

Company registration number: 610824

CRA number: 20162221

CHY number: 22308

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**  
**Financial Statements**  
**for the year ended 31 December 2020**

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

<b>Contents</b>	<b>Page</b>
Directors and Other Information	3
Directors' Report	4
Directors' Responsibilities Statement	10
Independent Auditor's Report to the Members	11
Statement of Financial Activities (including income and expenditure account)	14
Balance Sheet	15
Statement of Cash Flows	16
Notes to the Financial Statements	17

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Directors and Other Information**

<b>Directors</b>	Patricia Rickard-Clarke Mary Laffoy Brian Ward Catherine Dunleavy James Milton Eoin Kennelly Claire Kelly Cillian Twomey (retired 24th September 2020) Angela Mezzetti (resigned February 2020) Bríd De Buitléar (appointed February 2020) Helen Burke (appointed February 2020) Timothy Dalton (appointed February 2020) Rónán Collins (appointed February 2020)
<b>Secretary</b>	Eoin Kennelly ( until 24th September 2020) Bríd De Buitléar (from 24th September 2020)
<b>Company Number</b>	610824
<b>Charity Number</b>	CHY 22308
<b>CRA Number</b>	20162221
<b>Registered Office and Business Address</b>	24-26 Ormond Quay Upper Dublin 7
<b>Auditors</b>	Mazars Chartered Accountants and Statutory Audit Firm Harcourt Centre Block 3 Harcourt Road Dublin 2
<b>Bankers</b>	Allied Irish Bank Capel Street Dublin 7
<b>Solicitors</b>	O'Connell Brennan Solicitors Armitage House 10 Hatch Street Lower St. Kevin's Dublin 2

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Directors' Report**

The directors present their annual report and the audited financial statements of the company for the 12-month financial period ended 31 December 2020.

**Chairperson's report**

It is fair to say that the year under review has been an extremely challenging one, in particular from an operational perspective. The difficulties posed by Ireland adopting levels of restriction in accordance with public health measures, has challenged Sage Advocacy's work practice. Despite these challenges, Sage Advocacy saw a number of referrals consistent with the previous years, with just a 16% decrease in referrals on the previous year and a marked increase in the numbers of information and support calls. Sage Advocacy personnel have shown tremendous resilience and flexibility, with extended periods of remote working and it is fair to say that we kept the 'show on the road' and maintained our high standards of service provision. The Information & Support Service continued to take and monitor calls from 8:00 to 22:00 daily.

In February, Sage Advocacy launched a discussion document called 'Delivering Quality Medical Care in Irish Nursing Homes: Current Practice, Issues and Challenges' and in December we launched 'Choice Matters', a discussion document on how the Covid-19 public health emergency exposed how Ireland's current long-term support and care system, with its high reliance on residential nursing homes, was "totally inadequate" to safeguard vulnerable, older people.

Towards the end of 2020, the Sage Advocacy board began a review of the Statement of Strategy, with a revised Strategic Plan to be adopted in early 2021. This, in co-ordination with our Service Level Arrangement with the Health Service Executive, provides a strategic blueprint for our organisation over the coming year.

Sage Advocacy successfully applied for EU funding for a project under the Erasmus+ Programme on the topic of safeguarding older persons' legal and human rights through an active citizenship inter-generational approach. Sage Advocacy will be the lead organisation with BAGSO (Germany), Tulip Foundation (Bulgaria) and ProSenectute (Austria) as partners. This project is due to run until mid-2022.

Sage Advocacy had some significant staff turnover during 2020, with Mervyn Taylor leaving his post as Executive Director. Sarah Lennon was recruited to replace Mervyn in September 2020.

Sage Advocacy had regular engagement during the year with our main funder, the HSE, and we continue to enjoy a positive relationship.

I would like to thank my colleagues on the Board and Committees of Sage Advocacy, including members of the Independent Complaints Review Panel, for the important contribution they have made to the effective governance of the organisation.

I would also like to extend thanks to Mervyn Taylor, who retired as Executive Director in September 2020 for the enormous contribution he has made to Sage Advocacy's work since its inception.



The Hon Mary Laffoy  
Chairperson

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Directors' Report**

**Our purpose and activities**

The main object for which the company is established is to promote, protect and defend the rights and dignity of vulnerable adults, older people and healthcare patients, the prevention of cruel, inhuman and degrading treatment and deprivation of liberty and the enhancement of personal autonomy and decision making in all care settings and in the transition between them in the Republic of Ireland.

In 2020, this was achieved by paid staff and trained volunteers engaging directly with clients and groups to provide support and advocacy on issues of an individual and / or systemic nature; promoting self-advocacy by individual clients and advocacy champions within service providing organisations; providing a telephone based information and support / rapid response service; undertaking research; promoting measures to enable people to live, and to die, in the place of their choice and to avoid unnecessary hospitalisation or care in congregated settings; promoting public awareness and professional education regarding issues that are relevant to the rights, dignity and safeguarding of adults who may be vulnerable and healthcare patients.

**Structure, governance and management**

The members of the company are the directors and there are no other members. There is provision for up to 12 directors and, as at the date of approval of this report, there are 10 members/directors.

Currently there is some terminology divergence between company law and charity law. The terms such as Director and Memorandum and Articles of Association are used by the Companies Registration Office, while the terms Trustee and Constitution are used by the Charities Regulatory Authority.

The Nominations Committee meets to agree on board recruitment and succession as well as the makeup of each board sub-committee. Each board member is furnished with a board & governance manual.

The Board undertakes its work through a series of Committees. These are:

- Finance
- Risk & Audit
- Policy & Practice
- Nominations
- *Patient Advocacy Advisory (on pause)*
- *Public Awareness & Media (on pause)*
- *Fundraising (on pause)*

The Board appoints the Executive Director (Mervyn Taylor until 30 September 2020 and Sarah Lennon from September 2020) and the powers of the Board and Executive are set down in a Board & Staff Manual. The Executive Director is supported by an Assistant Executive Director /Service Manager and an Executive Group and, a Case Management Group oversees the advocacy work of the service.

In December 2020, Sage Advocacy adopted a remuneration policy which benchmarks Sage Advocacy salary against the annual pay and benefits survey conducted by the Community Foundation of Ireland. The Finance Committee advises the Board on the remuneration strategy and remuneration of staff below CEO-level as part of the annual budget-setting process and the Sage Advocacy board of directors retains responsibility for agreeing the Executive Director salary.

**Achievements and performance**

Analysis of data for 2020 shows that, despite the pandemic, and notwithstanding the series of lockdown health measures, Sage Advocacy had a busy year.

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Directors' Report**

**Achievements and performance (continued)**

Quarter 1, which was mainly before the lockdown and Quarter 3, which coincided with a reduction of public health restriction, saw Sage Advocacy record referral numbers consistent with the previous year (Q1= 99% and Q3 = 97% of 2019 totals). In Quarters 2 & 4 where there was severe public health restrictions saw a decrease in referral numbers in both quarters.

There continues to be a gender element to Sage Advocacy's work with over 54% of our clients being women. The age profile remains consistent with 28% of Sage Advocacy's clients within the age bracket of 70-79 and 34% of our clients aged between 80-89.

**Information & Support Service**

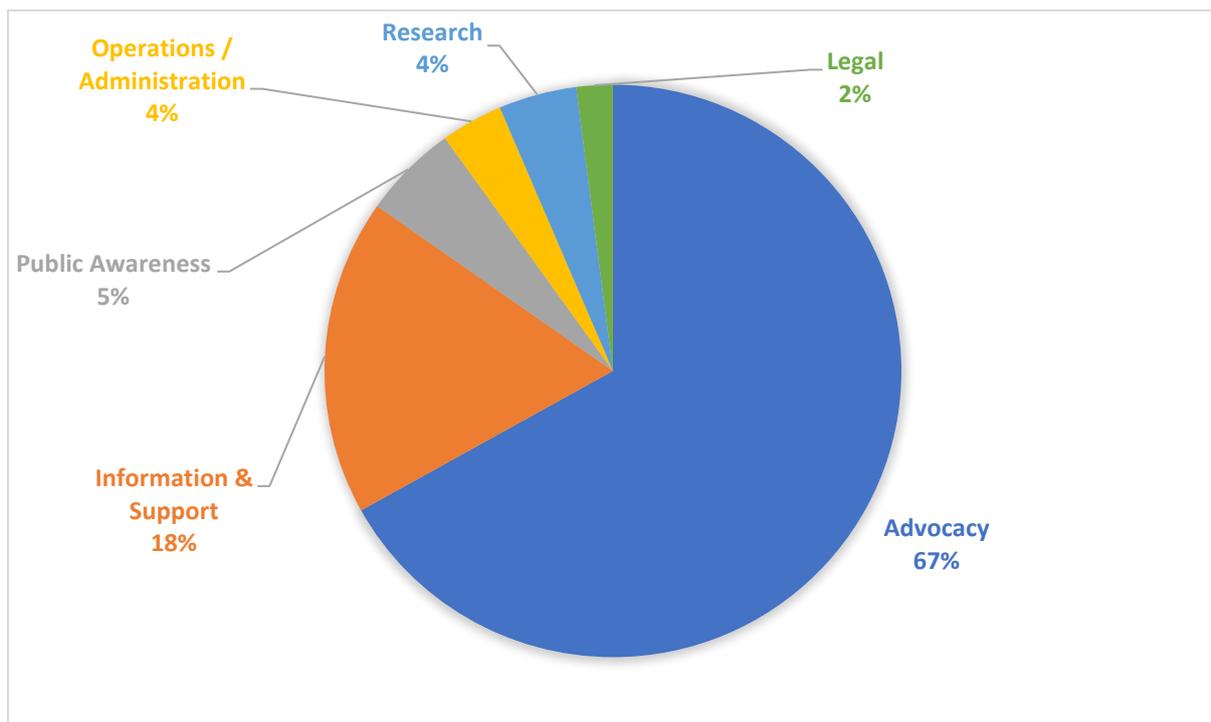
There was an increase in demand from our information and support service with 1,834 calls to either our helpline or information and support line and there was a 66% increase in calls in the second half of the year. This represents a growth area for Sage Advocacy and one where further investment may be required to keep up with demand.

An important measure of performance is 'value for money'. Sage Advocacy still delivers roughly the same level of service as comparable organisations but with far less staff and funding.

**Financial review**

A breakdown of expenditure for 2020 is set out below and shows that Advocacy along with Information & Support are the two major areas of expenditure.

Sage Advocacy spent 18% of our total expenditure in 2020 on Information and Support, compared to 14% in 2019. This correlates with the marked increase in information and support enquiries in the year.



**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Directors' Report**

There has been a steady increase in income of the last three years, as illustrated in the chart, below. While Sage Advocacy is reliant on HSE funding we are looking towards other sources of income and the development of an income diversification strategy is an objective for the organisation.

	<b>2018</b>	<b>2019</b>	<b>2020</b>
	€	€	€
<b>Total Funding</b>	1,502,953	1,663,465	1,708,828
<b>HSE</b>	1,368,000	1,651,771	1,693,278

### **Assets and liabilities and financial position**

The total assets of Sage Advocacy have increased by €144,869, the total liabilities have also increased by €1,151, resulting in an increase in net assets of €143,718.

### **Future plans**

The Board of Sage Advocacy is currently revising its strategic plan and will sign off on a new strategy for the years 2021 – 2023 in early 2021.

### **Reserves policy**

The purpose of the reserves policy for Sage Advocacy, is to ensure the stability of the mission, programmes, employment and on-going operations of the organisation. The reserve is intended to provide an internal source for situations such as a sudden increase in expense, one-time unbudgeted expenses, unanticipated loss in funding, or uninsured losses. The reserves are not intended to replace a permanent loss of funds or eliminate an on-going budget gap.

The Board of Sage Advocacy is of the opinion that it needs to have a prudent reserves level that allows it to:

- Meet its statutory obligations as an employer in relation to staff pay and conditions.
- Continue to implement its activity plans should an important income stream cease unexpectedly or be delayed.
- Address an appropriate level of financial liability associated with leasing the office premises.

The calculations to meet the policy requirements indicated a required target of €446k. Total funds carried forward in the current period is €730,223, which is €284,223 above the estimated required reserve level.

The surplus in funds incurred in 2020 was primarily as a result of underspend directly related to Covid-19 and is not anticipated as a recurring event. In preparing its budget for 2021, Sage Advocacy anticipates a deficit of € 162,497 to be met by reserves.

### **Challenges**

A key challenge for Sage Advocacy is the slow progress with regard to the commencement of the Assisted Decision Making (Capacity) Act 2015 and the introduction of legislation on deprivation of liberty in places of care which is likely to include formal recognition of the practice of independent advocacy.

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Directors' Report**

Sage Advocacy has undertaken considerable work over the last 4 years in promoting awareness of this legislation and the need for a major shift in both professional and public understanding regarding the rights of people to support when decisions need to be made about control and management of finances, where they should live and who they should live with. The new legislation focuses on respecting the 'will and preference' of the person and makes no mention of 'best interests' which is the term most often used by those who favour making decisions on behalf of others; sometimes influenced by what is in their own 'best interests'.

**Risk management**

Sage Advocacy maintains a risk register which is reviewed on an ongoing basis both by the Finance Committee, the Risk & Audit Committee and the Board. Risk is an agenda item at each meeting of the Executive Group who advises the Risk & Audit Committee. Approaches to managing and mitigating risks are regularly addressed at bi-monthly national staff meetings and regional meetings with volunteers.

**Principal risks and uncertainties**

Key risks and uncertainties for Sage Advocacy currently include:

- Injury or death of a client arising from engagement with Sage Advocacy where client took risks that others might regard as unwise.
- Covid-19.
- Risk of injury or illness of a Sage Advocacy Representative.
- Allegations of a financial, sexual or other form of abuse or exploitation of a client by a Sage Advocacy Representative.
- Disagreement when supporting a person with lack of capacity.
- Conflict of interest.
- ICT failure/Cyber-attack.
- Staff data breach or loss of data.
- Loss or reduction in HSE Funding.
- Cashflow difficulties i.e. timing rather than level of funding.

To mitigate these risks, the approaches include:

- Agreed list of policies and guidelines including risk analysis.
- Ensuring good case records and evidence trail.
- Clear recording and documentation.
- Policies & Guidelines re working alone.
- Use of Financial Transaction Forms.
- Engagement with Gardaí where serious issues are involved.
- Support and supervision.
- Access to vaccinations via the HSE.
- Lead Worker Representative appointed.
- Data management and control guidelines.
- Encrypted laptops & smartphones / Cloud storage and back up.
- Risk assessment for homeworking.
- Relationship management with HSE and other key stakeholders.
- Cashflow forecast reviewed by Finance Committee at least quarterly

**Events after the end of the reporting period**

There have been no significant events affecting the company since the period end.

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Directors' Report**

**Political donations**

During the 12-month financial period the company made no political donations.

**Accounting records**

The measures taken by the directors to secure compliance with the requirements of Sections 281 to 285 of the Companies Act 2014 with regard to the keeping of accounting records are the implementation of necessary policies and procedures for recording transactions, the employment of competent accounting personnel with appropriate expertise and the provision of adequate resources to the financial function. The accounting records of the company are located at 24-26 Ormond Quay Upper, Dublin 7.

**Relevant audit information**

In the case of each of the persons who are directors at the time this report is approved in accordance with Section 332 of the Companies Act 2014:

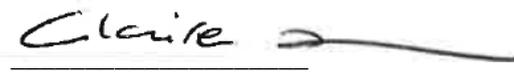
- so far as each director is aware, there is no relevant audit information of which the company's statutory auditors are unaware, and
- each director has taken all the steps that he or she ought to have taken as a director in order to make himself or herself aware of any relevant audit information and to establish that the company's statutory auditors are aware of that information.

**Auditors**

The auditors, Mazars, Chartered Accountants and Statutory Audit Firm, have expressed their willingness to continue in office in accordance with Section 383 (2) of the Companies Act 2014.

This report was approved by the board of directors on **22<sup>nd</sup> April 2021** and signed on behalf of the board by:

  
**Mary Laffoy**  
**Director**

  
**Claire Kelly**  
**Director**

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Statement of Financial Activities (including income and expenditure account)**  
**For the Year Ended 31 December 2020**

The directors are responsible for preparing the Annual Report and the financial statements in accordance with Irish law and regulations.

Irish company law requires the directors to prepare financial statements for each financial year. Under the law, the directors have elected to prepare the financial statements in accordance with the Companies Act 2014, FRS 102 "The Financial Reporting Standard applicable in the UK and Republic of Ireland" issued by the Financial Reporting Council and promulgated by the Institute of Chartered Accountants in Ireland.

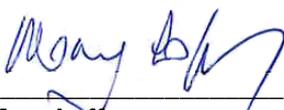
Under company law, the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the assets, liabilities and financial position of the company as at the financial year end date and of the net income or expenditure of the company for the financial period and otherwise comply with the Companies Act 2014.

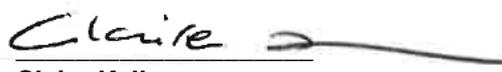
In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent;
- state whether the financial statements have been prepared in accordance with applicable accounting standards, identify those standards, and note the effect and the reasons for any material departure from those standards; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for ensuring that the company keeps or causes to be kept adequate accounting records which correctly explain and record the transactions of the company, enable at any time the assets, liabilities, financial position and profit or loss of the company to be determined with reasonable accuracy, enable them to ensure that the financial statements comply with the Companies Act 2014 and enable the financial statements to be audited. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the company's website. Legislation in Ireland governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

  
\_\_\_\_\_  
**Mary Laffoy**  
Director

  
\_\_\_\_\_  
**Claire Kelly**  
Director

**Date: 22<sup>nd</sup> April 2021**

**Independent Auditor's Report to the Members of  
Sage Advocacy CLG  
Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Report on the audit of the financial statements**

***Opinion***

We have audited the financial statements of Sage Advocacy CLG (the “company”) for the period ended 31 December 2020, which comprise the statement of financial activities, the balance sheet, the statement of cash flows and notes to the financial statements, including the summary of significant accounting policies set out in note 2. The financial reporting framework that has been applied in their preparation is Irish Law and FRS 102 *The Financial Reporting Standard applicable in the UK and Republic of Ireland* issued in the United Kingdom by the Financial Reporting Council (FRS 102).

In our opinion the financial statements:

- give a true and fair view of the assets, liabilities and financial position of the company as at 31 December 2020 and of its result for the period then ended;
- have been properly prepared in accordance with FRS 102, The Financial Reporting Standard applicable in the UK and Republic of Ireland; and
- have been properly prepared in accordance with the requirements of the Companies Act 2014.

***Basis for opinion***

We conducted our audit in accordance with International Standards on Auditing (Ireland) (ISAs (Ireland)) and applicable law. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report.

We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of financial statements in Ireland, including the Ethical Standard for Auditors (Ireland) issued by the Irish Auditing and Accounting Supervisory Authority (IAASA), and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

***Conclusions relating to going concern***

In auditing the financial statements, we have concluded that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubt on the Company's ability to continue as a going concern for a period of at least twelve months from the date when the financial statements are authorised for issue.

Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

**Independent Auditor's Report to the Members of  
Sage Advocacy CLG  
Company Limited by Guarantee, Pursuant to the Companies Act 2014**

***Other information***

The directors are responsible for the other information. The other information comprises the information included in the annual report other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

Our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the course of the audit, or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

***Opinions on other matters prescribed by the Companies Act 2014***

In our opinion, based on the work undertaken in the course of the audit, we report that:

- the information given in the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements;
- the directors' report has been prepared in accordance with applicable legal requirements;
- the accounting records of the Company were sufficient to permit the financial statements to be readily and properly audited; and
- the financial statements are in agreement with the accounting records.

We have obtained all the information and explanations which, to the best of our knowledge and belief, are necessary for the purposes of our audit.

***Matters on which we are required to report by exception***

Based on the knowledge and understanding of the Company and its environment obtained in the course of the audit, we have not identified any material misstatements in the directors' report.

The Companies Act 2014 requires us to report to you if, in our opinion, the requirements of any of Sections 305 to 312 of the Act, which relate to disclosures of directors' remuneration and transactions are not complied with by the Company. We have nothing to report in this regard.

**Independent Auditor's Report to the Members of  
Sage Advocacy CLG  
Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Respective responsibilities**

***Responsibilities of directors for the financial statements***

As explained more fully in the directors' responsibilities statement set out on page 10, the directors are responsible for the preparation of the financial statements in accordance with the applicable financial reporting framework that give a true and fair view, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

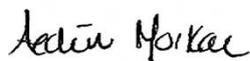
***Auditor's responsibilities for the audit of the financial statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs (Ireland) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

A further description of our responsibilities for the audit of the financial statements is located on the Irish Auditing and Accounting Supervisory Authority's website at: [http://www.iaasa.ie/getmedia/b2389013-1cf6-458b-9b8f-a98202dc9c3a/Description\\_of\\_auditors\\_responsibilities\\_for\\_audit.pdf](http://www.iaasa.ie/getmedia/b2389013-1cf6-458b-9b8f-a98202dc9c3a/Description_of_auditors_responsibilities_for_audit.pdf). This description forms part of our auditor's report.

**The purpose of our audit work and to whom we owe our responsibilities**

Our report is made solely to the Company's members, as a body, in accordance with Section 391 of the Companies Act 2014. Our audit work has been undertaken so that we might state to the Company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Company and the Company's members, as a body, for our audit work, for this report, or for the opinions we have formed.



**Aedín Morkan  
For and on behalf of  
Mazars  
Chartered Accountants  
And Statutory Audit Firm  
Harcourt Centre  
Block 3  
Harcourt Road  
Dublin 2**

**Date: 30 April 2021**

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Statement of Financial Activities (including income and expenditure account)**  
**For the Year Ended 31 December 2020**

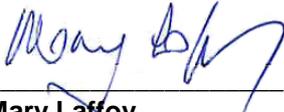
	<b>Notes</b>	<b>2020</b>	<b>2019</b>
		<b>€</b>	<b>€</b>
<b>Income from:</b>	<b>4</b>		
Donations		15,550	10,950
Charitable activities		1,693,278	1,651,771
Other income		-	744
		<hr/>	<hr/>
<b>Total income</b>		<b>1,708,828</b>	<b>1,663,465</b>
<b>Expenditure on:</b>			
Charitable activities	<b>5</b>	1,565,110	1,476,868
		<hr/>	<hr/>
<b>Net income</b>		<b>143,718</b>	<b>186,597</b>
<b>Total funds brought forward</b>		<b>586,505</b>	<b>399,908</b>
		<hr/>	<hr/>
<b>Total funds carried forward</b>		<b>730,223</b>	<b>586,505</b>
		<hr/> <hr/>	<hr/> <hr/>

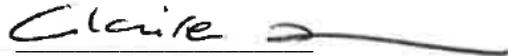
There are no recognised gains or losses other than the net income set out above.

The notes on pages 17 to 26 form part of these financial statements.

All income and expenditure derive from continuing activities from unrestricted sources.

On behalf of the board;

  
\_\_\_\_\_  
**Mary Laffoy**  
Director

  
\_\_\_\_\_  
**Claire Kelly**  
Director

Date: 22<sup>nd</sup> April 2021

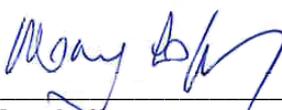
**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

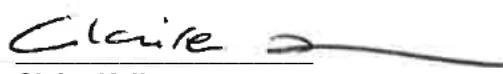
**Statement of Financial Activities (including income and expenditure account)**  
**For the Year Ended 31 December 2020**

	Notes	2020 €	2019 €
<b>Fixed assets</b>			
Tangible assets	7	17,307	9,112
<b>Current assets</b>			
Debtors	8	7,136	12,612
Cash at bank and in hand	9	808,090	665,940
		815,226	678,552
<b>Creditors: amounts falling due within one year</b>	10	(102,310)	(101,159)
		712,916	577,393
<b>Net current assets</b>		712,916	577,393
<b>Net total assets</b>		730,223	586,505
<b>Funds</b>			
Unrestricted funds	12	730,223	586,505
<b>Total Funds</b>		730,223	586,505

The notes on pages 17 to 26 form part of these financial statements.

These financial statements were approved by the board of directors on **22<sup>nd</sup> April 2021** and signed on behalf of the board by:

  
 \_\_\_\_\_  
**Mary Laffoy**  
 Director

  
 \_\_\_\_\_  
**Claire Kelly**  
 Director

**Date: 22<sup>nd</sup> April 2021**

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Statement of Cash Flows**  
**For the Year Ended 31 December 2020**

	Note	2020 €	2019 €
<b>Cash flows from operating activities</b>			
Net income		143,718	186,597
Adjustment for:			
Depreciation	7	7,267	8,639
		<hr/>	<hr/>
Operating income before working capital changes		150,985	195,236
Decrease in debtors		5,476	4,031
Increase in creditors		1,151	20,881
		<hr/>	<hr/>
Net cash provided by operating activities		157,612	220,148
		<hr/>	<hr/>
<b>Cash flows from investing activities</b>			
Acquisition of tangible assets	7	(15,462)	(3,446)
		<hr/>	<hr/>
Cash used in investing activities		(15,462)	(3,446)
		<hr/>	<hr/>
Net increase in cash at bank and in hand		142,150	216,702
<b>Cash at bank and in hand at beginning of year</b>	9	665,940	449,238
		<hr/>	<hr/>
<b>Cash at bank and in hand at end of year</b>	9	808,090	665,940
		<hr/> <hr/>	<hr/> <hr/>

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Notes to the Financial Statements**  
**For the Year Ended 31 December 2020**

**1. General information**

These financial statements comprising the statement of financial activities, the balance sheet, the statement of cash flows and the related notes 1 to 19 constitute the individual financial statements of Sage Advocacy CLG (the “company”) for the year ended 31 December 2020.

Sage Advocacy CLG is a private company limited by guarantee, incorporated in the Republic of Ireland and is a registered charity. The company is a public benefit entity. The registered office and principal place of business is 24-26 Ormond Quay Upper, Dublin 7. The nature of the company’s operations and its principal activities are set out in the Directors’ Report on pages 4 to 9.

**Statement of compliance**

The financial statements have been prepared in accordance with FRS 102 “The Financial Reporting Standard applicable in the UK and Republic of Ireland” (FRS 102). The financial statements have also been prepared in accordance with Statement of Recommended Practice (SORP) (FRS 102) “Accounting and Reporting by Charities”.

**Currency**

The financial statements have been presented in Euro (€) which is also the functional currency of the company.

**2. Accounting policies**

**Basis of preparation**

The financial statements have been prepared on the going concern basis and in accordance with the historical cost convention modified to include certain items at fair value. The financial reporting framework that has been applied in their preparation is the Companies Act 2014, FRS 102 “The Financial Reporting Standard applicable in the UK and Republic of Ireland” issued by the Financial Reporting Council and promulgated by the Institute of Chartered Accountants in Ireland and the Statement of Recommended Practice (Charities SORP (FRS102)) as published by the Charity Commission for England and Wales, the Charity Commission for Northern Ireland and the Office of the Scottish Charities Regulator which is recognised by the UK Accounting Standards Board (ASB) as the appropriate body to issue SORPs for the charity sector in the UK. Financial reporting in line with SORP is considered best practice for charities in Ireland.

**Income**

Income is recognised when the company has entitlement to the funds, any performance conditions attached to the item(s) of income have been met, it is probable that the income will be received, and the amount can be measured reliably.

Income is measured at the fair value of the consideration received or receivable for services rendered.

Income from government and other grants, whether ‘capital’ grants or ‘revenue’ grants, is recognised when the company has entitlement to the funds, any performance conditions attached to the grants have been met, it is probable that the income will be received, and the amount can be measured reliably.

**Expenditure**

Expenditure is recognised on an accruals basis as a liability is incurred. Expenditure includes any Value Added Tax which cannot be fully recovered and is reported as part of the expenditure to which it relates.

Charitable expenditure comprises those costs incurred by the company in the delivery of its activities and services for its beneficiaries. It includes both costs that can be allocated directly to such activities and those costs of an indirect nature necessary to support them.

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Notes to the Financial Statements**  
**For the Year Ended 31 December 2020**

Governance costs include those costs associated with meeting the constitutional and statutory requirements of the company and include the audit fees and costs linked to the strategic management of the company.

All costs are allocated between the expenditure categories in the note to the financial statements on a basis designed to reflect the use of resources. Costs relating to a particular activity are allocated directly, others are apportioned on an appropriate basis e.g. floor areas, per capita or estimated usage.

**Tangible assets**

Tangible assets are initially recorded at cost and are subsequently stated at cost less any accumulated depreciation and impairment losses.

Depreciation is calculated so as to write off the cost or valuation of an asset, less its residual value, over the useful economic life of that asset as follows:

Fixtures and Fittings – 20%  
Computer Equipment – 25%

If there is an indication that there has been a significant change in depreciation rate, useful life or residual value of tangible assets, the depreciation is revised prospectively to reflect the new estimates.

**Prepayments**

Prepayments are expenses paid in advance and recorded as assets before these are utilised. Prepayments are apportioned over the period covered by the payment and charged to income or expenditure when incurred. Prepayments that are expected to be realised no more than 12 months after the reporting period are classified as current assets. Otherwise, these are classified as noncurrent assets.

**Financial instruments**

A financial asset or a financial liability is recognised only when the company becomes a party to the contractual provisions of the instrument.

Basic financial instruments are initially recognised at the transaction price, unless the arrangement constitutes a financing transaction, where it is recognised at the present value of the future payments discounted at a market rate of interest for a similar debt instrument. Financial assets include cash at bank and in hand and debtors (excluding prepayments).

Financial liabilities are initially recognised at the transaction value and subsequently measured at amortised cost. Financial liabilities include creditors (excluding PAYE and social welfare).

**Cash at bank and in hand**

Cash consists of cash on hand, demand deposits and cash held on behalf of clients. Cash held on behalf of clients is to provide a temporary banking facility to clients who meet specific eligibility criteria and are unable to open and/or manage a bank account themselves during a finite period of time.

**Unrestricted funds**

Unrestricted funds represent amounts which are expendable at the discretion of the directors in the furtherance of the overall objectives of the company and which have not been designated for other purposes. Such funds may be held in order to finance working capital or capital expenditure.

**Employee benefits**

The costs of short-term employee benefits are recognised as a liability and an expense.

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Notes to the Financial Statements**  
**For the Year Ended 31 December 2020**

**Retirement benefits**

The company operates a defined contribution scheme for the benefit of its employees. Contributions payable are charged to the statement of financial activities in the year they are payable.

**Operating leases**

Lease payments are recognised as an expense over the lease term on a straight-line basis. The aggregate benefit of lease incentives is recognised as a reduction to expense over the lease term, on a straight-line basis.

**Taxation**

The company's operations are not for profit and accordingly the company avails of the charities' exemption from corporation tax.

**Judgements and key sources of estimation uncertainty**

*Going concern.*

The company holds surplus funds in the amount of €730,223 at 31 December 2020.

Sage Advocacy has continued its relationship with its key funder, the Health Service Executive, and relationship management and funding arrangements remain with the Office of the Chief Operations Officer (Deputy CEO of HSE). This centralised relationship is important in order to sustain a more long-term and considered relationship between the HSE and Sage Advocacy.

In line with our financial controls, management completes a cash flow forecast on cash position where cash is monitored against the approved cash reserve requirement. The directors also continue to monitor costs. Having assessed this cash requirement and the worst and best case scenarios in the context of the public health emergency (as described in the directors' report), Sage Advocacy is of the view that, notwithstanding the challenges, that the company will be able to continue in operation for the foreseeable future and that it is and will continue to be a going concern.

Based on committed grant income over the next 12 months and cash at bank, the directors are satisfied that the company has adequate resources to continue for at least 12 months from the date of approval of these financial statements and it is appropriate to adopt the going concern basis in the preparation of the financial statements.

*Determining lease commitment – Company as a lessee.* The company holds a lease for its business premises at 24-26 Ormond Quay Upper, Dublin 7. The company has determined that the risks and benefits of ownership related to the leased property are retained by the lessor. Accordingly, the lease is accounted for as an operating lease.

*Estimating useful lives of tangible assets.* The company reviews annually the estimated useful lives of tangible assets based on the asset's expected utilisation, market demands and future technological development. It is possible that the factors mentioned may change in the future, which could cause a change in estimated useful lives.

**3. Limited by guarantee**

The company is limited by guarantee and not having a share capital. Every member of the company undertakes to contribute to the assets of the company in the event of the same being wound up while she/he is a member, or within one year after she/he ceased to be a member, and the costs, charges and expenses of winding up, and for the adjustment of the rights of contributors themselves, such as may be required.

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Notes to the Financial Statements**  
**For the Year Ended 31 December 2020**

**4. Income**

	2020	2019
	€	€
<b>Income from Donations</b>	<b>15,550</b>	10,950
<b>Income from Charitable activities</b>		
Health Service Executive	<b>1,693,278</b>	1,651,771
<b>Other Income</b>		
Others	-	744
	<b>1,708,828</b>	1,663,465

All income is derived in the Republic of Ireland and classified as unrestricted.

**5. Analysis of charitable expenditure**

***Current Year***

	Direct Costs €	Support Costs €	Staff Expenses €	Volunteer Expenses €	Total €
Information & Support	223,484	19,363	6,490	1,252	250,589
Advocacy	928,901	87,611	55,162	1,024	1,072,698
Legal	29,350	2,520	-	-	31,870
Research	67,507	1,092	-	-	68,599
Public Awareness	79,574	4,031	3,244	-	86,849
Operations / Governance / Administration	50,893	3,612	-	-	54,505
<b>Total</b>	<b>1,379,709</b>	<b>118,229</b>	<b>64,896</b>	<b>2,276</b>	<b>1,565,110</b>

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Notes to the Financial Statements**  
**For the Year Ended 31 December 2020**

**Prior Year**

	Direct Costs €	Support Costs €	Staff Expenses €	Volunteer Expenses €	Total €
Information & Support	177,102	17,589	10,916	2,553	208,160
Advocacy	888,711	90,289	92,782	2,089	1,073,871
Legal	30,848	2,931	–	–	33,779
Research	48,034	1,173	–	–	49,207
Public Awareness	49,932	1,172	5,458	–	56,562
Operations / Governance / Administration	51,185	4,104	–	–	55,289
<b>Total</b>	<b>1,245,812</b>	<b>117,258</b>	<b>109,156</b>	<b>4,642</b>	<b>1,476,868</b>

Staff expenses mainly include travel costs. Regional Coordinators and Advocacy staff work across 10 regions in the country.

Support costs include VAT inclusive amounts paid to the statutory auditor as follows:

	2020 €	2019 €
Statutory audit	<u>9,075</u>	<u>9,225</u>

**6. Staff costs**

The average number of persons employed by the company during the financial year was as detailed below. Due to the part time nature of some roles, the numbers have been rounded to the nearest whole number.

	2020 Number	2019 Number
Legal/ Research/ Public Awareness	1	1
Administrative	1	1
Information and Support	4	3
Advocacy Service	17	17
Total Average	<u>23</u>	<u>22</u>

The aggregate payroll costs incurred during the financial year were:

	2020 €	2019 €
Wages and salaries	1,093,519	1,002,960
Pension costs	38,208	18,775
Social insurance costs	120,965	109,831
	<u>1,252,692</u>	<u>1,131,566</u>

No directors received any remuneration during the period.

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Notes to the Financial Statements**  
**For the Year Ended 31 December 2020**

The key management personnel of the company comprise the Executive Director, whose total remuneration amounted to €80,000 in 2020 (2019: €66,450). No other employee earned in excess of €60,000.

The pay of key management personnel is set by approval of the Board.

No directors or any other persons related to the company had any personal interest in any contracts or transactions entered into by the company during the financial period.

All of the amounts stated above were recognised as an expense of the company in the financial year. No amount was capitalised into assets.

**7. Tangible assets**

	<b>Fixtures and Fittings</b>	<b>Computer Equipment</b>	<b>Total</b>
	€	€	€
<b>Cost</b>			
At 1 January 2020	15,327	39,622	54,949
Additions	-	15,462	15,462
Disposals	-	(11,220)	(11,220)
At 31 December 2020	<u>15,327</u>	<u>43,864</u>	<u>59,191</u>
<b>Depreciation</b>			
At 1 January 2020	15,291	30,546	45,837
Charge during the year	36	7,231	7,267
Disposals	-	(11,220)	(11,220)
At 31 December 2020	<u>15,327</u>	<u>26,557</u>	<u>41,884</u>
<b>Carrying amount</b>			
At 1 January 2020	<u>36</u>	<u>9,076</u>	<u>9,112</u>
At 31 December 2020	<u>-</u>	<u>17,307</u>	<u>17,307</u>

**8. Debtors**

	<b>2020</b>	<b>2019</b>
	€	€
Prepayments and accrued income	<u>7,136</u>	<u>12,612</u>

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Notes to the Financial Statements**  
**For the Year Ended 31 December 2020**

**9. Cash at bank and in hand**

	<b>2020</b>	<b>2019</b>
	€	€
Cash at bank and in hand	<b>771,159</b>	630,898
Cash held on behalf of clients (Note 11)	<b>36,931</b>	35,042
	<b><u>808,090</u></b>	<u>665,940</u>

**10. Creditors: amounts falling due within one year**

	<b>2020</b>	<b>2019</b>
	€	€
Trade and other creditors	<b>11,770</b>	7,465
Accruals	<b>15,450</b>	13,809
PAYE and social welfare	<b>32,287</b>	30,763
Pension liability	<b>5,872</b>	14,080
Cash held on behalf of clients (Note 11)	<b>36,931</b>	35,042
	<b><u>102,310</u></b>	<u>101,159</u>

Trade, other creditors and accruals are payable at various dates in the next three months in accordance with the suppliers' usual terms and conditions.

Tax and social insurance are repayable at various dates over the coming months in accordance with the applicable statutory provisions.

**11. Cash held on behalf of clients**

The Sage Client (Agency) Account, formerly Third Age (Sage) Client Agency Account, was opened on 22 August 2016 as a Corporate Current Account with Ulster Bank. On 19 July 2018, the account was transferred from Third Age Foundation Ltd to Sage Advocacy CLG. The purpose of this account is to provide a temporary banking facility for Sage Advocacy clients who meet specific eligibility criteria and are unable to open and/or manage a bank account themselves during a finite period of time.

The Case Management Group reviews and discusses the account's activity regularly and minutes any activity and its current balance when it meets.

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Notes to the Financial Statements**  
**For the Year Ended 31 December 2020**

**12. Movement in funds**

***Current Year***

	Balance at 1 Jan 2020 €	Income €	Expenditure €	Balance at 31 Dec 2020 €
<b>Unrestricted funds</b>				
<i>General funds</i>				
Other general funds	586,505	1,708,828	(1,565,110)	730,223
<b>Total unrestricted funds</b>	<u>586,505</u>	<u>1,708,828</u>	<u>(1,565,110)</u>	<u>730,223</u>
<b>Total funds</b>	<u><u>586,505</u></u>	<u><u>1,708,828</u></u>	<u><u>(1,565,110)</u></u>	<u><u>730,223</u></u>

***Prior Year***

	Balance at 1 Jan 2019 €	Income €	Expenditure €	Balance at 31 Dec 2019 €
<b>Unrestricted funds</b>				
<i>General funds</i>				
Other general funds	399,908	1,663,465	(1,476,868)	586,505
<b>Total unrestricted funds</b>	<u>399,908</u>	<u>1,663,465</u>	<u>(1,476,868)</u>	<u>586,505</u>
<b>Total funds</b>	<u><u>399,908</u></u>	<u><u>1,663,465</u></u>	<u><u>(1,476,868)</u></u>	<u><u>586,505</u></u>

**13. The funds of the charity comprise the following:**

***Current Year***

	Unrestricted €	Restricted €	Total €
Tangible fixed assets	17,307	-	17,307
Debtors	7,136	-	7,136
Cash at bank and in hand	808,090	-	808,090
Liabilities	(102,310)	-	(102,310)
<b>Total net assets</b>	<u><u>730,223</u></u>	<u><u>-</u></u>	<u><u>730,223</u></u>

***Previous Year***

	Unrestricted €	Restricted €	Total €
Tangible fixed assets	9,112	-	9,112
Debtors	12,612	-	12,612
Cash at bank and in hand	665,940	-	665,940
Liabilities	(101,159)	-	(101,159)
<b>Total net assets</b>	<u><u>586,505</u></u>	<u><u>-</u></u>	<u><u>586,505</u></u>

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Notes to the Financial Statements**  
**For the Year Ended 31 December 2020**

**14. Financial instruments**

The carrying amount for each category of financial instruments is as follows:

	<b>2020</b>	<b>2019</b>
	€	€
<b>Financial assets that are debt instruments measured at amortised cost</b>		
Trade debtors	–	–
Cash at bank and in hand	771,159	630,898
Cash held on behalf of clients	36,931	35,042
	<b>808,090</b>	<b>665,940</b>
	<b>2020</b>	<b>2019</b>
	€	€
<b>Financial liabilities measured at amortised cost</b>		
Trade and other creditors	11,770	7,465
Accruals	15,450	13,809
Cash held on behalf of clients	36,931	35,042
	<b>64,151</b>	<b>56,316</b>

**15. Related parties**

The related parties of the company are considered to be the directors, their close family members and entities which they control or in which they have a significant interest as well as members of the company.

In 2020, the company received donations as follows:

- €5,000 from a director
- €10,000 from a company which is considered to be a related party by virtue of having a common director.

*Transactions with Key Management Personnel*

Other than as set out at Note 6 there were no transactions with key management personnel during the current financial period.

**16. Operating Leases**

Operating leases charged in arriving at the net income attributable to the company amounted to €22,500.

Obligations payable at 31 December 2020 on operating lease agreements in place at that date, amounted to €39,375 analysed as follows:

	<b>2020</b>	<b>2019</b>
	€	€
Within one year	22,500	22,500
After one year but no more than five years	16,875	39,375
More than five years	–	–
	<b>39,375</b>	<b>61,875</b>

**Sage Advocacy CLG**  
**Company Limited by Guarantee, Pursuant to the Companies Act 2014**

**Notes to the Financial Statements**  
**For the Year Ended 31 December 2020**

**17. Pension costs – defined contribution**

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund.

**18. Events after the balance sheet date**

There have been no significant events affecting the company since the period end.

**19. Approval of financial statements**

The board of directors approved these financial statements for issue on **22<sup>nd</sup> April 2021**.