

Charity Registration No. 299679

Company Registration No. 2212082 (England and Wales)

STILLBIRTH AND NEONATAL DEATH SOCIETY

(A COMPANY LIMITED BY GUARANTEE)

TRUSTEES' REPORT AND ACCOUNTS

FOR THE YEAR ENDED 31 MARCH 2010

**STILLBIRTH AND NEONATAL DEATH SOCIETY
(A COMPANY LIMITED BY GUARANTEE)
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**STILLBIRTH AND NEONATAL DEATH SOCIETY
(A COMPANY LIMITED BY GUARANTEE)
TRUSTEES' REPORT AND ACCOUNTS
FOR THE YEAR ENDED 31 MARCH 2010**

Introduction

The Trustees, who are also directors of the charity, for the purposes of the Companies Act, submit their annual report and the financial statements of Sands (Stillbirth and Neonatal Death Society) for the year ended 31 March 2010. The Trustees confirm that the annual report and financial statements of the charity have been prepared in accordance with the accounting policies set out in note 1 to the accounts and comply with the charity's constitution, applicable law and the requirements of the Statement of Recommended Practice, "Accounting and Reporting by Charities" issued in 2005.

Objects of the charity

The objects of Sands are: -

- 1 to promote the emotional, psychological and physical well-being of parents, their families and friends, when a baby dies in utero, at birth or soon after birth, by:
 - 1.1 the provision of support and information to those so bereaved and their carers; and
 - 1.2 by working collaboratively with health and social care professionals to improve and enhance professional practice with bereaved parents; and
- 2 to promote research and the implementation of best practice that will help identify the causes and reduce the incidence of the death of a baby in utero, at birth or soon after birth, and to publish the results of such research.

Public Benefit

The Trustees confirm that they have complied with their duty under section 4 of the Charities Act 2006 to have due regard to the Charity Commission's general guidance on public benefit.

Background

The devastating impact of the death of a baby on the mother and father was neither understood nor acknowledged thirty years ago. For parents it felt as if their baby had not existed and did not matter. Sands was established in 1978 to change this perception, improving care by working with health professionals to change the way in which parents were supported and offering support to anyone affected by the death of a baby.

The way in which parents and families are cared for and supported has substantially changed since Sands was founded, yet the tragic reality is that large numbers of families continue to be devastated by the death of a baby. In the UK, in spite of medical advances, 17 babies are stillborn or die within the first twenty eight days of life every day.

Whilst bereavement support and working in collaboration with health professionals is at the core of everything that Sands does, we are increasingly doing more to try to ensure that there are fewer bereaved parents to support.

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Review of Activities from 1st April 2009 to 31st March 2010

For simplicity our objectives are referred to under the following headings:

- (A) support anyone affected by the death of a baby;
- (B) work in partnership with health professionals to ensure that bereaved parents and their families receive the best care;
- (C) promote and fund research to reduce the loss of babies' lives.

A. Support anyone affected by the death of a baby

We offer support for anyone who is affected by the death of a baby through our key services:

A.1 Helpline Service

Last year, nearly 5000 health professionals, family and friends accessed the Helpline Service via telephone and email, 53% of whom were bereaved parents

Approximately 50% of those contacting the Helpline Service were provided with the details of local Groups and their befrienders and with information packs which includes Sands newsletter and an appropriate selection of support leaflets.

A.2 A network of 91 local UK Groups and 5 Overseas Groups

Sands Groups are run by and for bereaved parents, offering a range of local services: supporting parents and their families through trained befrienders; working with local hospitals to improve care and provide facilities such as a special room; holding memorial services; and creating a garden in memory of their babies.

Sands has seven regional/national Networks covering Northern Ireland, Scotland, Wales, East, North, South and West England. The Networks enable Groups to offer support, share good practice and develop a coordinated approach to implementing our objectives. Sands plans to appoint a paid coordinator in each of the Networks during the next five to seven years. The first of these posts was recruited in Northern Ireland in June 2009 with the pilot ending in December 2010.

Sands places a high priority on the quality of the befriending provided by the Groups. During the year we ran six introductory befriender training courses and two advanced courses. This was demand led and ensured that all network had access to local training. The advanced befriender training enables current befrienders to develop their skills and explore any challenging situations they may have experienced.

A.3 Information and Publications

Footprints, the Sands newsletter, is usually published four times a year providing vital information about local groups and networks, first hand experiences and training updates. The Sands website is an excellent resource with sections for parents, health professionals and Sands Groups.

Our publications include support leaflets, information sheets and books which reflect the many practical and emotional aspects of baby loss. Judith Schott and Alix Henley, authors of the Sands Guidelines for Professionals have begun updating our support literature during the year with the first of these leaflets, "Saying Goodbye to your Baby", being ready for June 2010.

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A.4 Sands Forum and Message Boards

The Sands Forum is a widely used facility for anyone affected by the death of a baby to communicate to others whose babies have died and to find mutual support. The Forum also offers users the opportunity to create their own diaries and books of remembrance. During the year, the Forum has been overhauled, including the provision of identified moderators, and successfully relaunched.

B. Working in partnership with health professionals to ensure that bereaved parents receive the best possible care

Sands is increasingly regarded a leading expert on stillbirth and neonatal death by the health care profession and works closely with professionals to improve the care provided to parents and families at an international, national, and local level.

There has been a high level of demand from NHS Trusts for training around the Sands Guidelines for Professionals published in 2007. A total of 25 training days were delivered during the year with over 600 health professionals attending. Sands is committed to Guidelines training to ensure that the practical advice and information contained in the Guidelines set a new benchmark for good practice when caring for parents who have a childbearing loss and that this practice is established and sustained within the health care professions.

C. Promoting research to reduce the loss of babies' lives

On the back of the immensely successful launch of the Saving Babies' Lives Report at Westminster in March 2009 the "Why17?" campaign has taken us to the Welsh Assembly (June 2009), the Scottish Parliament (November 2009) and Stormont, Northern Ireland (March 2010). All these events have seen unprecedented media coverage for Sands and taken us to the top table in our dealings with politicians and health professionals throughout the UK.

The principal aims of that campaign are to:-

1. Focus public awareness on why, tragically, 17 babies a day in the UK are stillborn or die within the first twenty eight days of life;
2. Develop and deliver key messaging on prevention for parents and health professionals;
3. Raise funds to enable Sands to identify and fund key research which could provide further information on why some babies are dying.

Sands is exploring setting up a Clinical Studies Group (CSG) for Stillbirth, a group of experts to meet regularly to focus on the direction of and funding into research.

During the year, Sands announced the funding of two research projects, chosen in partnership with Wellbeing of Women (WoW) and focusing upon causes and prevention of stillbirth and neonatal death:

1. The first project, of 3 years' duration, looks at Obstetric Cholestasis (OC), a liver disorder which occurs in 1 in 200 pregnancies which can be fatal to babies; the team is led by Professor Catherine Williamson from Imperial College London and the National Perinatal Epidemiology Unit in Oxford.
2. The second project will use detailed post mortems and genetic testing to find out if heart arrhythmias (a disturbance of the normal electrical rhythm of the heart) may be the cause of some of the many

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currently unexplained stillbirths. The work will take place over two years in University College London, St Bartholomew's and Great Ormond Street hospital and will be lead by Dr Sudhin Thayyil.

Both projects will improve the understanding of why some babies die and how lives could be saved.

Other activities and events

The 17th September was a milestone for Sands, the Royal College of Midwives (RCM) and Bliss who together organised a conference, *Uncertainty and Loss in Maternity and neonatal care: supporting parents through the challenges*. The conference was attended by 200 delegates from across the UK, with the majority midwives and neonatal nurses. The programme was varied and each session began with a parent telling their story. The day was an excellent opportunity to network and for health care staff to sign up for the new Bereavement Care Network for Practitioners which was launched at the conference.

175 people attended a moving memorial service at our annual open day in June at the Sands Garden in the National Memorial Arboretum at Alrewas, near Lichfield.

In October Tunbridge Wells Group hosted our Annual General Meeting and Members' Conference with over a 100 delegates, the focus of the day was Sands' research and prevention programme. The day finished with a visit to the Babies and Children's Memorial Garden at the Tunbridge Wells Crematorium, which provides local families with a sanctuary of peace to visit and remember their child.

All this has only been made possible by another phenomenal year of fundraising by thousands of our parents, families and friends which has resulted in a record year for Sands income. This involvement of so many supporters is part of what makes Sands unique and ensures that we never lose sight of our original aims and objectives. There were a number of larger corporate fundraising events, including a celebrity golf day and ball held in June 2009 by the Jude Brady Foundation. Sands is particularly grateful to Eden Financial, an institutional equities banking and wealth management firm based in London, which once again chose Sands as one of the charities to benefit from its annual Charity Day.

Financial Review

Sands' income has continued to show substantial growth, to a figure now in excess of £1.5 million. The growth is principally due to the continuing hard work of our fundraising team and to the many parents, families and friends who fundraise for Sands and work tirelessly to raise the money necessary to the achievement of our objectives. Research expenditure has increased substantially in the year, as noted above. An update on the research conducted by Dr Alex Heazell will be given at the AGM.

The research expenditure has not involved using the £500,000 designated for research from the major legacy by Barbara Price in 2007. In addition, a further £50,000 raised by Tunbridge Wells Sands has been transferred to funds designated for research, as described in note 10 to the accounts.

A substantial part of the cash reserves is held locally by groups, but significant sums are also held centrally. The trustees continue to monitor the investment policy pursued but for reasons of flexibility currently favour interest-bearing deposit accounts.

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TRUSTEES' REPORT AND ACCOUNTS
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Trustees

The Trustees who served during the year were:

Jeanne Nicholls (Chair until 3 October 2009; resigned on that date)
Steve Hale (Treasurer and Vice-Chair until 3 October 2009; Chair from 3 October 2009)
Kate Anker (Vice-Chair from 3 October 2009)
Andrew Scott
Shirley Gittoes
Sheryl McMahon
Colin Pidgeon (co-opted 27 June 2009; elected 3 October 2009)
Henry King (co-opted 27 June 2009; elected 3 October 2009, Treasurer from that date)

Sands' Articles limit Trustees to a maximum of seven years' service. The Trustees are most grateful to Jeanne Nicholls, who stood down as a trustee on 3 October 2009, for her seven years of service to Sands as a trustee and latterly as Chair.

None of the Trustees has any beneficial interest in the company. All are members of the company and guarantee to contribute £1 in the event of a winding up.

Trustees are elected by the membership at the Annual General Meeting. Additionally, Trustees can be co-opted by the existing Board of Trustees. Co-opted trustees are then put up for election by the members at the next Annual General Meeting.

Reserves Policy

At present free reserves (i.e. excluding the value of fixed assets and designated funds) are at a level of approximately four months' running costs which is below the level required (6 months) to ensure continuity of services in the event of a loss or delay of funding and to maintain the ability to meet unforeseen costs. The trustees are mindful of the need to increase reserves and conscious of the challenge this will present in the current climate.

Risk Management

The Trustees consider risk as part of their regular meetings and are in the process of reviewing that robust systems are in place to assess and mitigate key risks, for example the rise in externally imposed costs such as irrecoverable VAT, changes in government policy and the pressure on donors' charitable giving in the current economic climate.

Lothian Sands

Lothian Sands, a charity registered in Scotland (No. SCO24375), has similar objectives, but has separate management and legal status. There were no material transactions during the year or balances at the year-end between Sands and Lothian Sands.

Disclosure of information to auditors

Each of the directors has confirmed that there is no information of which they are aware which is relevant to the audit, but of which the auditor is unaware. They have further confirmed that they have taken appropriate steps to identify such relevant information and to establish that the auditors are aware of such information.

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Auditors

In accordance with section 485 of the Companies Act 2006, a resolution proposing that H.W. Fisher & Company be re-appointed as auditors of the company will be put to the Annual General Meeting.

On behalf of the Board of Trustees



Steve Hale
Chair of Trustees

25/08/2010

STILLBIRTH AND NEONATAL DEATH SOCIETY

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STATEMENT OF TRUSTEES' RESPONSIBILITIES

The trustees, who are also the directors of Stillbirth and Neonatal Death Society for the purpose of company law, are responsible for preparing the Trustees' Report and the accounts in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Company law requires the trustees to prepare accounts for each financial year which give a true and fair view of the state of affairs of the charity and of the incoming resources and application of resources, including the income and expenditure, of the charitable company for that year.

In preparing these accounts, the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgements and estimates that are reasonable and prudent; and
- prepare the accounts 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 charity and enable them to ensure that the accounts comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the charity and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

**STILLBIRTH AND NEONATAL DEATH SOCIETY
(A COMPANY LIMITED BY GUARANTEE)
INDEPENDENT AUDITORS' REPORT**

TO THE MEMBERS OF STILLBIRTH AND NEONATAL DEATH SOCIETY

We have audited the accounts of Stillbirth and Neonatal Death Society for the year ended 31 March 2010 set out on pages 10 to 21. These accounts have been prepared in accordance with the accounting policies set out on page 12.

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

Respective responsibilities of trustees and auditors

As described on page 7, the trustees, who are also the directors of Stillbirth and Neonatal Death Society for the purposes of company law, are responsible for preparing the Trustees' Report and the accounts in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice) and for being satisfied that the accounts give a true and fair view.

Our responsibility is to audit the accounts in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland).

We report to you our opinion as to whether the accounts give a true and fair view, have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice, and have been prepared in accordance with the Companies Act 2006. We also report to you whether, in our opinion, the information given in the Trustees' Report is consistent with those accounts.

In addition we report to you if, in our opinion, the charity has not kept adequate accounting records, if the charity's accounts are not in agreement with the accounting records and returns, if we have not received all the information and explanations we require for our audit, or if certain disclosures of trustees' remuneration specified by law are not made.

We read the Trustees' Report and consider the implications for our report if we become aware of any apparent misstatements within it.

Basis of opinion

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

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

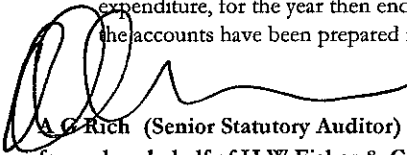
**STILLBIRTH AND NEONATAL DEATH SOCIETY
(A COMPANY LIMITED BY GUARANTEE)
INDEPENDENT AUDITORS' REPORT (CONTINUED)**

TO THE TRUSTEES OF STILLBIRTH AND NEONATAL DEATH SOCIETY

Opinion

In our opinion:

- the accounts give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of affairs of the charity as at 31 March 2010, and of its incoming resources and application of resources, including its income and expenditure, for the year then ended; and
- the accounts have been prepared in accordance with the Companies Act 2006.



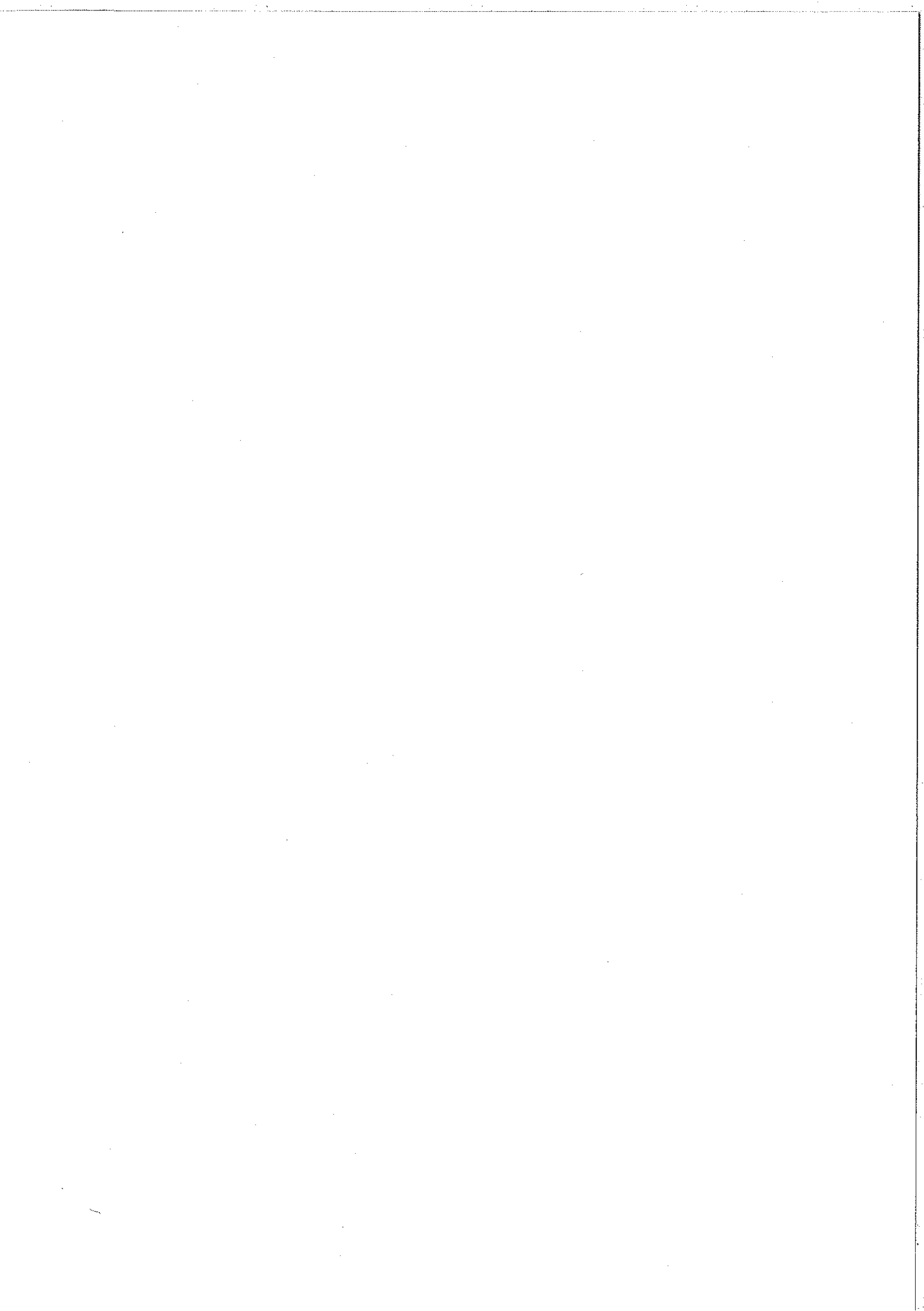
A G Rich (Senior Statutory Auditor)
for and on behalf of H W Fisher & Company

Chartered Accountants

Statutory Auditor

Acre House
11-15 William Road
London
NW1 3ER
United Kingdom

Dated: 8/9/10



STILLBIRTH AND NEONATAL DEATH SOCIETY
(A COMPANY LIMITED BY GUARANTEE)
STATEMENT OF FINANCIAL ACTIVITIES
INCLUDING INCOME AND EXPENDITURE ACCOUNT
FOR THE YEAR ENDED 31 MARCH 2010

	Notes	Unrestricted funds £	Designated funds £	Restricted funds £	Total 2010 £	Total 2009 £
<u>Incoming resources from generated funds</u>						
Voluntary Income	2	400,977	-	191,195	592,172	475,089
Activities for generating funds		849,669	-	38,144	887,813	640,521
Investment income	3	8,371	-	-	8,371	29,225
		<u>1,259,017</u>	<u>-</u>	<u>229,339</u>	<u>1,488,356</u>	<u>1,144,835</u>
Incoming resources from charitable activities	4	38,724	-	-	38,724	36,844
Total incoming resources		<u>1,297,741</u>	<u>-</u>	<u>229,339</u>	<u>1,527,080</u>	<u>1,181,679</u>
<u>Resources expended</u>						
Costs of generating funds						
Fundraising and publicity costs	5	317,206	-	-	317,206	216,508
Charitable activities						
Bereavement support		760,928	-	113,253	874,181	602,111
Improving care		33,738	-	181	33,919	23,475
Research		151,531	-	116,408	267,939	157,123
Total charitable expenditure		<u>946,197</u>	<u>-</u>	<u>229,842</u>	<u>1,176,039</u>	<u>777,339</u>
Governance costs		38,731	-	-	38,731	22,898
Total resources expended		<u>1,302,134</u>	<u>-</u>	<u>229,842</u>	<u>1,531,976</u>	<u>1,016,745</u>
Net (outgoing)/incoming resources before transfers		<u>(4,393)</u>	<u>-</u>	<u>(503)</u>	<u>(4,896)</u>	<u>164,934</u>
Gross transfers between funds	10	(50,000)	50,000	-	-	-
Net (expenditure)/income for the year/ Net movement in funds		<u>(54,393)</u>	<u>50,000</u>	<u>(503)</u>	<u>(4,896)</u>	<u>164,934</u>
Fund balances at 1 April 2009		500,217	500,000	436,354	1,436,571	1,271,637
Fund balances at 31 March 2010		<u>445,824</u>	<u>550,000</u>	<u>435,851</u>	<u>1,431,675</u>	<u>1,436,571</u>

The statement of financial activities also complies with the requirements for an income and expenditure account under the Companies Act 2006.

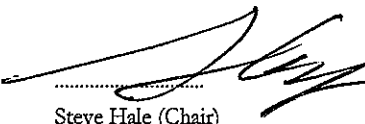
STILLBIRTH AND NEONATAL DEATH SOCIETY
(A COMPANY LIMITED BY GUARANTEE)
BALANCE SHEET

AS AT 31 MARCH 2010

	Notes	2010 £	£	2009 £	£
Fixed assets					
Tangible assets	11		60,151		53,771
Current assets					
Stocks	12	31,508		37,974	
Debtors	13	20,487		37,227	
Cash at bank and in hand		1,472,352		1,362,454	
		<u>1,524,347</u>		<u>1,437,655</u>	
Creditors: amounts falling due within one year	14	<u>(152,823)</u>		<u>(54,855)</u>	
Net current assets			<u>1,371,524</u>		<u>1,382,800</u>
Total assets less current liabilities			<u>1,431,675</u>		<u>1,436,571</u>
Income funds					
Restricted funds	16		435,851		436,354
Unrestricted funds:					
Designated funds	17		550,000		500,000
Sands		182,027			
Groups		263,797			
Other charitable funds			445,824		500,217
			<u>1,431,675</u>		<u>1,436,571</u>

The accounts were approved by the Board on ...

25th August 2010


 Steve Hale (Chair)
 Chair of Trustees

**STILLBIRTH AND NEONATAL DEATH SOCIETY
(A COMPANY LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS**

FOR THE YEAR ENDED 31 MARCH 2010

1 Accounting policies

1.1 Basis of preparation

The accounts have been prepared under the historical cost convention. The charity has taken advantage of the exemption in Financial Reporting Standard No 1 from the requirement to produce a cash flow statement on the grounds that it is a small charity. The accounts have been prepared in accordance with applicable accounting standards, the Statement of Recommended Practice, "Accounting and Reporting by Charities", issued in March 2005 and the Companies Act 2006.

1.2 Incoming resources

Grants are credited to incoming resources on the earlier date of when they are received or when they are receivable, unless they relate to a specified future period, in which case they are deferred. Voluntary income and donations are accounted for as they are received. Earned income is accounted for as it is receivable. Donations in kind are recognised at their fair value, with an equivalent charge made to resources expended. Donated fixed assets are recognised at their fair value and capitalised and depreciated, as below.

1.3 Resources expended

Fundraising and publicity costs comprise the costs incurred in producing materials for promotional purposes and in raising funds. Governance costs are those which do not directly relate to charitable activities, and include the costs of audit and statutory compliance. Staff costs and overhead expenses are allocated to activities on the basis of the staff time spent on those activities. Income and expenditure are stated net of VAT. The charity has a partial exemption for VAT and is not able to reclaim VAT on all its indirect charitable costs. Irrecoverable VAT is written off against charitable activities.

1.4 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost less estimated residual value of each asset over its expected useful life, as follows:

Leasehold property	5% reducing balance
Computer equipment	50% reducing balance
Fixtures, fittings & equipment	33% reducing balance

The depreciation basis has been revised in respect of computer equipment, fixtures, fittings and equipment to provide a more accurate reflection of the use of the assets.

1.5 Leasing and hire purchase commitments

Rentals payable under operating leases are charged against income on a straight line basis over the period of the lease.

1.6 Stock

Stocks of publications and promotional items are valued at the lower of cost and net realisable value.

1.7 Pensions

The Charity makes payments on behalf of its employees to the Sands Stakeholder Pension Scheme. The pension costs charged in the accounts represent the contributions payable by the charity during the year.

1.8 Accumulated funds

Restricted funds are to be used for specified purposes as laid down by the donor. Relevant expenditure is charged to the fund, together with a fair allocation of central costs. Some income received by Sands groups is restricted and these funds are not available for use by UK Office. Unrestricted funds are donations or other incoming resources received or generated by UK Office or Sands Groups for the charity's general purposes. Transfers between restricted funds and unrestricted funds are where permitted by the donor. Transfers between unrestricted and designated funds are at the discretion of the trustees.

STILLBIRTH AND NEONATAL DEATH SOCIETY
(A COMPANY LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2010

2 Voluntary Income

	Unrestricted funds £	Restricted funds £	Total 2010 £	Total 2009 £
Donations and gifts	388,977	157,195	546,172	447,718
Legacies receivable	-	-	-	15,371
Grants receivable for core activities	12,000	34,000	46,000	12,000
	<u>400,977</u>	<u>191,195</u>	<u>592,172</u>	<u>475,089</u>

Donations and gifts

Restricted funds:

Funds received by UK Office	36,174	47,423
Funds received by Sands Groups	121,021	142,680
	<u>157,195</u>	<u>190,103</u>

A sum of £12,000 was received from Scottish Executive for core funding.

3 Investment income

	2010 £	2009 £
Interest receivable	8,371	29,225
	<u>8,371</u>	<u>29,225</u>

STILLBIRTH AND NEONATAL DEATH SOCIETY
(A COMPANY LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)
FOR THE YEAR ENDED 31 MARCH 2010

4 Incoming resources from charitable activities

	2010	2009
	£	£
Support	31,083	28,092
Improving care	7,641	8,752
	<u>38,724</u>	<u>36,844</u>

Included within income relating to support are the following grants:

S64 Department of Health - Bereavement Support	-	4,000
	<u>-</u>	<u>4,000</u>

Income from support includes the sale of publications and materials.

STILLBIRTH AND NEONATAL DEATH SOCIETY
(A COMPANY LIMITED BY GUARANTEE)
NOTES TO THE ACCOUNTS (CONTINUED)

FOR THE YEAR ENDED 31 MARCH 2010

5 Total resources expended

	Staff costs £	Depreciation £	Other costs £	Grant funding £	Total 2010 £	Total 2009 £
Costs of generating funds						
Fundraising and publicity costs	113,927	-	203,279	-	317,206	216,508
Charitable activities						
<u>Bereavement support</u>						
Activities undertaken directly	273,789	31,432	568,960	-	874,181	602,111
<u>Improving care</u>						
Activities undertaken directly	12,920	-	20,999	-	33,919	23,475
<u>Research</u>						
Activities undertaken directly	92,111	-	59,420	-	151,531	157,123
Grant funding of activities	-	-	-	116,408	116,408	-
Total	92,111	-	59,420	116,408	267,939	157,123
	378,820	31,432	649,379	116,408	1,176,039	777,339
Governance costs	10,991	-	27,740	-	38,731	22,898
	503,738	31,432	880,398	116,408	1,531,976	1,016,745

Governance costs includes payments to the auditors of £7,690 (2009- £5,100) for audit fees and £2,715 (2009- £nil) for other services.

Included in other Fundraising costs of £203,279 are merchandise purchases of £41,800, marketing costs of £57,989 and Christmas cards of £9,988.

Included in other Bereavement Support costs of £568,960 are Newsletter costs of £17,197, Helpline costs of £9,576, Publications costs of £18,085, Sands group costs of £167,916 and Central Office Costs of £295,739.

Other Research costs of £59,420 includes Publication costs of £8,188 and International conference costs of £51,232.

6 Grants payable

	2010 £	2009 £
Research	116,408	-

A sum of £116,408 was paid to the Wellbeing of Women for research (Further details are included in the trustees' report).

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7 Governance costs

	2010	2009
	£	£
Other governance costs comprise:		
Legal and professional	5,607	6,145
Audit & accountancy	8,730	5,100
Trustees expenses	8,330	5,370
Annual General Meeting and Annual Report	5,073	6,283
	27,740	22,898
	27,740	22,898

8 Trustees

None of the trustees (or any persons connected with them) received any remuneration during the year, but all were reimbursed travelling and telephone expenses totalling £8,330 (2009: £5,370).

The wife of the current Chair of Trustees (Steve Hale), is employed full time to work on group development (gross pay £31,387). Her employment commenced prior to his appointment as a trustee. The husband of current Trustee Shirley Gittoes is the managing director of T S Gittoes Ltd which Shirley is an employee and company secretary of. The company has supplied clothing merchandise to Sands. During the financial year the charges to Sands for merchandise supplied by T S Gittoes Ltd was £2,054 net.

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9 Employees

Number of employees

The average monthly number of employees during the year was:

	2010 Number	2009 Number
Helpline - Full time	1	1
Helpline - Part time	5	5
Groups - Part time	3	2
Improving care - Part time	1	2
Research - Part time	2	2
Fundraising and communications - Full time	4	3
Fundraising and communications - Part time	1	1
Media and Public Relations - Part time	-	3
Management and administration - Full time	2	3
Management and administration - Part time	2	2
Groups - full time	1	
	22	24
	22	24

Employment costs

	2010 £	2009 £
Wages and salaries	458,122	369,404
Social security costs	43,540	34,106
Other pension costs	2,076	2,033
	503,738	405,543
	503,738	405,543

The number of employees whose annual emoluments were £60,000 or more were:

	2010 Number	2009 Number
£60,000-£69,999	1	-
	1	-
	1	-

The number of full time equivalent employees was eight (2009: seven).

10 Transfers

During the year, £50,000 was transferred from Tunbridge Wells Sands to fund research.

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11 Tangible fixed assets

	SANDS Garden & Memorials	Computer equipment	Fixtures, fittings & equipment	Total
	£	£	£	£
Cost				
At 1 April 2009	36,342	31,099	21,923	89,364
Additions	-	30,324	7,488	37,812
At 31 March 2010	36,342	61,423	29,411	127,176
Depreciation				
At 1 April 2009	12,808	15,550	7,235	35,593
Charge for the year	1,177	22,937	7,318	31,432
At 31 March 2010	13,985	38,487	14,553	67,025
Net book value				
At 31 March 2010	22,357	22,936	14,858	60,151
At 31 March 2009	23,534	15,549	14,688	53,771

12 Stocks	2010	2009
	£	£
Publications and leaflets	31,254	37,974

13 Debtors	2010	2009
	£	£
Prepayments and accrued income	20,487	37,227

14 Creditors: amounts falling due within one year	2010	2009
	£	£
Trade creditors	137,436	39,716
Taxes and social security costs	9,198	6,647
Other creditors	901	-
Accruals	5,288	8,492
	152,823	54,855

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15 Pension and other post-retirement benefit commitments
Defined contribution

	2010	2009
	£	£
Contributions payable by the company for the year	2,076	2,033

16 Restricted funds

The income funds of the charity include restricted funds comprising the following unexpended balances of donations and grants held on trust for specific purposes:

	Movement in funds			Balance at 31 March 2010
	Balance at 1 April 2009	Incoming resources	Resources expended	
	£	£	£	£
Bereavement support (Sands groups)	299,103	131,021	(43,230)	386,894
Poetry Anthology	-	3,500	-	3,500
Prevention workshop	-	10,000	(10,000)	-
Research	137,251	60,818	(152,612)	45,457
Improving care	-	24,000	(24,000)	-
	<u>436,354</u>	<u>229,339</u>	<u>(229,842)</u>	<u>435,851</u>

Bereavement Support (Sands Groups) - to fund a range of support services that Sands groups offer to bereaved parents and their families at a local level.

Poetry Anthology - to fund the production of a collection of poems written by parents in memory of their babies.

Prevention Workshop - for a workshop for key researchers and clinicians to look at ways that stillbirth and neonatal death could be prevented.

Research - to promote research and the implementation of best practice that will help identify the causes and reduce the incidence of the death of a baby in utero, at birth or soon after birth, and to publish the results of such research.

Improving Care - training provided by Sands to health professionals based on the Guidelines for Professionals 2007.

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17 Designated funds

The income funds of the charity include the following designated funds which have been set aside out of unrestricted funds by the trustees for specific purposes:

	Balance at 1 April 2009	Movement in funds		Transfers	Balance at 31 March 2010
		Incoming resources	Resources expended		
	£	£	£	£	£
Research fund	500,000	-	-	50,000	550,000
	500,000	-	-	50,000	550,000

The Research fund has been established for the implementation of the work undertaken to fulfil Sands third aim as described in the Trustees Report. During the year, an additional £50,000 was received from Tunbridge Wells SANDS to fund research.

18 Analysis of net assets between funds

	Unrestricted funds	Designated funds	Restricted funds	Total
	£	£	£	£
Fund balances at 31 March 2010 are represented by:				
Tangible fixed assets	60,151	-	-	60,151
Current assets	538,496	550,000	435,851	1,524,347
Creditors: amounts falling due within one year	(152,823)	-	-	(152,823)
	445,824	550,000	435,851	1,431,675

19 Commitments under operating leases

At 31 March 2010 the company had annual commitments under non-cancellable operating leases as follows:

	Land and buildings		Other	
	2010	2009	2010	2009
	£	£	£	£
Expiry date:				
Within one year	67,301	-	4,425	4,425
Between two and five years	-	67,301	-	-
	67,301	67,301	4,425	4,425

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20 Related parties

Lothian Sands, a charity registered in Scotland (No. SCO24375), has similar objectives, but has separate management and legal status. There were no material transactions during the year or balances at the year-end between Sands and Lothian Sands.