

Trustees Annual Report & Accounts 2010-11



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Acronyms

ART	Antiretroviral Treatment
CBOs	Community Based Organisations
CSR	Corporate Social Responsibility
CSOs	Civil Society Organisations
CP	Country Programme
CU	Concern Universal
DRR	Disaster Risk Reduction
EC	European Commission
GiG	Gambia is Good
HIV	Human Immunodeficiency Virus
LGA	Local Government Associations
MAAP	Maa AIDS Awareness Programme
MCLS	Monthly Common Law Summary
NGO	Non Governmental Organisation
NGOCE	Non Governmental Organisation Coalition for the Environment
VCT	Voluntary Counselling and Testing (for HIV)
WASH	Water, Sanitation and Hygiene

Corporate directory

Status Concern Universal is a charitable company limited by guarantee, incorporated on the 27 September 1976 and registered as a charity on 15 December 1976 in England and Wales. Charity number 272465

Governing document of Concern Universal The company was established under a memorandum of association (amended 18th October 1997) which established the objects and powers of the charitable company and is governed under its articles of association (amended 29th November 2003). The company is limited by guarantee and is registered in England at 21 King Street, Hereford, HR4 9BX. Company number: 12278887

Names of trustees on 31 March 2011 (date appointed)

Oley Dibba-Wadda – Chair (01/11/2009)
Dan Bishop, Vice Chair (Chair of HR) (16/05/1998)
Peter Ayres, Vice Chair (Chair of Finance Committee) (05/07/2008)
Nicola Mushet (29/11/2003)
Chikondi Mpokosa (05/07/2008)
Susan Barlow (01/11/2009)
Lucy Weston (17/08/2010)
Joelle Plumerel (17/11/2010)
Tracey Sherlock (17/11/2010)
Fiona Taylor (17/11/2010)
Philip Tamuno (17/11/2010)

Changes to trustees in 2010-11: 5 new trustees were appointed in 2010-11 (Ms Plumerel, Ms Sherlock, Ms Taylor, Ms Weston and Mr Tamuno). 2 trustees stepped down in 2010-11 (Ms Collie on 24/06/10 and Mr Todd on 01/08/10)

Principal professional advisers

Concern Universal's principal professional advisers include the following:

Bankers:

Royal Bank of Scotland	Standard Chartered Bank
Maidstone Branch	London
94 High Street	EC3M 2RY
Maidstone	
Kent	
ME14 1SA	

Auditors

Sayer Vincent
Chartered accountants and
statutory auditors
8 Angel Gate, City Road
London EC1V 2SJ

Solicitors

BLL, Harbour Court
Compass Road, North
Harbour
Portsmouth, PO6 4ST

Senior Management Team

Chief Executive: Dr Ian Williams

International: Matthew Lake

Finance and Services: Blaise White

Fundraising: Richard Thunder/ Samson Hailu

Communications: Debbie Stenner

Company Secretary: Blaise White

Our work

Who we are

Our Mission is to work in partnership to challenge poverty and inequality. We support practical actions that enable people to improve their lives and shape their own futures. The values of human dignity, community focus, integrity and partnership underpin all our work.

What we do

We have 10 country offices supporting work in 12 countries in Africa, Asia and Latin America (Mozambique, Malawi, Kenya, Gambia & Senegal, Guinea, Ghana, Nigeria, Bangladesh & India, Brazil, and Colombia). We work in partnership with over 100 local organisations. We also work in the UK to generate greater public interest in and support for international development.

We support initiatives that improve the daily lives of people living in some of the world's poorest communities – for instance by providing greater income-earning opportunities, improved health care, or clean water supply. **In 2010-11 2.3 million people benefited from CU-supported programmes.**

Our aims

To achieve our mission of overcoming the challenges of poverty and inequality we have two key aims. Aim 1: to enable community-led development. Aim 2: to inspire and influence others.

Under Aim 1 of enabling community-led development our work falls in to five main themes:

Food security



Food (and water) is the source of all life and a key priority for many of the people we work with. This is why this area of work accounts for more expenditure than any other of our strategic aims. We are improving food

security for agricultural smallholders through agricultural development, nurturing natural resources, and enabling access to microfinance and markets.

53.6% of spend

Better health

Good health is one of the key building blocks to development. One of the key ways to prevent the transmission of disease and reduce mortality is to improve water supplies. We are improving health outcomes for people by providing access to safe water and sanitation, preventive health care, improving nutrition, and taking action on HIV and AIDS.

19.5 % of spend

Respect for rights

All of our programmes are founded on our rights based approach to development. We believe that people have rights and these rights are upheld in international human rights law. People need to be empowered to understand their rights and know how to claim them. Often girl and women's rights, although upheld in national legislation, are not respected at a community and household level and gender equality is a priority within our rights programmes. In our Respect for Rights programmes we focus on advocacy initiatives that build the skills of people to claim their rights from duty bearers.

8.6 % of spend



Skills development

Many of the people we work with have not had the educational opportunities that they are entitled to. Through skills development activities, like literacy circles, vocational training, and marketing courses we ensure people have the skills they need to find a job.

4.4 % of spend

Resilience to disasters and climate change



The climate is changing and in many of the countries where our projects are based this is having an impact on the lives of people in rural and urban areas. Through disaster risk reduction programmes we are increasing the resilience of communities to cope with the changes to their environment.

13.3 % of spend

Under Aim 2 of inspiring and influencing others our work is divided by key target audience:

Effective development – UK and in-country advocacy

Concern Universal works to tackle the cause of poverty and to change policy

and practice of key development actors, including government and international donors like the Department for International Development (UK AID)

Global Movement in the UK

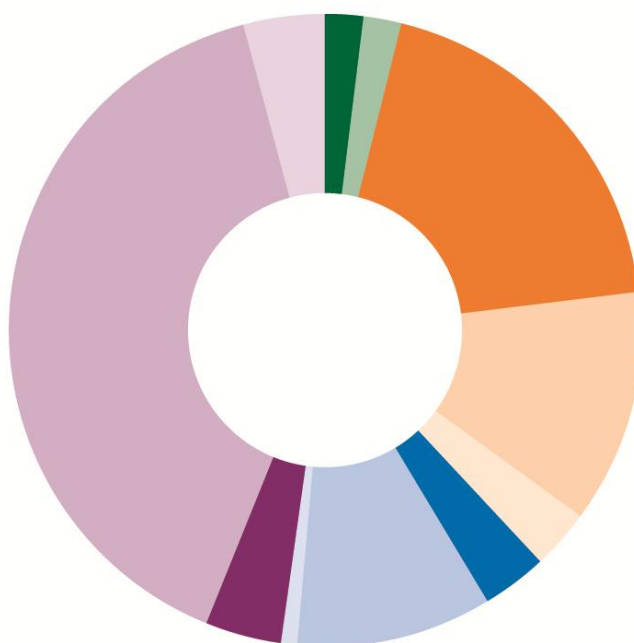
In addition to our work in our country programmes, Concern Universal works in the UK to raise awareness of global development issues and to promote activism. This includes working with schools and businesses to promote sustainable development messages.

Good Business

We also work with business to promote sustainable development throughout the corporate sector.

Expenditure by country

Total expenditure – £12,506,776



● Brazil – £242,745	● Nigeria – £1,181,110
● Colombia – £298,998	● UK – £91,083
● Bangladesh & India – £2,421,237	● Kenya – £371,685
● Gambia & Senegal – £1,508,100	● Malawi – £5,130,886
● Ghana – £385,808	● Mozambique – £504,800
● Guinea – £370,324	



Oley Dibba-Wadda on a visit to Kenya

Message from the Chair of the Board

Our work remains, as always, led by our Country Programmes – shaped by locally-determined priorities, not by a central ‘blueprint’. In each of our countries of operation, our actions are guided by strategic plans, developed locally in consultation with communities, partner organisations, governmental and non-governmental agencies and others. These strategies ensure that our programme work consistently responds to the areas of greatest local need, coordinates with the efforts of others, and provides practical benefit to those that we seek to support.

As Chair of the Board of Trustees of Concern Universal since mid 2010, I feel humbled when I speak about the amazing work we do. Concern Universal is an organisation of the future and for the future. In particular, it is an organisation that gives hope for the future. Like other NGOs, Concern Universal relies on the goodwill of friends, partners and benefactors and it has had its peaks and troughs - particularly with the effects of the economic climate. However, whilst never a dull moment, I am pleased to stand back and reflect on the positive growth in the organisation and the concrete steps taken to further increase impact and influence. Furthermore, progress has been made in strengthening the trustee body with additional members, increased organisation and training. As David Stenberg, a prolific writer of ‘Fearless Fundraising for Non-Profit Boards’ states: “When an organisation’s Board creates the right atmosphere..., it can tap into the hidden potential of its members and give them previously unrecognised ways to use their collective talents and contacts”. It is my intention to use my talents and contacts as Chair of the Board of Trustees of Concern Universal to ensure that the dreams and hopes of our beneficiaries continue to become a reality”.

Oley Dibba-Wadda
Chair of the Trustees

AIM 1: Enabling community-led development



Food Security

Objective: Improve food security and support sustainable livelihoods - through agricultural development, nurturing natural resources, and enabling access to microfinance and markets.

"Before Gambia is Good the middleman took two thirds of the price and made my work difficult and less profitable. Now I am achieving much higher yields, a longer harvest period, and good farm gate prices" Ebrima Jawara, farmer, The Gambia

What we planned to do:

To focus on improving crop and livestock yields of the poorest rural smallholders; ensuring that the people we work with no longer experience 'hungry months'; helping people to establish successful (micro) businesses.

What we did:

40,722 people now have improved crop and livestock yields

57,353 people are no longer experiencing 'hungry months'

4,643 people have established successful businesses

An accessible and affordable supply of food is something we often take for granted in developed countries. But for many agricultural smallholders in developing countries producing enough food to feed their families is a constant struggle, and as many as a third of children are malnourished. The World Food Programme estimates that the cost

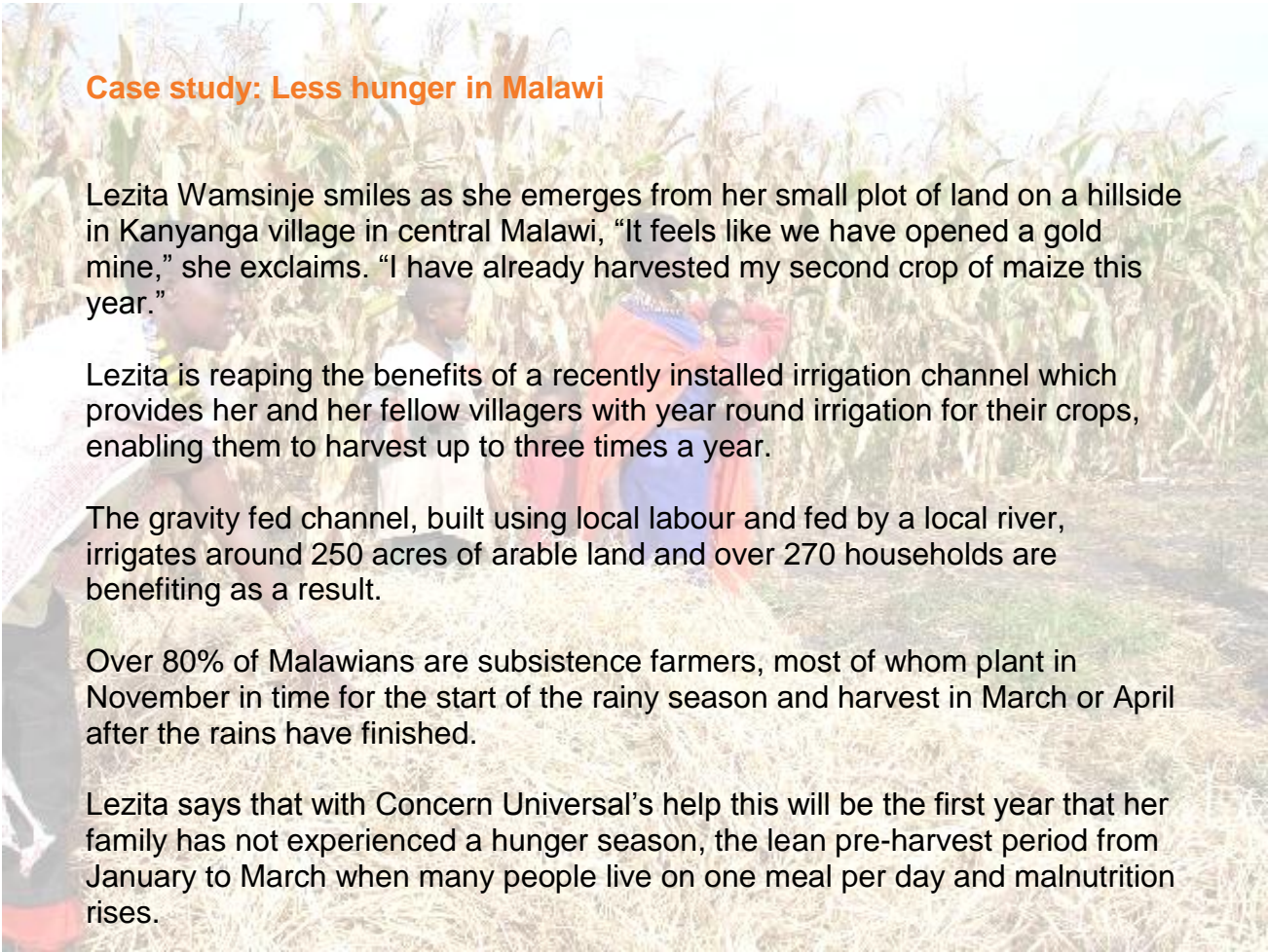
of malnutrition is on average 6-11% of GDP¹. This is why Concern Universal focuses on improving crop and livestock yields and making sure people are more 'food secure' in all of our country programmes.

We believe the agricultural value chain is key to the development of Africa and Asia, the achievement of the Millennium Development Goals and the reduction of food insecurity. Subsistence agriculture represents Africa's main source of food and income for the 70% of African citizens living in rural areas², the majority of whom are subsistence farmers consuming most of what they produce. Commercial agriculture is also a significant source of income, representing as much as 20 percent of GDP in some countries. Agriculture is a catalyst for long-term growth and the sector raises the incomes of the poor two to four times more than GDP growth from other sectors. By focusing on smallholder agricultural support we are making sure that people have enough to eat all year.

Concern Universal's work to improve agricultural livelihoods focuses on training, fair access to land, financing, infrastructure and ensuring there is a regulatory/legislative environment that stresses the right to food. In 2010-11 we have supported projects that relate to all stages of the agricultural value chain, from production through to storage, trading, processing and retailing.

¹ WFP 2008
(http://documents.wfp.org/stellent/groups/public/documents/liaison_offices/wfp175334.pdf)

² Africa Progress Panel, 2010



Case study: Less hunger in Malawi

Lezita Wamsinje smiles as she emerges from her small plot of land on a hillside in Kanyanga village in central Malawi, “It feels like we have opened a gold mine,” she exclaims. “I have already harvested my second crop of maize this year.”

Lezita is reaping the benefits of a recently installed irrigation channel which provides her and her fellow villagers with year round irrigation for their crops, enabling them to harvest up to three times a year.

The gravity fed channel, built using local labour and fed by a local river, irrigates around 250 acres of arable land and over 270 households are benefiting as a result.

Over 80% of Malawians are subsistence farmers, most of whom plant in November in time for the start of the rainy season and harvest in March or April after the rains have finished.

Lezita says that with Concern Universal’s help this will be the first year that her family has not experienced a hunger season, the lean pre-harvest period from January to March when many people live on one meal per day and malnutrition rises.



Better health

Objective: Improve health through access to safe water and sanitation, preventive healthcare, improved nutrition, and action on HIV and AIDS.

What we planned to do:

To secure access to safe water supplies; to improve sanitation facilities and awareness of good hygiene; and to ensure that people living with HIV live positively.

What we did:

513,168 people with access to safe water

524,976 people have improved sanitation and hygiene

3,505 HIV-positive people are living positively and 97,010 people able to recognize the risk of HIV/AIDS

3,035 HIV-positive people receiving care and support

Tackling the causes of disease transmission

Over two million people in developing countries, most of them children, die every year from diseases associated with lack of safe drinking water, inadequate sanitation and poor hygiene³. It is no surprise therefore that in almost all of our community consultations water is a top priority. Concern Universal has supported communities to identify, develop and manage their own water supply for over 20 years. In 2010-11 we ensured that over half a million people gained access to safe water.

To ensure an impact on health outcomes, our water projects combine safe water supply, adequate sanitation

facilities, hygiene education and practice. We also build up local skills so communities can run their own services because in many of the rural areas where we work the government does not have the capacity or resources to deliver these services. This includes raising maintenance funds, establishing water committees, training local government and developing water point maps.

Tackling HIV

HIV and AIDS have had an enormous negative impact in many of our countries of operation⁴ – on the communities we work with, our partners, and our own staff. Some of the gains achieved through development efforts in recent decades have been reversed by the pandemic. Responding to HIV and AIDS is a core part of our work and our response, such as reaching young men and women with prevention messages; supporting people living with HIV to access treatment, care and support; and helping them and their carers to develop income-generating activities, are all integral to our HIV work.

Case study: Better health facilities in Brazil

Two years ago, the local health clinic that served the Eucalipto community in the town of Sapé in NE Brazil was without a doctor and open sewers ran down the dirt road outside. Working with Concern Universal, and local organisation New Life Community Association, the community organised meetings with staff from the clinic to put together a plan for improving services. In July 2009 they met with the town's Vice Mayor, the Health Minister and the Coordinator of the town's health programme to put forward their requests for the clinic to be moved to a more

³ WHO/UNICEF/WSSCC Assessment, 2000

⁴ The response to HIV and AIDS is already an important focus of our work in eight countries.

suitable building, a doctor and improvements to medical supplies.

Because the local authorities did not see the community's request as a confrontation, but rather as a proposal to work together, they were keen to help. Within a short space of time a doctor was hired and supplies of medicines were plentiful. Earlier this year the community celebrated the opening of their new clinic. Over 4,000 people now have access to better health care. Moreover, by involving the staff from the clinic in the process, it has brought them closer to the community and helped to improve the quality of services offered.

Ms Maria Aparecida Marques de Souza, a community resident from Eucalipto: "Since the health clinic moved to the new building the quality of services has improved a lot. Before we had no space to wait and the centre always lacked medicine. Today the service is much better because the building is large and has several rooms. When I go to the clinic with my children I am always well attended and there are medicines available."

Case Study: AIDS awareness in Kenya

In Kajiado County, Kenya HIV prevalence is over 7%. Women and children are more at risk from contracting the disease but the problem is compounded in Kajiado because of the practice of female circumcision, or female genital mutilation (FGM), early marriages and polygamy. The high prevalence of HIV, and other deadly diseases, has left many children in the region orphaned. Concern Universal and local partner Maa AIDS Awareness Programme (MAAP) are working with the Maasai in Kajiado County to control the spread of HIV. MAAP works with communities to give them an

understanding of which behaviours are exposing their community to HIV.

One of the challenges the project faces is convincing men infected with HIV to have an HIV test, and if found positive to take anti-retroviral medication themselves, instead of sharing the medication with their wives. To overcome the stigma attached to HIV, MAAP have been empowering people living with the disease to form support groups, organise transport to ART clinics and set up income generating opportunities.



Materettenata Support Group

Ms Nkuyiai Mushamba, a beneficiary member of Materettenata Support Group in Mashuuru, Kajiado, discovered that she was HIV positive after she attended a VCT clinic run by Concern Universal.

Nkuyiai has since been through counselling and is now a proud mother of an 18 month old boy not infected with HIV.

Nkuyiai said: "I never knew I could bear a HIV negative child. My dignity has been restored. I am living testimony that HIV/AIDS is not an end to life. I feel blessed to have met CU & MAAP's volunteer to advocate for the rights of HIV positive people in my community and continue what you started. Ashe Oleng' (Thank you very much)".



Respect for Rights

Objective: Improve respect for rights through empowerment of women, children and other vulnerable groups.

What we planned to do:

To work with women and children to empower them to understand and claim their rights, and to work with community groups to give them the skills to demand basic rights from duty bearers.

What we did:

27,820 members of community groups now able to demand basic rights from duty bearers.

64,402 women now feel more empowered and their rights are respected

147,670 children now feel more empowered and their rights respected

Many of Concern Universal's programmes are based on the principal of ensuring people are aware of their basic human rights to life, liberty, and security as laid out in the universal declaration of human rights (UN, 1948). We work to ensure people understand their entitlements and know how to claim their rights from government.

In 2010-11 Concern Universal supported over 500 activities advocating for the rights of poor and vulnerable people. As a result of these actions essential services, such as water and sanitation, have improved in the areas where we work, and 38 new service provisions have been signed ensuring that these

gains will be sustainable and for the long term. In communities around Paraiba, in the Northeast of Brazil, negotiations with local government have led to improvements in waste collection, public transport (including disabled access), and road access.



March for the rights of children with special needs, Colombia

Case study: Supporting displaced people in Colombia

Concern Universal has been working with displaced people in two communities in Ibagué, *Los Alamos* and *2 de Junio*, for the past six years. Millions of people in Colombia have been forced to flee their homes as a result of armed conflict and Colombia has the second highest rate of internally displaced people in the world, only Sudan has more⁵. Internal displacement is a direct result of the conflict between the army, guerrilla groups and right-wing paramilitaries currently taking place in the southern part of the region of Tolima.

Don Fernando is one of the many displaced people in the region of Tolima who has fled his rural community for the

⁵ Internal Displacement Monitoring Centre:
<http://www.internal-displacement.org/countries/colombia>

relative safety of the town of Ibagué. Like most displaced people, he and his wife Doña Saturia arrived with only what they could carry and have had to rebuild their entire lives from scratch.

With the help of a small loan from Concern Universal and Pastoral Social, the couple have been able to build up a small business selling 'arepas' (a key carbohydrate for people in Colombia made from corn and manioc) in Ibagué. Every weekend they make about £40 (minimum living wage is £130 in Ibagué).

As well as financial support, Concern Universal also provides information on rights and support to help people access the government services they are entitled to. After sustained lobbying the government has finally agreed to pave two of the main roads and improve the drainage in the *2 de Junio* community.

As a result of the new drainage the area rarely suffers from floods less and local businesses are able to stay open longer. Between the two main roads a small section of parkland had been developed which includes a playground and community meeting hall. Levels of violence have been reduced, all as a result of the hard fought lobbying efforts by the community and Concern Universal.



Don Fernando cooking arepas



Skills development

Objective: Improve skills through literacy circles, capacity building, and other training

What we planned to do:

To promote literacy and other appropriate skills and to build the capacity of community based organisations

What we did:

2,679 people are now literate

25,603 people have acquired new skills

310,019 members of Community Based Organisations have greater capacity to influence change

Concern Universal is a people-centred organization and many of our projects focus on giving people the necessary skills needed to improve their own lives. Developing skills can ensure that people realize their potential and bolster economic development. As well as skills development for adults and young people, we also acknowledge that in many of the countries we work in children are not able to access the schooling they need and we have provided non-formal education.

Across Concern Universal's 10 country programmes projects focusing on improving skills have changed the lives of over 28,000 people in 2010-11. As a result of our work this year 2,600 people are now literate and another 25,000 have gained skills that they can use to improve their lives, mostly through improved farming and small business practice. As well as this, almost 7,000 children participated in educational,

literacy, artistic, sport, cultural and personal development activities.

As well as supporting individuals we work side by side with community groups, local charitable organisations and government in the countries we work in. Partnership is at the heart of what we do and during 2010-11 we continued to nurture long-established relationships and invest in developing new ones, implementing work with over 100 organisations. Our partners are very diverse, with annual incomes ranging from under £10,000 to well over £3 million. Working with local partners ensures that our programmes are appropriate to the local context, and that the impact of our work is sustainable.

Partnership is a reciprocal process in which we each learn from the other - our partners teach us a great deal about local realities, and we are able to help strengthen their capacity to make a positive and lasting difference within their communities. In The Gambia, for example, we worked with nine local organizations on capacity development and these organizations have seen marked improvements in their governance, management and financial and fundraising capacity. In Mozambique 2,800 people from 140 CSOs (civil society organisations) benefited from rights and responsibilities training regarding district development processes.

Case study: Improving literacy in Guinea

The official statistics show that less than one in five women are able to read and

write in Guinea⁶. In one of the villages where Concern Universal works in Eastern Guinea, Mossoko, only two out of 1000 adults have finished school. Less than five percent of the adult population of the village can write their name.

Concern Universal funds agricultural work in Guinea to increase production and incomes of smallholder farmers. However, in Guinea adult literacy is also a priority and many of our programmes contain a literacy component. Using a West African adult learning technique that was developed in Burkina Faso, and recruiting local literacy teachers, like Mr Oumar Camara, Concern Universal is currently funding a course to help 22 women and three men learn how to read and write. The course fits around the women's busy schedules and uses local resources, like the 'calabash' (pumpkin) from which they make gourds and a stick to represent the letters. After two weeks many students can already read and write their own names.

Being able to read and write has made a real difference to the women in the community. Madame Conde, who is taking part in an agricultural programme funded by Concern Universal and spends every morning tending her new kitchen garden and vegetable plots, is now more confident to sell her produce at the local market. With better literacy and numeracy skills she feels happier to buy and sell her produce and feels she now has a better understanding of the marketing process.



Adult literacy lesson in Mossoko, Guinea

⁶ Human Development Report, 2009 data, UNDP: 18% Female literacy rate, 15 and over



Resilience to disasters and climate change

Objective: Reduce vulnerability - through disaster risk reduction, integrating emergency preparedness and response work with long-term development.

What we planned to do

To reduce people's vulnerability to disaster risks and to rebuild the lives of people affected by disasters

What we did:

195,159 people have reduced their vulnerability to disaster risks

63,613 people have rebuilt their lives post-disaster

In the past two decades, on average, more than 200 million people have been affected every year by disasters⁷. Disasters increasingly threaten large parts of the world's economy and undermine development gains. While the number and intensity of disasters fluctuates considerably from year to year, the long term trend is clear: there are an increasing number of disasters, especially extreme weather events.

Many of the people that Concern Universal works with live in areas that are witnessing the impacts of a changing climate. They live on marginal land that is susceptible to flooding, droughts, and natural disasters. We are working with people to help them adapt to these dramatic changes. In 2010-11 our risk reduction projects worked with 200,000 people; improving resilience through

better community risk mapping, training, infrastructure adaptation and preparedness.

Concern Universal is taking the lead on climate change adaptation in some of our country programmes, most notably The Gambia, Malawi and Bangladesh. In The Gambia we are working with the government to develop a national response to climate change impacts. Local Disaster Management Committees in The Gambia now have the ability to conduct rapid assessments within 48 hours of a disaster and to respond within a week. This has meant that incidence of bush fires was halved compared to the previous year and 2,000 trees were planted in each region. In Malawi, better disaster planning has ensured that Disaster Risk Management plans are now in place and have been included in District Development Plans.

Case Study: Improved cyclone facilities in Bangladesh

Concern Universal recently conducted an assessment of cyclone shelters in Bangladesh. Our research found that most schools, such as the Hindu Polli Primary School, were also used as cyclone shelters but lacked adequate access to water and sanitation, an essential service during cyclones.

With our partner Dhaka Ahsania Mission, Concern Universal targeted cyclone shelters located in schools and equipped the shelters with safe water points and safe sanitation. In 2010-11 449 schools/cyclone shelters were constructed, and there are plans to equip an additional 300 schools/cyclone shelters with better facilities. The programme also includes water-sanitation and hygiene promotion in each of the communities where the shelters are located.

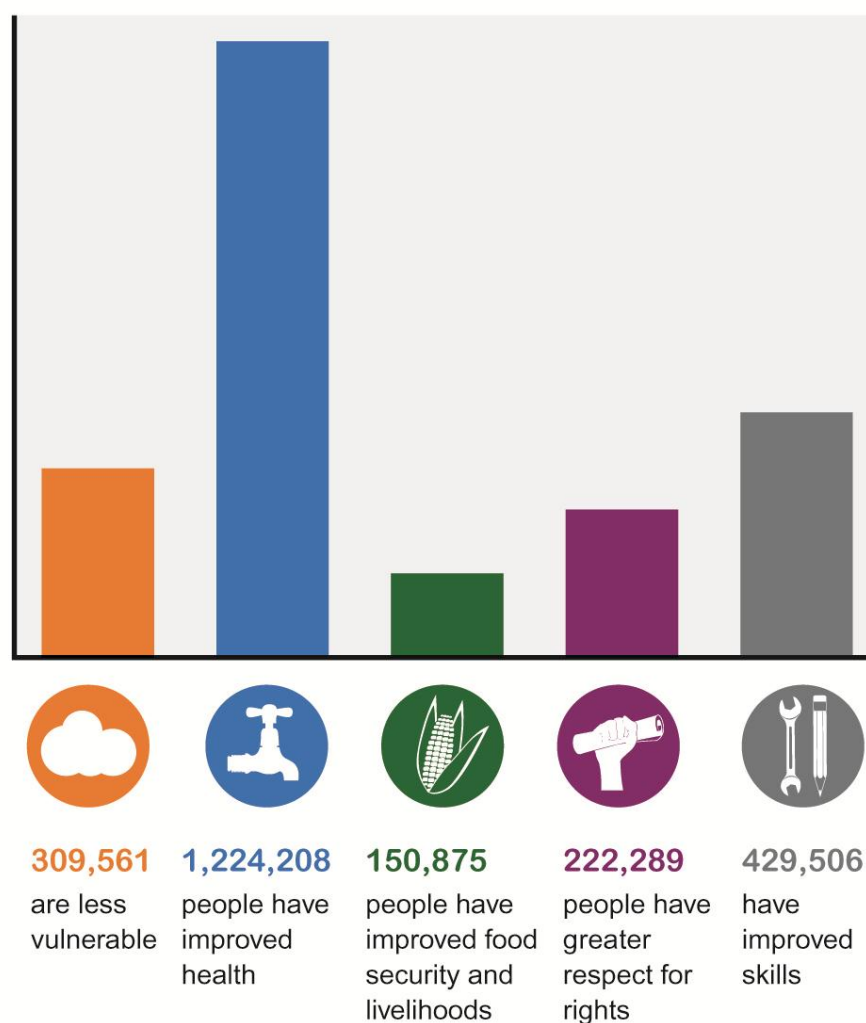
⁷ Hyogo Framework for Action 2005-2015

Hindu Polli Government Primary School is one of the schools where a new cyclone-proof water pump has been installed. Before the pump was installed most children would go the whole day without drinking. As Nafisa, a girl student, explains, “at school our throats used to dry up and we didn’t feel comfortable speaking in class, our eyes used to burn and we couldn’t concentrate, often falling asleep during the class.” Many of the children said that because of the lack of water they didn’t want to play at break times. But dehydration is a thing of the past now that the children can collect water from the pump.

As well as providing clean water Concern Universal has built four private latrines in the school. This has made a huge difference to female students, in some cases even bringing girls back to school who wouldn’t have otherwise attended.

The improved facilities also provide safe drinking water and sanitary latrines for people seeking protection when a cyclone strikes. This has reduced the incidence of diseases within the centres.

Total beneficiaries by sector



AIM 2: Inspiring and influencing others

Through Aim 2 we aim to amplify the voices of people living in poverty, enabling them to advocate for a fairer and more environmentally sustainable world. Together, we aim to secure:

- Changes to policy and practice to help overcome barriers to development and open up new opportunities; and
- More and better investment in holistic community-led development approaches.

Effective Development: UK and in-country advocacy

Objective: To promote more effective action by development agencies, both official and non-governmental.

What we did:

In 2010-11 we further developed our organisational advocacy strategy on disaster risk reduction. As well as developing internal targets on carbon reduction (see Carbon footprint section below) we published a policy on Disaster Risk Reduction, outlining the seven key priorities of risk reduction programmes, and fed in to a government consultation on sustainable agriculture. We also began to actively participate in disaster risk reduction networks, including BOND (British Overseas NGOs in Development).

Influencing government policy and lobbying is becoming a more important part of our country level work and in 2010-11 we had a number of key successes. In Malawi our two research reports, on volunteerism and government decentralisation, have been instrumental in influencing the debate in Malawi on these areas of work. In

Nigeria, nine NGOs were trained on effective communication and advocacy skills to help prepare them to feed in to negotiations on the forestry law. As a result of the training the Mangrove Caucus of NGOCE has been able to actively participate in the negotiations over implementation strategies. In Bangladesh Concern Universal is one of the founding members of the country Disaster Risk Reduction platform and has been integral to the development of new country wide disaster risk reduction initiatives.

Good Business

Objective: To call for more socially, environmentally and economically responsible business practice to achieve sustainable development.

What we did:

Businesses in the private sector are essential for the running of our modern economies and for generating wealth. We believe that there are many opportunities to engage business in development issues and harness their potential force for good. At the same time, our skills and understanding of environmental issues can help companies to minimise some of their negative impacts on communities and the environment.

Our Good Business strategy is to move companies along a spectrum from greater awareness of development issues, through better corporate social responsibility (CSR) initiatives, to mainstreaming development in their core business activities. This requires a dialogue to create recognition of shared values, i.e. that it is in each company's interest to engage positively with sustainable development. In 2010-11 we launched our 'Doing Good Business in Africa' report for the

Africa Progress Panel and disseminated it to 20,000 businesses worldwide. The launch received significant media coverage in the print and television press, including in business publications. We presented our 'Good Business' messages to business leaders throughout the year; to over 2,000 executives at eight events, including the World Economic Forum for Africa and the Confederation of British Industry annual dinner.

We developed new partnerships with Pensworth and Wiggly Wiggles and followed up our project to reduce water use at Cargill Meats Europe (in Hereford) and facilitated staff volunteers from PwC to work in Malawi. In 2010-11 18 new business leaders joined our business leaders' group who are supporting a new rural business project in Ghana. From this group two stepped up to join our Patron Richard Harvey in advocating for Good Business and development. Our Good Business messages are drawn from our experience of private sector partnerships that enable development. In 2010-11 we developed and strengthened a number of these partnerships, including working with the World Bank in The Gambia to replicate the 'Gambia is Good' business model; establishing a dialogue with PZ Cussons in Nigeria; and in Malawi continuing collaboration with the sugar sector (Illovo Sugar and the Co-Operative Group), and Universal Industries.

Case Study: a pioneering business model in Gambia

The 'Gambia is Good' (GiG) initiative is a pro-poor horticulture marketing social-business established in 2004 which links poor Gambian farmers to the lucrative market outlets of the country's tourism industry. GiG was developed to combat two key problems faced by local

producers; one, subsistence farmers suffer from low yields, poor quality produce, low incomes, and a lack of access to markets; and two, The Gambia imports most of its fruit and vegetables to service the tourism industry and domestic markets and is not taking advantage of a possible vital source of income potential for local farmers. 'Gambia is Good' provides linkages between the rural areas and the tourist outlets through production and supply of high quality fruit and vegetables to hotels and restaurants. The Gambia is Good initiative was developed with Haygrove, a Herefordshire based horticultural company, and has developed a strategic partnership with the Travel Foundation.

GiG now purchases from nearly 1,000 growers, 90% of whom are women. Its core suppliers have made the transition from subsistence agriculture to commercial enterprise. The women with whom the project works had virtually no cash income before the project started and are now making up to £150 per month from selling fresh produce. A recent independent evaluation states that over the last three years GiG growers have increased their income by an average of 500%.

'Gambia is Good' has emerged as a successful, highly acclaimed initiative that provides linkages between grass-roots areas and tourist outlets through the production and supply of high quality, locally produced fruits, vegetables, eggs, herbs, honey, juices, cashews and dairy products to hotels and restaurants; increasing incomes of local producers and entrepreneurs, raising awareness about sustainable and responsible tourism as well as diversifying the agricultural range grown by local producers in The Gambia. While not yet profitable, strategic funding has helped the project continue towards its goal of profitability.

The GiG model has been replicated by the World Bank and plays a key role in the horticulture component of their *Gambia Growth and Competitiveness Project*. Collaboration is focused on increasing GiG's out-grower scheme. A market research study focusing on the possibilities of mango marketing and export has been conducted by the World Bank with intense consultation from GiG.

Raising awareness - Development Education in the UK

Objective: To build a stronger global movement to combat poverty and inequality – engaging individuals to build a fairer world together, through development education and activism

What we did:

Engaging teachers, local businesses, community groups and volunteers, our Global Movement advocacy work is inspiring the next generation of global citizens about the positive difference they can make in a changing world context.

Our global learning activities are improving people's capabilities to build a fairer and more sustainable world together, by linking people around the world to share experiences and ideas. In the past year, three East African speakers visited 73 schools, speaking with over 13,000 young people about global issues.

"You get to feel it from their point of view because you don't get facts but really get to feel it...because there is a person to tell you" Almeley Primary School, year three pupil.

In partnership with Reading International Solidarity Centre (RISC), we held a two-

day global learning workshop attended by 19 teachers and volunteer advocates. One participant said, *"I have learnt to look more critically at resources, how to measure change and learnt different lively and thought-provoking activities."* Participants are embedding their learning in their teaching and volunteering to help deliver our global learning work in schools.

We also work to change policy and



Gertrude's visit to Almeley Primary School

practice through activism with young people; providing opportunities, inspiration and influence to 'act to benefit others' at a local or global level. 12 groups of students involved in our activities have created their own projects to engage others, including an animation asking people to take action on climate change and a play promoting responsible tourism and raising awareness of equality issues. Six sixth form students took part in a debate at The Hay Festival in June 2010. Addressing an audience of 150 people, they debated whether the UK should cut its overseas aid budget and continued the discussions with MP Jesse Norman and people from the regional business community at an evening reception.

Supporting the Programmes

Human Resources

During the year Concern Universal commenced an overall review of all its human resources policies and documentation alongside a review of terms and conditions with the aim of enabling our staff to play as efficient, effective and influential a role as possible in the fight against poverty. The review will be concluded in the 2011-12 financial year.

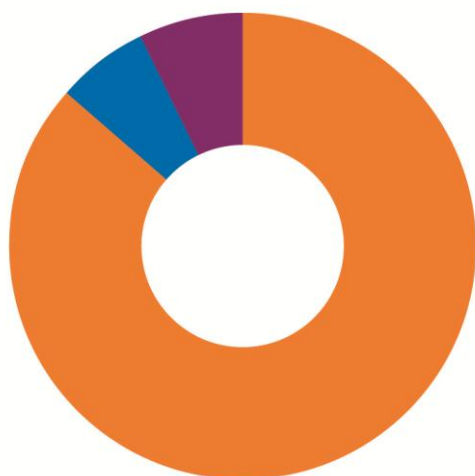
ICT

2010-2011 was an important year for our information and communications technology (ICT) work. We took a much more proactive approach to ICT, with the understanding that such a critical resource for the organisation needs better planning and guidance. We conducted research on how to increase engagement with ICT as a tool for achieving CU's mission and a consultation was completed with the involvement of all country programmes.

Fundraising

Main sources of funding

Total income – £12,213,075



● Restricted income – 10,579,809
● Unrestricted income – 778,383
● CUMO – 835,520

2010-11 was a successful year in our public fundraising efforts, as we continue to increase the levels of unrestricted income generated whilst also cutting back on costs incurred. We forged a new partnership with The Waterloo Foundation, and they have become one of our key strategic partners. Our face-to-face teams signed up over 2,700 new regular givers to support CU, over 550 people took part in events to raise funds, and 41 schools and community groups undertook fundraising activities.

Our total unrestricted income was £631,675. Our costs to raise unrestricted were £428,930, giving us a net income of £202,835, a 51% increase on 2009-10. As across the whole organisation, it is the commitment, dedication and willingness of the whole team, both staff and a myriad of volunteers, to go 'above and beyond', that enables us to keep on raising funds in the current challenging environment. We launched two new events in 2010-11 that are both set to become annual fundraisers in our local region. The Santa Run, which saw almost 200 people braving snow and ice to raise over £4,000, and a Valentines Ball which attracted over 80 people to a black tie do in Hereford and raised £4,600.



Santa run, Hereford, December 2010

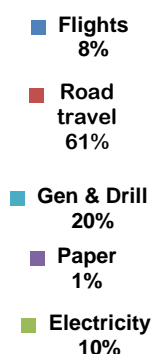
Three key community fundraising initiatives 'Concern Universal Week', the

'CommuniTea Party' concept, and 'Water Matters Month' were also launched in the year and proved successful, raising the profile of CU, spreading the word about international issues, and raising over £10,000. Our web presence continues to grow as well, with over 30,000 visits to the website in the year and 1,115 friends on facebook at the time of writing.

Our carbon footprint

Concern Universal's overall Carbon Footprint for 2010/11 was 1,432 tonnes of CO₂ equivalent, 2% up on the previous year. However when related to activity levels, emissions per £ spent reduced by 22.4g or 17% on the 2009-10 level.

CU Footprint 2010-11 by source



For the first time during 2010/11 the results from this analysis were fed back in detail to the Country Directors and staff in the UKO. Actions resulting in the UKO included changing to a 'greener' electricity supply and distributing publications such as supporter newsletters more by e-mail than hard copy. Notable Country Programme achievements in this area were the Msamala Sustainable Energy Project (MSEP) project in Malawi moving onto the final stage of Gold Standard accreditation for carbon credits, and the Gambia is Good farm receiving voluntary

carbon offsetting from an international conference held in The Gambia.

Structure, governance and management

The Executive Director of Concern Universal is appointed by the Trustees to manage the day to day operations of Concern Universal and ensure the overall implementation of the organisational strategy as agreed by the Trustees. Four full Board meetings are held during the year (in June, September, November and February), informed by recommendations from the Finance and Audit Committee.

The Executive Director and the Chair of the Trustees communicate weekly, and the Chair of the Finance Committee meets every month with the Executive Director and Finance Manager. The Executive Director has delegated authority for the executive management of Concern Universal. Country Directors, in 10 countries of Africa, Asia and South America, lead and manage the work internationally, at country level, with the support and guidance of the International Director.

Responsibility of Trustees

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

Company law requires the trustees to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the charitable company and the group and of the incoming resources and application

of resources, including the income and expenditure, of the group for that period. In preparing these financial statements, the trustees are required to:

- select suitable accounting policies and then apply them consistently;
- observe the methods and principles in the Charities SORP;
- make judgements and estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the charitable company 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. They are also responsible for safeguarding the assets of the charitable company and the 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 auditors are unaware; and
- 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 auditors are 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.

Appointment of the trustees

As set out in the Articles of Association, persons deemed eligible for election as Trustees must be recommended by Trustees at Annual General Meetings, or prior notice given in writing by a member, intending to propose a person for election. Trustees hold office until the next Annual General Meeting when they are eligible for re-election. The total number of Trustees shall not at any time exceed a specified number, currently fixed at 11. When considering the appointment of Trustees, the Board has regard to the skills audit of existing Trustees, the requirement for any specialist skills, and ability to contribute to the charity's governance. The Board has a limited term and rotation of tenure policy. During 2010-11 five new members joined the Board and two left. At the end of the year (31 March 2011) the Board had 11 members.

Trustee induction and training

The key element of the induction is to ensure sound understanding of the charity's mission, principles and strategy as well as the legal obligations of Trustees. The induction process for new Trustees involves a combination of provision of key documents (such as the organisational Governance Guide, organisational strategy, annual report, current budget, documents on the legal obligations and duties of Trustees) plus communications and face to face discussions with key staff and Trustee representatives including the Chair and Executive Director.

Trustees also have the opportunity to attend training workshops on relevant governance issues. In 2010-11 our trustees attended courses run by Sayer Vincent.

The Board is mindful of best practice initiatives in governance and holds an annual away day to enable Trustees to review their roles and responsibilities and the implications for the Board's operation. Members of the charitable company guarantee to contribute an amount not exceeding £1 to the assets of the charitable company in the event of winding up. The total number of such guarantees at 31 March 2011 was 8 (2010: 8). The Trustees have no beneficial interest in the charitable company.

Public benefit

Charity trustees have a duty to report in the Trustees' Annual Report on their charity's public benefit. They should demonstrate that:

1. **They are clear about what benefits are generated by the activities of the charity.** This report sets out in some detail development activities carried out to further each of Concern Universal's two strategic aims.
2. **The benefits must be related to the objects of the charity.** All activities are intended to further Concern Universal's charitable objects, which are to enable community-led development and inspire and influence others.
3. **The people who receive support are entitled to do so according to criteria set out in the charity's objects.** Wherever possible the views and opinions of people living in poverty are sought

in the design and implementation of programmes of assistance. This approach helps to ensure that programmes are targeted to people in need, and that beneficial changes to the lives of people living in poverty can be evaluated and assessed.

Trustees are therefore confident that Concern Universal meets the public benefit requirements, and they confirm that they have taken into account the guidance contained in the Charity Commission's general guidance on public benefit where applicable.

Risk Management

Concern Universal takes very seriously the management of risks to which the charity is exposed. At the same time, Concern Universal is an entrepreneurial organisation which strives to make the most of all opportunities in pursuit of our mission to challenge poverty and inequality.

Our approach to Risk Management therefore endeavours to strike a balance between mitigating and managing risks, while ensuring that the organisation retains the flexible, decentralised and responsive character that has enabled it to succeed and flourish. We would characterise this as a 'risk-aware' rather than a 'risk-averse' approach, which emphasises the identification, anticipation, and active management of risks and related opportunities.

Risk Management Process

At an operational level actions to address many of the risks identified through risk management are incorporated in CU's Common Law Standards - the minimum standards that all parts of the organisation must adhere to. Performance with relation to these

standards is systematically monitored on a monthly and annual basis as follows through the Monthly Operational Indicators (MOI) and the Monthly Common Law Summary (MCLS). An Annual Risk Management Review will provide a comprehensive review of the risk list, ranking and register. Findings of this Annual Review will be presented to Trustees in their June meeting.

Consideration of risks and assumptions forms an integral part of the development and implementation of strategy across the organisation, at both organisational and country programme level. CU's Organisational Strategy outlines assumptions and risks related to our strategic objectives, and these are regularly reviewed.

All Country Programmes include consideration of risks when reviewing their Country Strategy.

In addition, regular review of 'big picture' risks in the short, medium and long term are covered in the Executive Director's quarterly report to the Board of Trustees.

Diversity and disability

Concern Universal wholeheartedly supports the principle and application of equal opportunities in employment. Concern Universal believes that a vision of holistic and sustainable development is properly achieved when all the human resources, talents and skills available throughout the communities where we work are duly considered when employment opportunities arise. All employees will be given equal opportunity and access to training to enable them to progress both within and outside the organisation. Every possible step will be taken to ensure that individuals are treated equally and fairly and that decisions on recruitment, selection, training, promotion, career development and redundancy are based

solely on objective criteria. These principles will also apply to pay, benefits, procedures and all terms and conditions of employment. As an international NGO committed to social justice, Concern Universal seeks to ensure that our Partners develop and apply good equal opportunities practice for their own employees. The last equal opportunities policy was updated in February 2010.

Volunteers

Concern Universal is supported by volunteers across the world; generous, dedicated people who give their time, expertise, energy and enthusiasm to help challenge poverty and inequality. In the UK, we have worked with around 45 individual volunteers this year, who have supported our fundraising, advocacy, programmes and finance teams. These dedicated people have donated a total of approximately 5792 hours, with an approximate value of £72,420. These volunteers helped in many different ways, including delivering development education workshops in local schools; raising money from Trusts and Foundations; helping out with fundraising events; assisting with administration and finance; enabling us to engage further with the business community; and supporting visits by colleagues from our Country Programmes.

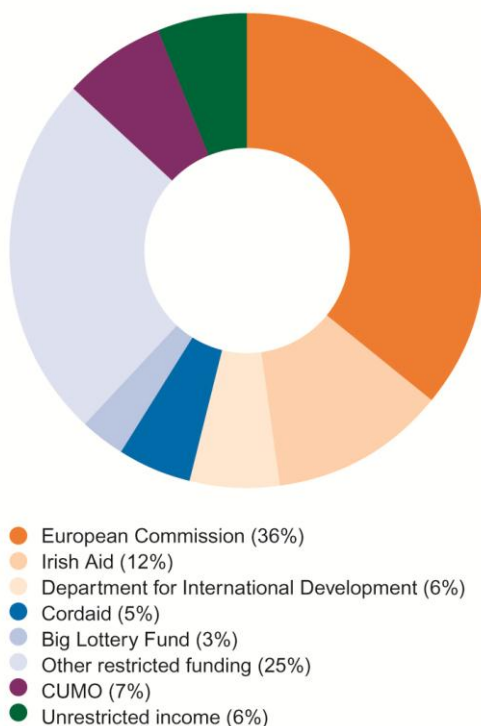
Richard and Kay Harvey have continued to support our work, and recently became our Patrons. During 2010-11 Richard has continued to support and grow our engagement with business. Meanwhile, Kay Harvey has continued to work with our schools and advocacy programmes, including accompanying the Giving Nation Schools trip to Gambia in February 2011.

Financial review

Concern Universal's income declined very marginally (less than 1%) from the previous year, however expenditure increased significantly (19%), largely due to the scaling up of two significant EC-funded projects in Malawi (support to small scale sugar farmers) and Bangladesh (food security for extreme poor households).

The European commission remained the principle donor (36% of total income) and as in previous years, other strong supporters were Irish Aid (12%), Department for International Development (6%), Cordaid (5%), and the Big Lottery Fund (3%). Funds from these and a variety of other donors were sought and secured to address the needs identified by communities in poverty with whom we work.

Main donors (% of total income)



Reserves policy

The Trustees keep the reserve position of Concern Universal under continuous review in line with the policy laid out below

Free reserves

The level of free reserves is calculated by excluding restricted and designated funds of the Charity as well as fixed asset balances. The level for the current year is as follows:

Table of Free Reserves:

	2011 £	2010 £
Total funds	5,731,228	6,651,012
Less:		
Restricted reserves	3,436,605	4,206,479
Designated funds	1,820,523	1,960,390
Fixed asset net book values (general funds)	18,582	22,206
Free reserves	455,518	461,937

The Trustees regard the level of free reserves as crucial in allowing Concern Universal to continue to serve its beneficiaries in the countries in which it operates through temporary gaps in donor funding periods. The Trustees also wish to be able to call on reserves to seize opportunities to develop appropriate new activities to further Concern Universal's objectives where there may be delays in securing donor funding.

There is a significant trend among donors to fund in arrears rather than in advance and, therefore, the Trustees anticipate that funds will also be needed on an ongoing basis in order to fully fund project activities pending receipt of donor funds. Multi-annual project funding is important for Concern Universal and the pattern of project initiation and completion rarely results in consistent and predictable flows of funds.

Trustees judge that Concern Universal should hold at least three months' but not more than six months' value of support costs and management costs in order to be able to preserve its basic structure in each of its country programmes through periods of low levels of project funded activity, as well as to ensure adequate cash flow for projects funded in arrears. Based on support and management costs totalling £2,351,989 for the year to 31 March 2011, the minimum target for reserves is £587,997 and the maximum £1,175,995.

Concern Universal's Trustees endeavour to achieve a surplus equivalent to 10% of the reserve opening balance on unrestricted funds each year to build reserves towards this target. The Trustees review the basis for the target figure and progress towards it each year.

General reserves

The Trustees consider that there are sufficient reserves held at 31 March 2011 to manage any foreseeable downturn in income as a result of a downturn in the economy. The Trustees consider that there is a reasonable expectation that Concern Universal has adequate resources to continue in operational existence for the foreseeable future and for this reason, the Trustees continue to adopt the 'going concern' basis in preparing the accounts.

Grant making and investment policy

Concern Universal pays grants to partner organisations as part of the process of project implementation. Local partner organisations are involved in varying degrees in most of the project work undertaken by Concern Universal and separate agreements with each partner on specific projects determine the level of responsibility and scope of partner activity.

Concern Universal currently keeps all funds in instant access deposit accounts, reflecting the need to have all funds continually available to meet project implementation requirements.

Auditors

A resolution proposing the re-appointment of Sayer Vincent as Concern Universal's auditors will be submitted at the Annual General Meeting. Sayer Vincent were reappointed as the charitable company's auditors during the year and have expressed their willingness to continue in that capacity.

The year ahead

The coming year will bring many new challenges and opportunities for Concern Universal and its 10 country programmes. Our programmes will continue to have to deal with the impacts of an ever changing climate and political uncertainty. Our response to the East Africa famine and the political unrest in Malawi show that we have the capacity to deal and respond to global crises. Next year we will be half way through our 2009 - 14 strategy and after the successful global strategic meeting held in June 2011 we believe that our strategy remains fit for purpose and we will continue to focus on our five strategic areas.



Food security: One of our key strengths is the development of food security and sustainable livelihoods projects. Our work includes agricultural development, improving access to markets and developing avenues of micro-finance. Almost all our country programmes will develop projects in this area including *Bangladesh, Brazil, Colombia, Ghana, Gambia, Guinea, Kenya, Malawi and Nigeria*.

Projects in The Gambia will strive to improve horticultural, livestock and agro-forestry practices, access to potable water and access to markets for Gambian fresh produce; to promote micro gardening; to take on new initiatives such as carbon-offsetting. The Guinea office will work on improving partners' capacity as well as resource mobilisation for effective project implementation. Projects in Malawi hope to continue with improvements made there to farming practices to produce bigger yields again this year.



Better Health: In 2011-12 we will improve health outcomes for

people by providing access to safe water and sanitation, preventive health care, nutrition support, and HIV/AIDS care. Our programmes in *Bangladesh, Brazil, Colombia, Ghana, Gambia, Guinea, Kenya, Malawi Mozambique and Nigeria* will focus on improving health for some of the poorest people in society. In Mozambique projects will work towards improved health and provide sanitation facilities and related training to 45 target communities in Maputo and Niassa Province. In Kenya, the team there will work with local partners to reduce water-related and hygiene and sanitation diseases in 8 districts.



Respect for rights: Our Respect for Rights programmes will focus on advocacy initiatives that build the skills of people to claim their rights from duty bearers. *Bangladesh, Brazil, Colombia, Gambia, Kenya, Malawi, Mozambique and Nigeria will all continue to develop and implement rights based programmes.*

Our offices in Colombia and Brazil will again focus efforts on empowering communities to obtain their basic human rights, and in Brazil the CU operation there will focus on improving life opportunities for 900 urban children at risk. In Nigeria, work will be done directly or through networks, to advocate to decision makers for initiatives and policies that will positively impact in the lives of Cross River and Ebonyi States people. These will include policies on mangrove forest management and domestication of instruments against child trafficking.



Skills development: Through skills development activities, like literacy circles, vocational training, and marketing courses we hope to ensure people have the skills they need to find a job. We will develop projects to improve skills in *Brazil*,

Colombia, Gambia, Kenya, Malawi, Mozambique and Nigeria.

In Ghana, Concern Universal projects will facilitate 3,500 smallholder producers to increase incomes as well as increasing knowledge of agricultural techniques as research is coordinated on use of hermetic bags with farmers in Brong Ahafo and Northern Regions.



Resilience to disaster and climate change: Through projects that prepare people for disaster (disaster risk reduction) we will increase the resilience of communities to cope with the changes to their environment.

Our programmes in Bangladesh, Colombia, Gambia, Ghana, Kenya, Malawi and Nigeria will focus on this work in 2011-12.

Work will continue in Bangladesh to reduce the vulnerability of communities to disasters such as cyclones, which have a crippling effect on livelihoods and health. Programmes there will work to maintain sanitation and water facilities despite the threat of natural disasters.

Approved by the Trustees on 8 October 2011 and signed on its behalf by the Vice-Chair of the Trustees:

Peter Ayres
Vice-Chair of Trustees, Concern Universal

8th October 2011

Auditor's report

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS AND TRUSTEES OF CONCERN UNIVERSAL CHARITABLE COMPANY LTD

We have audited the financial statements of Concern Universal for the year ended 31 March 2011 which comprise the Group Statement of Financial Activities, the Group and Parent Charitable Company Balance Sheets, the Group cashflow statement and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and section 43 of the Charities Act 1993 and regulations made under section 44 of that Act. Our audit work has been undertaken so that we might state to the 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 company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of trustees and auditors

As explained more fully in the Statement of Trustees' responsibilities set out in the trustees' report, the trustees (who are also the directors of the 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.

We have been appointed auditor under the Companies Act 2006 and section 43 of the Charities Act 1993 and report in accordance with those Acts. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

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

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the group's and the parent charitable company's affairs as at 31 March 2011, 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; and
 - have been prepared in accordance with the requirements of the Companies Act 2006 and the Charities Act 1993.
- 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.

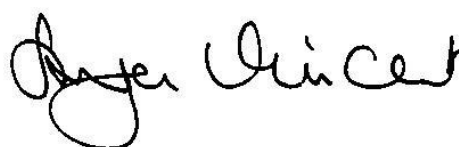
Opinion on other matter prescribed by the Companies Act 2006

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

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 and the Charities Act 1993 requires us to report to you if, in our opinion:

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



Catherine L Sayer (Senior statutory auditor) for and on behalf of Sayer Vincent, Statutory Auditors

Sayer Vincent, 8 Angel Gate, City Road, LONDON EC1V 2SJ

Sayer Vincent is eligible to act as an auditor in terms of section 1212 of the Companies Act 2006.

Concern Universal

Consolidated Statement of financial activities (Incorporating an Income and Expenditure Account)

For the year ended 31 March 2011

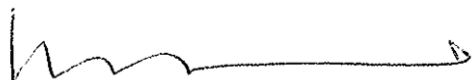
	Note	Restricted £	Unrestricted £	2011 Total £	2010 Total £
Incoming resources					
<i>Incoming resources from generated funds</i>					
Voluntary Income	2	19,362	631,765	651,127	920,321
Activities for generating funds:					
General fundraising		-	656	656	294
Events		-	38,091	38,091	17,714
Investment Income		-	107,872	107,872	112,109
<i>Incoming resources from charitable activities</i>	4				
Improving Skills		385,442	-	385,442	580,105
Raising Awareness		23,761	-	23,761	55,427
Improving Respect for Rights		886,531	-	886,531	794,693
Reducing Vulnerability		2,011,640	-	2,011,640	1,141,397
Improving Health		2,544,260	-	2,544,260	2,264,799
Sustainable Livelihoods		4,728,177	835,520	5,563,697	6,429,998
Total incoming resources		<u>10,599,173</u>	<u>1,613,904</u>	<u>12,213,077</u>	<u>12,316,857</u>
Resources expended					
<i>Costs of generating funds</i>	5				
Costs of generating voluntary funds		-	428,930	428,930	485,538
<i>Charitable activities</i>					
Improving Skills		539,533	14,614	554,147	477,245
Raising Awareness		68,310	2,985	71,295	13,731
Improving Respect for Rights		1,030,349	45,214	1,075,563	897,773
Reducing Vulnerability		1,623,027	40,641	1,663,668	1,045,835
Improving Health		2,387,348	56,460	2,443,808	2,785,400
Sustainable Livelihoods		5,720,480	977,815	6,698,295	4,758,127
Governance		-	31,526	31,526	35,377
Total Resources Expended		<u>11,369,047</u>	<u>1,598,185</u>	<u>12,967,232</u>	<u>10,499,026</u>
Net (outgoing)/incoming resources before other recognised gains/(losses)		(769,874)	15,719	(754,155)	1,817,831
Unrealised exchange loss on foreign currency balances (Concern Universal)		-	(87,737)	(87,737)	(9,454)
Unrealised exchange loss on foreign currency balances (CUMO)		-	(77,892)	(77,892)	(224,870)
Net movement in funds	7	(769,874)	(149,910)	(919,784)	1,583,507
Funds at the start of the year		<u>4,206,479</u>	<u>2,444,533</u>	<u>6,651,012</u>	<u>5,067,505</u>
Funds at the end of the year	17	<u><u>3,436,605</u></u>	<u><u>2,294,623</u></u>	<u><u>5,731,228</u></u>	<u><u>6,651,012</u></u>

All of the above results are derived from continuing activities. There were no other recognised gains or losses other than those stated above. Movements in funds are disclosed in Note 17 to the financial statements.

Concern Universal (Limited by Guarantee)**Consolidated Balance sheet****As at 31 March 2011**

	Note	Group 2011 £	2010 £	Charity 2011 £	2010 £
Fixed assets					
Tangible fixed assets	10	<u>709,311</u>	<u>638,414</u>	<u>591,998</u>	<u>557,144</u>
Current assets					
Debtors	12	2,806,164	2,764,420	1,647,299	1,803,325
Short Term Deposits		644,540	1,061,240	-	-
Cash at bank and in hand		<u>2,092,835</u>	<u>2,904,364</u>	<u>1,990,479</u>	<u>2,945,154</u>
		5,543,539	6,730,024	3,637,778	4,748,479
Creditors: amounts due within one year	13	<u>(424,486)</u>	<u>(681,676)</u>	<u>(258,677)</u>	<u>(425,938)</u>
Net current assets		5,119,053	6,048,348	3,379,101	4,322,541
Creditors: Amounts due greater than one year	13	<u>(97,136)</u>	<u>(35,750)</u>	-	-
Net assets	14	<u>5,731,228</u>	<u>6,651,012</u>	<u>3,971,099</u>	<u>4,879,685</u>
Funds					
Restricted funds		3,465,000	4,209,070	3,465,000	4,209,070
Restricted funds in deficit		(28,395)	(2,591)	(28,395)	(2,591)
Unrestricted funds:					
General funds		474,100	484,143	474,100	484,143
Designated funds		<u>1,820,523</u>	<u>1,960,390</u>	<u>60,394</u>	<u>189,063</u>
Total funds	17	<u>5,731,228</u>	<u>6,651,012</u>	<u>3,971,099</u>	<u>4,879,685</u>

Approved by the trustees on 8th October 2011 and signed on their behalf by



Peter Ayres

Concern Universal (Limited by Guarantee)

Consolidated Cashflow statement

As at 31 March 2011

	2011 £	2010 £
Net cash (outflow)/inflow from operating activities	(912,333)	1,976,379
Investment income	107,872	112,109
Payments to acquire tangible fixed assets	(345,876)	(522,814)
Effect of foreign exchange rate movements	(77,892)	(224,870)
(Decrease)/increase in cash in the year	(1,228,229)	1,340,804
Net cash resources at 1 April 2010:		
Parent	2,945,154	1,360,171
Subsidiary	1,020,450	1,264,629
Net cash resources at 31 March 2011	<u>2,737,375</u>	<u>3,965,604</u>

Reconciliation of net incoming resources to net cash inflow from operating activities:

	2011 £	2010 £
Net (outgoing)/incoming resources	(919,784)	1,583,507
Effect of foreign exchange rate movements	77,892	224,870
Investment income	(107,872)	(112,109)
Depreciation	263,130	334,302
Unrealised exchange loss on CUMO assets	5,126	9,444
Loss on disposal	6,723	19,195
(Increase) in debtors	(41,744)	(165,072)
(Decrease)/increase in creditors	(195,804)	82,242
Net cash (outflow)/inflow from operating activities	<u>(912,333)</u>	<u>1,976,379</u>

Concern Universal

Notes to the financial statements

For the year ended 31 March 2011

1. Accounting policies

- a) The financial statements have been prepared under the historical cost convention and in accordance with applicable accounting standards and the Companies Act 2006. They follow the recommendations in the Statement of Recommended Practice, Accounting and Reporting by Charities (SORP 2005).
- b) Consolidated financial statements have been prepared for the charity and its wholly owned subsidiary, CUMO Microfinance Ltd. The results of this subsidiary have been included in the Consolidated Statement of Financial Activities on a line by line basis.

In accordance with Section 408 of the Companies Act 2006 and paragraph 397 of SORP 2005, a separate Statement of Financial Activities for Concern Universal has not been prepared.

- c) Voluntary income is received by way of donations and gifts and is included in full in the Statement of Financial Activities when received or receivable. Donated services and gifts in kind are not included unless they represent goods or services which would have otherwise been purchased, in which case they are valued and brought in as income and the appropriate expenditure.
- d) Revenue grants are credited to the Statement of Financial Activities when received or receivable which ever is earlier, unless they relate to a specific future period, in which case they are deferred.
- e) 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.
- f) Unrestricted funds are donations and other incoming resources received or generated for the charitable purposes.
- g) Designated funds are unrestricted funds earmarked by the trustees for particular purposes.
- h) Grants payable to partner organisations are included in the Statement of Financial Activities in the year in which they are payable.
- i) Resources expended are recognised in the period in which they are incurred. Resources expended include attributable VAT which cannot be recovered.

Resources expended are allocated to the particular activity where the cost relates directly to that activity. The cost of overall direction and administration of each activity, comprising the salary and overhead costs of the central function, is apportioned on the following basis which is an estimate, based on staff time, of the amount attributable to each activity.

39.50%	Food Security and Livelihoods
20.01%	Improving Health
16.02%	Respect for Rights
9.01%	Improving Skills
14.40%	Reducing Vulnerability
1.06%	Raising Awareness

Governance costs include the management of Concern Universal's assets, organisational management and compliance with constitutional and statutory requirements.

Concern Universal

Notes to the financial statements

For the year ended 31 March 2011

1. Accounting policies (continued)

- j) Costs of generating voluntary funds relate to the costs incurred by Concern Universal in fundraising and publicity.
- k) Depreciation is provided on all tangible fixed assets at rates calculated to write off the cost of each asset over its expected useful life. The depreciation rates in use are as follows:

Concern Universal

Office furniture and equipment: reducing balance basis at an annual rate of 20%

ITC Equipment: reducing balance basis at an annual rate of 33.3%

Vehicles: reducing balance basis at an annual rate of 33.3%

Drilling Rig: reducing balance basis at an annual rate of 33.3%

Land & Buildings: reducing balance basis at an annual rate of 5%

CUMO

Office furniture and equipment: straight basis at an annual rate of 25%

ITC Equipment: straight line basis at an annual rate of 33.3%

Vehicles: straight line basis at an annual rate of 20%

There are no material differences arising from the different treatment of depreciation within CUMO.

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.

- l) Rentals payable under operating leases, where substantially all the risks and rewards of ownership remain with the lessor, are charged to the Statement of financial activities in the year in which they fall due.
- m) Transactions in foreign currencies are translated at a weighted average rate. Balances denominated in foreign currencies are translated at the rate of exchange prevailing at the year end. Exchange differences are taken into account in arriving at the net incoming resources for the year.
- n) The charitable company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the charitable company in an independently administered fund. The pension cost charge represents contributions payable under the scheme by the charitable company to the fund. The charitable company has no liability under the scheme other than for the payment of those contributions.
- o) The charitable company is granted exemption from corporation tax as all its income arises from or is applied for charitable purposes. Its subsidiary CUMO is a controlled foreign company, however trading profits of CUMO arise from and are applied to the charitable purpose of providing microfinance loans to clients in rural areas within Malawi living in extreme poverty, to enable them to improve their livelihoods. No portion of CUMO profits passes to Concern Universal as parent company.

Concern Universal

Notes to the financial statements

For the year ended 31 March 2011

2. Voluntary Income

	Restricted £	Unrestricted £	2011 Total £	2010 Total £
Committed giving	19,362	366,755	386,117	372,307
Miscellaneous grants & donations	-	249,585	249,585	538,313
Appeals and collections	-	15,425	15,425	9,701
Total grants	<u>19,362</u>	<u>631,765</u>	<u>651,127</u>	<u>920,321</u>

3. Incoming resources attributable to fundraising activities

	2011 £	2010 £
Restricted	870,514	523,568
Unrestricted	576,958	775,776
Total	<u>1,447,472</u>	<u>1,299,344</u>

4. Activities in furtherance of the charity's objects

	Restricted £	Unrestricted £	2011 Total £	2010 Total £
Income				
Improving Skills				
Department for International Development	300,444	-	300,444	413,978
European Commission	7,667	-	7,667	141,636
Prohaciendo	9,767	-	9,767	-
United Methodist Committee on Relief	-	-	-	11,810
Willian Cadbury Trust	57,500	-	57,500	-
Yann Verdina Foundation	-	-	-	4,150
Miscellaneous Income	10,064	-	10,064	8,531
	<u>385,442</u>	<u>-</u>	<u>385,442</u>	<u>580,105</u>

Concern Universal

Notes to the financial statements

For the year ended 31 March 2011

4. Activities in furtherance of the charity's objects (continued)

	Restricted £	Unrestricted £	2011 Total £	2010 Total £
Raising Awareness				
European Commission	6,931	-	6,931	50,427
Miscellaneous Income	16,830	-	16,830	5,000
	<u>23,761</u>	<u>-</u>	<u>23,761</u>	<u>55,427</u>
Improving Respect for Rights				
Australian Foundation for the Peoples of Asia & the Pacific	15,175	-	15,175	-
Big Lottery Fund	55,003	-	55,003	59,122
Children in Crossfire	-	-	-	125,273
Colombia Government Welfare Dept	44,774	-	44,774	38,371
Comic Relief	17,617	-	17,617	214,886
Cordaid	48,115	-	48,115	63,390
Department for International Development	117,583	-	117,583	31,865
Electric Aid	11,455	-	11,455	-
European Commission	451,798	-	451,798	188,240
Ford Foundation	404	-	404	-
French Embassy (Nigeria)	7,317	-	7,317	28,009
Fundacion Telefonica	-	-	-	4,961
MASC	39,521	-	39,521	-
Refugees International, Japan	-	-	-	16,667
Swedish International Development Agency	49,137	-	49,137	-
Yann Verdina Foundation	-	-	-	8,850
Miscellaneous Income	28,632	-	28,632	15,059
	<u>886,531</u>	<u>-</u>	<u>886,531</u>	<u>794,693</u>
Reducing Vulnerability				
Cordaid	166,452	-	166,452	161,889
Department for International Development	99,791	-	99,791	137,257
European Commission	282,613	-	282,613	387,077
Irish Aid	1,318,182	-	1,318,182	353,958
Oxfam USA	90,047	-	90,047	42,934
Proani	-	-	-	24,208
Water Aid	53,634	-	53,634	25,328
Miscellaneous Income	921	-	921	8,746
	<u>2,011,640</u>	<u>-</u>	<u>2,011,640</u>	<u>1,141,397</u>

Concern Universal

Notes to the financial statements

For the year ended 31 March 2011

4. Activities in furtherance of the charity's objects (continued)

	Restricted £	Unrestricted £	2011 Total £	2010 Total £
Improving Health				
Allan & Nesta Ferguson Charitable Trust	13,500	-	13,500	-
Ausaid	-	-	-	21,602
Australian Foundation for the Peoples of Asia & the Pacific	62,363	-	62,363	41,151
Big Lottery Fund	-	-	-	48,123
Cordaid	135,842	-	135,842	133,750
Department for International Development	227,694	-	227,694	266,855
Electric Aid	18,164	-	18,164	8,182
European Union	926,444	-	926,444	771,769
Exitix Ltd	18,290	-	18,290	-
Fondation Ensemble	135,578	-	135,578	57,531
Irish Aid	182,383	-	182,383	181,818
Irish Embassy, Nigeria	-	-	-	5,367
Mercury Phoenix Trust	6,300	-	6,300	7,650
MTN Foundation	79,979	-	79,979	-
National AIDS Committee, Ghana	(352)	-	(352)	19,951
National AIDS Committee, Mozambique	-	-	-	39,012
Oxfam USA	-	-	-	30,235
States of Guernsey	-	-	-	10,275
Swedish International Development agency	228,927	-	228,927	240,873
UN Habitat	62,965	-	62,965	-
USAID	286,563	-	286,563	296,959
Miscellaneous Income	159,620	-	159,620	83,696
	2,544,260	-	2,544,260	2,264,799

Concern Universal

Notes to the financial statements

For the year ended 31 March 2011

4. Activities in furtherance of the charity's objects (continued)

	Restricted £	Unrestricted £	2011 Total £	2010 Total £
Sustainable Livelihoods Projects				
Australian Foundation for the Peoples of Asia and the Pacific	195,764	-	195,764	262,658
Australian High Commissions	12,383	-	12,383	22,569
Big Lottery Fund	279,231	-	279,231	438,414
British High Commission	-	-	-	5,000
Cordaid	302,194	-	302,194	42,700
CUMO	-	835,520	835,520	507,008
Electric aid	40,105	-	40,105	17,227
European Commission	2,742,529	-	2,742,529	3,876,693
Fondation Ensemble	86,310	-	86,310	-
Four Acre Trust	-	-	-	50,854
Haygrove	36,123	-	36,123	19,000
Hestian innovation	44,812	-	44,812	-
Irish Aid	-	-	-	454,545
Irish Embassy, Nigeria	17,499	-	17,499	-
Isle of Man Government	57,583	-	57,583	100,000
Japanese Embassy, Gambia	60,590	-	60,590	-
Mitsubishi Corporation	30,000	-	30,000	30,000
Refugees International Japan	15,345	-	15,345	16,667
Solidaridad/Schokland Fund	36,681	-	36,681	-
The Co-operative	153,912	-	153,912	92,510
The Travel Foundation	5,755	-	5,755	160
UNDP	-	-	-	29,254
United Methodist Committee on Relief	267	-	267	32,851
USAID	31,984	-	31,984	-
Vegfam	80,674	-	80,674	30,214
Waterloo Foundation	66,500	-	66,500	67,000
William Cadbury Trust	25,000	-	25,000	25,000
Womens World Day of Prayer	12,237	-	12,237	24,126
Miscellaneous Income	394,699	-	394,699	285,548
	<u>4,728,177</u>	<u>835,520</u>	<u>5,563,697</u>	<u>6,429,998</u>

Concern Universal

Notes to the financial statements

For the year ended 31 March 2011

5. Total resources expended

	Fundraising and publicity £	Sustainable Livelihoods £	Improved Health £	Respect for Rights £	Improved Skills £	Reduced Vulnerability £	Awareness Raising £	Support costs £	Governance £	2011 Total £	2010 Total £
Staff Costs (Note 8)	354,403	1,560,981	400,939	101,443	58,075	403,242	44,027	1,752,141	5,778	4,681,029	4,303,957
Office costs	54,723	341,078	29,060	9,292	12,038	37,250	1,516	406,536	25,748	917,241	896,074
Transport	-	169,020	108,925	8,356	1,375	47,012	-	131,888	-	466,576	425,147
Equipment (not capitalised)	208	154,674	55,126	12,061	9,168	18,720	35	3,974	-	253,966	362,667
Other project activities	19,596	1,469,194	926,263	285,953	110,611	570,269	834	57,450	-	3,440,170	2,777,827
Grants payable to partners (Note 6a)	-	2,074,296	452,883	281,588	151,069	248,414	-	-	-	3,208,250	1,733,354
Total resources expended	428,930	5,769,243	1,973,196	698,693	342,336	1,324,907	46,412	2,351,989	31,526	12,967,232	10,499,026
Support Costs	-	929,052	470,612	376,870	211,811	338,761	24,883	(2,351,989)	-	-	-
Total resources expended	428,930	6,698,295	2,443,808	1,075,563	554,147	1,663,668	71,295	-	31,526	12,967,232	10,499,026

6a. Grants Payable to Partners

	Sustainable Livelihoods £	Health £	Respect for Rights £	Improved Skills £	Reduced Vulnerability £	2011 Total £	2010 Total £
Bangladesh	1,644,906	60,821	-	-	60,601	1,766,328	314,755
Brazil	13,474	-	77,995	-	-	91,469	56,557
Colombia	-	-	41,103	-	-	41,103	30,336
Gambia	244,220	-	434	69,790	136,022	450,466	418,162
Ghana	26,740	85,442	73,784	-	8,476	194,442	112,197
Guinea	44,974	23,290	-	76,876	23,168	168,308	144,583
Kenya	42,808	65,522	-	-	-	108,330	149,348
Mozambique	-	117,076	3,547	4,403	-	125,026	130,624
Nigeria	57,174	100,732	84,725	-	20,147	262,778	301,691
West Africa	-	-	-	-	-	-	47,311
East Africa	-	-	-	-	-	-	10,895
Latin America	-	-	-	-	-	-	16,895
Total resources expended	2,074,296	452,883	281,588	151,069	248,414	3,208,250	1,733,354

Concern Universal

Notes to the financial statements

For the year ended 31 March 2011

6b. Analysis of grants paid in excess of £50,000

	2011 £	2010 £
Dhaka Ahsania Mission - Bangladesh	1,564,155	203,460
IC Bangladesh	101,966	-
St Joseph's Family Farm, Gambia	118,883	170,780
PRONET, Ghana	178,660	93,978
MAAP, Kenya	-	56,608
SRR - Guinea	53,462	75,351
Christian Council of Mozambique - Mozambique	80,118	86,618
WASDA, Gambia	142,521	76,854
RUCODEV (GRADO), Nigeria	70,226	86,616
YSPA, Bangladesh	-	51,721
Grants under £50,000	898,259	831,368
Total	3,208,250	1,733,354

7. Net incoming resources for the year

This is stated after charging:	2011 £	2010 £
Depreciation	263,130	334,302
Trustees' indemnity insurance	4,200	4,200
Trustees' expenses	5,742	3,524
Auditors' remuneration:		
▪ Audit	16,782	12,761
▪ Under accrual for previous year	1,939	11,018
Operating lease rentals:		
▪ Property	-	20,200
▪ Other	-	2,798

The number of trustees receiving expenses was 6 (2010: 2). Remuneration received by trustees was nil (2010: Nil). Trustees expenses covered travel and accommodation costs incurred in attending trustee meetings, training costs and travel costs.

Concern Universal

Notes to the financial statements

For the year ended 31 March 2011

8. Staff costs and numbers

	UK International		2011	2010
	£	£	£	£
Salaries and wages	602,680	3,600,824	4,203,504	3,884,279
Social security costs	56,522	-	56,522	53,884
Pension contributions	11,374	-	11,374	10,360
Other staff costs	161,574	248,055	409,629	355,434
	<u>832,150</u>	<u>3,848,879</u>	<u>4,681,029</u>	<u>4,303,957</u>
Total emoluments paid to staff were:	<u>614,054</u>	<u>3,600,824</u>	<u>4,214,878</u>	<u>3,894,639</u>

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

The average weekly number of employees (full-time equivalent) during the year was as follows:

	UK	Overseas	2011 No.	2010 No.
Charity				
Operations	12	349	361	374
Fundraising and publicity	14	-	14	14
Governance	1	-	1	1
Subsidiary (CUMO)				
Operations	<u>-</u>	<u>172</u>	<u>172</u>	<u>150</u>
Total Group Employees	<u>27</u>	<u>521</u>	<u>548</u>	<u>539</u>

9. Taxation

The charitable company is exempt from corporation tax as all its income is charitable and is applied for charitable purposes.

Concern Universal

Notes to the financial statements

For the year ended 31 March 2011

10. Tangible fixed assets

	Land and Buildings £	Drilling Rig £	Office Furniture & Equipment £	Vehicles £	Total £
Group:					
COST					
At 1 April 2010	-	243,141	131,263	1,109,411	1,483,815
Additions in Year	88,235	18,666	6,687	232,288	345,876
Disposals in Year	-	-	(1,259)	(44,309)	(45,568)
Unrealised exchange loss on CUMO asset valuation	-	-	(3,849)	(6,729)	(10,578)
At 31 March 2011	<u>88,235</u>	<u>261,807</u>	<u>132,842</u>	<u>1,290,661</u>	<u>1,773,545</u>
DEPRECIATION					
At 1 April 2010	-	177,491	71,785	596,125	845,401
Charge for the Year	-	28,103	16,899	218,128	263,130
Disposal in year	-	-	(1,000)	(37,845)	(38,845)
Unrealised exchange loss on CUMO asset	-	-	(2,325)	(3,127)	(5,452)
At 31 March 2011	<u>-</u>	<u>205,594</u>	<u>85,359</u>	<u>773,281</u>	<u>1,064,234</u>
NET BOOK VALUE					
At 31 March 2011	<u>88,235</u>	<u>56,213</u>	<u>47,483</u>	<u>517,380</u>	<u>709,311</u>
At 31 March 2010	<u>-</u>	<u>65,650</u>	<u>59,478</u>	<u>513,286</u>	<u>638,414</u>
	Land and Buildings £	Drilling Rig £	Office Furniture & Equipment £	Vehicles £	Total £
Charity:					
COST					
At 1 April 2010	-	243,141	41,452	1,013,020	1,297,613
Additions in Year	88,235	18,666	5,769	161,212	273,882
Disposals in Year	-	-	(1,259)	(37,952)	(39,211)
At 31 March 2011	<u>88,235</u>	<u>261,807</u>	<u>45,962</u>	<u>1,136,280</u>	<u>1,532,284</u>
DEPRECIATION					
At 1 April 2010	-	177,491	27,852	535,126	740,469
Charge for the Year	-	28,103	5,608	200,062	233,773
Disposal in year	-	-	(1,000)	(32,956)	(33,956)
At 31 March 2011	<u>-</u>	<u>205,594</u>	<u>32,460</u>	<u>702,232</u>	<u>940,286</u>
NET BOOK VALUE					
At 31 March 2011	<u>88,235</u>	<u>56,213</u>	<u>13,502</u>	<u>434,048</u>	<u>591,998</u>
At 31 March 2010	<u>-</u>	<u>65,650</u>	<u>13,600</u>	<u>477,894</u>	<u>557,144</u>

All tangible fixed assets are used for direct charitable purposes.

In addition to the above assets, vehicles with an estimated insurance value of £350,000 were used by Concern Universal programmes overseas. These vehicles were purchased in prior years and were fully written off in the year of purchase.

Concern Universal

Notes to the financial statements

For the year ended 31 March 2011

11. Subsidiary undertakings

The Charity controls Concern Universal Ghana, a company limited by guarantee incorporated in Ghana. Accounts for Concern Universal Ghana have been prepared and audited in Ghanaian new Cedis for the year ended 31 March 2011. Concern Universal Ghana is accounted for as a country programme within Concern Universal and therefore its results are fully consolidated into Concern Universal's accounts.

The charity controls 100% of the issued ordinary share capital of Concern Ltd, a company incorporated in the United Kingdom. The company has remained dormant this year and the previous period. Accounts have been filed with the Registrar of Companies.

The Charity controls CUMO Microfinance Ltd, a company limited by guarantee and incorporated in Malawi. Accounts for CUMO have been prepared and audited in Malawi Kwacha for the year to 31 December 2010. These accounts, adjusted to the year to 31 March 2011 have been consolidated into Concern Universal's accounts on a line by line basis.

As the CUMO audited accounts are prepared in Malawi Kwacha, an unrealised gain/(loss) on translation of these accounts for consolidation is shown as an exceptional item on the face of the SOFA.

	2011 £	2010 £
CUMO Profit and Loss Account		
Operating income	810,456	507,008
Operating grant	<u>25,064</u>	<u>18,742</u>
Total operating income	835,520	525,750
Administration costs	<u>(866,356)</u>	<u>(681,697)</u>
Profit before interest and tax	(30,836)	(155,947)
Net interest receivable	<u>97,529</u>	<u>106,172</u>
Net profit	66,693	(49,775)
Amount gift aided to the charity	<u>-</u>	<u>-</u>
Result for the year	66,693	(49,775)
UK Corporation tax	<u>-</u>	<u>-</u>
Result retained in the subsidiary	<u><u>66,693</u></u>	<u><u>(49,775)</u></u>

The aggregate of the assets, liabilities and funds was:

	2011 £	2010 £
Assets	2,028,633	2,062,815
Liabilities	<u>(268,506)</u>	<u>(291,488)</u>
Funds	<u><u>1,760,127</u></u>	<u><u>1,771,327</u></u>

Concern Universal

Notes to the financial statements

For the year ended 31 March 2011

12. Debtors

	Group		Charity	
	2011	2010	2011	2010
	£	£	£	£
Trade debtors	524,076	443,519	369,774	356,559
CUMO Outstanding Client loans	973,448	863,982	-	-
Amounts due from donors	1,260,895	1,429,949	1,260,895	1,429,949
Prepayments	19,493	26,970	16,630	16,817
Sundry	28,252	-	-	-
	<u>2,806,164</u>	<u>2,764,420</u>	<u>1,647,299</u>	<u>1,803,325</u>

13. Creditors : Amounts falling due within one year

	Group		Charity	
	2011	2010	2011	2010
	£	£	£	£
Taxation and social security costs	20,639	13,946	18,393	13,864
Trade creditors	246,076	515,238	217,757	397,186
Accruals	22,919	19,766	16,936	12,761
CUMO Loan Collateral Fund	-	-	-	-
Sundry	134,852	132,726	5,591	2,127
	<u>424,486</u>	<u>681,676</u>	<u>258,677</u>	<u>425,938</u>

Creditors : Amounts falling due greater than one year

	Group		Charity	
	2011	2010	2011	2010
	£	£	£	£
CUMO GGF Loan Capital Fund	-	7,781	-	-
CUMO FIMA Fund	63,711	-	-	-
CUMO severance pay provision	33,425	27,969	-	-
	<u>97,136</u>	<u>35,750</u>	<u>-</u>	<u>-</u>

14. Analysis of net assets between funds

	Restricted	Designated	General	Total funds
Group:	£	£	£	£
Tangible fixed assets	560,647	130,082	18,582	709,311
Current assets	2,875,958	1,958,947	708,634	5,543,539
Current liabilities	-	(171,370)	(253,116)	(424,486)
Long term liabilities	-	(97,136)	-	(97,136)
Net assets at 31 March 2011	<u>3,436,605</u>	<u>1,820,523</u>	<u>474,100</u>	<u>5,731,228</u>

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Notes to the financial statements

For the year ended 31 March 2011

15. Operating lease commitments

The charitable company had annual commitments under operating leases expiring as follows:

Group	Property		Equipment	
	2011 £	2010 £	2011 £	2010 £
1 - 2 years	8,314	20,720	-	-
2 - 5 years	-	-	6,419	2,818
> 5 years	-	-	-	2,259
	<u>8,314</u>	<u>20,720</u>	<u>6,419</u>	<u>5,077</u>
Charity	Property		Equipment	
	2011 £	2010 £	2011 £	2010 £
1 - 2 years	8,314	20,720	-	-
2 - 5 years	-	-	6,419	2,818
> 5 years	-	-	-	2,259
	<u>8,314</u>	<u>20,720</u>	<u>6,419</u>	<u>5,077</u>

16. Related parties and connected organisations

Ian Williams, the executive director of Concern Universal, is a director of Haygrove Development Ltd, a not-for-profit company. Haygrove Development Ltd concentrates on horticultural development work, an area in which Concern Universal also works. During this financial year, funds amounting to £36,123 (2010: £19,000) were paid to Concern Universal by Haygrove Development Limited under a contract to manage a horticultural marketing project in the Gambia.

The charity also works closely with Children in Crossfire, a charity registered in the Republic of Ireland which shares Concern Universal's objectives. Children in Crossfire commissions Concern Universal to implement projects for which Children in Crossfire has contracts from Irish Aid, as well as making grants of funds raised from other activities. The total value of funding paid to Concern Universal during the financial year was £nil (2010: £125,273).

The Trustees of Concern Universal have issued an indemnity to Standard, Chartered Bank for a sum of €2,153,601. This is to counter-indemnify Standard, Chartered bank as they have in turn signed an indemnity to the European Commission (EC) for the same value. This is in respect of EC funds advanced to Concern Universal under a contract to reduce food insecurity and ensure sustainable livelihoods of Poor and Extreme Poor Households in Bangladesh. The indemnity signed by Concern Universal's Trustees expires on 31 March 2012.

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Notes to the financial statements

For the year ended 31 March 2011

17. Movements in funds

Group and Charity:	At 1 April 2010 £	Incoming Resources £	Outgoing Resources £	Transfers £	At 31 March 2011 £
Restricted funds (analysed by donors greater than £100,000):					
Improving Skills					
DfID Capacity Building, Gambia	(232)	165,870	(165,638)	-	-
DfID Capacity Building, Guinea	-	134,573	(120,760)	-	13,813
European Commission: skills improvement	93,576	7,667	(114,724)	-	(13,481)
Others	77,865	78,373	(138,411)	-	17,827
Improving Skills Total	171,209	386,483	(539,533)	-	18,159
Raising Awareness					
European Commission: raising awareness	41,991	6,931	(48,922)	-	-
Others	-	17,043	(19,389)	-	(2,346)
Raising Awareness Total	41,991	23,974	(68,311)	-	(2,346)
Improving Respect for Rights					
Cordaid Reconciliation & Development	31,891	48,115	(80,006)	-	-
Comic Relief women & girls rights	78,223	17,617	(103,331)	-	(7,491)
European Commission respect for rights	354,402	451,798	(445,249)	-	360,951
DfID women & girls rights Nigeria	257	-	-	-	257
DfID initiatives for rights Brazil	1,639	117,583	(118,224)	-	998
Big Lottery Fund women's empowerment, Ghana	14,098	55,003	(60,340)	-	8,761
Others	68,327	199,641	(223,198)	-	44,770
Improving Respect for Rights Total	548,837	889,757	(1,030,348)	-	408,246
Reducing Vulnerability					
Cordaid, reducing vulnerability	27,865	166,452	(125,282)	-	69,035
DfID, peace building in Casamance	9,030	99,791	(104,763)	-	4,058
European Commission reducing vulnerability	169,338	282,613	(270,855)	-	181,096
Irish Aid, Disaster preparedness	143,397	1,318,183	(953,932)	-	507,648
Others	38,565	147,501	(168,195)	-	17,871
Reducing Vulnerability Total	388,195	2,014,540	(1,623,027)	-	779,708

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For the year ended 31 March 2011

17. Movements in funds

Group and Charity:	At 1 April 2010 £	Incoming Resources £	Outgoing Resources £	Transfers £	At 31 March 2011 £
Improving Health					
AFAP, improving health	5,117	62,363	(60,067)	-	7,413
Cordaid, improving health	12,332	135,842	(72,109)	-	76,065
DfID water and sanitation, Malawi	35,059	227,694	(179,502)	-	83,251
European Commission, improving health	96,326	926,445	(905,653)	-	117,118
Irish Aid, improving health	114,153	182,383	(214,431)	-	82,105
SIDA, HIV education	(1,642)	228,927	(227,294)	-	(9)
USAID, combatting Malaria & Cholera	-	286,563	(281,047)	-	5,516
Big Lottery Fund water & sanitation					
Nigeria	6,502	-	(10,052)	-	(3,550)
Others	226,299	498,072	(437,195)	-	287,176
Improving Health Total	494,146	2,548,289	(2,387,350)	-	655,085
Sustainable Livelihoods					
AFAP, poverty reduction	19,316	195,764	(216,598)	-	(1,518)
Cordaid, sustainable livelihoods	4,626	302,194	(276,049)	-	30,771
European Commission, sustainable livelihoods	1,411,259	2,742,529	(3,386,190)	-	767,598
Irish Aid, sustainable livelihoods	541,827	-	(417,399)	-	124,428
Isle of Man Government, sustainable livelihoods, Gambia	32,966	57,583	(90,549)	-	-
Big Lottery Fund, sustainable livelihoods, Gambia	125,601	154,369	(279,970)	-	-
Big Lottery Fund sustainable livelihoods, Malawi	(717)	124,862	(124,145)	-	-
Others	427,223	1,158,829	(929,578)	-	656,474
Sustainable Livelihoods Total	2,562,101	4,736,130	(5,720,478)	-	1,577,753
Total restricted funds	4,206,479	10,599,173	(11,369,047)	-	3,436,605

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Notes to the financial statements

For the year ended 31 March 2011

17. Movements in funds

Group and Charity:	At 1 April 2010 £	Incoming Resources £	Outgoing Resources £	Transfers £	At 31 March 2011 £
Unrestricted funds:					
<i>Designated funds:</i>					
UK					
Exchange gains holding fund	99,203	-	(87,737)	-	11,466
Malawi					
Eureka Rig	36,678	-	(23,702)	-	12,976
Replacement Vehicles	30,952	-	6,874	(15,000)	22,826
Medical Fund	9,733	374	(23)	-	10,084
CUMO Loan funds	1,771,327	933,049	(944,248)	-	1,760,128
Gambia					
Vehicle Replacement	12,497	5,690	(15,144)	-	3,043
<i>Total designated funds</i>	1,960,390	939,113	(1,063,980)	(15,000)	1,820,523
General funds	484,143	674,791	(699,834)	15,000	474,100
Total unrestricted funds	<u>2,444,533</u>	<u>1,613,904</u>	<u>(1,763,814)</u>	<u>-</u>	<u>2,294,623</u>
Total funds	<u>6,651,012</u>	<u>12,213,077</u>	<u>(13,132,861)</u>	<u>-</u>	<u>5,731,228</u>

Purposes of restricted funds

Restricted funds consist of donor funding for specific development projects, plus an allocation of voluntary income restricted for other purposes than specific development projects

Where fund balances are in deficit, this is due to payments due from donors not having been received at year end.

Purposes of designated funds

The Exchange gains holding fund is to hold unrealised gains in foreign currency balances.

The Eureka rig fund is designated for the replacement of drilling equipment in Malawi.

The Vehicle replacement funds are designated for replacement of vehicles in the specified country programmes.

The Medical fund is designated for support of victims of HIV AIDs and their families within the Malawi staff.

CUMO Loan funds are held for making microfinance loans in Malawi, specifically to living those in extreme poverty in rural areas. These funds arise from initial grants from the Department for International Development (granted to establish a revolving loan fund), supplemented by surpluses generated through the charging of loan interest, less the cost of administering the loans.

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Notes to the financial statements

For the year ended 31 March 2011

18. Gifts in Kind (group and charity)

	2011	2010
	£	£
Against Malaria foundation - Mosquito nets	90,502	-
Leadership Trust, training bursaries	23,562	-
	<hr/>	<hr/>
Total Gifts in Kind	114,064	-
	<hr/>	<hr/>

All donations in kind are shown at valuations provided by the donor.