

AGE EXCHANGE ANNUAL REPORT



1989 / 90

"MAKING MEMORIES MATTER"

AGE EXCHANGE WORKERS

STAFF

Pam Schweitzer - Artistic Director
 Melanie Mousley - Administrator
 Caroline Osborn - Reminiscence Project Co-ordinator
 Helen Gaynor - Production Manager
 Deborah Pearson - Finance Worker
 Mark Slaughter - Press and Publicity Officer
 Eileen Taylor - Centre Worker
 Kathy White - Centre Worker
 Rachael Dalton - Trainee Administrative Worker
 Karen Venn - Trainee Production Assistant
 Bob Little - Development Worker
 Gemma Hunter - Development Worker



Melanie Mousley, Pam Schweitzer and Caroline Osborn, the Age Exchange management team, 1989-90.

REMINISCENCE PROJECT WORKERS

Liz Bartlett	Shirley McCaw
Noelle Blackman	Sue Rennie
Jon Cannon	Sandy Ruxton
Tina Clarke	Diana Senior
Anne Dundon	Andy Soloman
Michael Green	Eileen Taylor
Sally Flood	Jean Taylor
Hugh Gubbin	Mark Williams
Aileen La Tourette	Becky Wylde

FREELANCE WORKERS

John Green	- Accountant
Graham Dodd	- Legal Advisor
Jeremy Allerton	- Youth Theatre Director
Julian Waite	- Youth Theatre Director
Paul Gardiner	- Musical Director
Lisa Wilson	- Designer
Alex Schweitzer	- Architect

THEATRE PROJECTS 1989/90

ACROSS THE IRISH SEA

Donal Cox
 Denise Hirst
 Mandy MacIlwaine

ON THE RIVER

Andy Andrews
 Janine Elton
 Rob Sturt
 Charles Wegner

GOODNIGHT CHILDREN EVERYWHERE

Andy Andrews
 Amanda Hurwitz
 Maurice Iley
 Janine Elton

CHRISTMAS AT WAR

Andy Andrews
 Rebecca Clow
 Clare Summerskill

MANY HAPPY RETIREMENTS

Barry J. Gordon
 Godfrey Jackman
 Pam Lyne

COUNCIL OF MANAGEMENT

Graham Dodd
 Joy Drewett-Browne
 Anne Dundon
 Robin Ellison
 Jim Gillman
 Clare Hanson-Kahn
 Catherine Mullan
 Lil Murrell

Solicitor (Chair)
 Friend of Age Exchange
 Shape/LB Hammersmith
 Occupational Pensions Board
 LB Greenwich Councillor
 Age Concern Greater London
 Help the Aged
 Friend of Age Exchange

Del Pasterfield
 Ron Pepper
 Ron Robinson
 Tom Schuller
 Pat Thomas
 Robert Thorne
 Lloyd Trott
 Deirdre Wynne-Harley

Ford Motor Company
 ILEA/LB Lewisham Councillor
 GLA
 University of Warwick
 Nuffield Foundation
 English Heritage
 ILEA and RADA
 Centre for Policy on Ageing

WORKING WITH OLD AND YOUNG THROUGH REMINISCENCE

AGE EXCHANGE AIMS to improve the quality of life of older people by emphasising the value of their reminiscences to old and young, through pioneering artistic, educational and welfare activities.

AGE EXCHANGE PROJECTS APRIL 1989 TO JULY 1990

PLAYS

Across The Irish Sea
On The River (two tours)
Goodnight Children Everywhere (two runs)
Christmas At War
Good Morning Children
Many Happy Retirements

BOOKS

Across The Irish Sea
On The River
Goodnight Children Everywhere
A Day at the Fair
Practical Guidelines to Reminiscence
When We Were Young

BOOKS IN PREPARATION

Just Like The Country
Memories of the Blitz
100 Reminiscence Ideas

YOUTH THEATRE SHOWS

Streetwise
Fairground

EXHIBITIONS

A Summer Day Out in the 30s
The Evacuation Exhibition
Wartime Christmas
1920s Schoolroom
Local schools' Age Exchange project work
A Day At The Fair

REMINISCENCE CENTRE

Increased number of group visits
Increase in school visits
Many new volunteers
Regular reminiscence groups
Regular music group
Increase in casual visitors
Improved exhibitions
Increase in structured visits for groups

TRAINING DAYS

30 days in the Reminiscence Centre

REMINISCENCE PROJECT

25 placements across London

PRE-RETIREMENT SEMINARS

Wider take-up of our programme

WORKSHOPS/LECTURES

40 days for local authorities, etc.

SOMERSET PROJECT

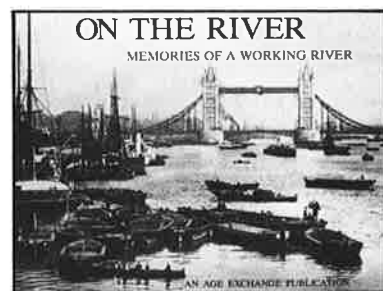
A year's activity in homes & day centres
A Reminiscence Festival

DARKROOM PROJECT

Extensive building and renovation work

MINIBUS PROJECT

Fundraising for, and purchase of minibus with wheelchair lift



REMINISCENCE CENTRE

FROM STRENGTH TO STRENGTH

The Reminiscence Centre has had an excellent year with a considerable increase in numbers using it and in income from it. The exhibitions have improved in quality and variety with the advent of our Development Workers, and the Visits by elderly people's groups have been well run and highly enjoyable.

CROSSING THE AGE DIVIDE

Visits by schools groups concentrating on a theme which is relevant to their particular curriculum study is an area we hope to develop further in the years ahead, since there is considerable interest. We should also like to develop closer links with three or four very local schools so that a continuing project can be developed.



REGULAR GROUPS

The regular reminiscence and music groups held in the Centre have been well attended. The Reminiscence Group brought out their book or memories and photos, 'A Day at the Fair' and launched it at the Youth Theatre performance of 'Fairground' with a series of readings.



NEW SKILLS FOR THE VOLUNTEERS

The Theatre in Education shows have meant that our volunteers have had a very busy time working with the children in addition to their normal voluntary activities. We now plan to set up an education group made up of volunteers who are interested in working with children, supported by Age Exchange staff.

Many volunteers are taking a more active role in the Centre and in the offices upstairs, helping to press cuttings, files, figure work, mail outs, helping with school visits and even running visiting groups themselves.

DARKROOM PROJECT

A great deal of progress has been made on the darkroom over the last year. What was once an unusable area with very poor access and years of accumulated dross, has been opened up into a light and clean space with disabled ramps giving access to different areas. We are now trying to raise the necessary funds to complete the darkroom conversion, and will press ahead as soon as possible.

Every week several groups of elderly people visit the Reminiscence Centre, many of them wheelchair bound. Gemma Hunter, Development Worker and Eileen Taylor, Centre Worker, run reminiscence sessions for them using objects from the Centre to spark off lively discussions.



EXHIBITIONS LAUNCHED IN STYLE

The launches of various books and exhibitions have attracted large crowds. The evacuation project drew in a lot of new visitors to the Centre, and many have stayed on as volunteers and valued members of the Reminiscence Group.



The Pearly Queen and Margaret Phair (alias Madame Zara) at the launch of the exhibition "A Day At The Fair". Margaret raised a great deal of money towards the Age Exchange Minibus by her Tarot card readings in the exhibition over the summer.

MORE FOR BROWSERS TO BUY

We have greatly increased the stock we are carrying in the shop, now selling many book titles other than our own and a wider range of attractive presents with a reminiscence connection. The cafe too has become more ambitious, and the income has risen proportionately.



Caroline Osborn, Reminiscence Project Co-ordinator, talks to nurses visiting the Reminiscence Centre about Age Exchange resources.

'MEMORY MATTERS'

The advent of the Age Exchange Newsletter, 'Memory Matters' has helped to put volunteers in touch with events at the Centre and out in the field, and many have contributed their own articles. This newsletter has also proved a valuable means of keeping staff and freelance workers in touch with the project.



Crowds attending the launch of the evacuation exhibition were served wartime cocoa in enamel mugs.

THE AGE EXCHANGE MINIBUS PROJECT

Over the last three years, volunteers and friends have been helping to raise money to buy a minibus with wheelchair access to bring people to the Reminiscence Centre and to enable our regular users to go out on visits.

We have now bought a second and minibus in excellent condition and it was first used to take our own volunteers down to Somerset to take part in the Reminiscence Festival. We have offered the Minibus to other community groups working with older people and disabled groups, and we are very pleased with the take-up so far. The modest fee we charge for hiring it out will cover its maintenance costs and will bring us into contact with many other groups in the area who have not previously used our services.



The launch of the Age Exchange Minibus, complete with wheelchair lift, supported by the Mayor of Greenwich, Gurdip Dhillon, the Pearly King and Queen, Age Exchange volunteers, members of the Youth Theatre and of the band Syntax who helped us to raise the money for the bus.

THEATRE IN EDUCATION

DEVELOPING LINKS WITH LOCAL SCHOOLS

In 1989-90, we consolidated our work with local schools offering two Theatre in Education programmes and a number of thematic visits involving role play. The Theatre programmes for children, in which they work with actors and older people exploring a reminiscence theme, have attracted a great deal of media attention as they are a unique Age Exchange invention. Schools have been delighted with the development, and with the high quality of follow-up work which the children have produced. This work has been displayed in the Centre, and has considerably impressed our older visitors.



Jim Hughes, a contributor to the evacuation book, helps children to explore the exhibition.

VOLUNTEERS ACTIVELY INVOLVED

The volunteers took on a new role in relation to the children, when they directed short scenes about their own lives with small groups of school children, and then showed these scenes to the rest of the class and the volunteers. People who had initially felt very unconfident about taking such an active part, had great fun and enjoyed seeing what other groups had done. This playmaking was preferable to a talking/listening exercise at the end of a long day for the children. It also meant that they really were interested to ask questions and listen to answers from the 'experts' at the end of the day, because they were so fully involved in the subject.

GOODNIGHT CHILDREN EVERYWHERE

Our new evacuation show 'Goodnight Children Everywhere' ran for two seasons in the Reminiscence Centre. This was a fully participatory show devised by Andy Andrews and Pam Schweitzer, in which the children took part in a re-enactment of the evacuation process, and then met people who had really gone through the experience fifty years ago. This show took place in a specially created war-time environment with evacuation memorabilia, war time objects, documents and letters from evacuees all helping to make this a very memorable experience for the children.



Andy Andrews, the teacher and Amanda Hurwitz, the Billeting Officer, in "Goodnight Children Everywhere" at the Reminiscence Centre with a class of local primary school children.

GOOD MORNING CHILDREN

We repeated our other Theatre in Education piece 'Good Morning Children', with the same cast as before. This time the actress playing the teacher, Illona Linthwaite, took the afternoon sessions with the older volunteers participating, and again we opted for an active session with the children dramatising the pensioners' stories. This went very well, and we hope that these programmes, and more like them will become part of our regular repertoire.



Illona Linthwaite as Miss Hood in "Good Morning Children".



ABOLITION OF ILEA

However, the abolition of ILEA in March 1990 is going to have considerable repercussions for Age Exchange. We are trying to secure some funding from the new local education authorities, but this is proving to be a difficult process as they appear to be in such turmoil. We had been receiving between £7,000 and £9,500 from ILEA over the last two years, and that support will be sorely missed. It is virtually impossible to make the shows financially viable without grant aid as the schools themselves have very limited money available for visits.

YOUTH THEATRE

LINKS WITH THE REMINISCENCE GROUP

This part of our work has gone very well this last year with a return to working on reminiscence themes and fitting in more closely with the activities of the Reminiscence Group. Two good plays have emerged, one about 'the street where I grew up' and one about 'a day at the fair'. In both instances, the children read the memories of the reminiscence group, or interviewed them or watched videos of them talking in a group session, and from these memories they developed ideas.

HIGHLY VISUAL THEATRE

Well directed by Julian Waite, and later by Jeremy Allerton, they came up with some delightful ideas, highly visual and very imaginative. They worked through their half term holidays on set painting and prop production, and both shows were a great success in spite of some last minute panics! The readings by the Reminiscence Group before the shows were a very important part of the events, and many parents said how much they liked this development. The 'Fairground' show coincided with the exhibition on the same theme in the Centre and the launch of our fair book.



Katie Gillham and Tamzin Tyrrwhitt with other Youth Theatre members in "Fairground", based on memories of Blackheath Fair in the 1930s. The children created the set and props in their half term holiday.



Younger members of the Youth Theatre in "Streetwise" based on older people's memories of the streets where they grew up.



Sam Spruell, Nathan Cooper and David Schweitzer in "Fairground", our latest Youth Theatre show.

AGE EXCHANGE THEATRE SHOWS

ACROSS THE IRISH SEA

We started the year with a tour of our Irish play, 'Across the Irish Sea', which now had an accompanying book to go with it, and we paid an enjoyable and rewarding visit to Northern Ireland. The book sold well, and the show was much appreciated. There is a good chance that it will be resuscitated if sufficient funding can be attracted. There is considerable interest from Dublin where there is a chance of some European money to support a tour in 1991. As the book has now completely sold out, we would also need to raise the money for a reprint.

ON THE RIVER

'On The River' had an excellent second tour, this time also with the new publication available. The soft back edition sold out very fast, especially to the river fraternity, and the hard back copies of the book have been selling steadily ever since. The actors worked extremely well on this tour, and they all came back for two further weeks of touring this July (1990) as part of the Docklands Festival.

Janine Elton, Rob Sturt and Andy Andrews in "On The River", which has played to thousands of Londoners over the last eighteen months, reminding them of the heyday of the Thames as a working river.



CHRISTMAS AT WAR

'Christmas At War' was a new show devised by Andy Andrews and Pam Schweitzer from memories collected in the Reminiscence Centre. We had a very good response to this show about Londoners during a Christmas breather in the middle of the 1940-41 Blitz. There was an excellent cast, who worked exceptionally well with the audiences, taking proper time to talk to them after the shows and creating a really good atmosphere wherever they went. We shall be reviving this show for Christmas 1990, if possible with the same cast, and we hope to be taking it to Germany.



Pam Lyne and Godfrey Jackman play a couple slowly coming to terms with retirement in "Many Happy Retirements." The actors in "Many Happy Retirements" encourage audience discussion between the scenes.

MANY HAPPY RETIREMENTS

'Many Happy Retirements' has continued to play to pre-retirement groups across the country as part of seminars run by firms and financial consultants. It earns a steady income and we hope to increase its use next year. Pam Lyne, one of the actors involved, has done some excellent promotional work on the project, and we are finding that the take-up by large firms running their own pre-retirement courses has been very enthusiastic.



Clare Summerskill, Andy Andrews and Rebecca Clow in "Christmas At War". They are seen here performing in the Reminiscence Centre at the launch of our exhibition on wartime Christmases.

AGE EXCHANGE BOOKS

This has really been a books year for Age Exchange, with two very ambitious books launched, and several smaller ones in the last few months.

ACROSS THE IRISH SEA

'Across The Irish Sea', published in April 1989, has completely sold out, and we are currently trying to raise the money for a reprint.

ON THE RIVER

'On The River', our book of memories of the docks and of the Thames as a working River, was published in June 1989, and sold very well during its 1989 tour. We have sold out of our paperback stock, but we still have a large stock of the hardbacks, and we have already virtually recouped our production costs.



Contributors to the evacuation book present at the launch, held at the Imperial War Museum.

A PRACTICAL GUIDE TO REMINISCENCE

'A Practical Guide To Reminiscence' produced by Caroline Osborn, is already popular with visitors to the Centre who cannot afford a copy of 'Lifetimes' (our big reminiscence pack) but who are keen to pick up a few essentials. It is a simple basic guide to starting reminiscence, and a lot of people are ordering it through our mail order service. Caroline has another small scale book of ideas in the pipeline, which we hope to launch in 1991-92.

WHEN WE WERE YOUNG

'When We Were Young' is the new Somerset book arising from our West Country project. It is both a record of that project and a delightful collection of rural memories. It was produced in association with South Somerset District Council who paid for its printing costs and who are very happy with the result. We hope to be able to sell it to rural groups through our mailing service, but also we hope to continue our West Country work and promote the book where it will obviously be most popular.



Eric and Norman Smidmore, contributors to "Goodnight Children Everywhere", pinpoint the place where they lived as evacuees.

GOODNIGHT CHILDREN EVERYWHERE

The evacuation book, 'Goodnight Children Everywhere', which we launched at the Imperial War Museum in May 1990, was even bigger as a publishing project, with over 200 pages and about two hundred photos. The response to this book has been extremely positive so far, and we are hopeful that ultimately it will more than earn its keep.

A DAY AT THE FAIR

'A Day At The Fair' was produced by the Reminiscence Group at the Centre to coincide with the exhibition around that theme and the Youth Theatre play 'Fairground'. It is a cheap and highly readable little book which we hope will sell well over the years and appeal particularly to local people as it concentrates on the Blackheath Fair. It is selling well in the local history libraries and at local events.

Doris Hollands reading her memories at the launch of the Reminiscence Group's book, "A Day at the Fair".



THE SOMERSET PROJECT

This was a one-year project in which two Age Exchange coordinators (part time) worked with local groups in five villages developing reminiscence, and working towards a Reminiscence Festival at Dillington House, near Ilminster in Somerset.

MAKING CONTACTS AND BUILDING CONFIDENCE

Working closely with the South Somerset District Council and the local community arts group, Take Art, we established links with five villages, Chard, Ilminster, Somerton, South Petherton and Wincanton, and set up training days in reminiscence for local group leaders who were willing to work with us on the project.

After a fairly slow start, while these local team leaders built up their own skills and confidence, there was a great upsurge in energy and commitment from all the village groups. Having a festival to work towards was a crucial ingredient here, and all the groups began to sense that they could achieve.

CROSS-GENERATIONAL WORK

Two groups worked closely with village school children to produce reminiscence plays like our own Youth Theatre shows, and learnt an enormous amount in the process. In both these cases, the work across the generations will definitely continue and flourish as a result.



Age Exchange Somerset style. Children from Avishayes Primary School in Chard with members of the reminiscence group whose stories they were dramatising.

COUNTRY RECIPES

An old people's home produced an excellent recipe book, and in the process did a great deal of trial and error cooking and tasting! The staff in this home enjoyed being involved in the project, and were very thrilled to be able to achieve results which were so widely appreciated.

HARVEST MEMORIES

A group of residents in another old people's home produced a book of stories and also did some valuable education work on the theme of harvest with their local primary school. A Day Centre for elderly people with special needs also joined in the project, and particularly enjoyed the outings which resulted, especially to the festival itself, where they had a really good time.



Hot off the press, the Somerset memories in "When We Were Young" are snapped up at the Reminiscence Festival.



Crowds of elderly people came from all over South Somerset on a glorious sunny day and enjoyed a Festival lunch in the open air.

A DAY TO REMEMBER

Our co-ordinators, Sarah Clevely and Paul Swatridge, worked very hard to make the festival a success, which it undoubtedly was. There were two hundred people attending, from children to the very elderly (several in their



A retired glove maker demonstrates her craft at the Somerset Reminiscence Festival.

nineties). The book was launched by Pamela Anderson, the Chair of Arts and Leisure for the South Somerset District Council who expressed great delight at the work of Age Exchange in the area, and it is highly likely that we will be invited back to do further work.



A connoisseur's eye on the reminiscence items on display in the Somerset exhibition at Dillington House, Ilminster.

OTHER OUTREACH WORK

ISLE OF WIGHT

Pam Schweitzer undertook some support work with sixth form pupils from Ryde High School on the Isle of Wight. The invitation came from Carol Martys, director of Independent Arts, based on the island, following her experience of reminiscence arts on our training courses in London.

The young people wanted to include reminiscence theatre in their examination submission. They took their work with old people in residential homes very seriously, and produced a really first class piece of drama based on the memories they collected. Their work gave pleasure to large numbers of elderly people on the island.



6th Form pupils of Ryde High School in "Pocketful of Dreams", their reminiscence play for elderly people, arising from work with Age Exchange.



"Soapsud Island" performed by Questors Theatre Ealing, following training with Age Exchange in Reminiscence Theatre.

QUESTORS THEATRE EALING

Pam ran another training course for members of Questors Theatre who wanted to explore reminiscence theatre following a visit to one of our Youth Theatre shows at the Reminiscence Centre. They set up a project entitled Playback Theatre, using the same techniques as Age Exchange, and produced a marvellous show called Soapsud Island based on local people's memories of working in the Acton laundries before the war. This show was widely toured, bringing pleasure to many older people. The Playback Theatre group at Questors are very excited about this method of working, and they are going on to produce another show next year, exploring a different theme.

REMINISCENCE PROJECT

The Project has worked very steadily during the last year with a small group of reminiscence workers who are now very experienced. The spread of placements remains wide geographically, within the greater London area, and ranges from day centres for the elderly to long stay and special provision for mentally frail old people.

The CPA monitoring report recommended some administrative changes which have been implemented. We now also return to each location approximately three months after the end of the initial placement. This gives us a valuable insight into the longer term ability of staff to maintain the approaches which we have developed with them. On return visits, we frequently find that staff are working well in very difficult circumstances. We can offer them new ideas or confirm that what they are doing is good and appropriate.

There were twenty-five placements between April 1989 and July 1990, and six placements are in prospect for the early autumn.



Aileen La Tourette, a Reminiscence Project worker, runs a reminiscence session in an old people's home.

THE REMINISCENCE BOXES

The Reminiscence Boxes were launched by Mary Stott with an enjoyable flourish in May. Putting them together was a time consuming task. Each box contains fifteen to twenty carefully considered objects, some laminated pictures, and extensive ideas notes. The boxes currently cover nine topics and we have made duplicates of most of them.

The initial publicity stimulated a great deal of interest, including eighty enquiries following a radio broadcast. There have been teething problems with the packaging which we hope have been solved, and the administration is time-consuming. Twenty-seven loans have been made since May which is gratifying.



Mary Stott helps us to launch the Reminiscence Boxes.

TRAINING



A training course in reminiscence for health and social services workers at the Centre.

NEW COURSES

We have had a very active training programme this year. We started running two and three day courses, often including a follow-up day after three months, and these longer courses are run in parallel with our single day courses. The special course in working through reminiscence with mentally frail old people has been popular, and we intend to run it more frequently.

AGE EXCHANGE OUTREACH TRAINING SERVICES IN GREAT DEMAND

We have also been commissioned to run workshops and training sessions outside the Centre for local authorities, health authorities, housing associations, institute of higher education, training consortia and arts organisations.

FINANCIAL REPORT

YEAR ENDED 31 March 1990

INCOME AND EXPENDITURE ACCOUNT

Turnover exceeded £¼ million and was up 37% on the previous year. Although there was a small deficit of £2,362 on the year's activity, this was after making a provision of £14,369 for expenditure on future work. Grant funding increased considerably on previous year and self-generated income was up by 40%.

As a result of Age Exchange's expanding areas of work, expenditure increased significantly under a number of cost headings, notably in salaries and wages due to an increased level of staffing, in advertising and publicity due to the work of the newly created post of Publicity Officer, in book printing costs due to the launch of three new titles and in consultancy which was fully funded by a grant from B.P.

BALANCE SHEET

This shows the company in a sound financial position at 31st March 1990, with net assets amounting to £40,443 though it should be borne in mind that the company still relies on grant funding for its continued existence.

On capital account, the company spent £10,129 on improvements to premises – mainly disabled access to the darkroom – all of which was fully funded by grants.



Building the disabled access ramp to the darkroom.

FUTURE PLANS

Forthcoming events and projects are as follows:

SHOWS:

DEAR MUM, a one man show on evacuation by Andy Andrews, touring in the autumn.

CHRISTMAS AT WAR, a revival of last year's popular Christmas show to mark the 50th anniversary of the Blitz.

JUST LIKE THE COUNTRY, our long-awaited show on the inter-war housing estates, will tour after Christmas. We are giving priority to book promotion in the coming months

YOUTH THEATRE SHOW on local theme.

EXHIBITIONS:

HARVEST THEME. We shall bring the Age Exchange Somerset exhibition to the Reminiscence Centre, and also a new Shropshire exhibition of rural memories and photographs which was inspired by Age Exchange work.

BOOKS:

JUST LIKE THE COUNTRY will be published in the autumn.

BLITZ, a new book of memories by the Age Exchange Reminiscence Group will be launched in the autumn to commemorate the Blitz and to go out with the one-man show and the Christmas show.

PRIORITIES FOR 1990-91

We must give priority to the marketing and distribution of our books this year, and recoup the money we have laid out on publications this year.

We must also take steps to document the work of Age Exchange. Apart from the Reminiscence Project, on which the Centre for Policy on Ageing produced a most positive and helpful report, our work has not been fully recorded, documented or evaluated. Of course there are our own publications, all twenty of them by the end of this financial year, and there has been a great deal of media coverage one way and another, but a more detailed study of the work of the Trust is overdue, and we shall try to ensure that it happens in the coming year.

AGE EXCHANGE ACCOUNTS 1989-90

AGE EXCHANGE THEATRE TRUST LIMITED A Company Limited by Guarantee

INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31 MARCH 1990

			Year Ended 31.3.89
INCOME	£	£	£
Fees Receivable		51,615	39,376
Book Sales		27,640	17,811
Grants Received		148,598	110,219
Other Income		22,908	16,163
		<u>250,761</u>	<u>183,569</u>
EXPENDITURE			
Salaries and Wages	115,180		92,282
Professional Fees	17,208		14,455
Book Printing Costs	27,093		3,937
Administration Expenses	52,189		34,981
Provision for Future Work	14,369		-
Rent and Rates	17,656		17,237
Other Operating Charges	<u>9,928</u>		<u>7,011</u>
		<u>253,623</u>	<u>169,903</u>
NET SURPLUS/(DEFICIT) FOR YEAR		<u>£ (2,862)</u>	<u>£ 13,666</u>

BALANCE SHEET AS AT 31 MARCH 1990

	£	£
TANGIBLE FIXED ASSETS	4,346	4,508
NET CURRENT ASSETS	51,711	38,797
PROVISION FOR FUTURE WORK	(15,614)	-
TOTAL NET ASSETS	<u>£ 40,443</u>	<u>£ 43,305</u>
CAPITAL AND RESERVES		
GENERAL RESERVE	33,776	36,638
CAPTIAL RESERVE	6,667	6,667
	<u>£ 40,443</u>	<u>£ 43,305</u>

Due to limitation of space, the accounts are shown in an abbreviated version, full accounts will be sent on request.

**CASH FUNDS STATEMENT
FOR THE YEAR ENDED 31 MARCH 1990**

			Year Ended 31.3.89
	£	£	£
SOURCE OF FUNDS			
Surplus/(Deficit) on General Account		(2,862)	13,666
Adjustment for items not involving the movement of funds:			
Provision for future work (Revenue)		14,369	
		<u>2,168</u>	<u>2,253</u>
		13,675	15,919
FUNDS FROM OTHER SOURCES			
Capital Grants		10,129	4,626
Provision for future work (Capital)		<u>1,245</u>	<u>-</u>
		25,049	20,545
APPLICATION OF FUNDS			
Purchase and improvement of leasehold property	10,129		4,626
Purchase of other tangible assets	<u>2,006</u>		<u>3,829</u>
		<u>12,135</u>	<u>8,455</u>
		<u>12,914</u>	<u>12,090</u>
MOVEMENT IN WORKING CAPITAL			
Stocks	3,046		2,042
Debtors	1,939		5,426
Creditors	<u>5,735</u>		<u>(3,838)</u>
	10,720		3,630
Movement in net liquid funds			
Cash and Bank balances	<u>2,194</u>		<u>8,460</u>
		<u>£ 12,914</u>	<u>£ 12,090</u>
REVENUE GRANTS			
B.P.		5,000	
Department of Health		10,000	
South Somerset District Council		3,675	
ILEA		9,500	
London Borough Grants Scheme		23,831	
London Borough of Greenwich		31,360	
London Borough of Lewisham		9,662	
London Borough of Lambeth		3,401	
London Docklands Development Corporation		4,250	
City Parochial Foundation		5,000	
Doron Foundation		4,949	
Olympia and York Canary Wharf Ltd		5,000	
St. James' Trust		10,000	
Transport and General Workers' Union		11,500	
Other Grants		<u>11,470</u>	
		<u>£ 148,598</u>	

WE NEED YOUR SUPPORT

Increasingly our work for elderly people depends on individual and corporate donations and legacies.

Please consider a regular gift to Age Exchange. A covenant will enable us to reclaim basic income tax on your gift, making it worth more to our work.

You can also help us regularly through payroll giving. We are registered to receive payments via the Charities Aid Foundation.

Or you may prefer to make a single donation to help us with our work.

For more details on how you can help us contact:

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