PoppaFeel Annual Annual Report 2019

10th birthday edition

K

- A reminder of why we exist
- 2 A word from the chairman
- **3 Looking forward**
- 6 2019 in a nutshell
- 7 Encourage Aims and What We Did
- 9 Meet Emily
- 11 Educate Aims and What We Did
- 13 Meet Lucy
- 15 Empower Aims and What We Did
- **17 Our Aims for 2020**
- **19 Our Future Plans**
- **21** Fundraising
- 25 Structure, Governance & Management
- 27 Reference & Administrative
- **30 Declaration**
- **32 Independent Auditors Report**



# **Our Founders Story**

CoppaFeel! was founded in April 2009 by Kristin Hallenga who was diagnosed with advanced breast cancer at the age of 23. Eight months prior to her diagnosis Kris sought advice from her GP, who dismissed her lumpy painful boob as something 'hormonal'.

When Kris was finally diagnosed in February 2009 the cancer was found to have already spread to her spine. Whilst undergoing all manner of treatments, Kris set about making it her life's mission to educate people on the importance of checking their boobs regularly, with specific focus on younger people - an age group that is often overlooked when educating on this subject.

CoppaFeel! was formed to educate and remind every young person in the UK that checking their boobs isn't only fun, it could save their life.

CoppaFeel! is about more than discovering a cancer diagnosis. It's about empowering ourselves to be proactive about our own health and body, as well as our outlook on life. It's about knowing your boobs; knowing that if you do find something, you know what to do and if found early, you have many options.

At CoppaFeel! we want everyone to have the best possible chance of having a healthy life. We do this by working to ensure that all breast cancers are diagnosed early and correctly.

We do this by encouraging young people to

· Check their boobs regularly

Know the signs and symptoms

• Feel confident noticing and acting upon any changes

## **Our Vision**

Our vision is to live in a world where breast cancers are diagnosed at the earliest stage possible, at which treatments are more effective and survival rates are higher.



The charity created by Kris, a young woman of 23 diagnosed with incurable cancer and given just 3 years to live is like herself; now 10 years older and wiser. I watched from the start, and I am humbled by the scale of the ambition and what has been achieved since 2009.

2019 was a chance to increase the impact of existing initiatives whilst continuing to explore exciting new territory. Building on 2018's policy win with cancer education now added to the curriculum, the team continued to shout louder, punching well above their weight, in the health education space. We saw Shower Hijack reach 65k showers across the UK, another ground-breaking breast awareness campaign and an exploration into digital checking with the Boob Bot.

Festifeel this year was more special than ever. An amazing mix of supporters new and old with some notable faces in the crowd that might not have been there if it wasn't for the Charity's great work over the years. It was a highlight seeing the team take a well deserved bow at the end of the night, for an incredible 10 years of campaigning.

The team once again proved themselves to be incredibly adaptable. 2019 was a big year personally for Nat, our brilliant CEO with the arrival of her first child. While Nat was on maternity leave, the Senior Management Team stepped up to take on additional responsibilities. As trustees, we supported where needed and also called on the wealth of expertise of Samia al Qadhi whose previous CEO experience in the sector was a valuable resource.

#### Looking Forward:

As I write this note, the world is gripped with the impact and the uncertainty of a global pandemic. It feels a little strange to reflect and look back at a time when everyone is so focused and concerned at what comes next.

Like all charities, recent trustee meetings have centred around short term contingency planning and longer term plans for sustainability. This is an incredibly testing time, however the senior management team have been quick to act to limit risks.

There have been difficult, foresighted financial decisions



made and true to CoppaFeel! values, a nimble enthusiastic team ready to explore new means to raise awareness and fundraise.

A key aspect for confidence from The Board is the Charity's financial position. This is the result of a strong fundraising performance in 2019 and yet another year of well-maintained financial stability and reserves that may be called upon should they be required.

2020 will not be easy. It will not be the year of growth that we planned and strategically will be a hit. However, we are well equipped to weather the storm as best we can and sure we will come out stronger than ever.

Jamie Clews

2





#### (and the other C word)

Our year end is December and we wrote our Annual Report based on our strategic plans pre-COVID-19. Obviously in the subsequent months much has changed as we all come to terms with the impact of a global pandemic on our charity and the sector more broadly.

As an organisation we started to work from home as of March 13 2020 and moved immediately to digitise our key programmes and fundraising as much as possible. We were in the fortunate position of already incorporating digital into much of our operations, from our financial systems to team collaboration, with much already cloud based. Our risk register was re-addressed in the light of the unfolding pandemic, and we re-forecasted and tried to model the next few months as much as possible taking into account any guidance from the government. Our audit was also totally remote, with all documents and supporting information provided digitally.

Key mitigations over this period were the following:

#### **Financial mitigations**

- Regular reforecasting of income and monitoring of cashflow as more information is shared by the government and the extent and length of the shutdown is made clear.

- Removal of anticipated income from any mass participation event in 2020 from our forecast and downgrading anticipated corporate income.

- Slashed discretionary expenditure, a recruitment freeze and a postponement of some key expenditure items.

- Investigation into Government Grants and support.

#### Fundraising development

With a slash in events, the fundraising team switched to innovating and looking into alternative fundraising vehicles.

- Created digital fundraising concepts (including #Formalfriday, Sofa Sessions)

- Engaged with celebrity ambassadors to support our fundraising efforts

- Stewardship of our current supporters

- Finalising of Gambling licence application to be able to benefit from a charity scratch card.

#### Projects

With social distancing measures in place it is currently not possible to run our face to face projects in the same way. We did the following to pivot our awareness work:

- Quickly released guidance and FAQs on our website for our beneficiaries

- Looked into how we can adapt our messaging for the current situation, and signposting people to other support options beyond the NHS

- Developed capacity for awareness talks to be held over Zoom

- Held volunteer training sessions remotely

- Leveraged our digital campaigns to keep reaching our audience, sharing our message and encouraging support

- Created a web page of all our digital resources to make easily accessible for schools or individuals looking for information.

#### Governance

- Risk management and identification of the key risks to the organisation based on the COVID-19 pandemic (These were identified as our beneficiaries having reduced access to medical interventions, impact on our income generation and impact on cash flow longer term into 2021)

- Creation of a short term organisational priority strategic document to share with the board and guide our decision making.

#### Operations

- We have postponed our office move until there is more certainty.

- We shifted our fulfilment of awareness materials totally to an external fulfilment house, enabling us to still send out our key materials during this time.

While we are still in a time of uncertainty, based on our reserves at the start of the year, our mitigation plans and our development of fundraising we are confident that we remain a going concern and can continue to share our message into 2021 and beyond.

#### Public benefit

In reviewing our aims and objectives and planning our future activities, we have referred to and complied with the duty in section 17 of the Charities Act 2011. This relates to having due regard to the Charity Commission's published general guidance on public benefit.

In particular, the Trustees consider how planned activities will impact our beneficiaries.



# OUR APPROACH TO REPORTING CONCERNS

In 2018 the Charity Commission underlined that charities must be trusted places where people can feel safe and at CoppaFeel! we want to create a culture of openness and trust so that we can create a safe environment for everyone. Whilst we do not work with vulnerable people (as defined by law), or have programmes where our volunteers are carrying out vulnerable activities, we have taken steps regarding reporting concerns to enable us to make safe decisions about everything that we do. Safeguarding is everyone's responsibility and below are some of the steps that have been implemented to enable us to learn which will help us to manage risks and to create a safe place for everyone:

We created a new Reporting concerns policy for staff and volunteers which include a reporting concerns form and key services contact sheet

Reporting concerns guidance was talked through in all Boobette and Uni Boob Team training last year and added to volunteer handbooks

We became a member of Safe CIC - an organisation who have online training, template resources and are on hand to help with safeguarding queries

4

We appointed a Safeguarding lead

We enrolled our staff lead on training with NCVO



# IN A NUTSHELL

2019 was a landmark year for CoppaFeel! It marks 10 years since our Founder Kris was diagnosed with breast cancer at the age of 23 and 10 years since CoppaFeell's inception.

Our priority in 2019 was to conduct qualitative research into our beneficiaries' attitudes and behaviours when it comes to their health and identify the barriers to acting upon our message. This informed the development of a long term strategic vision for CoppaFeel!

We built upon our behaviour change strategy to equip young people with the education that they need to create a proactive approach towards their health and wellbeing. This objective was delivered across three strategic pillars

I. Encourage: Our proactive and positive approach encourages young people to get to know their body and what is normal for

2. Educate: We raise awareness of breast cancer and provide checking know how so that young people feel informed

them

3. Empower: We instil confidence when it comes to checking so that young people are motivated to continue acting upon our message and are well placed to act if they find anything that isn't normal for them.



# Aims

Raising awareness and educating young people to get to know their bodies is the first step in creating a regular checking behaviour. We have a number of services that encourage young people to adopt a regular boob checking behaviour via our social media platforms and Digital Boob Team and annual music event Festifeel and then to remind them to check regularly across our bra and shower hijack campaigns and text reminder service.

#### Social Media:

Increase confidence checking by communicating more educational content around checking and what to be aware of.

#### Digital Boob Team (DBT):

Show an increase in current DBT engagement at events/ online and as a result increase content about CoppaFeel! on influencer channels to 38 individual posts.

#### Patrons:

Secure one new Patron who can either increase a relevance amongst our target audience or add credibility to our message.

#### Festifeel:

Delivering an innovative, engaging event that celebrates 10 years of CoppaFeel! whilst encouraging attendees to check their boobs and pecs.

#### **#BraHijack:**

To secure one of the top 5 brands for 18 - 35 year olds to join the campaign and put labels in bras or other clothing items, providing distribution and sales figures.

#### **#ShowerHijack:**

Reach more young people in the shower space by enlisting one top retailer to put the breast awareness message on their shower gel products.

#### **Text Reminder:**

Remind an extra 24,000 young people by December 2019 to check their boobs monthly by increasing sign ups amongst target audience.





#### Social Media & Digital Boob Team (DBT)

Our research shows that social media and influencers are key touchpoints that our audience use to seek and share information. We use our social media platforms to provide information on how to check and what to be aware of to motivate our followers to check. Our partnerships with influencers in the social media space allow them to share this message with their followers and normalise the boob check message that we advocate.

- We grew our Instagram following by 36,191 taking us to 111,495 followers

- We also increased our newsletter subscribers to 31,325

- We maintained an engaged network of social media ambassadors who shared the International Women's Day activity, annual campaign and continue to support our message across their social media channels.

- Social media continues to be the greatest driver of CoppaFeel! awareness, 23% of people that are aware of CoppaFeel! heard about us through social media channels.

#### Patrons

After meeting Kris in 2018 we were delighted to announce Perrie Edwards as a CoppaFeel! Patron in 2019. Perrie has a huge 18 - 24 year old following, significant reach and active social media platforms with high followers and engagement. She is also hugely passionate about CoppaFeel!'s message which is a great opportunity to extend the reach of our message and motivate more young people to get to know their boobs and pecs. Perrie has this year directed her followers to CoppaFeel!'s materials, promoted our annual campaign and supported our IWD t-shirt fundraiser all of which have raised awareness of CoppaFeel! and our message.

#### Festifeel

Festifeel is our annual one day music event curated by Patron Fearne Cotton. The event provides the opportunity to reach a whole new audience with our message of boob / pec love and provide additional education and materials to encourage attendees to start checking.

- This year Festifeel was a celebration of 10 years of CoppaFeel! and the event was created to showcase CoppaFeel!'s journey and encourage boob checking through a number of activations from Grab Life boob check reminders to the Boob TV headsets. More than 1,100 people attended Festifeel and funds were generated across a mixture of ticket sales, limited edition merchandise and workshops on the day. As a birthday celebration there was huge engagement on the night from Boob HQ staff, volunteers, Patrons and performers.

#### #BraHijack

#BraHijack is our campaign to include boob check reminders on the inside of bras with a view to providing our message of checking at a salient time, when our audience is likely to act upon it.

- This year we partnered with BooHoo to deliver Life Saving Lingerie - a range of bras to encourage women to be breast aware. Working with a national clothing brand who has a huge reach amongst young adults was a huge opportunity to extend our reach amongst young people.

- Reporting of our #brahijack campaign is difficult as we are reliant on third party data but this year we know that our hijack labels will have reached more than 1.5 million people across our network of bra hijack brand partners.

#### #ShowerHijack

Our research shows that of those that check their boobs, 60% do so in the shower. As such we have made it our mission to hijack bathrooms across the UK to encourage people to start coppin a feel in the shower.

- This year we partnered with anatomicals to create our very own shower gel to encourage people to get to know their boobs in the shower. The partnership was launched via Asos who promoted the product across their social media channels and with whom we launched some Instagram content on the importance of checking with our MAG member Rory.

- We hijacked 65,000 showers across homes, student accommodation and gyms to encourage young people to get to know their boobs and pecs. We also collaborated with Fujifilm to develop 500 bespoke shower stickers to deliver in health spaces.

#### Text Reminder

We know that our audience are busy and quite often need reminding to check their boobs so we developed the text reminder service to provide a regular monthly reminder completely free of charge to anyone who signs up

- Our text reminder service continued to grow in 2019. We have more than 23,000 sign ups and delivered 836,756 reminders to subscribers, a 33% increase from 2018.

- We also heard from 5 people who acted upon our text reminder service and made a GP appointment as a result of noticing a change in their boobs.

# MEET EMILY

After following us on social media, Emily started checking her boobs, and in the autumn of 2019, aged 34, she noticed a lump, which would eventually be diagnosed as breast cancer. Here's her story.

"I'd been following you guys on social media for a while and I had started checking myself because of you. I probably wasn't checking my boobs as regularly as I should have, but because of CoppaFeel!, I was aware of the importance of checking your boobs, and that breast cancer doesn't just affect older women.

There were a lot of tears when I first heard the news. They told me that it was good news and that I had caught it early – the lump was still very small and my cancer was at this stage curable.

I've had surgery to remove the lump and a couple of lymph nodes - the surgery was pretty straightforward and I was home in one day. After that comes six rounds of chemotherapy and then radiotherapy, followed by ten years of hormone treatment. I'm just trying to take one step at a time.

I'm aware that I'm very very lucky that I found the lump so early and because of that my treatment has been much more straightforward. So I really just want people to be checking themselves, I want them to understand that if they do find something they should go and see a doctor, they should not be scared to do that. Being a Boobette means I can do that on a much greater scale and be part of something much bigger. I can talk to more people and educate them so they understand that cancer doesn't have to be as horrible and scary as they might think. There's so much weight attached to that word but actually if you find it early, it's much much better.

If I was giving advice to someone in a similar position I would say to get anything unusual checked out as soon as you can, and to talk to people about what's going on. If you're in a relationship tell your partner, if you're not,



tell your partner, if you're not, tell a close friend. It helps to have someone who knows what's going on, and even if it turns out to be nothing, you have that support there if you need it. Bite the bullet, get it checked out, talk to your doctor." "It was a teeny tiny lump, but I just knew that it wasn't normal for me, so I called my doctors surgery and made an appointment for the following day.

I think my awareness of CoppaFeel! gave me more confidence to go to the doctor, because I knew that this wasn't normal for me."



## Aims

A barrier to checking is not understanding the signs and symptoms of breast cancer or having an understanding of how to check. Our Education programmes all focus upon increasing understanding of breast awareness guidance via our Summer Boob Tour, Uni Boob Team and Boobette programmes, but also by providing tools and resources to Primary Care professionals and Teachers to deliver and distribute across their networks. This activity is to create a more educated and aware boob checker who is informed and able to notice a change in their body.

#### UBT:

Increase monthly subscriptions to UBT text code and increase overall signs ups for the campaign to 10,000.

#### Summer Boob Tour:

Ensure we reach more diverse audiences through the SBT and maintaining levels of boob checking confidence (96%) post visit.

#### The Boobettes:

Demonstrate improved knowledge of signs and symptoms and checking guidance amongst young people in schools and colleges who have been visited by a Boobette.

#### In Schools:

Demonstrate an increase in confidence and knowledge of teachers who engage with new CoppaFeel! Education resources.

#### **Primary Care:**

Demonstrate an increase in engagement with key primary care professionals to ensure our message is reaching young women in GP surgeries and clinics for young women.



# What we did

#### Uni Boob Team

Our Uni Boob Teams raise awareness of the importance of getting to know your boobs on campus. We have seen real success with this peer to peer programme and it normalises our checking behaviour and our message of action is more likely to be acted upon when it is communicated by someone that you trust. This year our UBT's:

- Reached 27% of university students
- Of those 75% were reminded to check their boobs
- They signed up 9,290 students to the text reminder service

#### Summer Boob Tour

CoppaFeel! was born out of spreading the word at festivals and it continues to be a key campaign for taking boob chat across the UK. In 2019 our focus continued to be having quality conversations with festival goers to educate them on what to be aware of.

- This year we attended 6 festivals, speaking to more than 4,500 people. Of the people that we spoke to 79% felt confident checking their boobs and 85% were aware of the signs and symptoms of breast cancer, versus 63% in 2018. 96% of those that we spoke to felt more confident as a result of the conversation with CoppaFeel!

- Young people now expect CoppaFeel! to be a part of their festival experience which demonstrates the success of the Summer Boob Tour in normalising a checking behaviour and having conversations about boobs.

#### The Boobettes

Our Boobettes raise awareness and educate people on the importance of checking their boobs by sharing their stories. They have all been affected by breast cancer and educate people on our message in schools, workplaces and community spaces on how to check your boobs. The programme continued to grow in 2019 as we improved our recruitment process to provide extra support and education. We grew the programme to 128 Boobettes and had an 18% increase of sessions delivered in schools in line with our strategic focus to provide additional support to teachers and reach more students. We also had a record breaking year in terms of the number of talks, completing 524 sessions and reaching over 50,000 people.

#### In Schools

In July 2018 The Department for Education announced that health education alongside reformed sex and relationship education is to become compulsory in all schools across the country from September 2020. Since then we have been working hard to ensure that teachers have the support that they need to deliver these sessions. This year we worked closely with our Education Advisory Group to develop materials and resources to educate their students on the importance of early cancer detection.

- We launched a Schools Pack which was accredited by PSHE to facilitate cancer education classes for teachers. This resource was launched in November and has already had 350 downloads.

- We also partnered with Orchid to create a poster for use in schools which has been downloaded 341 times.

- Our Boobettes also strategically prioritised delivering educational talks in schools conducting 130 sessions.

#### Primary Care and Healthcare Professionals

Our research shows that GP's are the most influential figures when it comes to encouraging people to start checking their boobs with 45% of non checkers stating that it is their GP who would be most influential in motivating them to start checking. Our approach focussed upon extending our reach in this space. We bolstered our Medical Advisory Group by recruiting 6 new members to increase our expertise in Secondary Care and to shape our strategic approach. This year we distributed more than 1,200 health packs to GP surgeries and health clinics which generated 500 text reminder sign ups. We also ensured that our messaging was sustainable and would be imparted by healthcare professionals in the longer term by increasing our engagement with trainee GPs and nurses by attending and distributing materials at sector talks and conferences. We also saw the results of our partnership with Superdrug, through which we were able to educate more than 100,000 people on how to check your boobs and what to be aware of across Superdrug Health Clinics.



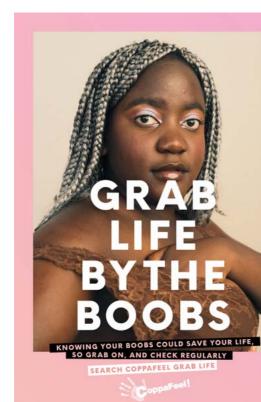


Tapi Taruvinga starred in our campaign, Grab Life By The Boobs, after her mum passed away from breast cancer. We chatted to Tapi about why she got involved.

"I'm a student at the University of Edinburgh and as well as taking part in CoppaFeel!'s Grab Life campaign, I volunteer for the Uni Boob Team, as my mum had breast cancer and passed away about two years ago now.

Mum was really vibrant and full of life and even when she was going through her chemotherapy and her radiation she always had a smile on her face. She was the type of character who embodied grabbing life by the boobs and that is why I wanted to get involved in the campaign.

I like how CoppaFeel! Is targeting younger people, as there's a lot of stigma around the topic and especially amongst boys who don't know they need to check too."





"I think the whole ethos around CoppaFeel! is really amazing. Like Kris who founded it, she was young when she got breast cancer initially.

I think a lot of people just think cancer only affects old people or young kids but then they forget about the younger generation. So it's just really important that they know about it. I think CoppaFeel! makes it fun and exciting."





## Aims

We want to ensure that young people feel empowered to act upon any changes that they notice in their body. That is why we want to build confidence in knowing what is normal and in the ability to notice any changes. For breast cancers to be diagnosed at the earliest stage possible we need young people to be equipped with the knowledge and confidence to act upon any changes.

#### Annual Campaign:

Raise awareness of CoppaFeel! and the campaign amongst young people and empower them to start checking their boobs.

# What we did

#### Annual Campaign

We worked with Fold7 to develop a campaign that not only celebrated CoppaFeell's ethos and spirit but also normalised boob checking and what it means to be proactive and empowered about your health. The campaign, Grab Life By The Boobs, celebrates the ethos behind our charity, that life is for living and enjoying, right now, and champions the ordinary people who take their health into their own hands. We ensured that the campaign cast was diverse and celebrated the real people that make CoppaFeel! the organisation that it is today. The campaign was activated across Summer Boob Tour, Festifeel, DBT, Patrons, Universities and social media as well as supported by media activity secured by the7stars. As a result of this activity 40% of our target audience saw at least one element of the campaign and of those 62% said that they would check their boobs more regularly as a result of seeing the campaign and 62% felt more confident. We also saw a 148% increase in web traffic through to the how to check your boobs webpage throughout the campaign duration.

#### Boob Bot

We were proactively approached by the team at Facebook to create Boob Bot, a messenger assistant to empower non-checkers and give them the tools they need to feel confident about getting to know their bodies. The first of its kind the tool talks users through a boob-check, tailoring advice to help them get to know what's normal for their body and get clued up on the symptoms of breast cancer. They'll have the option to do the check in real-time, letting the bot walk them through the checking tips and doing it at their own pace. The tool launched in November 2019 and by the end of the year 700 people had used the tool, and of those 99% felt more confident to check after interacting with Boob Bot.





CoppaFeel!



# Encourage

We will continue to raise awareness of breast cancer and the importance of getting to know your boobs, by creating meaningful reach and normalising checking with a focus amongst 18 - 24 year olds:

#### Social Media:

Increase reach of platforms, especially amongst 18 - 24 year olds. Explore new platforms and focus upon building credibility on Twitter.

#### DBT:

Increase DBT engagement by keeping them informed of CoppaFeel! activities and encouraging them to attend at least one CoppaFeel! event and share two pieces of content to raise awareness amongst their audience.

#### **Patrons:**

Continue to engage with existing Patrons to keep them engaged with CoppaFeel! Seek opportunities to build relationships with new Patrons that will add credibility to our message and allow us to reach new audiences.

#### **Festifeel:**

Tailor the event to appeal to more 18 - 24 year olds.

#### **#BraHijack:**

To secure one of the top 5 brands for 18 - 35 year olds to join the campaign and put labels in bras or other clothing items, providing distribution and sales figures.

#### **#ShowerHijack:**

Reach more young people in the shower space by enlisting one top retailer to put the breast awareness message on their shower gel products and increase distribution of shower reminder materials via Boobette and Uni Boob Team missions.

#### **Text Reminder:**

Remind an extra 20,000 young people by December 2020 to check their boobs monthly by increasing sign ups amongst target audience.



#### **Annual Campaign:**

Reach more 18 - 24 year olds via the campaign and increase perception of breast cancer relevance amongst 18 - 24 year old females by partnering with relevant media partners.

#### PR:

Increase the reach of our message across broadcast media, specifically amongst 18 - 24 year olds by showcasing the stories of people that have been impacted by our work.

# Educate

Our education strategy will aim to educate all 18 - 24 year olds, in a manner that builds confidence and supports motivated checking.

#### UBT:

Continue to maintain reach of campaign and reminder to check (75%) metric. Increase the number of people signed up to text reminders via the campaign. Increase engagement with the programme by streamlining processes and developing more digital resources.

#### Summer Boob Tour:

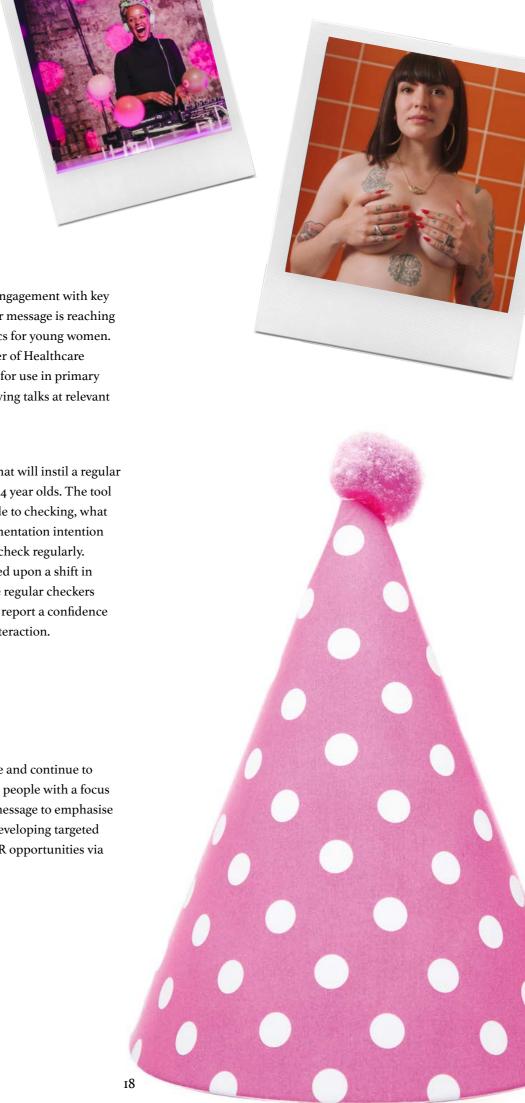
Ensure we reach more diverse audiences through the SBT and maintain levels of boob checking confidence post visit.

#### The Boobettes:

Increase understanding of the signs and symptoms of breast cancer amongst 18 - 24 year olds whilst maintaining the reach of the programme and increasing the number of sessions delivered in community organisations and in higher education.

#### In Schools:

Promote our school pack resources to allow us to deliver more sessions in schools, delivering 700 pack downloads and improving confidence in checking further to completing the elearning module.



#### Healthcare Professional Engagement:

Demonstrate an increase in reach and engagement with key primary care professionals to ensure our message is reaching young women in GP surgeries and clinics for young women. We will do this by increasing the number of Healthcare Professional contacts, material requests for use in primary care spaces and raising our profile by giving talks at relevant sector events.

#### **Develop new resources:**

We want to create our own digital tool that will instil a regular boob checking behaviour amongst 18 - 24 year olds. The tool will provide a more comprehensive guide to checking, what to be aware of and provide some implementation intention suggestions to motivate more people to check regularly. The tool's success will be measured based upon a shift in behaviour, converting people to become regular checkers who know what is normal for them and report a confidence in noticing a change as a result of the interaction.

# **Empower**

#### **Annual Campaign**

We will leverage the success of Grab Life and continue to utilise the campaign to reach even more people with a focus on 18 - 24 year olds. We will evolve the message to emphasise relevance amongst 18 - 24 year olds by developing targeted campaigns on campus and leveraging PR opportunities via our bank of case studies.





This year we have been working with behaviour change experts to better understand young people's attitudes and behaviours when it comes to their health, bodies and breast awareness. This research has identified that self efficacy and response efficacy are a barrier to confident, motivated checking. With this insight, along with feedback from our beneficiaries, community and key stakeholders we have developed a 5 year strategy to develop interventions that will allow us to empower young people to become regular, motivated checkers.

#### I. Strategic Beneficiary focus

Whilst our message will continue to be for everyone, our strategic focus will be reaching 18 - 24 year olds in the UK. We know from our research that women aged 18 - 24 check their breasts less (75% ever check vs 80% for 25-29's and 84% for 30-35's). We also know that this demographic are less confident in knowing what is normal for them and less likely to take action if they notice a change in their boobs. CoppaFeel! is uniquely placed to speak to this audience, other breast cancer organisations are not reaching this demographic and CoppaFeel! has existing programmes in place that engage 18 - 24 year olds. The demographic focus will be important in establishing healthy behaviours from a young age to ensure that every young person is confident knowing what is normal for them.

#### 2. Reach every 18 - 24 year old in the UK

We want to ensure that every young person has access to our message and to do that we need to evolve to reach new audiences. We will develop campaigns and programmes that will reach young people who are not in further education. We will address the geographical reach of our message by targeting areas where awareness of CoppaFeel! and regular checking are lower and we will develop initiatives to instigate conversations about breast cancer amongst all 18 - 24 year olds to ensure that our message is accessible for young people of all races, genders and economical and educational backgrounds.







#### 3. Increase understanding of breast awareness guidance

Because of our tone of voice and experience working with young people CoppaFeel! is perfectly placed to support teachers in delivering cancer education to their students. In line with our beneficiary focus our education strategy delivery will centre on schools, to ensure.

healthy behaviours are established from a young age. We will identify opportune and teachable moments to educate 18 - 24 year old's in an environment natural to them and will increase our educational resources to support the delivery of these lessons. We will also work with, support and train other organisations, professionals or individuals to deliver education on our behalf to ensure that we are able to facilitate as many of these sessions as possible.

#### 4. Increase motivated checking

Our research has identified that there is a barrier to regular checking and we want to develop behaviour change interventions to improve response efficacy so that young people feel confident in knowing their normal and their ability to notice any changes. Whilst we can arm people with information, if they are unsure in their ability to notice a change then they are unlikely to check their boobs regularly, long term. Boob Bot was an opportunity to trial a solution to provide reassurance to boob checkers, and talk through the process in real time. We want to build upon this intervention and provide more services in this space to improve self efficacy and create a boob check behaviour that is adopted for the future.



#### 5. Sustainable budgeting

We will ensure that we deliver our projected income through a relationship approach to fundraising: engaging, cultivating and retaining long-term supporters, improving the experience of all supporters and innovating in our approach to fundraising. We will also prioritise long term opportunities over short term windfalls to facilitate sustainable growth and resource management.

To achieve all of this we will live our values of community, positivity, creativity and impact and support and develop our staff and volunteers. We will also invest in:

#### **Our Community**

We rely heavily on volunteers to deliver our main education programmes. In order to ensure the models are sustainable, we need to invest in our community to keep them motivated, supported and impactful.

#### **Digital Systems**

In order to ensure the team remains efficient and programmes are impactful, we need to digitalize processes. Continuing to innovate in the digital space is important not only internally but also externally to ensure we are communicating with our audience.

#### Impact Measurement

Our current impact measurement is dated and needs to be updated so that we can better understand the impact of our activities on our beneficiaries. We need to be able to access data in real time to inform our decision making and ensure it is being collected efficiently and consistently across the organisation.

#### Resource

As our ambitions grow, so must our teams in order to ensure we can make the most of opportunities and create the desired change for our beneficiaries. Teams need to develop in a sustainable way to ensure roles are clear and time is spent efficiently on meeting our strategic goals.

# RISKS AND UNCERTAINTIES

Delivering on our promise to ensure that all breast cancers are diagnosed at the earliest stage possible, increasing our reach and optimising our impact means balancing risks and opportunities. Our Board of Trustees and Senior Management Team together identify and review how we are managing risk as we pursue our strategic objectives, looking at our impact, our financial sustainability and our governance and compliance and determine our appetite for risk. The Board regularly reviews a register of strategic risks and has identified the following areas that the biggest risks that we are managing in 2020 in addition to the COVID-19 risks mentioned earlier:

#### Over reliance on volunteers to deliver our services:

We are fortunate to have a community of passionate engaged volunteers who support us in the delivery of key services. Therefore it is important that we continue to value, support and invest in these individuals that enable us to deliver our education programmes and continue to reach young people with our message.

#### Over reliance on Founder and Founder relationships

CoppaFeel! is fortunate to have such a proactive and passionate Founder who continues to shout about CoppaFeel! from the rooftops. Many of our supporters have been motivated to get involved with CoppaFeel! as a result of hearing about Kris and her story. Similarly we also receive a lot of media interest who want to hear from Kris directly. We need to be careful managing this so that Kris' workload is sustainable and also to ensure supporters are engaged with CoppaFeel!

#### Failure to meet income targets

We have an income generation strategy based upon a relationship fundraising approach, engaging and retaining long-term supporters so that our income streams are sustainable. We also only make expenditure commitments when we have sustainable sources of income, keeping our free reserves at the right level so we can withstand shortterm income fluctuations and respond to opportunities.

# **Our Approach to Fundraising**

CoppaFeel! is a member of the Fundraising Regulator.

Our income is generated predominantly thanks to the support of individual fundraisers and we do not employ the services of any fundraising agencies or third parties, nor have we run a direct mail, telephone or door to door fundraising campaign. We place huge importance on the relationship that we have with our community of supporters and we ensure that all fundraising activities prioritise quality and personal stewardship. Our relationship with our supporters is very important to us and the charity does not wish for our supporters including vulnerable people to feel under any pressure to donate to the charity.

We have a close relationship with our fundraisers and support them in delivering their events and complying with relevant codes of practice. Where we work with commercial participators, contracts are exchanged so that we can ensure compliance with the code of fundraising practice, applicable laws and adherence to best practice.

For our overseas challenges we do work closely with a travel provider and have contracts in place for this relationship as well as having meetings and frequent contact to make sure that our fundraisers are supported.

We received no complaints about our fundraising practices in 2019.

Our strategic goal is to ensure that every young person has access to our potentially lifesaving information and achieving this vision is not possible if our income does not grow alongside it. Whilst we have a culture of maximising each and every penny and being dynamic to new opportunities we are prioritising a longer term, more sustainable approach to fundraising which maximises return over the longer term and allows us to cultivate more collaborative relationships with our fundraisers and partners.

Our Fundraising priorities continue to be increasing our engaged community, collaboration with more strategically aligned corporate partners and growing our stronghold with students to leverage fundraising opportunities on campus - all of which would develop a more sustainable fundraising portfolio.

In 2019 we raised £1,718,788 of income before including the value of Gifts in Kind exceeding our budget and our best year to date.

We are grateful for the support of our Fabulous Trekkers, Fabulous Magazine, Vans, Avon, BGC Brokers LP and our vast network of partners and fundraisers who were instrumental in delivering our 2019 income.

The key pillars of our fundraising strategy between 2020 – 2025 are:

- Move from a transactional to relationship fundraising approach

- Grow our supporter base to increase the number of warm CoppaFeel! supporters

- Engage and grow relationships with supporters so that they support us, repeatedly

- Shift our fundraising portfolio so that it is more balanced and less reliant on individual fundraising

- Develop CoppaFeel!'s student fundraising campaigns to offer short term opportunities for students to support CoppaFeel! on campus

- Trial new events/campaigns to avoid fundraising fatigue and inspire new income streams

- A proactive and strategically aligned approach to corporate partners.



HOW WE RECEIVE + SPEND OUR MONEY Investment £3,058

Trading subsidiary £42,903

Donations £397,906 (Gifts in Kind - £268,830) (Donations - £129,076)

Charitable activities £561,790

Fundraising £981,961

Total £1,987,618

#### Spend

Governance £59,395 Support £235,189 Raising funds £490,441 Charitable activities/ awareness £816,018

Total £1,601,043

2019 was a strong year for CoppaFeel! financially.

Fundraising performed particularly well with income of over £980k (2018 £552k), our best year due to the overperformance of our Fabulous trek and some key corporate partners taking on challenges and raising funds on our behalf.

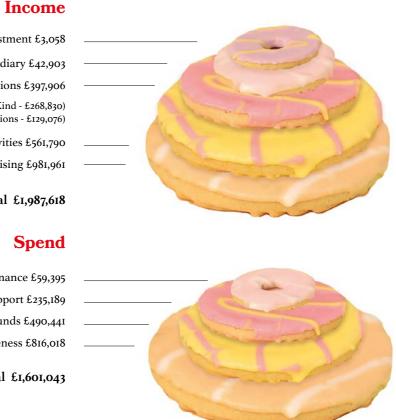
Corporate partnerships raised a total £556,790 in 2019, our best year so far thanks to some fantastic support from companies including AVON, VANS and BGC Partners.

We received £5k of restricted income in 2019, this was to go towards the accreditation of our schools pack with the PSHE and this project was completed during the year.

Following on from Board approval in October 2019 we will be registering for a Gambling licence to be able to diversify our income further.

2019 sees a lower value of Gifts in Kind reflected on our accounts. Following discussions with our auditor (Sayer Vincent) we are recognising the value in terms of what we would have paid and calculate this based on a cost per reach for media we did pay for. We feel that this is a fairer reflection in our accounts. We are incredibly grateful to our media partners who have helped us to share our campaign and source significant media value on behalf of the charity.

2I



- Fundraising costs are significantly higher in 2019 (£490k versus £269k in 2018) this is in large part due to the operating costs of a large overseas event, our trek. Due to the income opportunity the trek provides and the additional awareness of our cause through PR generated this is something we have made the decision to invest in and will do so again in 2020.
- Expenditure on support costs and governance has increased in 2019 due to a larger staff complement.
- We had budgeted and planned for a small surplus at the end of 2019, and thanks to this overperformance we are sitting with a larger amount of reserves (2019 £797k Free reserves). This was earmarked to allow us to invest in the charity's infrastructure in 2020, in particular an office move to provide more appropriate and accessible facilities for the charity and visitors and recruitment for key positions, however decisions to do so will now depend on the impact of COVID-19 by year end 2020.



# **Reserves Policy And Going Concern**

Free reserves comprise of the total reserves available to the charity minus any funds which have been restricted or designated for a specific purpose and fixed assets.

In assessing the overall level of reserves, the Trustees aim at all times to maintain sufficient free reserves to cover at least 6 months running costs of the charity to ensure that CoppaFeel! remains solvent going forward, and this amounts to approximately £600k based on 2019 output and 2020 Payroll liabilities (excluding the value of gifts in kind).

At the Trustee meeting in December 2019 it was decided to designate £100k of the unrestricted reserves to fund an office move to more suitable premises and go towards the increase in rent and associated costs with moving and fit out of a new space.

The charity currently holds total Free reserves of £797,022, fixed assets of £12,405, restricted reserves of £75,658, and £100,000 in designated funds.

The charity and the Trustees will be investigating further ways to develop sustainable funding streams – but remain confident that CoppaFeel! is a going concern as there are adequate resources available to be able to fund the activities of the charity. In the light of the COVID-19 Crisis the charity is monitoring cashflow regularly and will put on hold the office move until such a time that the charity's usual activities are able to be resumed.

It is the duty of the Trustees to monitor reserves and they regularly review the reserves required to meet known and estimated expenditure in furtherance of that charity's objectives and for its administration.

# **Restricted Funds**

Restricted funds are received under Trust and can only be applied to defined activities. Restrictions can either arise because of a condition set by a donor/funder on how income may be applied or because an appeal raises funds for a defined area of concern/activity. Restricted funds carried forward at 31 December 2019 were £75,658, and these funds relate to our Primary Care project work.



# **Investment Policy**

We hold a portion of our reserves as investments in order to protect against their erosion through inflation in the medium to long term. Our objective is to balance income and capital return to enable us to provide services for our beneficiaries in the present and in the future, against an acceptable level of risk. We are currently holding a position that is low in risk but still allows us to achieve our investment targets, reflecting the ongoing economic uncertainty. Investments are sufficiently liquid that they can be redeemed in a short period of time if required. We have an ethical policy. Fixed asset investments totalled £111,381 with all of this held in securities managed on our behalf by investment managers Rathbones. We regularly review the performance of our investment managers to ensure they are in line with agreed benchmarks and that our approach is in line with our broader strategy and plans. Our long-term objective is to exceed inflation with our investments however we are mindful that it has been a turbulent time for investments.

# **CoppaFeel!** Trading LTD

CoppaFeel! Trading Limited is the wholly owned subsidiary of CoppaFeel! Registered company number (10707836). The subsidiary was incorporated on the 4 April 2017.

In 2019 it achieved income of £42,903 and net profit of £31,528 All profits generated by CoppaFeel! Trading Limited are donated to CoppaFeel!

This was a higher profit compared to 2018 due to lower associated costs with corporate partnership activity.

For 2020 we already have planned partnerships which will increase the turnover of the trading subsidiary.

# **Remuneration Policy**

The pay of the senior staff is reviewed annually. CoppaFeel! pays staff a fair salary that is competitive with the charity sector, proportionate to the complexity of each role, and in line with our charitable objectives. All staff pay is reviewed and decided upon by the Board of Trustees on an annual basis.



Learn more inside

23





CoppaFeel! is a company limited by guarantee and a charity registered in England and Wales as well as Scotland. The company was incorporated on 28 July 2009. The company was registered as a charity on 28 October 2009. The charity is controlled by its governing document its Articles of Association which were amended by special resolution registered at Companies House on 4 August 2015.

# **Organisational Structure**

#### Our Board

We will have no less than three Trustees and there is no maximum. The Trustees are also company directors. The Chair will be one of these and will be appointed by joint agreement of the Board.

#### The role:

- Set and maintain vision
- Help develop and agree our strategy
- Ensure accountability
- Ensure compliance with the law
- Maintain proper fiscal oversight
- Promote the organisation at every opportunity
- Support the CEO
- Act in the best interests of our beneficiaries
- Make sure money is spent on purpose intended

The Trustees have legal responsibility for the strategic direction and effective governance of the charity. The Trustees who served during the period are listed in the 'Reference and Administrative' section.

On average, the Board meets four times per year. Informal meetings will be held as regularly as required and may happen on the phone or via Skype. The Trustees have reviewed, and aim to follow, the principles of the Charity Governance Code. The Trustees are responsible for preparing the Trustees' annual report and the financial statements in accordance with applicable law and regulations.

Board members are not paid but can claim expenses.

Role of the Board in relation to the CEO

The CEO is present at all meetings. The CEO and the Chair present charity developments and strategy plans for discussion with the Board. The Board is the ultimate decision maker.

#### **Recruiting and training Trustees**

Each year the Trustees will review the skills and expertise of the Board.

Anyone can recommend a Trustee to the current Chair. A candidate will go forward for Board approval only if both the Chair and CEO agree they are appropriate.

Trustees shall serve for a term of four years starting from the date that they were first appointed.

Trustees shall be eligible for re-appointment for further terms provided that no Trustee may serve more than three terms (twelve years in total). Trustee training opportunities are offered to the Board and Trustees are provided with an induction to the activities of CoppaFeel! based on their individual needs.

#### Volunteers

Our volunteers are at the heart of everything we do and it has been another year of relying heavily on them. Their commitment to our cause allows us to extend our reach in the most effective way and we are incredibly grateful to them for their support and strength.

#### Management

Responsibility for day-to-day management matters and the implementation of policy is delegated to the Chief Executive.

# Training

We have a small budget to allow for training and development of staff. They are encouraged to seek opportunities for further learning. All staff must make time to spend with our target audience as well as attending a Boobette talk.

# **Equal Opportunities Policy**

CoppaFeel! is an inclusive organisation where everyone is treated with respect and dignity. We are committed to eliminating all forms of unlawful discrimination and to the equal treatment of all employees and job applicants; and requires all employees to abide by this principle.

All job vacancies will be advertised fairly and all applicants will be monitored/assessed according to the policy.

# **Team Spirit**

CoppaFeel! has a designated active fund budget which allows staff to attend classes to support their physical and emotional wellbeing.

# Collaborations with other organisations

We continue to have great relations with charities Breast Cancer Now and Trekstock and campaigns Girl vs Cancer and Black Women Rising. Allegiance with many fellow cancer charities remains for our campaigning group as we are part of the CCG and have the opportunity to input into the Government's cancer strategy. CoppaFeel! is often asked to give talks at industry conferences, particular interest is given to our partnership with The Sun, our strategy for content creation and how we engage with young people to inspire behaviour change.





# Statement of public benefit

Under the Charities Act 2011, charities are required to demonstrate that their aims are for the public benefit. The two key principles which must be met in this context are, first, that there must be an identifiable benefit or benefits; and, secondly, that the benefit must be to the public, or a section of the public. Charity trustees must ensure that they carry out their charity's aims for the public benefit, must have regard to the Charity Commission's guidance, and must report on public benefit in their Annual Report.

CoppaFeel!'s Board of Trustees regularly monitors and reviews the success of the organisation in meeting its key objective of educating young people about the importance of checking their breasts. The Trustees confirm, in the light of the guidance, that these aims fully meet the public benefit test and that all the activities of the charity, described in the Trustees' annual report, are undertaken in pursuit of these aims.

# Statement of responsibilities of the Trustees

The Trustees (who are also directors of CoppaFeel! for the purposes of company law) are responsible for preparing the Trustees' annual report and the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

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

- Observe the methods and principles in the Charities SORP
- Make judgments and estimates that are reasonable and prudent

- State whether applicable UK Accounting Standards and statements of recommended practice have been followed, subject to any material departures disclosed and explained in the financial statements

- Prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charity will continue in operation.

The Trustees are responsible for keeping proper accounting records that disclose with reasonable accuracy at any time the financial position of the charitable company and enable them to ensure that the financial statements comply with the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and the Charities Accounts (Scotland) Regulations 2006 (as amended). They are also responsible for safeguarding the assets of the charitable company and group and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

In so far as the Trustees are aware:

- There is no relevant audit information of which the charitable company's auditor is unaware

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

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

These accounts have been prepared in accordance with the provisions applicable to companies' subject to the small companies' regime.

- Select suitable accounting policies and then apply them consistently







Registered England & Wales charity number: 1132366 Scotland: SC045970

Registered Office First Floor, 1-4 Pope Street, London, SEI 3PR

**Chief Executive Officer** Natalie Kelly

Board of Trustees Mr Jamie Clews - Chair Mr Simon Finnis Mrs Alice May Purkiss Mr Michael Atti Ms Claire McDonald Mrs Sarah Pugh (as of November 2019)

Company Secretary and Administration Jane Hallenga (resigned 2019)

#### Auditor

Sayer Vincent LLP Invicta House 108-114 Golden Lane London ECIY oTL

#### Bank

NatWest Daventry Branch 44 High Street Daventry Northants NNII 4HU

#### Investment Manager

Rathbone Brothers Plc 8 Finsbury Circus, London EC2M 7AZ www.rathbones.com

# DECLARATION

The trustees declare that they have approved the trustees' report.

Signed on behalf of the charity's trustees.

Jamie Clews Chairman



# INDEPENDENT AUDITORS REPORT

to the Members of CoppaFeel!

# **Opinion**

We have audited the financial statements of CoppaFeel! (the 'parent charitable company') and its subsidiary (the 'group') for the year ended 31 December 2019 which comprise the consolidated statement of financial activities, the group and parent charitable company balance sheets, the consolidated statement of cash flows and the notes to the financial statements, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 102 'The Financial Reporting Standard applicable in the UK and Republic of Ireland' (United Kingdom Generally Accepted Accounting Practice).

In our opinion, the financial statements:

• Give a true and fair view of the state of the group's and of the parent charitable company's affairs as at 31 December 2019 and of the group's 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

• Have been prepared in accordance with the requirements of the Companies Act 2006, the Charities and Trustee Investment (Scotland) Act 2005 and regulations 6 and 8 of the Charities Accounts (Scotland) Regulation 2006 (as amended)

# **Basis for Opinion**

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the group in accordance with the ethical requirements that are relevant to our audit of the financial statements in the UK, including the FRC's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

# Conclusions relating to going concern

We have nothing to report in respect of the following matters in relation to which the ISAs (UK) require us to report to you where:

• The Trustees' use of the going concern basis of accounting in the preparation of the financial statements is not appropriate; or

• The Trustees have not disclosed in the financial statements any identified material uncertainties that may cast significant doubt about the group's or the parent charitable company's ability to continue to adopt the going concern basis of accounting for a period of at least twelve months from the date when the financial statements are authorised for issue.

# **Other information**

The Trustees are responsible for the other information. The other information comprises the information included in the Trustees' annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

# **Opinions on other matters prescribed by the Companies Act 2006**

In our opinion, based on the work undertaken in the course of the audit:

• The information given in the Trustees' annual report for the financial year for which the financial statements are prepared is consistent with the financial statements

• The Trustees' annual report has been prepared in accordance with applicable legal requirements

# Matters on which we are required to report by exception

In the light of the knowledge and understanding of the group and the parent charitable company and its environment obtained in the course of the audit, we have not identified material misstatements in the Trustees' annual report.

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

• Adequate accounting records have not been kept by the parent charitable company, or returns adequate for our audit have not been received from branches not visited by us; or

• The parent charitable company 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; or

• The Trustees were not entitled to prepare the financial statements in accordance with the small companies' regime and take advantage of the small companies' exemptions in preparing the Trustees' annual report and from the requirement to prepare a strategic report.

## **Responsibilities of Trustees**

As explained more fully in the statement of responsibilities of the Trustees set out in the Trustees' annual report, the Trustees (who are also the directors of the parent charitable company for the purposes of company law) are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the Trustees determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Trustees are responsible for assessing the group's and the parent charitable company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Trustees either intend to liquidate the group or the parent charitable company or to cease operations, or have no realistic alternative but to do so.

# Auditor's responsibilities for the audit of the financial statements

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

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs (UK), we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

· Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

· Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the group's internal control.

• Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Trustees

• Conclude on the appropriateness of the Trustees' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the group's or the parent charitable company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial

statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the group or the parent charitable company to cease to continue as a going concern.

· Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation

· Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

## Use of our report

This report is made solely to the charitable company's members as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and section 44(I)(c) of the Charities and Trustee Investment (Scotland) Act 2005. Our audit work has been undertaken so that we might state to the charitable company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the charitable company and the charitable company's members as a body, for our audit work, for this report, or for the opinions we have formed.

#### Helen Elliott

(Senior statutory auditor) 15 June 2020 for and on behalf of Sayer Vincent LLP, Statutory Auditor Invicta House, 108-114 Golden Lane, LONDON, ECIY oTL Sayer Vincent LLP is eligible to act as auditor in terms of section 1212 of the Companies Act 2006

# CONSOLIDATED STATEMENT OF STATEMENAL ACTIVITIES

# (including consolidated income and expenditure) for the year ended 31 December 2019

|   |       | Unrestricted<br>2019 | Restricted<br>2019 | Total<br>2019 | Tota<br>2018 |
|---|-------|----------------------|--------------------|---------------|--------------|
|   | Notes | £                    | £                  | £             | f            |
| Income from:                            |       |                      |                    |               |              |
| Donations and legacies                  | 3     | 397,906              | -                  | 397,906       | 1,000,980    |
| Charitable activities                   | 4     | 556,790              | 5,000              | 561,790       | 475,003      |
| Funds raised by charity                 | 5     | 981,961              | -                  | 981,961       | 552,688      |
| Trading activities from subsidiary      | 14    | 42,903               | -                  | 42,903        | 51,619       |
| Investments                             | 6     | 3,058                | D.                 | 3,058         | 2,42         |
| Total income                            |       | 1,982,618            | 5,000              | 1,987,618     | 2,082,71     |
| Expenditure on:                         |       |                      |                    |               |              |
| Raising funds                           | 7     | 633,451              | -                  | 633,451       | 382,663      |
| Charitable activities                   | 7     | 923,904              | 43,688             | 967,592       | 1,570,84     |
| Total expenditure                       |       | 1,557,355            | 43,688             | 1,601,043     | 1,953,51     |
| Net income / (expenditure) before net   |       |                      |                    |               |              |
| gains / (losses) on investment          |       | 425,263              | (38,688)           | 386,575       | 129,20       |
| Net gains / (losses) on investments     | 13    | 12,083               | -                  | 12,083        | (7,568       |
| Net Income / (Expenditure) for the year | 8     | 437,346              | (38,688)           | 398,658       | 121,639      |
| Net movement in funds                   |       | 437,346              | (38,688)           | 398,658       | 121,639      |
| Reconciliation of funds                 |       |                      |                    |               |              |
| Total funds brought forward             |       | 472,081              | 114,346            | 586,427       | 464,78       |
| Total funds carried forward             | 20    | 909,427              | 75,658             | 985,085       | 586,42       |

The statement of financial activities includes all gains and losses in the year. All income and expenditure derive from continuing activities. Movement in funds are shown in note 20 to the financial statements.





# as at 31 Dec 2019



|   |       | 2019    |         | 2018    |         |
|---|-------|---------|---------|---------|---------|
|   |       | Charity | Group   | Charity | Group   |
|   | Notes | £       | £       | £       | £       |
| Fixed Assets                                      |       |         |         |         |         |
| Tangible assets                                   | 12    | 12,405  | 12,405  | 22,086  | 22,086  |
| Investments                                       | 13    | 111,382 | 111,381 | 96,553  | 96,552  |
|   |       | 123,787 | 123,786 | 118,639 | 118,638 |
| Current Assets                                    |       |         |         |         |         |
| Debtors   | 16    | 343,806 | 325,317 | 198,999 | 187,704 |
| Cash at bank and in hand                          |       | 570,335 | 597,050 | 385,828 | 399,539 |
|   | -     | 914,141 | 922,367 | 584,827 | 587,243 |
| Liabilities:                                      |       |         |         |         |         |
| Creditors: Amounts falling due within one<br>year | 17    | 52,843  | 61,068  | 117,039 | 119,454 |
| Net Current Assets                                | _     | 861,298 | 861,299 | 467,788 | 467,789 |
| Total Net Assets                                  | _     | 985,085 | 985,085 | 586,427 | 586,427 |
| Funds:  |       |         |         |         |         |
| Restricted income funds                           | 20    | 75,658  | 75,658  | 114,346 | 114,346 |
| Unrestricted income funds:                        |       |         |         |         |         |
| General funds                                     | 20    | 809,427 | 809,427 | 472,081 | 472,081 |
| Designated funds                                  | 20    | 100,000 | 100,000 |         | -       |
| Total funds                                       |       | 985,085 | 985,085 | 586,427 | 586,427 |

| Cash flows from operating activities:<br>Net cash provided by operating activities |
|--|
| Cash flows from investing activities:  |
| Purchase of tangible fixed assets  |
| Payments to acquire investments  |
| Dividends and interest received  |
| Cash movement within investment portfolio  |
| Net cash used in investing activities  |
| Change in cash and cash equivalents  |
| Cash and cash equivalents at beginning of year                                     |
| Cash and cash equivalents at end of year   |
|  |

These financial statements have been prepared in accordance with the provisions of the Companies Act 2006 applicable to companies' subject to the small companies' regime. They were approved, and authorised for issue, by the board of trustees on 15 June 2020 and signed on their behalf by:

Jamie Clews

Chairman

Company registration number: 06974733

# for the year ended 31 December 2019

| Note                | 2019    | 2018    |
|---------------------|---------|---------|
|                     | £       | £       |
| 21                  | 204,668 | 59,421  |
|                     | (7,469) | (1,907) |
|                     | (2,762) | (9,498) |
|                     | 3,058   | 2,427   |
|                     | 16      | 7,148   |
| 53<br><u>131</u>    | (7,157) | (1,830) |
| <del>13</del>       | 197,511 | 57,591  |
|                     | 399,539 | 341,948 |
| <del>82</del><br>84 | 597,050 | 399,539 |



# for the year ended 31 December 2019

economic events for the UK with unprecedented levels of uncertainty of outcomes. It is therefore difficult to evaluate all of the potential implications on the charity's operations, funding, suppliers and wider economy. The Trustees' view on the impact of COVID-19 is that, given the measures that could be undertaken to mitigate the current adverse conditions and the current resources available, they can continue to adopt the going concern basis in preparing the financial statements.

e) Income

Income is recognised when the charity has entitlement to the funds, any performance conditions attached to the income have been met, it is probable that the income will be received and that the amount can be measured reliably.

Income from government and other grants, whether 'capital' grants or 'revenue' grants, is recognised when the charity has entitlement to the funds, any performance conditions attached to the grants have been met, it is probable that the income will be received and the amount can be measured reliably and is not deferred.

Income received in advance of the provision of a specified service is deferred until the criteria for income recognition are met.

f) Donations of gifts, services and facilities

Donated professional services and donated facilities are recognised as income when the charity has control over the item or received the service, any conditions associated with the donation have been met, the receipt of economic benefit from the use by the charity of the item is probable and that economic benefit can be measured reliably. In accordance with the Charities SORP (FRS 102), volunteer time is not recognised so refer to the trustees' annual report for more information about their contribution.

On receipt, donated gifts, professional services and donated facilities are recognised on the basis of the value of the gift to the charity which is the amount the charity would have been willing to pay to obtain services or facilities of equivalent economic benefit on the open market; a corresponding amount is then recognised in expenditure in the period of receipt.

#### g) Interest receivable

Interest on funds held on deposit is included when receivable and the amount can be measured reliably by the charity; this is normally upon notification of the interest paid or payable by the bank. Dividends is recognised as the charity's right to receive payment is established.

#### h) Fund accounting

Restricted funds are to be used for specific purposes as laid down by the donor. Expenditure which meets these criteria is charged to the fund.

Unrestricted funds are donations and other incoming resources received or generated for the charitable purposes.

Designated funds are unrestricted funds earmarked by the trustees for particular purposes.

i) Expenditure and irrecoverable VAT

Expenditure is recognised once there is a legal or constructive obligation to make a payment to a third party, it is probable that settlement will be required, and the amount of the obligation can be measured reliably. Expenditure is classified under the following activity headings:

• Costs of raising funds relate to the costs incurred by the charitable company in inducing third parties to make voluntary contributions to it, as well as the cost of any activities with a fundraising purpose.

• Expenditure on charitable activities includes the costs of the awareness programmes undertaken to further the purposes of the charity and their associated support costs.

Irrecoverable VAT is charged as a cost against the activity for which the expenditure was incurred.

#### j) Allocation of support costs

Expenditure is allocated to the particular activity where the cost relates directly to that activity.

- Costs of raising funds 48%
- Charitable activities 52%

#### k) Operating leases

Rental charges are charged on a straight-line basis over the term of the lease.

#### l) Employee benefits

The charity operates a defined contribution plan for the benefit of its employees. Contributions are expensed as they become payable.

#### m) Tangible fixed assets

Items of equipment are capitalised where the purchase price exceeds £1,000. Depreciation costs are allocated to activities on the basis of the use of the related assets in those activities. Assets are reviewed for impairment if circumstances indicate their carrying value may exceed their net realisable value and value in use.

Depreciation is provided at rates calculated to write down the cost of each asset to its estimated residual value over its expected useful life. The useful life is as follows:

#### 1) Accounting Policies

#### a) Statutory information

CoppaFeel is a charitable company limited by guarantee and is incorporated in England and Wales. The registered office address and principal place of business is First Floor, 1-4 Pope Street, London, SEI 3PR

#### b) Basis of preparation

The financial statements have been prepared in accordance with Accounting and Reporting by Charities: Statement of Recommended Practice applicable to charities preparing their accounts in accordance with the Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) - (Charities SORP FRS 102). The Financial Reporting Standard applicable in the UK and Republic of Ireland (FRS 102) and the Companies Act 2006.

Assets and liabilities are initially recognised at historical cost or transaction value unless otherwise stated in the relevant accounting policy or note.

These financial statements consolidate the results of the charitable company and its wholly owned subsidiary CoppaFeel Trading Ltd on a line by line basis. Transactions and balances between the charitable company and its subsidiary have been eliminated from the consolidated financial statements. Balances between the two companies are disclosed in the notes of the charitable company's balance sheet. A separate statement of financial activities, or income and expenditure account, for the charitable company itself is not presented because the charitable company has taken advantage of the exemptions afforded by section 408 of the Companies Act 2006.

c) Public benefit entity

The charitable company meets the definition of a public benefit entity under FRS 102.

#### d) Going Concern

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

The trustees do not consider that there are any sources of estimation uncertainty at the reporting date that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next reporting period.

The COVID-19 viral pandemic is one of the most significant

- Events equipment 3 years
- Vehicles 3 years
- Computer equipment 3 years
- Office furniture 4 years
- n) Investments

Investments are a form of basic financial instrument and are initially recognised at their transaction value and subsequently measured at their fair value as at the balance sheet date using the closing quoted market price. Any change in fair value will be recognised in the statement of financial activities and any excess of fair value over the historic cost of the investment will be shown as a fair value reserve in the balance sheet. Investment gains and losses, whether realised or unrealised, are combined and shown in the heading "Net gains/ (losses) on investments" in the statement of financial activities. The charity does not acquire put options, derivatives or other complex financial instruments.

- o) Investments in subsidiaries
- Investment in CoppaFeel Trading Ltd, a wholly owned subsidiary of CoppaFeel is stated at cost.
- p) Debtors
- Trade and other debtors are recognised at the settlement amount due after any trade discount offered. Prepayments are
- valued at the amount prepaid net of any trade discounts due.
- q) Cash at bank and in hand
- Cash at bank and cash in hand includes cash and short term highly liquid investments with a short maturity of three months or less from the date of acquisition or opening of the deposit or similar account.
- r) Creditors and provisions

Creditors and provisions are recognised where the charity has a present obligation resulting from a past event that will probably result in the transfer of funds to a third party and the amount due to settle the obligation can be measured or estimated reliably. Creditors and provisions are normally recognised at their settlement amount after allowing for any trade discounts due.

The charity only has financial assets and financial liabilities of a kind that qualify as basic financial instruments. Basic financial instruments are initially recognised at transaction value and subsequently measured at their settlement value.

#### 2) Detailed comparatives for the statement of financial activities

|   | Unrestricted | Restricted    | Total     |
|---|--------------|---------------|-----------|
|   | 2018         | 2018          | 2018      |
|   | £            | £             | £         |
| Income from:  |              |               |           |
| Donations and legacies  | 1,000,980    | (1 <b>-</b> ) | 1,000,980 |
| Charitable activities   | 325,003      | 150,000       | 475,003   |
| Funds raised by charity   | 552,688      | (iii)         | 552,688   |
| Trading activities from subsidiary                                      | 51,619       | 10            | 51,619    |
| Investments   | 2,427        | (m).          | 2,427     |
| Total income  | 1,932,717    | 150,000       | 2,082,717 |
| Expenditure on:   |              |               |           |
| Raising funds   | 382,663      | -             | 382,663   |
| Charitable activities   | 1,535,193    | 35,654        | 1,570,847 |
| Total expenditure   | 1,917,856    | 35,654        | 1,953,510 |
| Net income / (expenditure) before net gains / (losses) on<br>investment | 14,861       | 114,346       | 129,207   |
| Net gains / (losses) on investments                                     | (7,568)      |               | (7,568)   |
| Net Income / (Expenditure) for the year                                 | 7,293        | 114,346       | 121,639   |
| Transfer between funds  | -            | -             | -         |
| Net movement in funds   | 7,293        | 114,346       | 121,639   |
| Reconciliation of funds   |              |               |           |
| Total funds brought forward   | 464,788      | 120           | 464,788   |
| Total funds carried forward   | 472,081      | 114,346       | 586,427   |

3) Income from donations and legacies

Grants and donations

Gifts in kind

All income from donations and legacies are unrestricted for the current and prior year.

The gifts in kind relate to pro bono services provided as detailed below. The value of the work estimated by the provider of the services and have been recognised in the year the services were provided. The gifts in kind donors are noted below:

| 2019 Gifts in Kind breakdown: | £       |
|-------------------------------|---------|
| Cinema                        | 144,448 |
| Online                        | 5,868   |
| OOH                           | 74,958  |
| Print                         | 27,983  |
| TV                            | 5,573   |
| Other                         | 10,000  |
|                               | 268,830 |

| 2018 Gifts in Kind breakdown: | £       |
|-------------------------------|---------|
| Advertising                   | 712,498 |
| Campaign Film                 | 184,012 |
| Venue and equipment hire      | 30,000  |
|                               | 926,510 |

#### 4) Income from charitable activities

|                        | Unrestricted<br>£ | Restricted<br>£ | 2019 Total<br>£ | 2018 Total<br>£ |
|------------------------|-------------------|-----------------|-----------------|-----------------|
| Grants                 | a                 | 5,000           | 5,000           | 150,000         |
| Corporate partnerships | 556,790           | -               | 556,790         | 325,003         |
|                        | 556,790           | 5,000           | 561,790         | 475,003         |

Income from charitable activities in the prior year was £475,003 of which £150,000 was attributable to restricted and £325,003 was attributable to unrestricted funds.

5) Funds raised by the charity

Merchandise sales

Fundraising events

All funds raised by the Charity are unrestricted for the current and prior year.

| 2019 Total<br>£ | 2018 Total<br>£ |  |
|-----------------|-----------------|--|
| 129,076         | 74,470          |  |
| 268,830         | 926,510         |  |
| 397,906         | 1,000,980       |  |

| 2019 Total | 2018 Total             |
|------------|------------------------|
| £          | £                      |
| 19,038     | 13,550                 |
| 962,923    | 5 <mark>39,1</mark> 38 |
| 981,961    | 552,688                |

|                                   | 2019 Total<br>£ | 2018 Total<br>£ |
|-----------------------------------|-----------------|-----------------|
| Bank interest                     | 313             | 137             |
| Income from long term investments | 2,745           | 2,290           |
|                                   | 3,058           | 2,427           |

All income from investments are unrestricted for the current and prior year.

#### 7) Analysis of expenditure (current year)

|  | Raising<br>funds | Charitable<br>activities | Governance<br>costs | Support<br>costs | 2019 Total | 2018 Tota |
|--|------------------|--------------------------|---------------------|------------------|------------|-----------|
|  | £                | £                        | £                   | £                | £          |           |
| Staff Costs (note 9)   | 203,457          | 215,957                  | 45,633              | 14,970           | 480,017    | 411,362   |
| Costs of goods sold  | 7,583            | <u>-</u>                 | -                   | -                | 7,583      | 5,356     |
| Fundraising costs  | 274,455          | 3                        | 2                   | 2                | 274,455    | 101,79    |
| Subsidiary fundraising costs<br>Charitable activities direct | 4,946            | -                        | -                   | -                | 4,946      | 22,34     |
| costs  | ÷                | 586 <mark>,</mark> 838   | -                   | -                | 586,838    | 1,226,68  |
| Staff related costs  | 2                | -                        | -                   | 8,005            | 8,005      | 15,87     |
| Premises costs   | 2                | 2                        | <u>12</u>           | 58,196           | 58,196     | 37,88     |
| IT & telephone costs   | 5                | a                        |                     | 22,448           | 22,448     | 17,56     |
| Other office costs   | 5                |                          | =                   | 54,747           | 54,747     | 33,56     |
| Professional fees  | -                | -                        | 11,800              | 72,896           | 84,696     | 62,14     |
| Depreciation   | ÷.               | 13,223                   | -                   | 3,927            | 17,150     | 16,58     |
| Bank Charges   | ÷                |                          | 1,503               | -                | 1,503      | 2,01      |
| Other  |                  |                          | 459                 |                  | 459        | 32        |
| Total  | 490,441          | 816,018                  | 59,395              | 235,189          | 1,601,043  | 1,953,51  |
| Support costs  | 114,176          | 121,013                  |                     | (235,189)        |            |           |
| Governance costs   | 28,834           | 30,561                   | (59,395)            |                  |            |           |
| Total expenditure 2019                                       | 633,451          | 967,592                  | 22<br>              |                  | 1,601,043  |           |
| Total expenditure 2018                                       | 382,663          | 1,570,847                |                     |                  |            | 1,953,51  |

\*Allocation of support costs is based on staff time.

#### Analysis of expenditure (prior year)

|                                    | Raising<br>funds | Charitable<br>activities | Governance<br>costs | Support<br>costs | 2018 Total |
|------------------------------------|------------------|--------------------------|---------------------|------------------|------------|
|                                    | £                | £                        | £                   | £                | £          |
| Staff Costs (note 9)               | 139,503          | 208,184                  | 21,730              | 41,945           | 411,362    |
| Costs of goods sold                | 5,356            | -                        | -                   |                  | 5,356      |
| Fundraising costs                  | 101,798          | 2                        | 121                 | 12               | 101,798    |
| Subsidiary fundraising costs       | 22,345           | -                        | 5 <del>7</del> 0    | -                | 22,345     |
| Charitable activities direct costs | -                | 1,226,687                | 120                 | -                | 1,226,687  |
| Staff related costs                | -                |                          | -                   | 15,875           | 15,875     |
| Premises costs                     | -                | -                        | 870                 | 37,882           | 37,882     |
| IT & telephone costs               | -                | 2                        | 121                 | 17,562           | 17,562     |
| Other office costs                 | -                | -                        |                     | 33,565           | 33,565     |
| Professional fees                  | -                | 2                        | 10,260              | 51,883           | 62,143     |
| Depreciation                       |                  | 13,223                   |                     | 3,364            | 16,587     |
| Bank Charges                       | -                | -                        | 2,019               | -                | 2,019      |
| Other                              | -                | 2                        | 329                 | -                | 329        |
| Total                              | 269,002          | 1,448,094                | 34,338              | 202,076          | 1,953,510  |
| Support costs                      | 97,152           | 104,924                  |                     | (202,076)        |            |
| Governance costs                   | 16,509           | 17,829                   | (34,338)            |                  |            |
| Total expenditure 2018             | 382,663          | 1,570,847                |                     |                  | 1,953,510  |

#### 8) Net income/(expenditure) for the year

This is stated after charging:

#### Depreciation

Operating lease rentals: Property Auditors' remuneration (excluding VAT): Audit Other services

| 2019   | 2018   |
|--------|--------|
| £      | £      |
| 17,150 | 16,586 |
| 27,023 | 25,546 |
| 8,500  | 8,000  |
| 1,600  | 1,300  |

#### 9) Analysis of staff costs, trustee remuneration and expenses, and the cost of key management personnel

| Payroll Details:  | 2019    | 2018    |
|---|---------|---------|
|   | £       | £       |
| Salaries and wages  | 431,509 | 371,560 |
| Social security costs   | 39,343  | 34,591  |
| Employer's contribution to defined contribution pension schemes | 9,165   | 5,211   |
|   | 480,017 | 411,362 |

The following number of employees received employee benefits (excluding employer pension costs and employer's national insurance) during the year between:

|                   | 2019 | 2018 |
|-------------------|------|------|
| £60,000 - £69,999 | 2    | 1    |
|                   | -    | 1    |

The total employee benefits including pension contributions of the key management personnel (CEO, Head of Fundraising, Director of Business Support and Education and Health Comms Director) were £212,543 (2018: £203,017).

The charity trustees were not paid nor received any other benefits from employment with the charity in the year (2018: £nil). The charity trustees were not paid nor received any other benefits from employment with the charity in the year (2018: £nil).

Trustees' expenses represent the payment or reimbursement of travel and subsistence costs totalling relating to attendance at meetings of the trustees £nil (2018: £50). No trustees were reimbursed during the current year (2018: 1).

| Staff Numbers         | 2019<br>Number | 2018<br>Number |
|-----------------------|----------------|----------------|
| Raising funds         | 7.17           | 4.23           |
| Charitable Activities | 6.83           | 6.42           |
| Support               | 0.61           | 1.20           |
| Governance            | 0.90           | 0.40           |
|                       | 15.50          | 12.25          |

#### 10) Related party transactions

There are no related party transactions to disclose for 2019 (2018: none) other than as disclosed in Note 9 and 14.

#### 11) Taxation

The charitable company is exempt from corporation tax as all its income is charitable and is applied for charitable purposes. The charity's trading subsidiary CoppaFeel Trading distributes under Gift Aid available profits to the parent charity.

#### 12) Tangible fixed assets

| Group and charity        | Events<br>Equipment | Computer<br>Equipment | Motor<br>Vehicles | Office<br>Furniture | Total    |
|--------------------------|---------------------|-----------------------|-------------------|---------------------|----------|
| Cost                     | £                   | £                     | £                 | £                   | £        |
| At 1 January 2019        | 20,538              | 10,300                | 39,672            | 1,746               | 72,256   |
| Additions                | -                   | 7,469                 | 2                 | 20                  | 7,469    |
| Disposals                | (20,000)            |                       |                   | -                   | (20,000) |
| At 31 December 2019      | 538                 | 17,769                | 39,672            | 1,746               | 59,725   |
| Accumulated depreciation |                     |                       |                   |                     |          |
| At 1 January 2019        | 20,538              | 5,670                 | 23,489            | 473                 | 50,170   |
| Depreciation             | 8 <u>2</u> 0        | 3,491                 | 13,223            | 436                 | 17,150   |
| Disposals                | (20,000)            | -                     | -                 | -                   | (20,000) |
| At 31 December 2019      | 538                 | 9,161                 | 36,712            | 909                 | 47,320   |
| Net Book value:          |                     |                       |                   |                     |          |
| As at 31 December 2018   | 512<br>             | 4,630                 | 16,183            | 1,273               | 22,086   |
| As at 31 December 2019   | 7 <u>2</u>          | 8,608                 | 2,960             | 837                 | 12,405   |

All the above assets are used for charitable purposes.

#### **13) Investments**

|  | Charity<br>2019 | Group<br>2019   | Charity<br>2018 | Group<br>2018 |
|--|-----------------|-----------------|-----------------|---------------|
|  | £               | £               | £               | £             |
| Investments held:  |                 |                 |                 |               |
| Fair value at the start of the year                      | 96,497          | 96,497          | 94,567          | 94,567        |
| Additions at cost  | 2,762           | 2,762           | 9,498           | 9,498         |
| Net gain / (loss) on change in fair value                | 12,083          | 12,083          | (7,568)         | (7,568)       |
| Listed and mixed investments                             | 111,342         | 111,342         | 96,497          | 96,497        |
| Cash held for reinvestment                               | 39              | 39              | 55              | 55            |
| Investment in subsidiary                                 | 1               | 1 <del></del> 4 | 1               | -             |
| Fair value at the end of the year                        | 111,382         | 111,381         | 96,553          | 96,552        |
| Historic cost at 31 December 2019                        | 105,253         | 105,252         | 102,507         | 102,506       |
| Fair value of listed and mixed investments<br>comprises: |                 |                 |                 |               |
| Rathbones - Unit Trust Mngt - Core Investment Fund For   |                 |                 |                 |               |
| Charities  | 111,342         | 111,342         | 96,497          | 96,497        |
|  | 111,342         | 111,342         | 96,497          | 96,497        |

#### 14) Subsidiary undertaking

16) Debtors

The charitable company owns 100% of the issued ordinary share capital of CoppaFeel Trading Ltd, a company registered in England. The company number is 10707836. The registered office address is 1-4 Pope Street, London, United Kingdom, SEI 3PR. The subsidiary is used for non-primary purpose trading activities. All activities have been consolidated on a line by line basis in the statement of financial activities. Available profits are distributed under Gift Aid to the parent Charity. The subsidiary is exempt from the requirements of the Companies Act 2006 relating to the audit of individual accounts by virtue of Section 479A.

The trustee, Simon Finnis, is on the board of the trading subsidiary.

#### A summary of the results of the subsidiary is shown below:

| Profit and Loss  | 2019 Total<br>£  | 2018 Total<br>£ |
|--|--|-----------------|
| Turnover   | 42,903   | 51,619          |
| Costs of sales   | (4,946)  | (22,345)        |
| Gross profit   | 37,957   | 29,274          |
| Administrative expenses                                    | (6,429)  | (516)           |
| Profit on ordinary activities before taxation              | 31,528   | 28,758          |
| Taxation on profit on ordinary activities                  | and a second | - 1997 da 22    |
| Profit for the financial year                              | 31,528   | 28,758          |
| Retained earnings  |  |                 |
| Total retained earnings brought forward                    | -  | 22              |
| Profit for the financial year                              | 31,528   | 28,758          |
| Distribution under Gift Aid to parent charity              | (31,528)   | (28,758)        |
| Total retained earnings carried forward                    | ·  |                 |
| The aggregate of the assets, liabilities and reserves was: |  |                 |
| Assets   | 30,436   | 20,311          |
|  |  | 100 0 101       |

| Liabilities | (30,435) | (20,310) |
|-------------|----------|----------|
| Net Assets  | 1        | 1        |
|             |          |          |

#### 15) Parent charity

The parent charity's gross income and the results for the year are disclosed as follows:

|                     | 2019      | 2018      |
|---------------------|-----------|-----------|
|                     | £         | £         |
| Gross income        | 1,982,672 | 2,060,372 |
| Result for the year | 398,658   | 92,881    |

|                              | Charity<br>2019<br>£ | Group<br>2019<br>£ | Charity<br>2018<br>£ | Group<br>2018<br>£ |
|------------------------------|----------------------|--------------------|----------------------|--------------------|
| Trade debtors                | 64,199               | 67,920             | 11,965               | 18,565             |
| Prepayments                  | 3,255                | 3,255              | 54,907               | 54,907             |
| Accrued income               | 247,992              | 247,992            | 108,082              | 108,082            |
| Other debtors                | 6,150                | 6,150              | 6,150                | 6,150              |
| Amounts owed from subsidiary | 22,210               | -                  | 17,895               | 111 - 2 <u>2</u> 8 |
|                              | 343,806              | 325,317            | 198,999              | 187,704            |

#### 17) Creditors: amounts falling due within one year

|                              | Charity<br>2019<br>£ | Group<br>2019<br>£    | Charity<br>2018<br>£           | Group<br>2018<br>£ |
|------------------------------|----------------------|-----------------------|--------------------------------|--------------------|
| Trade creditors              | 220-2 Provide 1      | and the second second | - Second and the second second |                    |
| Trade creditors              | 31,272               | 38,961                | 87,943                         | 88,603             |
| Taxation and social security | 2,049                | 2,495                 | 1,090                          | 2,845              |
| Deferred income (note 18)    | 2,547                | 2,547                 | 6,396                          | 6,396              |
| Accruals & other creditors   | 16,975               | 17,065                | 21,610                         | 21,610             |
| Amounts owed to subsidiary   |                      |                       |                                |                    |
|                              | 52,843               | 61,068                | 117,039                        | 119,454            |

|                                | Charity | Group   | Charity | Group    |
|--------------------------------|---------|---------|---------|----------|
|                                | 2019    | 2019    | 2018    | 2018     |
|                                | £       | £       | £       | £        |
| Balance as at 1 January 2019   | 6,396   | 6,396   | -       | 25,118   |
| Additions during the year      | 2,547   | 2,547   | 6,396   | 6,396    |
| Amounts released to income     | (6,396) | (6,396) |         | (25,118) |
| Balance as at 31 December 2019 | 2,547   | 2,547   | 6,396   | 6,396    |

#### 19) Analysis of net assets between funds (current year)

|  | General<br>Unrestricted | Designated<br>Funds | Restricted | Total 2019 |
|--|-------------------------|---------------------|------------|------------|
|  | £                       | £                   | £          | £          |
| Fund balances at 31 December 2019 are<br>represented by: |                         |                     |            |            |
| Tangible fixed assets                                    | 12,405                  | -                   | -          | 12,405     |
| Investments  | 111,381                 | -                   | -          | 111,381    |
| Net current assets                                       | 685,641                 | 100,000             | 75,658     | 861,299    |
|  | 809,427                 | 100,000             | 75,658     | 985,085    |

#### 19a) Analysis of net assets between funds (prior year)

|   | General<br>Unrestricted | Restricted | Total 2018 |
|---|-------------------------|------------|------------|
|   | £                       | £          | £          |
| Fund balances at 31 December 2018 are represented by: |                         |            |            |
| Tangible fixed assets                                 | 22,086                  | -          | 22,086     |
| Investments   | 96,552                  | 12         | 96,552     |
| Net current assets                                    | 353,443                 | 114,346    | 467,789    |
|   | 472,081                 | 114,346    | 586,427    |

#### 20) Movement in funds (current year)

|  | At 1<br>January<br>2019<br>£ | Income<br>£ | Expenditure<br>£ | Transfers<br>£    | At 31<br>December<br>2019<br>£ |
|--|------------------------------|-------------|------------------|-------------------|--------------------------------|
| Restricted Funds                       |                              |             |                  |                   |                                |
| ICAP                                   | 114,346                      | -           | (38,688)         | 1.0               | 75,658                         |
| Roche Products Limited                 | 1114                         | 5,000       | (5,000)          | 628               |                                |
| Total restricted Funds                 | 114,346                      | 5,000       | (43,688)         | <u>0</u>          | 75,658                         |
| Unrestricted funds<br>Designated funds | _                            | -           | -                | 100,000           | 100,000                        |
| General Funds                          | 472,081                      | 1,994,701   | (1,557,355)      | (100,000)         | 809,427                        |
| Total unrestricted funds               | 472,081                      | 1,994,701   | (1,557,355)      | 573               | 909,427                        |
| Total Funds                            | 586,427                      | 1,999,701   | (1,601,043)      | 1-1 <sup>20</sup> | 985,085                        |

#### Purpose of restricted funds

ICAP – Grant was given for the purpose of the Primary Care Activity. Roche Products Limited – Grant to support CoppaFeel's Breast Aware school pack.

#### Purpose of designated funds

£100,000 has been set aside to contribute towards the office move

#### 20a) Movement in funds (prior year)

|                          | At 1 January<br>2018<br>£ | Income<br>£ | Expenditure<br>£ | At 31 December<br>2018<br>£ |
|--------------------------|---------------------------|-------------|------------------|-----------------------------|
| Restricted Funds         |                           |             |                  |                             |
| ICAP                     |                           | 150,000     | (35,654)         | 114,346                     |
| Total restricted Funds   | 8 <del></del>             | 150,000     | (35,654)         | 114,346                     |
| Unrestricted funds       |                           |             |                  |                             |
| General Funds            | 464,788                   | 1,932,717   | (1,925,424)      | 472,081                     |
| Total unrestricted funds | 464,788                   | 1,932,717   | (1,925,424)      | 472,081                     |
| Total Funds              | 464,788                   | 2,082,717   | (1,961,078)      | 586,427                     |

#### 21) Reconciliation of net income to net cash flow from operating activities

# Net income/(expenditure) for the reporting period (as per the Financial Activities)

| Adjustments for:                          |
|---|
| Depreciation charges                      |
| (Increase) in debtors                     |
| (Decrease)/increase in creditors          |
| Dividends and interest received           |
| (Gain)/Loss on long term investment       |
| Net cash provided by operating activities |

#### 22) Operating lease commitments

The charity's total future minimum lease payments under non-cancellable operating leases is as follows for each of the following periods:

### Property:

Less than one year

#### 23) Legal status of the charity

The charity is a company limited by guarantee and has no share capital. The liability of each member in the event of winding up is limited to £1.

\_

|                  | 2019      | 2018      |
|------------------|-----------|-----------|
|                  | £         | £         |
| the Statement of |           |           |
|                  | 398,658   | 121,639   |
|                  | 17,150    | 16,587    |
|                  | (137,613) | (138,974) |
|                  | (58,386)  | 55,028    |
|                  | (3,058)   | (2,427)   |
| -                | (12,083)  | 7,568     |
| 25<br>28         | 204,668   | 59,421    |

| Charity | Group | Charity | Group |
|---------|-------|---------|-------|
| 2019    | 2019  | 2018    | 2018  |
| £       | £     | £       | £     |
| 6,675   | 6,675 | 6,675   | 6,675 |
| 6,675   | 6,675 | 6,675   | 6,675 |

# GET IN TOUCH

)

#### CoppaFeel

1st Floor, 1-4 Pope Street, London, SE1 3PR

Email: team@coppafeel.org

Fel: 0207 407 0398

Facebook: coppafeel.org Twitter: @CoppaFeelPeople Instagram: @coppafeelpeople

