



## Annual Review 2006/2007

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# A challenging year

A message from Chief Executive Gerard Barclay



**This has been a challenging year which has seen a great deal of change.**

We have launched our new corporate identity giving a clearer message that we are 'the automotive industry charity'. Advice from industry executives and a great deal of research was undertaken to ensure BEN appeals to all ages across our industries. The budget was tightly controlled with a lot of work donated free of charge and the response has been very positive.

## IMPROVING FACILITIES

As part of our strategic review we are improving facilities at Lynwood, some of which date back to the 1850s, and when the plans are finalised we will make them public. Another exciting development is our plan to launch an online BENHelp portal to give easier access to a wide range of help from our experienced team. We hope to launch a pilot service soon, subject to funding. You may be aware that our financial position became difficult this year, resulting in a number of redundancies and the closure of a unit at Alexandra House. Most staff and supporters understood the need for these difficult decisions to ensure beneficiaries receive the best care. I'm delighted to report that Alexandra House was again awarded a 5 Star rating by the local authority.

## FINANCIAL CONTROL

The level of our earlier forecast deficit was reduced due to stringent financial control and the generosity of many supporters, for which we are very grateful. Further efficiencies will continue but the key to

our future is developing sustainable revenue streams. Charles Davis has recently joined us as Fundraising & Communications Director and will be meeting supporters to explore ways of achieving our financial goals. In this report you will read about a few of the people we help, but remember our work is confidential so we can only publish a minority of cases. Please take a moment to appreciate the value of what we do. I'm often struck by the number of cases we handle involving children and younger people. The misconception is that we only look after older people. A visit to our Young Disabled Unit at Town Thorns will soon alter any such perceptions.

Almost daily we hear more stories of cuts in health spending. The reality is that there will never be enough money from the Government to care for all in a proper manner. In the past 102 years BEN has become a valued asset, but it will only continue to provide care if everyone supports us. There are plenty of ways to support BEN highlighted in this report. If everyone makes a determined effort we are guaranteed to have a long-term future of caring for those in our industries who unfortunately need **your** help. In closing let me take this opportunity to thank all our staff and supporters for their continued commitment, and assure you that we face the future challenges with determination to raise our profile and develop our caring services.

# Exciting times ahead

A message from the President Christopher Macgowan

In my role as President, I am aware that the demands for our support continue at a high level. This, in turn, renews my resolve to maintain our vital work and further develop our fundraising. I am delighted at the strong commitment, which is routinely demonstrated by the BEN board, staff and volunteers including BENGgold, BENERgy and BENHer.

It seems a paradox that we are fortunate to live in a country of which we are rightly proud, and which mostly enjoys a good standard of living. Yet, never before has the call on BEN been so great. It's hardly surprising that this year has been a tough one for the charity as it has coincided with a difficult year for the industries we rely on. Industry margins are under pressure and a series of interest rate rises have made private buyers and consumer groups cautious, even though these rate rises have largely kept inflation out of the economy.

From the financial figures, you can see our costs are tightly controlled and rightly so, but fundraising has been difficult. Thank you to all those who support us – this vital support is never taken for granted. However, we all have to be aware that although BEN plays a vital part in our industry's welfare, there are many calls on people's time and money, so we have to fight hard for each pound we raise.

Without doubt our fundraising has been helped by our new marketing programmes, captured in the new modern clean lines of our BEN logo. Additionally,



few can fail to have been moved by our wonderful but hard-hitting DVDs, the latest of which was kindly sponsored by HPI and the RAC. These reach audiences in such an effective way and demonstrate so brilliantly what BEN is all about.

**“It's hardly surprising that this year has been a tough one for the charity as it has coincided with a difficult year for the industries we rely on.”**

I remain optimistic for the future. We have in place a strong strategy development programme and a clearer vision for the future. BEN delivers what's needed in a sympathetic and professional caring manner but is governed by good, solid business principles. In my day job as Chief Executive of the Society of Motor Manufacturers and Traders, I travel to other major automotive markets. None have anything in place which resembles BEN and, across the world, people are always fascinated by the badge I proudly wear. It reminds me that what we do is special and unique. More importantly, BEN is a vital lifeline to the many families whose lives we touch every week.

# Financial summary

The period from 2006/07 was a financially demanding one for BEN. Fundraising income fell short of expectations and therefore the cost base across the entire organisation was reviewed. This resulted in some service changes to become more efficient, but only where the standard of care was not compromised. In parallel, we began identifying further recurrent fundraising income.

Our total income of £11.6million saw a reduction of £685,161 in the year. Expenditure increased by £232,654 (2%) in the year to £11.8million, which meant the

year ended with a deficit of £272,301. Cash and bank balances fell by £506,299 in the year. This was offset by the bank balance at the end of 2005/06, which enabled BEN to stay within the overdraft limit of £500,000.

In overall terms, our charitable expenditure increased from 83% in 2005/06 to 84% in 2006/07. This is an important measure to BEN as it shows our commitment to the services that we provide for our beneficiaries/residents. For each pound spent, 84p goes on care services, with the remaining 16p being used to raise more money and govern BEN.

2006/ 2007	INCOME	2006/2007	2005/2006	% INCREASE/ (DECREASE)
51.1p	Fees & Rents (Homes)	5,916,341	5,818,717	1.68 %
15.0p	Performance Related Giving	1,739,015	1,829,989	(4.98)%
8.3p	Donations	963,608	926,643	3.99 %
7.1p	Payroll Giving	821,627	798,854	2.85 %
0.3p	Legacies	37,973	487,224	(92.21)%
2.8p	Trade Associations & Volunteers	320,702	370,000	(13.32)%
0.5p	Centenary Appeal	53,624	359,117	(85.07)%
2.3p	Gifts in Kind	265,996	249,019	6.82 %
1.7p	Additional Events	195,815	232,217	(15.68)%
0.9p	Charitable Trusts	106,500	150,000	(29)%
7.6p	Trading	881,841	786,312	12.15 %
2.1p	Investment Income	243,529	228,469	6.59 %
0.3p	Other Income	40,000	0	100%
0.0p	Interest Received	2,696	0	100%
0.0p	Disposal of Fixed Assets	0	37,867	(100)%
<b>100.0p</b>	<b>TOTAL INCOME</b>	<b>11,589,267</b>	<b>12,274,428</b>	<b>(5.57)%</b>
<b>EXPENDITURE</b>				
84.5p	Care	10,013,968	9,732,336	2.89 %
15.2p	Fundraising & Communication	1,808,834	1,832,354	(1.28)%
0.3p	Governance	38,766	44,224	(12.34)%
0.0p	Other Costs	0	20,000	(100.00)%
<b>100.0p</b>	<b>TOTAL EXPENDITURE</b>	<b>11,861,568</b>	<b>11,628,914</b>	<b>2.00 %</b>
	<b>(DEFICIT)/SURPLUS</b>	<b>(272,301)</b>	<b>645,514</b>	

Figures for the financial summary are taken from BEN's Annual Accounts for the period 1 April 2006 to 31 March 2007. The presentation varies from the full accounts, which have been prepared in accordance with the Statement of Recommended Practice 2005 – Accounting by Charities. The full accounts were approved by the board on 26 July 2007 and will be filed with the Charity Commission, Companies' House and Housing Corporation. The audit report on the accounts was not qualified. Copies of the financial statements and management report can be obtained from the Finance Director at BEN's Head Office.

**Auditor's Statement to the Trustees of BEN – Motor and Allied Trades Benevolent Fund.** We have examined the summarised statement of income and expenditure set out on this page.

#### Respective Responsibilities of Trustees and Auditors

The Trustees are responsible for the preparation of the summarised statement of income and expenditure. We have agreed to report to you our opinion on the summarised statement of income and expenditure's consistency with the full financial statements on which we reported on 26 July 2007.

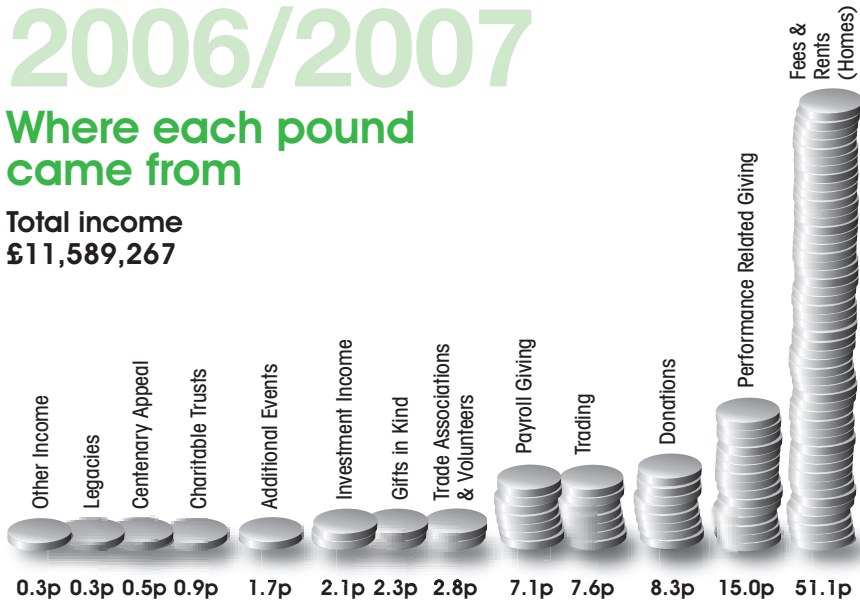
**Basis of Opinion:** We have carried out the procedures we consider necessary to ascertain whether the summarised financial statements are consistent with the full financial statements from which they have been prepared.

**Opinion:** In our opinion the summarised financial statements are consistent with the full financial statements for the year ending 31 March 2007.

# 2006/2007

## Where each pound came from

Total income  
£11,589,267



## Where each pound was spent

Total expenditure  
£11,861,568



# Our caring year

There is no doubt the financial year 2006/07 has been a testing one. Financial constraints and the need to reduce costs have meant that we embarked on an exercise to re-examine our service provision. Of course, our prime objective throughout this process was to ensure that the quality of care provided to our residents and beneficiaries would not be compromised.



## RESIDENTIAL CENTRES AND DAY CENTRE

In October 2006, we took the difficult decision to close the Palliative Care unit at Alexandra House.

Residents in this unit were referred to us by the Primary Care Trust and funded by NHS Continuing Care at a set level, regardless of the

individual's nursing needs. Due to the nature of the unit, trained nursing staff input was intensive and the costs far exceeded the income we could hope to achieve.

BEN had, in 2005/06, joined forces with one of the local Hospice groups, Jospice, to lobby the PCT for appropriate funding, but we were unsuccessful. Unfortunately, the outcome was that a number of trained care posts had to be cut. It was a very difficult and emotional time for everyone involved, including the post holders, their colleagues, the residents

and the management team at Alexandra House. However, the care of our residents took precedence and everyone dealt with it professionally.

Then in March, the Centre was again awarded, for the third successive year, a five star rating by external quality assurance inspectors, guaranteeing the highest level of fee

income possible from the local authority.

The concept of 'palliative care' in the long-term residential and nursing sector, is being replaced by the idea of 'end of life' care. This means that every individual nearing the end of his or her life, whether or not they have a diagnosed terminal condition, will receive the highest level of care. This gives them and their family dignity, choice and involvement in the final stages of life. All our centres have introduced the Gold Standards Framework to ensure end of life care

**“In March, the centre was again awarded, for the third successive year, a five star rating by external quality assurance inspectors.”**

provision is of the highest standard. Our matrons have also learnt the implications of the new Mental Capacity Act which means our staff must consider, along with medical professionals, complex issues such as living wills, advanced directives and 'do not resuscitate' orders.

Despite these difficulties, the home received a very good inspection report and has improved staff recruitment and retention.

It has been a settling in period for Birch Hill and we were delighted to finally commemorate the life of our late Matron, Kathy Bartell, with the



While the cost limiting exercise was extreme at Alexandra House, all our Centres have played their part by reducing the dependency on costly agency staff or only filling essential vacant posts.

Staff at the Day Centre in Coventry have worked hard to increase membership to the point where there is a constant waiting list. Successful negotiations with Coventry City Council to increase the Day Centre fees by 35% and transfer of the lunch provision to Town Thorns, will result in very significant savings in the coming year.

Lynwood has experienced its fair share of difficulties during the year, due largely to the tiredness of the buildings and in particular, Lynwood house itself. However, the Lynwood Development Committee has taken great strides during the year and we are optimistic that the coming year will see forthcoming plans finalised.

dedication of a lovely statue and water feature in March. The home also received a very good inspection report from CSCI (Commission for Social Care Inspection.)

**“Residents are actively encouraged to participate and be involved in decisions, which will affect their lives and environment.”**

Town Thorns has struggled with recruitment of staff this year, in part due to its remote location. We are looking at the possibility of providing transport for shift workers and will trial this in the coming year. Enormous changes are taking place in the Young Disabled Unit, where residents are actively being encouraged to participate and be involved in decisions, which will affect their lives and their environment. This is proving to be so successful that it will be rolled out to all of the units.

Unfortunately, our plans to register as a Domiciliary Care Agency for our Sheltered Residents was postponed due to financial difficulties and comments made during a particularly

difficult CSCI inspection. During this time, the inspectors abandoned custom and practice and judged Town Thorns against a set of previously unused criterion.

Despite an appeal against the decision, the Commission stood firm. We are confident, however, that Town

embarked on a programme of training our staff to become accredited trainers to save on external fees and, this has proved successful.

In summary, the matrons and all of their staff had a difficult but successful year. Fee income finished ahead of target by £190,000 (3.31%) and showed a year on



Thorns will be awarded its proper status following the next inspection, which is likely to take place during the summer.

It is no coincidence that the inspection took place only a week or so after the Panorama programme 'Looking After Mum', which showed CSCI, its inspectors and the inspection process in a very poor light!

Training in the Centres continued to go from strength to strength, with nearly 3,000 individual training sessions taking place during the year. We have

year increase of £97,624 (1.68%). Costs were well controlled and only overspent by £39,000 (0.53%), which was largely due to an unexpected energy bill. Occupancy remained very high and averaged over 93% during the year.

### WELFARE DEPARTMENT

The Welfare Team continues to give quality support to families in need. Once again, cost control has been at the forefront of our minds while maintaining the number of people BEN can support with financial grants, advice and befriending. The financial

### BEN Residential and Day Centre Objectives 2007/08

- To improve inspection rating and staff recruitment at Town Thorns.
- Register as a Domiciliary Care Agency at Town Thorns.
- Convert the Community Hall at Birch Hill into two bungalows and add en-suite facilities into seven existing rooms.
- Develop BEN training to provide revenue income.
- Finalise forward plans for Lynwood development.
- Consolidate status of the Day Centre with Coventry Social Services.
- Continue to control costs and improve fee income and occupancy.

review led to a reduction in administrative hours, made possible through the implementation of processes supported by technology. The post of Welfare Officer for Scotland was made redundant, and the welfare activities for this region are now being handled by Jenny Brown, Director of Care Services.

compared to the previous year.

Volunteers and welfare officers made around 2,300 visits and contacts with beneficiaries during the year to provide the much needed friendship and support to people who are often vulnerable and lonely.



The Welfare Committee, under the Chairmanship of Malcolm Bohn, considered BEN's financial status and agreed that, rather than making eligibility criterion stricter, it would continue to consider all applications but reduce the individual grant amount by an average of 10%.

Grants totalled £687,000 for the year which represented a 11.6% fall on last year and the number of active cases fell from 5,861 in 2005/06 to 5,254 this year.

Fewer referrals are being received via the Service Charities (SSAFA and Royal British Legion) as these organisations currently have an excess of funds and can provide substantial grants to their beneficiaries, requiring little intervention from occupational benevolent funds.

A total of 762 new cases were considered by the Welfare Committee during the year, a slight fall of 51

### EXCITING DEVELOPMENTS

During a strategy meeting of the Management Board in January 2007, it was suggested that perhaps BEN's welfare service could be more available

**“Training in the centres continued to go from strength to strength, with nearly 3,000 individual training sessions taking place during the year.”**

online to reflect the increasing number of internet users and their communication habits. Fiona Gorman, Head of Welfare, had already been formulating a similar plan to provide a

secure and confidential service to enable employees to communicate directly with a Welfare Officer from their desk and also have access to information about benefits, debt advice and many of the other issues that loom large in today's society. Our proposal is that employers would subscribe to the service and give their employees instant access to BEN's welfare services, while raising awareness. We hope to bring further details of this project as it develops during the next 12 months.

# Helping in times of need

For many years Paul Sore worked as a car fitter. He loved his active job, which sometimes took him all over the world. Eventually Paul settled into working in a Mercedes dealership and this is where he first learnt about BEN.

He enthusiastically signed up to become a payroll supporter, because he thought

expensive to heat as Paul must be kept warm. They cannot move because the house has been adapted with a lift and an accessible bathroom for Paul.

The couple needed an adapted van to accommodate Paul and because it needed so many specialist changes, they couldn't use the Motability scheme

Paul with his wife, Susan



we did a good job of looking after people in the industry less fortunate than he was but, at the time it never crossed his mind that he may one day need our help.

Then Paul found out he had developed primary progressive Multiple Sclerosis, and in 1991 at the age of just 47, his illness forced him to give up work all together.

Paul and his wife, Susan, live in a lovely extended Victorian terraced house, but in reality, this is a millstone around their necks. It's a large house which is

as this would be too expensive to replace every three years. All of this means their insurance premiums are huge. Thankfully, we have often been able to help with this cost.

In 2006, Paul wanted to visit his Dad, as it was likely to be the last time they would meet as Paul's condition made travel almost impossible. This was going to be a major operation, needing an expensive overnight stay in a specialist care home with hoists and special beds. The cost of the petrol alone put the trip out of Paul and Susan's range.

Again, BEN helped with a grant towards the visit. Sadly, Paul's Dad passed away, just before they were due to go, but the grant did mean Paul had the chance to say goodbye at the funeral and meet up with his family.

Since then, Paul's health has deteriorated and Susan has cared for him full-time for many years. They really want the chance to go away together, so Susan can have a break with Paul at the special MS

centre in the New Forest. This will give them some quality time together away from their normal environment.

Quality of life is all-important with a life-limiting disease such as MS, so BEN is more than happy to help. Incidentally, Paul has so little social contact now that he loves the opportunity to meet BEN staff and was delighted at the idea of having his story told and having his photo taken.

## BEN keeps Helen's motor running

Helen has severe hydrocephalus, epilepsy, paralysis, cerebral palsy and learning difficulties, so she has never been able to work.

Her Mum and Dad look after her affairs for her and she will always be dependent upon them for help. Helen (pictured right) is now 32 and lives in a small care home.

Her Dad spent 22 years of his life working for a major

car manufacturer, making them eligible for BEN's help. Helen's Mum and Dad like to take her out quite often but her wheelchair got too hard for them to push. The solution was simple – they needed to get an electric wheelchair for Helen, but when they asked if they could get one through the NHS they were told Helen was not entitled to one as it was

for her parents' needs, and not hers. This meant that



when visiting Helen, her parents could only interact with her inside the home. The only alternative was to get an electric powerpack, which helps take the strain out of pushing a wheelchair. The total cost of this bit of kit was £1,309, a

huge amount of money for Helen to find from her benefits and not something her parents could afford. Thanks to your support, BEN has helped towards the cost, which has made a real difference to the experiences that Helen's parents can share with their daughter. We will keep in touch with the family, just in case they need us again.

# At the worst of times, we can lighten the load

Linda Saunders' husband and father to her three children, Stuart, had a car spares business. During the recession in the late 1980s, the business became less successful, and, in 1992, he took the difficult decision to liquidate the company. The stresses of this burden became too much, and the day after liquidating the business, Stuart committed suicide. Obviously this devastated the family, but thankfully a friend who worked for the ADF (Automotive Distribution Federation) referred them to BEN.

The family were not entitled to any insurance monies, and were struggling emotionally and financially. Since then we have helped the family with occasional bills, household items, school uniforms and car repairs.

In 1995 Neil, then 14, and Victoria, 10, were invited to the BEN summer camp - they had a great time and many years on, still remember it fondly. At the

time, the youngest child Amanda was just four years old and far too young for an adventure holiday. So she was over the moon in 2005 when she was old enough to take part in the Centenary Summer camp.



Linda with Neil, Victoria and Amanda

Amanda was a boon to the group and really added to the fun. The experience for these children was priceless and, in fact, Amanda is still in touch with some of the other children she made friends with.

The children are all much older now and they don't need as much help as in the early days but we still offer occasional financial

assistance and friendship to Linda and the family. When you ask Linda about the help she has received from BEN, she will tell you it's been invaluable. Thanks to the support we receive, we will never lose contact with the Saunders family.

# Fundraising & Communications

A message from Director of Fundraising & Communications,  
Charles Davis.

Having joined BEN in June, my appointment strictly falls outside the reporting period of this review. However, I hope you don't mind me taking the opportunity to introduce myself as Director of Fundraising & Communications.

In my previous role as Head of Driver & Fleet Solutions for ROSPA, I had a fantastic opportunity to observe BEN, so I knew something of its work. My first few months have been filled with many new experiences, and I've found that BEN gives far more varied assistance than I could ever have imagined. This has been essential in learning about the fundamental care services BEN offers and the challenges that lie ahead in terms of the future needs of those we support. The need for our care and support is set to increase and this means the need to raise more income is vital.

## THE YEAR AHEAD

The most crucial challenge I face during the next 12 months is to implement a three-year business plan to maximise the fundraising potential and work of each business area. To fulfil this we will need to generate additional funding and must broaden our donor base across all sectors of our industry.

A final priority is for me to get out into the industry and meet as many of our corporate supporters as possible. You have a wealth of untapped knowledge regarding our industries and I would welcome the opportunity to discuss our plans and hear your thoughts. If this is something you could assist with then please e-mail me at [fundraisingandcommunications@ben.org.uk](mailto:fundraisingandcommunications@ben.org.uk).

## MARKETING & COMMUNICATIONS

During the year, significant steps were made in updating BEN's brand image with the launch of a new corporate identity. This will help broaden BEN's audiences to involve those who may not be aware of our relevance in their lives.

We are delighted with BEN's new website, which has been created on a very small budget. Its development will continue as we add up-to-date news and event information, blogs and videos about our work. We will make this an interactive experience for all our visitors. Please log on to [www.ben.org.uk](http://www.ben.org.uk) and let us know what you think.

Media relations are developing well with an increase in automotive trade coverage. While we regularly send out press releases, coverage is sometimes overlooked by editors who are geared to the automotive industries.

The sale of Christmas cards continues to raise significant income and we are looking at the feasibility of introducing E-cards to compliment the range.

## FUNDRAISING ACTIVITIES

Unfortunately, fundraising income fell short of expectations with a downturn on the previous year because of the change in market conditions faced by the industry.

## DONATIONS

Corporate and individual donations continue to contribute a large proportion of the annual voluntary income, and BEN is extremely grateful to all supporters who contributed in this way. Once again, almost 90% of the combined donation and Performance Related Giving income is regular, committed support and can be



classed as non-discretionary. Committed support such as this is of vital importance to BEN, as it allows us to plan ahead with our spending and budget effectively. Our objective is to increase the number of committed donors over the next year.

## PERFORMANCE RELATED GIVING

Performance Related Giving (PRG) was once again the largest income stream for fundraising in this financial year although the total figure received was down on the previous period by 4.98%.

BEN is very grateful for the help it receives from so many organisations within the industry who support us by this method of donating, linked to business performance, as it's a reliable and cost effective method of raising money for BEN and for the organisations involved. We are looking at a number of new and exciting campaigns to increase fundraising from this area. If your organisation isn't currently participating in the scheme but would like to consider it, then please get in touch.

## PAYROLL GIVING

Payroll Giving is a scheme where individuals donate to charity directly from their pay before tax is paid and, over the years this has become a major income stream. Its development continues as a vital element of our fundraising strategy for the future.

2006/07 was a difficult year for Payroll Giving. The loss of donors following the closure of Peugeot's Ryton plant, the tougher market conditions and frequent company restructures following takeovers and mergers, reduced our opportunities for this source of income. Despite these challenges, at the end of the financial year, Payroll Giving income totalled £822,000, a 2.85% increase over the previous year.

## CHARITABLE TRUSTS, LEGACIES AND IN MEMORIAM GIFTS

Many charities receive a substantial proportion of their income from charitable trusts established by individuals and their families as well as companies and business organisations. This was the first year we dedicated resources to its development and it has huge potential. Unfortunately, legacy income has decreased as we did not receive any large legacies this year.

We are very grateful to those who consider us in their will and we intend

to develop this area in the future. BEN gratefully appreciates everyone who helps us at a very sad time by asking family and friends to send donations in memory of their loved ones. A list of those who have remembered us in this way is listed on page 21.

### TRADE ASSOCIATIONS AND MEMBERSHIP ORGANISATIONS

We are also lucky to work with a strong network of industry trade associations, professional and membership organisations that have supported us. Last year was no exception and, once again, they raised a significant amount as well as acting as ambassadors for us.



### RESIDENTS' SUPPORT

This income represents the money raised by the League of Friends and support groups at our Residential Centres, made up of residents, care staff, volunteers, local companies, trusts and community groups. We are grateful to those who put in lots of work and increased the income BEN received from their activities by more than a third over the previous year.

### HELP IN KIND

For many years BEN has relied on the generosity of individuals, companies and organisations from the industry that provide us with tangible and intangible items that save BEN thousands of pounds.

We continue to enjoy their support by using assets such as vehicles, offices and equipment as well as calling on the expertise of staff that are seconded to work with BEN. Our thanks to all those who assisted us with this type of support again.

### CENTURIONS

It was another busy year for this key group of donors and, among other activities, they enjoyed the hospitality of Sterling Insurance in a private box at Sandown Park last July.

The Steering Group also undertook a number of successful initiatives, in particular, working closely with trade and membership organisations to raise awareness of BEN and recruit new Centurions.

We will be developing this strategy in the future. BEN's gratitude goes to all Centurions, in particular the Steering Group, which meets regularly to plan and monitor the progress of the campaign.

During the year, its members planned to rebrand as BENgold, which better reflects the strong relationship this personal donor group has to BEN. The new look was revealed at the House of Commons luncheon in May this year.

# Volunteering and special

Our volunteers are the lifeblood of BEN, and without their commitment, drive and skills we couldn't afford to do everything we do. Our BENfriends (welfare volunteers) make our extensive programme of visits and phone calls possible. They visit the community, providing essential emotional support, while our fundraising volunteers are out and about raising essential funds in a variety of ways including staffing stands at exhibitions and stuffing envelopes for mailings.



Volunteer activity now permeates every aspect of BEN's work, and we are eternally grateful to all those devoted individuals who dedicate their free time to give so much back to the industry. Here is a round-up of just some of their activities.

## **BENHER**

BENHer, our voluntary fundraising group made up of the wives and partners of industry executives, had another successful fundraising year. In total, they raised an outstanding £34,000 for BEN, during 2006/07, with the famous Ladies Luncheon once again being the main highlight. To date, BENHer has given BEN nearly £900,000, moving ever closer to their proposed target of £1m.

## **BEN CENTRES**

BEN has three regional voluntary fundraising groups: BEN Scotland, BEN Ireland and BEN Southampton. Each year they raise significant funds for BEN and 2006/07 was no different.

Both BEN Scotland and BEN Ireland had hugely successful years, raising £57,000 and £33,000 respectively. Their Annual Industry Ball events continue to grow in size and popularity and remain the centrepiece of their success. Although much smaller, the BEN Southampton group continued to achieve commendable results, with a total of £1,700 being raised throughout the year. This was achieved mainly through the hosting of a number of local events, including an auto-jumble sale at Beaulieu National Motor Museum, indoor skittles nights and barbecues.

## **INDIVIDUALS**

Individual volunteers continued to support BEN with its operations and fundraising activities throughout 2006/07. The year saw some new faces join the BEN volunteering team. BEN also developed links with Royal Holloway University of London, near Lynwood, which created a constant flow of volunteers throughout the year. Their support, among others, allowed BEN

# supporter activity

to run events such as the UK five-a-side Football and Paintball Championships, and attend a number of exhibitions, such as the British International Motor Show and many more regional motor shows. BEN would not have had a presence at

Richard Stock of Benchmark Distribution, who raised £6,000, Robin Mackonochie, BVRLA, who raised £4,000 and Mike May who raised £2,500.

BEN also had teams running the Great



the British International Motor Show had it not been for its generous and dedicated volunteers. Nearly 100 volunteers, many recruited from automotive companies, supported BEN during the exhibition. In total, these volunteers helped raise an outstanding £34,500, generating a profit of £15,000 for BEN.

Other volunteers supported BEN by becoming payroll presenters and pre-retirement talk assistants. Both roles involve visiting automotive companies and generating support from employees and organisations. Most other volunteers were recruited for welfare visiting (BENfriends), mini-bus driving for Lynwood and providing administration support at Head Office.

Numerous individuals took part in sponsored fundraising activities during 2006/07. The most popular activity by far was running, with nearly £25,000 being raised. BEN had seven runners in the London Marathon 2006, raising a superb £15,000. Special mention must go to

North Run and Great South Run, with a total of £2,000 and £1,300 being raised respectively. In the Great North Run, both Fiona Willox, CFC Solutions, and Dawn Roxburgh, AA Insurance, raised over £500 each. In the Great South Run, Simon Charles, Garry Vaughan and Chris Martin, all from Walon UK, gave over £800 sponsorship money to BEN.

Other notable fundraising achievements from running include Martin Kay from Swain and Jones who donated £430 in sponsorship from the Fleet Half Marathon and Bill Porteous from Steele Dixon who ran the Great Scottish Run, collecting more than £400. Trevor Webb of Cooper Sevenoaks broke the mould for BEN runners by crossing the pond to compete in the New York Marathon. Apart from becoming an international athlete for a day, Trevor also succeeded in raising over £300 for BEN! Finally, we must mention Kevin Buckett of Woodley Auto Factors, who is, in his own words: "A smoker, who's overweight, has high blood pressure and has never run a half marathon before,"

overcame all the odds to complete the Reading Half Marathon. Afterwards he presented BEN with a cheque for £330!



Other individuals raised money for BEN via cycling events. John Kinchin and Deidre Edgar from The AA, completed the Thanet Bike Ride, collecting more than £400, while Derek Puddifoot of Volkswagen Group (UK) raised over £300 from his cycle ride.

Some people chose to take to the skies and skydive for BEN! These brave fundraisers accumulated nearly £2,500 from their endeavours, with Michael Khanna being the star fundraiser by donating sponsorship of nearly £1,600.

On a sad note, one of BEN's longest serving volunteers, Joan Mary McLagan, passed away in September 2006, aged 84. She was a Lynwood flat resident, and a keen BEN fundraiser. She was also an integral part of the League of Friends and fittingly won the Lynwood Cup at the Volunteers Conference 2006, for her past efforts and commitment to volunteering for BEN.

## CORPORATE VOLUNTEERING

Once again, 2006/07 saw a number of companies support BEN through volunteering. However, BEN's close relationship with Enterprise Rent-A-Car



was the highlight of the year, with the company supporting BEN with numerous projects. Enterprise

**“This strategy will create a volunteering infrastructure within BEN that will help us to better manage, train and empower our volunteers.”**

employees offered their support by painting and redecorating the drinks bar area at Lynwood, as well as renovating garden furniture and cleaning the entrance to the Old House.

Enterprise employees gave two days of support at the British International Motor Show, and in December, employees took Lynwood residents on a Christmas shopping trip and helped others with their Christmas card writing and present wrapping.

Jaguar, Land Rover and Capital Bank (Royal Bank of Scotland) also continued their volunteering support for BEN by undertaking various projects at Town Thorns.

A special mention must also go to pharmaceutical firm, Wyeth Europa, based near Lynwood. Although it has no direct links to the automotive industry, the head office management

## THE NEXT 12 MONTHS

2007/08 will see the launch of a carefully co-ordinated volunteer strategy. This strategy will create a volunteering infrastructure within BEN



team exchanged labs for outdoors and microscopes for spades, as they got their hands dirty and built a patio relaxation area for the Lynwood flat residents. They enjoyed it so much they are coming back this summer to take part in another volunteering project.

Other companies also showed great support for BEN by entering a number of challenge events, including the UK five-a-side Football and Paintball Championships. Both events proved popular, with more than 150 automotive companies entering and £20,000 being raised. An added bonus in the football event was the opportunity for teams in the final to meet and have their photo taken with England 1966 World Cup Winner, West Ham and Spurs legend, Martin Peters. Thank you to all those who did so much during 2006/07.

that will help us to better manage, train and empower our helpful volunteers.

Successful volunteer recruitment, with emphasis on finding committed people, will be key to supporting BEN's operations.

An important part of this strategy will be finding a better way to engage organisations in volunteering. We hope companies will make annual pledges to help us as part of their Corporate Social Responsibility commitments - supporting the people from their industry who are in need.

If you would like to find out more about individual and corporate volunteering opportunities, please contact Adam Hanrahan on 01344 294714 or log onto [www.ben.org.uk/html/careers/volunteers](http://www.ben.org.uk/html/careers/volunteers).

# Events

BEN's dedicated events team is involved in more than 30 events a year, whether they are organising them as part of BEN's calendar of events, or being invited to fundraise for the charity at events run by other industry bodies. These vary greatly, from the glamour of the annual BEN Ball in December, to the fun of National BEN Week in July. During 2006/07, our income from events totalled £592,142, and below are just some of the highlights from the year.

## EXHIBITIONS

BEN attends a number of shows throughout the year to help raise the profile of our charitable work and fundraise. We do this by asking exhibitors to take a BEN collection box so they can ask for donations for giveaways and sell tickets for the car and motorcycle national draw from the BEN stand.

## CHAMPION OF CHAMPIONS GOLF

During the year, BEN held its first-ever overseas event in Le Touquet, France. The Champion of Champions' Golf Day saw many teams from across the automotive industry battling it out with a tricky course and weather conditions, for the title of champion and the magnificently unique 2ft high trophy.

## BEN BALL 2006

The ever-popular December BEN Ball attracted a crowd of almost 1,200 guests from all sectors of the industry, and as always was a wonderful start to the Christmas season. This fantastic event offers our guests the chance to let their hair down in magnificent surroundings, while catching up with old industry friends and making new ones. The Ball seems to gain momentum year on year, and even in January, nearly half the tables were sold for the 2007 event.



## THE BEN ANNUAL LUNCH

Once again, we are grateful to EurotaxGlass's for hosting the Annual Lunch at The Savoy Hotel in London. This year we were honoured to have as our guest speaker, Sir Digby Jones, the longest serving member of the CBI (Confederation of British Industry), who entertained the audience with amusing anecdotal stories about his time with the organisation. This occasion is the perfect opportunity for BEN to say a big thank you to the individuals, companies and volunteer groups who support us in so many ways, providing a fantastic platform in which to give recognition.

# Thank you

As you will have read, 2006/07 was a difficult financial year for BEN, but it could have been worse if we hadn't received so much support from so many. Year on year, the commitments and contributions you make enable BEN to care for so many people and we are extremely grateful to you all.

It would be wonderful if we could thank you all personally but there are just too many names to print. So instead we hope you will accept this statement of our sincerest thanks as a personal tribute to you.

## Donations were gratefully received in memory of:

- Mr Alan Cooke-Sanderson
- Mr Andrew Dorrington
- Mr Brian Parnell
- Mr Denis Clark
- Mr Fred Greenslade
- Mr Harry Foster
- Mr J Evans
- Mr J Wilson
- Mr Joseph Smith
- Mr N D Beckett
- Mrs Barbara Grigg Judkins
- Mrs Ethel Tressler
- Mrs Helen Hinks
- Mrs Rose Elizabeth Scofield
- Mrs Stephanie Wallace
- Mr David Sharrock
- Mr George Rushton
- Mr Harold Thackery
- Mr Jack Partridge
- Mr James Partridge
- Mr Jim Houghton
- Mrs Audrey St Paul
- Mrs Audrey Stoddart
- Mrs Dottie Evans
- Mrs Edith McKean
- Mrs Elizabeth Lampitt
- Mrs Irene Melville
- Mrs Jeanette Cook
- Mrs Joan Coventry
- Mrs Margaret Gerrard
- Mrs May Lockhart
- Mrs C Arnott
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- Mrs M. Culbertson
- D Barducci
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- Mr Alec Hoad
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- Mrs Ida Alderman
- Mrs Carol Elcocks
- Mrs Wharmby
- Mr Lou Owen
- Mr Nigel Ison

### Legacies

Mr T Sharratt  
Mrs M Watson  
Mrs Jenny Braithwaite  
Mrs Barbara Grigg-Judkins  
Mrs Ilona Gibbons  
Mr Denis Clark

# Who's who at BEN?

## PATRON

HRH Princess Alexandra.  
The Hon Lady Ogilvy KG  
GCVO

## SENIOR STAFF

### Chief Executive

Gerard Barclay

### Director of Care Services

Jenny Brown

### Director of Finance and Company Secretary

Brian Cottrell CPFA

### Director of Fundraising and Communications

Charles Davis

### Director of Personnel and Assistant Secretary

Sara Howard

### Head of Welfare

Fiona Gorman

## HONORARY OFFICERS

### President

Christopher Macgowan,  
SMMT

### Deputy Presidents

Tod Evans  
Formerly Peugeot/Citroen  
Automobiles (UK) Ltd

Tim Holmes ACIB FIMI  
Formerly HSBC Vehicle Finance  
(UK) Ltd

### Honorary Treasurer

Tony Worthy  
Company Director/Motor  
Industry Consultant

### Deputy Honorary Treasurer

Geoff Sherley MBE  
Motorcycle Industry Association Ltd

## MANAGEMENT BOARD OF TRUSTEES 2006/07

Anthony Archer  
Formerly Evans Halshaw  
Holdings PLC

Brian Back  
Zenith Vehicle Contracts Plc/  
BVRLA (Elected 30 March 2007)

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Blue Bell Ltd

Steve Dewey  
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Brian Ferguson  
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Karen Myers  
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Tony Sackett  
Unipart Automotive

Robin Shaw  
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Robin Woolcock  
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## VICE PRESIDENTS (ELECTED SEPTEMBER 2006)

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BVRLA

Sir Trevor Chinn, CVO  
The Automobile Association

Sir John Egan  
Formerly Inchcape Plc

Mr Tom Gibson  
Formerly BCA Holdings Ltd

The Rt Hon the Lord Heseltine CH  
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Mr Stuart Heys  
Leyland Trucks Ltd

Mr Jim Hughes  
NGK Spark Plugs (UK) Ltd

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Inchcape Plc

Mr John Leigh  
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Mr Fred Maguire  
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Unipart Group of Companies

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Jaguar Cars Ltd and Ford Motor  
Company Ltd

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Prodrive Ltd

Mr Douglas Robertson  
Scottish Motor Trade  
Association Ltd

Sir Nick Scheele  
Formerly Ford Motor Company Ltd

Ms Sarah Sillars  
Institute of the Motor Industry

Mr Murray Walker, OBE

Sir Geoffrey Whalen, CBE  
Formerly PSA

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Mr Malcolm Bohn

**Deputy Chairman**  
Mr Mike Judge

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Mrs Elaine Cowley  
Mr David Cragg  
Mrs Anthea Evans  
Mr David Kyd  
Mr Steve Nicholson  
Mr Denis O'Dell  
Mr Les Sutton  
Mr Keith White

#### HEADQUARTERS

Lynwood, Sunninghill, Ascot,  
Berkshire, SL5 0AJ  
Tel: 01344 620191  
Fax: 01344 622042  
24-Hour Emergency Helpline:  
01344 876770

#### NURSING AND RESIDENTIAL CENTRES

**Alexandra House**  
2-4 Lord Street, Southport,  
Merseyside, PR8 1QD  
Tel: 01704 543715  
Fax: 01704 543828  
**Matron:** Sharon Watson RGN

**Birch Hill**  
Norham, Berwick-Upon-Tweed,  
Northumberland TD15 2JZ  
Tel: 01298 382216  
Fax: 01289 382087  
**Matron:** Denise Turnbull RGN

**Lynwood**  
Sunninghill, Ascot, Berkshire  
SL5 0AJ  
Tel: 01344 620191  
Fax: 01344 875062  
**Matron:** Julie Way RGN

**Town Thorns**  
Easenhall, Nr Rugby, Warwickshire,  
CV23 0JE Tel: 01788 833311  
Fax: 01788 833379  
**Matron:** Helen Owen RGN

#### WORKPLACE DAY CARE CENTRE

**Arthur Wilson House**  
Humber Road, Coventry, CV3 1LL  
Tel: 02476 651472  
Fax: 02476 651490  
**Manager:** Lynn Walker

#### REGIONAL OFFICES (WELFARE AND FUNDRAISING)

**North West:**  
BEN, Chatfields, Taylor Rd, Trafford  
Park, Urmston, Manchester M41 7JQ  
Tel: 0161 746 1925  
Fax: 0161 746 1926

**Midlands:**  
BEN, GKN/Driveline Birmingham  
Ltd, Old Walsall Road, Great Barr,  
Birmingham, B42 1DZ  
Tel: 0121 358 2770  
Fax: 0121 357 1922

**Wales & West:**  
BEN PO Box 1809, Newport,

Gwent, NP19 4XP  
Tel: 01633 281891

**Scotland:**  
SMTA, Palmerston House,  
10 The Loan, South Queensferry,  
Edinburgh EH30 9NS  
Tel: 0131 3315510

#### BANKERS

**Barclays Bank Plc**  
1 High Street, Bracknell,  
Berkshire RG12 1DR

#### AUDITORS

**BDO Stoy Hayward LLP**  
Emerald House, East Street, Epsom,  
Surrey KT17 1HS

**Sayer Vincent LLP**  
Kings House, Orchard Street,  
Bristol BS1 5EH

#### SOLICITORS

**Field Fisher Waterhouse**  
35 Vine Street, London EC3N 2AA

**Lewis Silkin**  
12 Gough Square, London EC4A 3DW

**Blake Laphorn Tarlo Lyons**  
Harbour Court, Compass Road,  
North Harbour, Portsmouth,  
Hampshire PO6 4ST

#### INVESTMENT ADVISORS AND BROKERS

**Cazenove Fund Management Ltd**  
12 Moorgate, London, EC2R 6DA



## **BEN – Motor and Allied Trades Benevolent Fund**

Registered Office: Lynwood • Sunninghill • Ascot • Berkshire • SL5 0AJ

Tel • 01344 620191 • Fax • 01344 294763

Website • [www.ben.org.uk](http://www.ben.org.uk)

A company limited by guarantee in England and Wales. Registered Company No: 2163894  
Registered Charity No : 297877 Registered Social Landlord No: LH3766

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