

THE ELECTRICAL AND ELECTRONICS  
INDUSTRIES BENEVOLENT ASSOCIATION



# annual review 2011/12

**EEIBA**

The Electrical & Electronics Charity  
The Power to Make a Difference

[www.eeiba.org](http://www.eeiba.org)

# EEIBA's people...

## PATRON

Her Majesty the Queen

## PRESIDENT AND CHAIRMAN OF THE EEIBA COUNCIL

Jim McArthur, Weir & McQuiston  
(Scotland) Ltd

## EEIBA COUNCIL MEMBERS

- Rafe Bateson, WF Electrical
- Catherine Connolly, MK Honeywell
- Pauline Cooke, RWE npower
- David Elliot, Ronbar Ltd
- Charles Gordon, What Vacuum Ltd
- Stewart Gregory, Schneider Electric
- Ray Hall, Retired
- Ian Humphreys, BI Electrical Services
- Paul Loke, Edmundsons Electrical
- Stuart Mackenzie, Glen Dimplex
- Jim Speirs, Retired

## GENERAL MANAGER

Val Austin

## OPERATIONS MANAGER

Jill Nadolski

## CORPORATE FUNDRAISING MANAGER

Claire Beresford

## Regional Manager, EEIBA Scotland and Northern Ireland

Claire Paton

## EEIBA Finance Administrator

Stacey Burrows

## WELFARE CASE WORKERS

- Eric Dyer
- Gill Evans
- Jill Walker
- Andrea Rose
- David Kaye



# BRANCHES PROVIDE ESSENTIAL SUPPORT

With the economic challenges the industry has experienced this year, we have been fortunate to have a full team of dedicated branches throughout the UK working hard to achieve outstanding quality and results for the fundraising department.

Our branches are located throughout the UK with over 50 individuals supporting the charity with event recruitment, awareness raising and sponsorship. It is with the help and support of our committed branches that we are able to achieve our fundraising target and continue to help those in desperate need of your help in your industry. If you are interested in supporting the EEIBA, get in touch with your local branch -

## EEIBA HEAD OFFICE:

1-9 Hardwick's Square, Hardwick's Way, Wandsworth, London SW18 4AW  
T: 020 7198 8453 Helpline: 0800 652 1618  
E: welfare@eeiba.org (for assistance enquiries) or fundraising@eeiba.org  
W: www.eeiba.org

## BRANCH CONTACTS:

### ■ Aberdeen:

Scottish Power, 99 Glasgow Road,  
Falkirk, FK1 4JX  
T: 07500 332 151

### ■ Eastern Region:

1-9 Hardwick's Square,  
Hardwick's Way, Wandsworth,  
London SW18 4AW  
T: 020 7198 8453

### ■ Edinburgh & S E Scotland:

Scottish Power, 99 Glasgow Road,  
Falkirk, FK1 4JX  
T: 07500 332 151  
T: 07500 332 151

### ■ Glasgow & West Scotland:

Scottish Power, 99 Glasgow Road,  
Falkirk, FK1 4JX  
T: 07500 332 151  
T: 07500 332 151

### ■ Gloucester:

D.E.Chalk, Sunnyside,  
Wotton Crescent, Wotton-under-Edge,  
Gloucester, GL12 7JZ  
T: 01453 845471

### ■ London Region:

Mrs T Hemmings,  
Edmundson Electrical Ltd, 1st Floor,  
Regent House, 1 Hubert Road,  
Brentwood, Essex, CM14 4JE  
T: 01277 263540

### ■ Midlands:

1-9 Hardwick's Square, Hardwick's Way,  
Wandsworth, London, SW18 4AW  
T: 020 7198 8453

### ■ Northern Ireland:

Alfie Watterson,  
ECA, Northern Ireland Branch,  
25 Prospect Road, Bangor,  
County Down, BT20 5DA.  
T: 028 9147 9527

### ■ Sheffield & District:

Richard Beresford,  
24 Mulberry Close, Goldthorpe,  
Rotherham, S63 9LB  
T: 0114 236 6796

### ■ Southern Region:

Mrs L Kirkland, Lea Green,  
1A Greenways, Southwick, Brighton,  
BN42 4QJ  
T: 01273 591013

### ■ Tyne & Wear:

B Sherit, c/o CE Electric UK,  
Lloyds Court, 78 Grey Street,  
Newcastle upon Tyne, NE1 6AF  
T: 07712 009645

### ■ Yorkshire Ridings:

EA Dyer MBE,  
11 Netheredge Drive, Knaresborough,  
North Yorkshire, HG5 9DA  
T: 01423 866817

# President's message...

## JIM McARTHUR REFLECTS ON HIS FIRST YEAR AS PRESIDENT OF EEIBA

The EEIBA experienced a turbulent year in 2011. The change programme that Council had approved re-engineered the way the charity operates—making it far more business focused and ready to engage, not just with existing supporters but also new organisations, to improve the lives of those who work or have worked in the electrical and electronics industry.

You will see from our audited accounts for 2011-2012 that we have improved our financial position with an increase to our gross annual income of £850,000 and through the re-engineering of our administrative processes reversed the deficit position to achieve a surplus of £123,000 of unrestricted funds, which will contribute towards further social programmes that we wish to develop. We are now set on a course to demonstrate the EEIBA's potential and work with organisations both big and small to build a better and brighter community.

Furthermore, we are happy to announce that as a result of the work undertaken by the EEIBA over the last two years, the trustees of the RWE Npower Benevolent Society have decided to transfer over the bulk of their assets to enable the EEIBA to provide greater benefits to their members.

The Council also stuck to their promise and made sure that more money was spent on welfare, delivering more to our beneficiaries. We have helped over 700 people during the year, many in the areas of disability adaptations, mobility equipment and building repairs.

We have also launched a service on our website to help electricians who are struggling to get back into work. This service provides online help developing their CV, preparing for interviews and researching the companies that they are applying to. We have also helped a number of people obtain qualifications

to secure a job offer and assisted those having difficulty getting back into the work to re-train.

Looking ahead, we are now entering a period of consolidation with a view to building on the work that has been started. A significant part of that work has been raising awareness of our charitable and public benefit. The goal is to reach all levels of activity within our industry. We have implemented a marketing strategy that manages communications with our stakeholders through multiple channels - social media, website, newsletters, flyers, event campaign posters, and we actively encourage our supporters to pass the messages held within these communications on to others within our industry.

We have also been developing corporate relationships – Brother, the worldwide electronics and manufacturing company has introduced a scheme that donates a portion of its income from printer label sales to EEIBA, and other major manufacturers and building contractors have approached the EEIBA to work together in similar ways. This is in addition to the organisations that have steadfastly provided support to the EEIBA for many years and to whom we owe a huge debt of gratitude and sincerely hope they will continue to support the EEIBA going forward.

Our branch network conducts a large part of our fundraising activity and despite these recessionary times this branch network, made up exclusively of volunteers, has continued to contribute their time unselfishly to the EEIBA.

However it has not all been good news. Three staunch and valued supporters of the EEIBA have passed away: Denis Lumb the treasurer from our Sheffield



**We are now set on a course to demonstrate the EEIBA's potential and work with organisations both big and small to build a better and brighter community.**

branch, and a volunteer with the EEIBA for over 30 years; Rosalie Pearson, a committee member for 65 years and Les Adams MBE, a past Council Chair and committee member who raised significant funds for the EEIBA over his 20 year involvement with the charity.

As we look forward in 2012, the charity is now very well placed to develop an even bigger role within the electrical sector, preparing to support a new and vibrant industry with renewable and sustainable energy both within the charity and the industry it serves.



# Objectives 2011-2012

Overall, we have achieved the bulk of the objectives set for 2011-2012 and the charity is now well placed to further develop our welfare and fundraising activities. Below are the objectives set by the Council and the results that have been achieved during the year.

**OBJECTIVE** - Reverse the current deficit trend by achieving the budget of £50,000 surplus unrestricted.

**ACHIEVEMENT** - The annual accounts for the period 2011-2012 reported a surplus of £123,000 (unrestricted), and £532,000 (restricted), which has reversed the deficit trend.

○ - Increase fundraising income both at branch level and head office.

▲ - Voluntary income increased by £793,000 to £1.2million.

○ - Provide marketing assistance to the branch network for fundraising.

▲ - The EEIBA website was re-launched with an improved look and feel. Event designs, flyers and application forms were produced to give the branches a new look for their marketing campaigns while social media was introduced to advertise events and provide news of branch activity.

An online web portal has also been introduced to provide branch committees with helpful documentation and information relating to all the charity's activities. Two newsletters are produced – one external for supporters and stakeholders outside the EEIBA network and an internal newsletter to reach our branch and welfare volunteers with news from EEIBA.

○ - Increase the level of lottery contributions.

▲ - This has been achieved by raising awareness of the lottery via our website and by introducing special prizes to encourage participation in one-off bigger prize draws.

○ - Raise awareness at grass roots level with a communication plan that engages younger members of the industry.

▲ - Website visits have increased by 58% - of which 62% are new visitors and 38% are returning visitors.

Trade magazines are printing articles free of charge about the charities activities and social media has been introduced to bring more of an online presence. We now have 846 organisations and individuals following EEIBA on twitter and many approaches from organisations wishing to expand their work with EEIBA. In addition, we have distributed welfare information flyers to 10,000 Joint Industry Board (JIB) members.

○ - Produce a fundraising and marketing strategy outlining how the charity will grow income over the next 3-5 years.

▲ - A fundraising and marketing strategy has been produced.

○ - Re-launch the charity in early summer 2011 and outline the changes that have been made in infrastructure to provide larger funds for welfare programmes.

▲ - The charity achieved a successful re-launch in June 2011. This introduced a new design to our marketing materials and introduced our new strapline 'The Power to Make a Difference'.





## Making a difference...

### WHO WE HELP...

EEIBA HELPS THOSE WHO WORK, OR HAVE WORKED IN, THE ELECTRICAL AND ELECTRONICS INDUSTRIES OR THEIR DEPENDANTS. THESE INDUSTRIES INCLUDE -

- Electrical generation networks and supply
- Electrical maintenance and contracting
- Electrical manufacturing
- Electrical retailing
- Electrical wholesaling
- Electronics
- Lighting
- Mechanical engineering
- Trade bodies and professional institutions and all allied industries and sciences

### HOW WE HELP...

TYPES OF FINANCIAL ASSISTANCE PROVIDED BY THE EEIBA INCLUDES -

EEIBA provides grants for:

- Adaptations and changes to a home
- Household repairs and maintenance
- Household expenses and items
- Medical mobility equipment
- Funeral expenses
- Immediate needs and crisis/emergency aid
- Respite care
- Services to help maintain independence
- Support for other charities and organisations in aid of eligible applicants

## Helping those in need

WHAT EXACTLY IS THE ROLE OF THE EEIBA? IT IS A QUESTION THAT IS OFTEN ASKED AND HERE WE EXPLAIN WHO WE HELP AND HOW WE OFFER ASSISTANCE....

Many people within the industry have heard of the EEIBA, others have no idea the charity exists. However, that is quickly changing. Not only is the EEIBA working harder than ever to raise our profile but, due to the recession, our help and assistance is needed more than ever before. The EEIBA is the only charity that exists to help those in hardship or distress who work, or have worked, in the electrical and electronics industries and any connected or allied industries and sciences. It is also important to remember that help is also available to dependants. We assist people from all backgrounds and age groups from all over the United Kingdom, with our case workers and committee members in place to provide practical assistance. We do this in a number of ways, including:

- Helping to source benefits or allowances.
- Collaborating with or seeking funding from other charities and benefit

networks.

- Assisting individuals and families to overcome the impact of living on low incomes and savings.
- Providing equipment to facilities and financial assistance to ease the impact with a disability.

With the support of a network of hard-working branches across the UK, run by volunteers, the EEIBA organises a wide range of events to raise vital funds for the charity. From fun days and golf days to business lunches and black tie dinners, the industry's support is essential to ensure the important work of the EEIBA continues. The branch network and the charity are governed by the EEIBA Council – a group consisting of a maximum of 18 members which meets four times during the year. The EEIBA Council, with the President as its Chairman, leads and controls the charity to deliver the organisation's aims and objectives to set strategic direction and policy so as to uphold its mission statement.

**To reach out to everyone with a connection to the electrical and electronics industries so that they know where to turn to in times of need.**

EEIBA Mission Statement

# Welfare report...

HELPING PEOPLE IS AT THE VERY HEART OF OUR WORK AND AS THESE CASE STUDIES PROVE, WE DO THAT IN MANY DIFFERENT WAYS FOR PEOPLE FROM ALL WALKS OF LIFE...

## New service will provide additional help

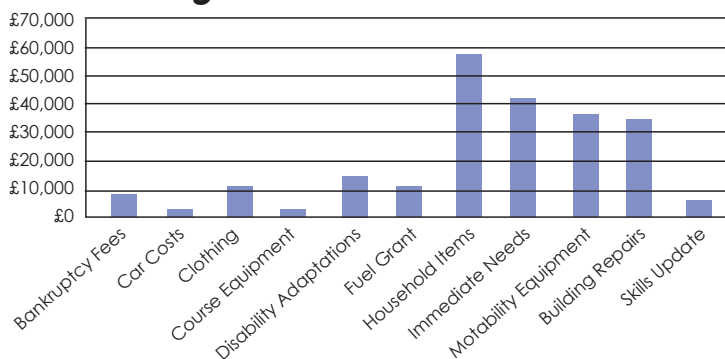
We have recently launched a new service offering job search advice and support to our members who are out of work. The new service is being delivered by Renovo Careers (Renovo), a leading provider of career transition and job search support. Working in partnership with EEIBA, they will deliver a highly effective programme of support for eligible members. This will include access to a personal work coach (available by phone, skype or e-mail) complemented by access to an online career management portal containing a wealth of information and interactive tools. This will provide

additional help to the growing number of people gaining assistance from the EEIBA.

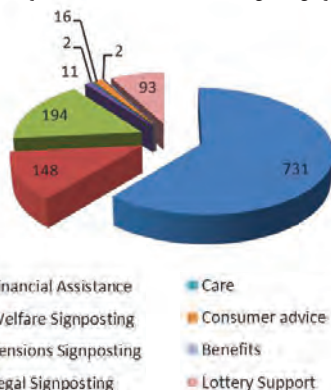
Over the last year, we have supported over 700 individuals and families, providing support on anything from immediate needs such as putting food in the fridge through to complex building repairs to provide easier access to those with disabilities.

This help was identified through visits by the welfare team as well as support from branch volunteers and, as you can see from the table below, the majority of assistance went towards household items and immediate needs, closely followed by mobility equipment and skills update.

### Significant Grant Areas



### Helpline calls by type



### Grants by Region

Region	Number of Cases
London and South East	74
Northern Ireland, North West, North Wales and West Scotland	102
North East and East Scotland	88
West Midlands, South Wales and South West	352
East Midlands and East Anglia	115

## Vital support for David

We started working with David in 2010. David was a service engineer employed by a major electrical contractor in the North West of England and contacted us after he tragically lost his 13-year-old daughter after a long battle with cancer.

During this difficult time the EEIBA provided support and assistance with bills to ease some of their financial worries. David and his wife have three remaining children aged 8, 10 and 15. Recently, their youngest has been diagnosed with a brain tumour and is currently undergoing further treatment.

To date the EEIBA has been delighted to provide financial support towards their mortgage and other household needs, alleviating some of the stress in their life as David and his wife are both unable to work as their time is taken up with hospital visits and caring for their family. All of us at the EEIBA wish David and his family the very best with the treatment.

**The EEIBA provided support and assistance with bills to ease some of their financial worries.**

## Welfare Advisory Group

Members of the Welfare Advisory Group, who served during 2011-2012 to provide advice on welfare to head office, were:

- R Hall (Chairman and Council Member)
- Mrs L Birchall
- A Boldero
- E Dyer
- Mrs I Langridge
- R Radford
- M Sullivan
- Mrs D Thompson
- BR Venables
- Mrs B Whitfield

## James gets the right tools for the job

James lives in Cornwall and, in February 2012, he was advised to approach the EEIBA for some help. He had worked as an electrician's mate for a number of years but had not been able to afford the cost of the training he needed to progress to becoming a qualified technician. However, following a period of unemployment he was lucky enough to have the training paid for him by a local enterprise scheme.

He was delighted, but the next hurdle was the need for proper equipment and work clothing; although a fast learner, he was hampered by not having the proper tools and also desperately needed the work clothing for health and safety reasons. A few years ago he was badly injured in a road accident, which left him with a few physical problems which



he is determined to overcome with the help of padded clothes etc. We were able to buy all the gear he so desperately needed and launch him on his desired career as an electrician. He has since passed all the exams with flying colours and has barely stopped smiling since.



## Mrs Murphy gets mobile

Mrs Josephine Murphy was recently helped with a grant towards the provision of an access ramp at her bungalow in Ayr, Scotland.

Mrs Murphy was eligible for EEIBA/RWE assistance because her late husband had worked as a rigger for 14 years at Brunswick Wharf Power Station from 1966 to 1980. She sought the help of the EEIBA because her front door had four steps leading up to it and, following hip and knee replacements, Mrs Murphy was suffering increasing mobility problems.

When walking outside she needs to use a four-wheeled rollator as a walking aid and managing the

rollator up and down the front door steps was becoming increasingly difficult and dangerous.

Although Mrs Murphy applied to her local authority for a Disabled Facilities Grant, the application had been turned down because she was 'not yet in a wheelchair'.

**With the help of the ramp that is now installed, with all your help I can now come and go as I please with ease.**

## A letter of thanks...

Thank-you...

I have today sent the final payment for the installation of my ramp for which I would like to thank you for all your help.

Would you also pass on my grateful thanks to the people of Aftaid, Barchester Healthcare and the EEIBA for all their help.

When I first moved to this address to be near my daughter I had just had a hip replacement, but the steps at that time didn't seem to be such an insurmountable problem. However, within the next two years I was to have two more knee replacements and often found myself stranded and very dependent on others to be there to help me in and out.

The occupational therapist from the County Council came out to see me and even though she said I looked like an accident waiting to happen, they could be of no assistance to me as I didn't get their criteria of being in a wheelchair. My situation at that time seemed to me to be quite hopeless and as well as the pain from the arthritis, I was getting very depressed.

My daughter, on going through my papers, thought that maybe the EEIBA could help me and indeed through them as did Aftaid and the Barchester Healthcare.

With the help of the ramp that is now installed, with all your help I can now come and go as I please with ease and, as an unexpected bonus, I have lots of friends who are now able to visit me with the help of the ramp.

Once again, a big thank-you to all concerned.

Josephine Murphy

# Raising awareness reaps success

The new look of the EEIBA brand is just one part of the success story achieved by our marketing team, as we aim to make more people and companies aware of our charity's work in the industry.

With calls for assistance at an all-time high, it is essential to ensure that everyone connected to the industry knows who we are, how we can help, and how to support the charity.

It also remains as important as ever to ensure that money raised continues to go to the beneficiaries – therefore the EEIBA has invested time in sourcing marketing solutions that have far-reaching effects with minimal financial impact.

Here's a look at the some of the major changes –

## WEBSITE

Since August 2011, the EEIBA website has been reworked, upgraded and enhanced.

In line with keeping administration costs to a minimum, the EEIBA website was created using free open-source content management software.

The website has proved to be a useful tool in spreading the important messages about the EEIBA while keeping our costs to a minimum. It boasts something for everyone, providing an introduction to the EEIBA, our products and services, lottery announcements, industry news and links to our supporters.

There is also a welfare section and case studies as well as a fundraising calendar containing all the information about the latest events.

Recent additions include a live Twitter feed and a daily news section that is linked to the social media network.

## SOCIAL NETWORKING

Since August last year, a considerable amount of time and effort has been put into developing an online relationship with the electrical and electronic Industry, making contacts through a free online community and social networks.

Facebook pages are updated regularly with news and notices about forthcoming events, achievements, photographs from events and industry news. The page has attracted a growing number of followers. Since creating the EEIBA Twitter page, we have attracted nearly 900 followers to our updates, and regularly share information with over 2,000 fellow industry "tweeters" sending 847 tweets in the past 10 months. These numbers are growing daily.

## STAYING CONNECTED

An EEIBA monthly email newsletter, powerNews, is available to keep members posted on the latest news and developments.

Split into two campaign areas - one for the benefit of fundraisers and staff and the other for the benefit of potential and existing sponsors and event recruitment – it includes news on welfare and fundraising activities.

Both sections contain information supplied directly from the welfare team on how monies raised are used to help members, as well as advertising forthcoming events and reporting on the success of past events.

powerNews also keeps everyone up to date with recent activities and informed of any changes to the charity. It currently boasts 826 industry-related subscribers and 70 fundraising and internal subscribers, with an additional 1698 recipients receiving a copy of powerNews using social media.



## INDUSTRY PRESS

Over the past year the EEIBA has worked closely with our industry's press to make more people aware about our work and events.

Whilst including our adverts and press releases within a variety of different

## New supporters for EEIBA

The EEIBA has attracted a number of new supporters and strategic partnerships that will help raise awareness of our work while also raising more money.

One of the most significant moves sees the RWE and the EEIBA join forces. On March 31, 2012 the RWE Npower

Benevolent Society (RNBS) transferred its administration functions to us.

Raising awareness has also been an important objective of the EEIBA and from February 2012 the JIB and Scottish JIB have been working with us to ensure that all their members are aware of the services we provide.

As part of a marketing initiative, 10,000 members of the JIB received information about the EEIBA and how to

contact the charity in times of need.

Two major companies have also agreed to support the work of the EEIBA.

Brother intends to make a quarterly contribution from proceeds of the sales of their professional electronic label printers (PT-7100 and PT-7600). Meanwhile, Balfour Beatty kindly nominated the EEIBA as their charity of choice alongside Wateraid.



mediums we have also been successful in reaching a wider population and, as a result, we have started to attract more people to our events. We would like to thank the following publications –

**Electrical Times** - The Electrical Times has supported the EEIBA for many years. In particular, over the past 12 months the team at the Electrical Times has promoted EEIBA events, published EEIBA related articles and promoted the use of the EEIBA welfare service.

When asked why the Electrical Times have chosen to support the EEIBA, Rodney Jack, Editor, stated, "Electrical Times is inspired by causes that help others and we are proud to announce that we support the electrical industry's finest, the EEIBA. We are very excited about its ongoing activity, which will raise funds and awareness for this vital charity."

**Professional Electrician** - Jonathan Cole, Editor, Professional Electrician and Installer, explained why his publication supports the charity.

"The EEIBA does an excellent job supporting members of the electrical trade who have found themselves in difficult circumstances. Professional Electrician and Installer magazine is delighted to support and promote the charity, both in fundraising and raising awareness of the services the charity offers."

**My Local Electrician** - The online magazine for the electricians and the industry is proud to support the EEIBA charity as part of the My Local Trades corporate charitable commitment programme for 2012.

My Local Electrician has donated 10% of its advertising capacity to assist the EEIBA in its work – a welcome decision by this publication that we are very grateful for.

**TradeSkills4U.co.uk** - TradeSkills4U.co.uk



has supported the EEIBA by helping to promote our services and events via regular blog feeds which are published within trade press and online. The help given by TradeSkills4U.co.uk ensures that we are able to connect with electricians whether they are new to the industry, retraining or are seeking employment. TradeSkills4U.co.uk Managing Director, Carl Bennett, said, "We're proud to support the work that EEIBA do. They offer unrivalled support to those who have worked in the electrical sector that are facing hardship and require some care."

**Northern Ireland's Electrical** - This publication has been supporting the work of the EEIBA in the province, regularly dedicating space to local EEIBA news and events as well as highlighting the wider work of the charity.

The magazine also runs the successful Northern Ireland's Electrical Trade Show and uses this platform to raise awareness of the EEIBA, with stand space provided for local committee members to meet those in the industry face to face.

## Looking ahead... Objectives for 2012-2013

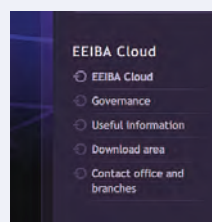
THE FOLLOWING OBJECTIVES FOR 2012/2013 OUTLINE HOW WE ARE GOING TO DEVELOP FOR THE FUTURE:

- A.** Further develop strategic relationships with at least two large industry organisations – forming reciprocal agreements aligned to their Corporate Social Responsibility plans and activities.
- B.** To conduct research into the needs of people working in, and retired from, the industry; develop relevant services to meet their identified needs; and market those services through employers, trade and professional bodies, and pensioner organisations.
- C.** Develop a plan to deliver the fundraising strategy, approved by Council, and achieve the fundraising targets.
- D.** Gain more recognition and subscriptions to the EEIBA lottery schemes.
- E.** Introduce more rigour into the fundraising approach – ensuring a correct process is adopted for all engagement with industry firms and organisations.
- F.** Build on the marketing strategy currently in place, introducing more electronic forms of engagement (online applications for welfare, online donations, online purchasing of event tickets etc) through the web and SMS. Increasing advertising opportunities via social media.
- G.** Introduce KPIs to measure the success of fundraising and welfare activities and develop the reporting capabilities currently in place for fundraising, welfare and finance.

## Cloud extension will make life easier

We appreciate the many hours offered by our team of volunteers who organise events. In order to make life that little bit easier for our regional committees, the marketing team is developing an EEIBA iCloud extension to the main website.

This will be a password protected area of the website set up for use by the regional committees, with areas to access and download essential information and contact details. The designated area will be fully accessible by January 2013.



## Associations & Federations

THE FOLLOWING ASSOCIATIONS, FEDERATIONS AND INSTITUTIONS SUPPORTED EEIBA OVER THE LAST YEAR:

- 12 Electric Club
- Electrical Contractors Association (ECA)
- ECA Central Essex
- ECA Derbyshire & Burton Branch
- ECA Northern Ireland
- ECA North Lancashire & South Lakes
- ECA Oxford Branch
- ECA Surrey Area Branch
- Electrical Distributors Association (EDA)
- Electrical Distributors Association, Scotland Section
- Joint Industry Board (JIB)
- NICEIC
- Nottingham Electrical Club
- Scottish Joint Industry Board (JIB)
- The Lighting Industry Federation Ltd

## Corporate support...

THE FOLLOWING COMPANIES PROVIDED SIGNIFICANT CORPORATE SPONSORSHIP OVER THE LAST YEAR:

- ABB
- Ascertiva Group Limited
- AWEBB Ltd
- Balfour Beatty
- BEAMA
- B.I. Electrical Services (NI) Ltd
- Brother
- Datateam Publishing
- Dimplex GDC Group
- Eaton
- E.on UK Plc
- EDF Energy
- Edmundson Electrical Ltd
- Electrical Times
- Electrum Services Ltd
- GWE Smith & Son Ltd
- MK Electric
- National Grid
- Philips
- Prospec
- Rexel UK Ltd
- RWE npower Ltd
- Schneider Electric Ltd
- Weir & McQuiston (Scotland) Ltd
- Western Power

# Efforts making a significant difference to finances

## SUMMARY OF THE EEIBA'S CURRENT FINANCIAL POSITION FOLLOWING THE COMPLETION OF THE 2011/2012 ACCOUNTS...

Last year the charity's efforts were concentrated on turning around the deficit trend that had developed over prior years, redressing the balance of where the charity spent its funds, to ensure resources are devoted towards welfare programmes and fundraising. An innovative approach was needed, that would lay the foundations for the future, developing the charity to provide the industry with services needed in a changing social, political, technical, and environment landscape.

Old systems were decommissioned and two new platforms were introduced - the first to allow the charity to manage the relationship with their stakeholders in a more proactive way and the second to improve the management of financial processes. In addition, online low - cost intuitive systems that remove the dependency on IT are now in place, allowing the charity more flexibility to configure and deliver requirements to suit the needs of the organisation.

The Trustees are delighted to report that the finances have been turned around as the operating surplus for 2011/12 at £123,000 compares very favourably with the previous deficit of £80,000 in 2010/11. This demonstrates that the change

programme has reversed the charities financial position.

The headline points of the financial report are as follows:

- Total income increased from £1,586,000 in 2010/11 to £2,436,000 in 2011/12;
- Total value of financial grants awarded increased by 30%;
- Cost associated with running back office functions reduced by 43%;
- Salary costs were reduced by 60%;
- Powerball continues to be the single largest event/fundraising activity and raised £254,000, compared to £240,000 in 2011.
- The branches continue to contribute a significant portion of the overall income;
- Voluntary income (unrestricted) has increased from £480,000 to £564,000, mainly because of increased lottery subscriptions during the year.
- The success of the change programme has led to an agreement with RWE Npower Benevolent Society to manage their day-to-day operations with an associated asset transfer of £543,000.
- Interest income rose slightly from £107,000 to £159,000 because funds

### FINANCIAL STATEMENT REPORT...

#### Trustees' statement on the summarised financial statements

These accounts are a summary of the information taken from the full accounts and contain information relating to both the Statement of Financial Activities and the Balance Sheet.

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 accounts should be consulted. The full accounts were approved on 26th September 2012 and include an unqualified report from the auditors.

The accounts will be submitted to the Charity Commission and Companies House and a set can also be obtained from the registered office.

On behalf of the EEIBA Trustees

#### Independent auditor's statement to the members of EEIBA

We have examined the summarised financial statements of EEIBA for the year ended 31 March, 2012.

#### Respective responsibilities of trustees and auditors - basis of opinion

The Trustees are responsible for preparing the summarised financial statements in compliance with applicable United Kingdom Law. Our responsibility is to report to you on the consistency of the summarised financial statements with the full financial statements and Trustees' Annual Report, and its compliance with the relevant requirements of section 427 of the Companies Act 2006 and regulations made thereunder. We also read the other information contained in the summarised annual report and consider the implications for our report if we become aware of any apparent misstatements or material inconsistencies with the summarised financial statements. The other information consists of the Annual Review 2011/12.

We conducted our work in accordance with Bulletin 2008/3 "The Auditors' Statement on the Summary Financial Statement in the United Kingdom" issued by the Auditing Practices Board. Our report on the charitable company's full financial statements describes the basis of our opinion on those financial statements and on the Trustees' Annual Report.

**Opinion** - In our opinion the summarised financial statements are consistent with the full financial statements and the Trustees' Annual Report of EEIBA for the year ended 31 March, 2012 and complies with the relevant requirements of section 427 of the Companies Act 2006 and regulations made thereunder. We have not considered the effect of any event between the date of this report and that of our report on the full financial statements.

Littlejohn LLP, 1 Westferry Circus, Canary Wharf, London, E14 4HD.

from the sale of the Balham property the previous year increased the size of funds on deposit.

- Several legacies were received during the year totalling £22,000:

The change programme has substantially reduced the amount of funds going towards administrative expenses. Whilst this does not appear to be the case looking at the resources expended line £1.6m (2010/2011) against £1.7m (2011/12) the difference relates to a change in accounting policy which now includes lottery expenses (prize draws and administration fees) as in prior years this income had been stated net of expenses. This change has been introduced to more accurately reflect the activity related to our lottery campaigns.

The cost of branch expenditure this year includes an element of salary and printing costs associated with supporting the branch network.

Expenditure associated with charitable activities has reduced as a result of the

following:

- The Head of Welfare resigned and the decision was taken not to recruit a replacement;
  - Regional Welfare Managers have been replaced by voluntary visitors;
  - The cost of maintaining an old IT system to track welfare activity has been eradicated and a new system installed at zero cost.
- Financial assistance in prior years included the administrative costs of awarding grants. Going forward this line will show only the actual grants incurred. Of £403,000 (2011), the grants awarded amounted to £291,000, whereas in 2012 the financial assistance (grants) line reflects the full amount of £381,000, an increase of £90,000 within the year.



## Branches...

Branch/Region	Net Surplus (£)
Aberdeen	6,964
Eastern	11,364
Edinburgh	31,742
Glasgow	45,315
Gloucestershire	39,468
London	15,000
Midlands	50,059
Northern Ireland	11,317
Sheffield	2,800
Southern	7,517
Tyne & Wear	5,000
West of Eng (Avon)	3,541
Yorkshire	20,462
<b>Total</b>	<b>250,549</b>

## Legacies...

Mr R. Stirling Lock	£250
Mr C. Thomas Carter	£500
Mr J. Arthur Holroyd	£5,000
Mr R. Sinden	£10,300
Mr W. Salmon	£2,000
Joan Mary Trevitt	£3,877

## Fundraising...

A number of key activities organised by head office in 2011/12 raised the following amounts:

London Marathon	£11,000
Powerball	£254,000
Woburn National	£14,000
Golf Day	

### The principal sources of funds are:

- The proceeds of functions and events organised by the organisation and branches (volunteer groups throughout the country)
- Voluntary donations from companies and individuals, collections at various events and legacies and donations in memoriam
- Structured giving by means of Power Draws and Power Lottery, and payroll-giving
- Income from investments
- Income from Lottery campaigns

### ELECTRICAL AND ELECTRONICS STATEMENT OF FINANCIAL ACTIVITIES INDUSTRIES BENEVOLENT ASSOCIATION FOR THE YEAR ENDED 31 MARCH 2012

	Restricted Funds £'000	Un-restricted Funds £'000	2012 Total Funds £'000	2011 Total Funds £'000
<b>Incoming Resources</b>				
Incoming resources from generated funds				
Voluntary income	709	564	1,273	480
Activities at Branches for generating funds	-	473	473	464
Activities at Head Office for generating funds	-	527	527	536
Investment income	-	159	159	107
Other	-	4	4	-
<b>Total incoming resources</b>	<b>709</b>	<b>1,727</b>	<b>2,436</b>	<b>1,586</b>
<b>Resources Expended</b>				
Cost of generating funds				
Costs of generating voluntary income	34	281	315	79
Costs of fund-raising at Branches	-	322	322	233
Costs of fund-raising at Head Office	116	263	379	355
Investment management costs	-	6	6	16
Charitable activities				
Support, advice and helpline services	27	252	279	484
Financial assistance (grants)	-	381	381	403
Governance costs	-	99	99	96
<b>Total resources expended</b>	<b>177</b>	<b>1,604</b>	<b>1,781</b>	<b>1,666</b>
Net incoming (outgoing)/resources before recognised gains	532	123	655	(80)
Other recognised gains and losses				
Unrealised (loss)/gain on investments	-	(18)	(18)	112
Profit on sale of fixed assets	-	-	-	622
Net movement in funds	532	105	637	654
Reconciliation of funds				
Total funds brought forward	240	4,526	4,766	4,112
<b>Total funds carried forward</b>	<b>772</b>	<b>4,631</b>	<b>5,403</b>	<b>4,766</b>

# The power to make a difference...

## Want to help?

It's really simple! If you'd like to raise funds for our charity, please contact us on 020 7198 8453 to discuss how you can do so, or to make a donation, please go to [www.justgiving.com/eeiba](http://www.justgiving.com/eeiba)

Central to our fundraising efforts is the hard work and support we receive from our regional branches. These are run by dedicated and enthusiastic teams of volunteers who organise activities throughout the year to make fundraising both fun and worthwhile. Events include social gatherings such as Christmas parties, summer balls and black tie boxing, as well as activity based days such as golf tournaments and angling competitions. We always welcome new ways for raising money, so let us know your ideas.

EEIBA has packs available which have been designed to support and inspire our army of seasoned fundraisers as well as those who've never been involved before. To find out more about your local branch or obtain a pack call 020 7198 8453 or visit [www.eeiba.org](http://www.eeiba.org) or [www.facebook.com/eeiba.charity](http://www.facebook.com/eeiba.charity) We also couldn't continue with our work or provide our valuable services every year without the incredible help we receive from our industry partners.

## Need help?

If you have a specific need or are experiencing difficulties in your life, then the EEIBA can help. Contact our helpline where our team will be able to advise you on our range of services which include:

- Guidance on debt and financial problems
- Back to work assistance:
  - Funding for relevant courses to update skills
  - Help with purchase of tools
  - Support with interview travel costs
- Advice on counselling services
- Financial assistance to provide:
  - Emergency support for utility bill debts, rent arrears and council tax demands
  - Assistance with specialist equipment for the disabled, sick and elderly
  - Respite breaks
  - Ongoing support where needed

**Support and guidance to those in need via our helpline service advisors on 0800 652 1618**

**If you or someone you know needs the help of the EEIBA, call 0800 652 1618 or go to [www.eeiba.org](http://www.eeiba.org)**



**CALL 020 7198 8456 or visit [www.eeiba.org](http://www.eeiba.org)**

EEIBA, 1-9 Hardwick's Square, Hardwick's Way, Wandsworth, London SW18 4AW. TEL: 020 7198 8453

EEIBA is a registered charity in England and Wales (1012131) and Scotland (SCO 38811).