

## trustees annual review

In 2010, 54% (2009: 62%) of the gross income of the Hospice came from charitable donations, fundraising activities and legacies. Fundraising activities and the Hospice lottery contributed £850,641 (2009: £856,862). Many regular fundraising activities took place including the Manchester to Blackpool Bike Ride, the Annual Ball, the Light for a Life Appeal and the Star Trekkers Midnight Walk. Income was also generated through the established Business Support Group and the "Loose Change" collecting box initiative. The Hospice aims to continue to increase its regular income through the development of its weekly lottery, shops and annual fundraising events. Regular income is essential in the planning of service delivery.

During the year, the 12 retail outlets across the Borough, which sell a wide range of donated goods, had a turnover of £863,287 (2009: £850,990) and achieved a profit of £498,211 (2009: £501,240). The shops are managed by a Retail Coordinator supported by salaried van drivers and are staffed totally by volunteers. As part of the Hospice strategic plan there is a rolling programme of shop improvements in place with the goal that all the shops provide bright, modern and attractive places for our customers and for the volunteers who work within them.

Total incoming resources, excluding unrealised gains, have increased by 21% this year (2009: decreased by 11%). Income from donations and gifts was £265,000 (2009: £258,325) whilst income from legacies was £352,203 (2009: £267,714). Legacy income, whilst unpredictable, can mean the difference between the Hospice achieving a surplus or recording a deficit. The Hospice has been extremely fortunate in recent years with regard to the level of legacy income and the Trustees are grateful to those who have left a gift to the Hospice in their wills.

Income from the Ashton, Leigh & Wigan Primary Care Trust was £1,738,812 (2009: £1,223,081). This figure includes an exceptional non-recurrent payment of £500,000. The trustees are grateful for the support given by the PCT and recognise the excellent working relationship that exists between the two organisations.

The accounts show net incoming resources for the year of £921,415 (2009: £278,890). However, net incoming resources in 2010 included grant income for capital developments of £111,338; there was no comparable income in the year to 31 December 2009.

