



ABF

THE SOLDIERS'

CHARITY

Annual Review
2011–2012

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Registered office: Mountbarrow House, 6-20 Elizabeth Street, London SW1W 9RB

Chairman's Message

Last year's Review reported a significant increase in our activities and 2011/2012 has continued the trend. This year our overall case numbers have increased by 1,397 to 5,691, and we have disbursed some £8,578,717. This represents a 33% increase in total cases supported and a 13% increase in expenditure on individual grants, due in large part to more cases exceeding Regimental thresholds. We remain determined to meet this need.

None of this would have been possible without tremendous efforts across a wide range of activities. Regional fundraising remains the backbone of our efforts - raising nearly £2 million from some 500 events. This represents a tremendous achievement by our Regional staff and the County Committees. National events, direct mailing and other appeals have also done very well - indicating the breadth of contributions from the public. Support from the Army, willingly given despite the constraints, remains fundamental.

Our Grants Team remain highly respected for their integrity and pragmatic efficiency - helping to provide a "hand up" across the whole spectrum of genuine need. This year we have dealt with an additional 451 individual cases on behalf of Help for Heroes and 425 Individual Recovery Plan cases funded by corporate and charitable partners. Our very positive and welcome relationship with H4H continues to develop and mature - these partnerships are essential to effective collaborative working across the sector.

On behalf of the Trustees, I should like to thank the outgoing Sir Evelyn Webb-Carter for his long and committed stewardship of the Charity over a period of significant change and welcome Martin Rutledge, the new Chief Executive.

Overall the Charity continues to flourish and as ever it is the professionalism and enthusiasm of all our people that lies at the heart of this success. While there are challenges ahead, as the public profile of our servicemen and women in Afghanistan wanes, I remain especially grateful for the support of all our volunteers, our donors and of course the critical partnership with Regimental Associations.



Major General (Ret'd) Peter Sheppard CBCE

Grants Summary

It was a record-breaking year

The Charity helped more people than ever before, we spent more money providing direct charitable support and continued to develop new partnerships to reduce duplication of effort and improve efficiency in grant giving.

Overall case numbers increased by 1,397 totalling 5,691. This included 451 individual cases that we managed on behalf of Help for Heroes Quick Reaction Fund (QRF) and 425 Individual Recovery Plan cases for wounded, injured and sick soldiers in the Army Recovery Capability and funded by corporate and charitable partners. In sum, this represents a 33% increase in the number of cases managed by our grants management team.

With financial and practical support from the Gurkha Welfare Trust, we have managed over 800 cases in support of the Gurkha community. In partnership with the Regular Forces Employment Association, we have funded nine employment consultants over a 4-year period, working within the Army Recovery Capability at a regional level to prepare the most seriously injured individuals for transition to civilian life.

Case numbers have grown across the board. We maintain important partnerships with case-working organisations and Regimental and Corps Benevolence Funds, helping to ensure we can respond quickly to those who need our help.

It has been a challenging year, but with the support of so many individuals and organisations, it has been enormously rewarding.

Total Individual Grants*

2010/11 = 3,963 | 2011/12 = 4,815

+21%

*excluding IRP and QRF grants

One of the primary functions of the Charity is to make grants on behalf of all Corps and Regiments in the Army to military and civilian charities that support the wider Army family. In 2011/2012 we made over 100 grants at an overall cost of £3,276,382. The span of charities we support is broad and through these grants and our partnership with these charities we are able to reach out to Veterans in need across society.

Individual Grants: Consolidated Summary

The figures on the page opposite do not include grants we made to charities or grants that we manage on behalf of other organisations.

Annuities

274 -11.33%

2010/11 309

A predicted reduction resulting from changes in demographics, this represents the impact of a reducing World War II and National Service generation.

Hardship

657 +24.9%

2010/11 526

A substantial increase in demand reflecting the depth of the recession and the impact that it has had on the lives of some vulnerable veterans.

Mobility

546 -6.98%

2010/11 587

Over 10% of our grants were made to individuals that had fought in World War II. With increasing age inevitably comes reduced mobility and a significant proportion of our grants to this generation provide essential mobility aids to maintain personal independence and dignity.

Maintenance

226 +14.07%

2010/11 263

It is difficult for some to undertake day to day house maintenance due to financial constraints or lack of knowledge or competence. As a result, small problems can easily become financial crises – we help prevent this from happening.

Miscellaneous

165 +170.49%

2010/11 61

An increasing mixture of need, including the costs of removals, course fees, respite care, car repairs, personal items, and medical related travel expenses and other costs, which are not easily attributable to a specific benevolence group.

Bursaries

41 -8.89%

2010/11 45

These grants are made to those who have been disadvantaged as a result of Service. This includes children in primary and secondary education; dependants at University and mature student bursaries.

Employment / Training

170 +91.01%

2010/11 89

To ensure that individuals are given the best chance of success, a significant investment has been made in retraining and re-skilling Veterans to ensure that they have the ability to sustain themselves in the long-term.

Holidays

107 +30.49%

2010/11 82

For a family in crisis, a short break at the right time can enable relationships to be resolved and provide a springboard to future self-sufficiency.

General Needs

823 +17.4%

2010/11 701

These grants are made to provide unspecified support in the form of food, clothes and the essentials of life. The significant increase relates largely to Gurkhas, often elderly, arriving in UK following changes in legislation.

Care Home Fees

271 +5.86%

2010/11 256

An area of real concern, the increasingly restricted funding of National and Local Government to meet the full cost of care is likely to put greater pressure on individuals and their families.

Funerals

358 +34.59%

2010/11 266

As the World War II generation fade, we are having to support an increasing number of widows and widowers and families, whose savings have been unable to keep pace with the increasing cost of a simple funeral.

Home Adaptations

79 -5.95%

2010/11 84

For the infirm and indeed the recently injured, simple home adaptations can make a big difference in terms of self confidence and motivation. This not only helps increase independence but also provides essential support to carers.

Furnishing / Equipment

999 +43.95%

2010/11 694

In times of recession personal relationships are often put under intolerable pressure, and this significant increase in demand is partly attributable to marital breakdown. It also includes a significant number of cases where individuals need a hand up to get their lives back on track.



Story 1: Alistair Hodgson

Alistair was injured by a terrorist bomb when serving in Northern Ireland in 1992. Suffering severe injuries including the loss of both legs, a broken arm, broken pelvis and fractured spine, he spent the following seven years in hospital, where Alistair says he was “pieced back together.”

Despite this, in 2002 he did his first ever tandem skydive. A year later, he became Britain’s first-ever double amputee to freefall with the Red Devils Display Team and won Gold in the National Championships.

“Hopefully the things that I do will encourage people with similar injuries to think, ‘well maybe if he can do that, I can do this.’ I hope I provide inspiration – that someone like me, as severely injured as I am, can compete with able-bodied people in such a dynamic sport and win, maybe even be the best in the world at it.”

Alistair wanted to compete at international level, but the lack of funds meant it was not possible. The Soldiers’ Charity provided the financial backing to assist with training costs, competition entry fees, travel and accommodation. In 2010 and 2011, along with his wife Pixie, the pair finished in the top three for freestyle in the World Championships.

This year, they’re going for Gold.

Achievements: Fundraising & Communications



Above

We welcomed in 2012 with the amazing sight of a huge Union Flag, saying 'Thanks, Soldier!', projected onto the White Cliffs of Dover on New Year's Eve. Made up of the faces of thousands of Soldiers' Charity supporters, including Prime Minister David Cameron, the Thanks, Soldier! campaign was a dramatic demonstration of the huge support from the public for our soldiers and their families and won a coveted Digi Award.

The Army Family is wide-reaching, far greater than only serving soldiers. It includes families, friends, fundraisers. In fact, it's everyone who is thankful for the brave work our soldiers do.

The scope of our communications ranges from our vital connection with the Army to those ardent supporters amongst the public - many of whom may have no historical links with the Army but are passionate about the cause.

Over the last year, positive media coverage of the Charity's work has grown and grown; for example, in the three months from April to June, there were over 176 million 'opportunities to see' the Charity in news coverage, and they were overwhelmingly positive.

Our brand continued to develop with an exciting refresh. This is an important part of our strategic brand positioning going forward, helping us to raise awareness and grow support, ensuring we can always be there for all those who need us.

Everything that we do is focused upon supporting soldiers and their families, and in order to do this we rely on the support of individuals and organisations to deliver the income we need. This year we have raised almost £7.5m from donations, appeals and events and over £3.1m from legacies. Importantly, this comes from a wide range of sources, and includes a significant contribution raised by Army units both in the UK and stationed abroad.

Below left

As a tribute to Her Majesty The Queen's Sixty Years on The Throne we received permission to re-name the 2012 Lord Mayor's Big Curry as "The Lord Mayor's Diamond Jubilee Big Curry Lunch". We were delighted to be joined by HRH The Duke of Kent, who expressed his admiration of the work carried out by ABF - The Soldier's Charity. To mark the importance of 2012 as the year of the London Olympic Games we also welcomed Colin Jackson and Adrian Moorhouse to experience this unique, annual fixture in the City's social calendar. The Lord Mayor's Diamond Jubilee Big Curry Lunch raised £230,000.

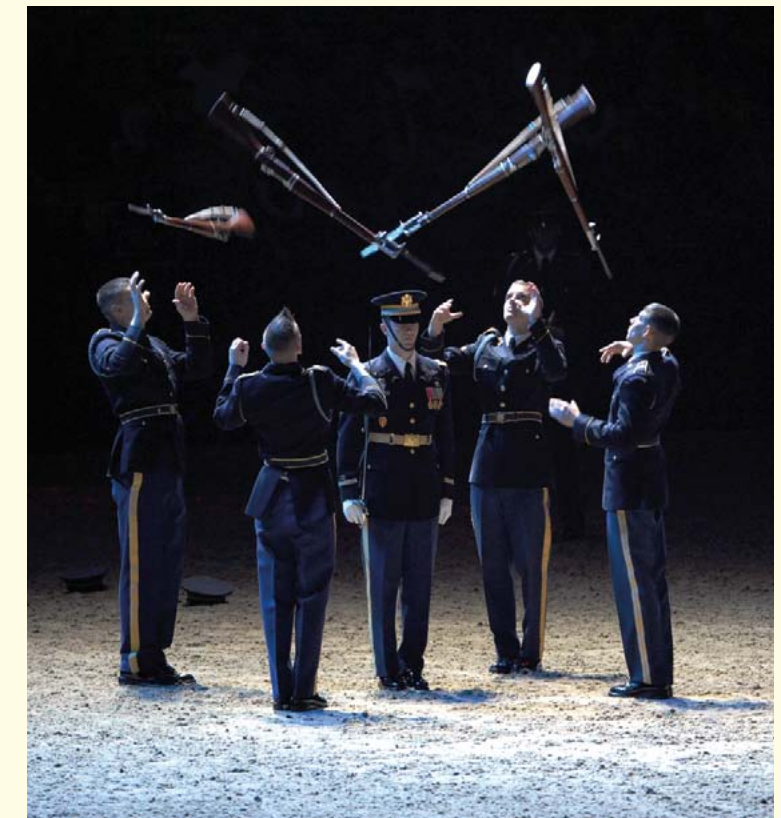
Below right

Last year, The American Drill Team left the audience on the edge of their seats as they performed their silent high speed display of throwing rifles with bayonets during the British Military Tournament.

Our County Committees are the backbone of our regional fundraising efforts, and the volunteers involved have produced some impressive results in the last 12 months, including two counties raising over £100k each. Between them, regional activity raised over £2m from almost 500 different events.

The year was a great success, from The Lord Mayor's Big Curry Lunch raising in excess of £190,000 to our new event the Cateran Yomp, securing sponsorship from corporate partner Alliance Trust for a second year. Rounding off 2011, in early December we organised the second British Military Tournament at Earls Court. We were thrilled to welcome Her Majesty The Queen to a special Royal performance, which gave the event a tremendous endorsement.

Our existing partnerships with BAE Systems, Barclays and MBDA continued to develop and generated valuable income for different aspects of our work, including education bursaries and Individual Recovery Plans. The third year of our partnership with the Ideal Home Show, 'Ideal Homes for Heroes', continued to raise much-needed funds to support those with home-related needs.



Story 2: Brenda Hale

Brenda's husband, Capt Mark Hale, was killed on the 13th of August 2009 while serving with 2 Rifles in Afghanistan. His unit had been providing security for a meeting of local leaders in Sangin and searching a mosque for ammunition when a soldier triggered an improvised explosive device (IED). A second explosion followed and Capt Hale was wounded as he tried to help the casualties. He later died of his injuries at Camp Bastion.

Mark and Brenda had been married for 22 years with two daughters. Their younger daughter, Alexandra, was at preparatory school. After Mark's death, the family were desperate for her to remain there, to enable continuity of care during a time when their lives had been turned upside down.

Unfortunately the family's financial situation meant this was not possible so Mark's CO asked The Soldiers' Charity for assistance. We stepped in to make a three-year grant commitment to cover the cost of school fees.

"I felt very humbled to be asked to be an ambassador, to be able to give something back to the Charity that helped me in my darkest days. My girls and I have to walk a very lonely road, but with the support of The Soldiers' Charity, we know that there are people out there who care for us."

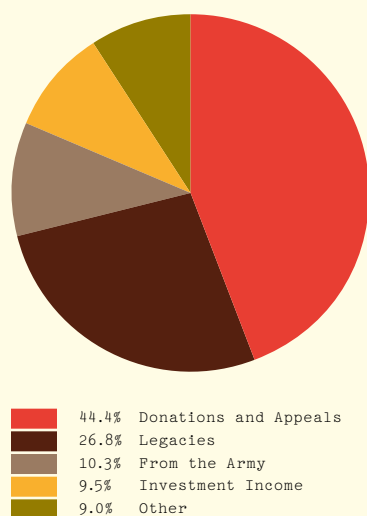
Brenda is now an ambassador for The Soldiers' Charity in Northern Ireland.

Brenda was elected to the Northern Ireland Assembly for the Lagan Valley in 2011. She said that she was inspired by her husband to run for election after campaigning for better treatment of Army widows.



Finance: A Year in Review

Income 2011/2012



Total income reported for the year (net of event costs) reached a record level of £11.7m. Although slightly below the figure for the previous year, legacies were again an important element generating £3.1m (2011: £3.3m), whilst Public Donations and Appeals Income increased to £5.2m (2011: £4.5m). Income from the Army of £1.2m (2011: £1.4m) continued to provide strong support for the Charity's grant giving activities.

Across the income streams, donations from mailings to our supporters and potential supporters raised over £1.35m (an increase of 31% in the year) and donations from our regular givers rose by 40% to almost £0.4m.

Two new Restricted Funds were set up in the previous financial year to work with Help for Heroes and others in delivering immediate help and support to wounded service personnel (the Quick Reaction Fund - QRF) and to assist with the Individual Recovery Plans (IRP) under the Army Recovery Capability programme. During the year grants received and taken to income amounted to £1.3m (2011: £0.6m), and Grants made from these funds totalled £0.7m for the QRF (2011: £0.6m) and £1.0m for the IRP (2011: nil).

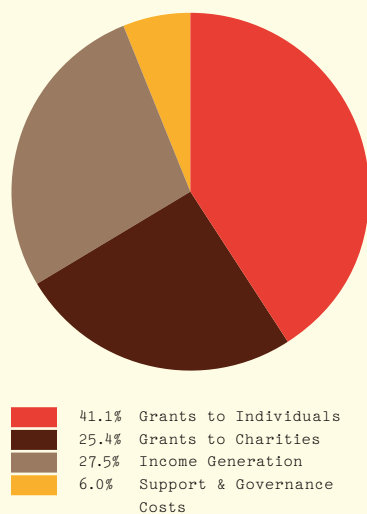
Excluding the additional work undertaken for the QRF and IRP programmes, the number of Individual benevolence cases managed by the Charity in the year to March 2012 was 4,815 (2011: 3,963). This represents an increase of 21.5% in the number of cases managed during the last year following increases of 12.4% and 13.3% in 2011 and 2010 respectively.

Net Charity expenditure during the year amounted to £12.9m, an increase of £2.1m from the previous year. The higher level of grants expenditure amounted to £9.2m compared to £7.7m in the previous year. Costs associated with raising voluntary income, and of managing events and other fundraising activities, amounted to £8.7m (2011: £7.5m).

The Charity reported an operating deficit of £1.2m for the year compared to a surplus of £0.7m in the previous year, with the additional £1.5m grants expenditure being a significant contributing factor.

At 31 March 2012, the assets, liabilities and business of the unincorporated Charity were transferred to a new incorporated Charity. All financial data included in this review is before this transfer.

Expenditure 2011/2012



Trustees' statement

The figures in these summarised accounts have been extracted from the Annual Accounts. These Summarised Accounts may not contain sufficient information to allow for a full understanding of the financial affairs of the Charity. For further information the full Annual Accounts, the Auditor's Report on those accounts and the Trustees' Annual Report should be consulted; copies of these can be obtained from: ABF The Soldiers' Charity, Mountbarrow House, 6-20 Elizabeth Street, London SW1W 9RB. The full Annual Accounts have been audited and an unqualified report issued. They were approved by the Trustees on 2 October 2012. The Charity's Annual Report and Accounts have been submitted to the Charity Commission.

Major General (Ret'd) Peter Sheppard CB CBE, Chairman of the Trustees
2 October 2012.

Independent Auditor's Statement to the Trustees of ABF The Soldiers' Charity

We have examined the Summarised Financial Statements for the year ended 31 March 2012. Respective responsibilities of the Trustees and the Auditor: The Trustees are responsible for preparing the Summarised Financial Statements in accordance with applicable United Kingdom law and the recommendations of the Charities SORP. Our responsibility is to report to you our opinion on the consistency of the Summarised Financial Statements with the full Annual Financial Statements and the Trustees' Annual Report. We conducted our work in accordance with Bulletin 2008/3 issued by the Auditing Practices Board.

Opinion

In our opinion the Summarised Financial Statements are consistent with the full Annual Financial Statements and the Trustees' Annual Report of ABF The Soldiers' Charity for the year ended 31 March 2012.

Saffery Champness, Statutory Auditor,
London 8 October 2012.

Summarised Accounts

Summarised Statement of Financial Activity for the year ended 31 March

Incoming resources	2011	2012
Donations and Appeals income	4,451,336	5,197,371
Legacies	3,309,914	3,132,791
From the Army	1,265,506	1,088,963
Service related activity	130,000	120,000
Investment income	1,102,974	1,114,119
Other income	1,256,545	1,051,496
	11,516,275	11,704,740
Cost of generating voluntary income	(2,992,681)	(3,547,978)
Net incoming resources before charitable expenditure	8,523,594	8,156,762

Grant giving costs

Grants to Regiments and Corps for the benefit of individuals	3,790,441	5,302,335
Grants to other charities	3,384,776	3,276,382
Grant giving support costs	512,586	642,695
Governance costs	122,067	124,645
Total resources expended	7,809,870	9,346,057

Net incoming / (outgoing) resources for the year	713,724	(1,189,295)
Net interest in the results of associates	-	(4,342)
Exchange gains/(losses)	414	(1,790)
Changes in valuations of investments	1,586,834	(848,557)
Fund balances brought forward	42,813,614	45,114,586
Fund balances carried forward	45,114,586	43,070,602

Summarised consolidated Balance Sheet at March 31

Net assets

Tangible assets	223,731	256,781
Investments	39,686,336	38,833,437
Net current assets	5,204,519	3,980,384
	45,114,586	43,070,602

Funds

Endowment	45,996	-
Restricted	4,853,718	4,458,410
Unrestricted	40,214,872	38,612,192
	45,114,586	43,070,602



Story 3: Sgt Abbas Salihu

Abbas, originally from Nigeria, serves in 9 Regiment Royal Logistic Corps. In summer 2011 when a close family member sadly passed away, he was unable to afford the cost of flights back to Nigeria to attend the funeral. His Regimental Sergeant Major described Abbas as a “proud soldier and family man who is a great mentor to the Squadron” and asked us if we could help. We awarded Abbas and his wife, Lovelyn, a grant to help cover the costs of flights.

“It was really difficult financially for the both of us, and we’re very grateful to The Soldiers’ Charity. Without you, I don’t think we would have made it home to say goodbye. It wasn’t only me and my wife you supported, it was all of my family because for us to be there, at that time, was very important for all of us.”

Abbas is a member of Team Army Judo and was chosen as an Olympic coach for the 2012 Games. He says, “As a young coach, it can sometimes be intimidating working with the elite athletes. However, as a Senior Non-Commissioned Officer in the British Army, I have no problem with confidence.”

Trustees, Management and Governance

Patron

Her Majesty The Queen

Vice Patrons

Field Marshal the Lord Bramall
KG GCB OBE MC JP

Field Marshal the Lord Vincent
GBE KCB DSO

Field Marshal Sir John Chapple
GCB CBE DL

Field Marshal the Lord Inge
KG GCB PC DL

General Sir Robert Ford
GCB CBE

President

Field Marshall the Lord Guthrie
GCB LVO OBE

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Major General (Ret'd) P J Sheppard CB CBE

Honorary Treasurer

Mr S Clark TD BSc (Hons) FCIB
Chartered FCSI

Trustees

Major General S M Andrews CBE

Major General G W Berragan CB

Mr G C Davies

Mr D E Francis

Brigadier (Ret'd) A W Freemantle CBE

Mrs A M Gallico

Major General (Ret'd) A I G Kennedy CB CBE

WO1 (AcSM) R A Martin
Irish Guards (until December 2011)

WO1 (AcSM) A Stokes Coldstream Guards
(from January 2012)

Major (Ret'd) Sir Michael Parker KCVO CBE

Ms S Ryan

Chief Executive

Until February 2012:
Major General (Ret'd) Sir Evelyn Webb-Carter
KCVO OBE DL

From February 2012:
Major General (Ret'd) Martin Rutledge
CB OBE

Management Board

Brigadier (Ret'd) Robin Bacon
Chief of Staff

Mr Roger Musson FCA MInstLM
Director of Finance

Colonel (Ret'd) Paul Cummings
Director of Grants & Welfare

Until February 2012:
Ms Emma Harvey
Director of National Fundraising

Ms Nikki Lehel
Head of Communications

Brigadier (Ret'd)
Robbie Scott-Bowden MBE
Director of Regions

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Story 4: Bill Speakman VC

Bill is a recipient of the Victoria Cross (VC), the highest and most prestigious award for gallantry in the face of the enemy. He was given the VC for actions taken during the Korean War, as a Private in the Black Watch attached to 1st Bn The Kings Own Scottish Borderers. In 1952, at the age of 24, he was the first individual to receive the VC from the then newly crowned Queen Elizabeth II.

On 4 November 1951, when the section holding the left shoulder of the company's position had been seriously depleted by casualties and was being over-run by the enemy, Private Speakman, on his own initiative, collected six men and a pile of grenades and led a series of charges. He broke up several enemy attacks, causing heavy casualties and in spite of being wounded in the leg continued to lead charge after charge. In all, he led 15 counter-charges, delaying the enemy long enough to allow for his company's safe withdrawal.

Bill went on to achieve the rank of Sergeant and served in Malaya, Borneo and Yemen. His Victoria Cross is displayed in the National War Museum of Scotland, Edinburgh Castle, Scotland.

Bill lives in assisted living accommodation in Greater Manchester. His health began to deteriorate, affecting his mobility in and around the local area. The Soldiers' Charity gave Bill a grant towards the purchase of an electric scooter so he could still retain his independence. Bill says the scooter has made a hugely positive difference to his life, allowing him to get out and about much more.

“When you're a soldier, and you've done some years, you become part of a regiment, part of a family. But you know that if you're really in trouble, there are people there who may be able to help, like how The Soldiers' Charity have done with me. It touches your heart.”