouste Gulbenkian Foundation to support three pilot areas. Each is working to coordinate existing local services for people facing multiple needs and exclusions, improve outcomes and deliver better value for money. The pilots will include a thorough economic analysis of how better outcomes for individuals can impact on national and local budgets.

##### **Michael Whippman Fund**

This fund was created when Homeless Network and National Homeless Alliance merged to form Homeless Link. The fund is used to honour the memory of Michael Whippman who was chair of Homeless Network at the time of his death.

##### **No Second Night Out**

No Second Night Out (NSNO) is a pilot project focused on helping those who find themselves sleeping rough on the streets of London for the first time. The project will ensure there is a rapid response to new rough sleepers, and will provide an offer that means they do not have to sleep out for a second night. NSNO is a joint project initiated by the Mayor of London and delivered via a partnership of London homelessness agencies. Homeless Link received the grant aid from DCLG on behalf of this partnership. The pilot starts in April 2011. At our financial year end of 31 March 2011, £690,000 of this grant was unspent and included in restricted reserves on our balance sheet.

##### **Reducing Evictions and Abandonments**

We received funding from the Oak Foundation for a 3 year project which aims to reduce the number of unplanned moves from hostels and other supported accommodation for homeless people by developing evidence-based solutions and disseminating these widely.

##### **Relocation Reserve**

This fund was for Homeless Link to upgrade its premises, following our office move in December 2009.

##### **Severe Weather Provision**

DCLG awarded extra funding to allow us to support a number of providers of severe weather provision during winter 2010. Unspent funds will be used for the same purpose in the winter of 2011/12.

**All funds are used to promote the objects of Homeless Link.**

**HOMELESS LINK**  
**Notes to the financial statements**  
**For the year ended 31 March 2011**

**17 RELATED PARTY TRANSACTIONS**

Ian Watson, a trustee of the organisation, is a member of the board of The Connection at St Martins who licensed the In-Form client recording system from Homeless Link during the year at a contract value of £4,040 per year.

Martin Hancock, a trustee of the organisation, is Chief Executive of Bournemouth Churches Housing Association, who licensed the In-Form client recording system from Homeless Link on a contract worth £25,200 per year. Bournemouth Churches Housing Association are beneficiaries of a sub-grant of Calouste Gulbenkian Foundation for MEAM Service Pilots worth £22,500 in the period.

Stephen Bell, a trustee of the organisation, is Chief Executive of the Cyrenians who licensed the In-Form client recording system from Homeless Link. The value of the contract is £ 14,750 per year.

All the elected members of the Board of Trustees are trustees or senior executives of organisations that pay an annual fee as members of Homeless Link, on the same terms as the other 500 members of Homeless Link.

<b>18 ANALYSIS OF GROUP NET ASSETS</b>	<b>General</b>	<b>Designated</b>	<b>Total Unrestricted</b>	<b>Restricted</b>	<b>2011 Total</b>	<b>2010 Total</b>
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
Tangible Fixed Assets	105,424	43,546	148,970	-	148,970	223,292
Investments	1	-	1	-	1	1
Net current assets	365,030	19,300	384,330	1,016,155	1,400,486	276,675
<b>Balances at 31 March</b>	<b>470,456</b>	<b>62,846</b>	<b>533,302</b>	<b>1,016,155</b>	<b>1,549,457</b>	<b>499,968</b>

**19 FINANCIAL COMMITMENTS**

Annual commitments under non- cancellable operating leases were as follows:

	<b>2011</b>	<b>2010</b>
	<b>£</b>	<b>£</b>
Land and Building leases expiring		
Less than 1 year	81,827	-
Between 1 - 5 years	-	92,121
Other leases expiring		
Less than 1 year	1,070	-
Between 1 - 5 years	10,790	8,385